



Mini Split March

Century HVAC Distributing 50th Anniversary Gung-Ho! Event



Pictures on page B2.

CARRIER South Texas Dealer Meeting



Pictures on page B6.

Johnstone Supply DFW Grand Openings



Pictures on page B10.

“What a show!” The 2023 AHR Expo Wraps in Atlanta, Setting Sights on the Future of HVACR with Energy and Passion for the Industry

Westport, Conn. – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) wrapped up the 2023 show in Atlanta with an exigent focus on reshaping the future of the industry – together.

“This year’s show is one for the books,” said Show Manager Mark Stevens. “We heard it in every corner of the industry - HVACR is gearing up for an exciting path forward. As a collective force, we are focused on change and growth inside our industry, as well as anchoring our combined efforts on serious developments to set the course for the future of HVAC. It’s hard to miss the excitement.”

The stats indicate the industry’s resurgence

The 2023 AHR Expo hosted 42,794 verified visitor and exhibitor personnel, 1,779 total exhibitors, 425 of which were international, and filled 486,000+ square feet of exhibit



space. While these numbers are still recalibrating from pre-Covid years, the strong showing from new audiences is a welcome sign of growth and a hopeful indicator for future workforce development.

Atlanta also hosted 17 industry podcasters in the show’s Podcast Pavilion. Industry podcasters dedicated their time at the show covering trending topics and speaking to leaders across the industry with the added excitement of a live audience. The pavilions remained active all three days, resulting in exciting content to roll out in the coming

weeks. Full session recordings will be available on ahrexpo.com once produced content is released by hosting podcasters.

Innovation and mapping the future of HVACR

The 2023 AHR Expo Innovation Award Winner for Product of the Year is Cielo WiGle, Inc. for their Cielo Breez Max. Learn more about this year’s Product of the Year here.

Our ten industry category winners offer a preview of the explosion of innovation that’s currently happening across the industry. New product signage was prominently displayed across

the halls, as this year proved to be a big year for progress in HVACR.

Next year we will meet in Chicago!

In 2024 we hit the road to Chicago. Save the date for January 22-24, 2024 and stay tuned as we roll out information to help prepare for your visit to HVACR’s epic event.

“What a show,” concluded Stevens. “This is the industry to be a part of right now. We are essential; we are poised for growth and the world needs us to be prepared to solve problems and meet demands. We’re excited to play a role in launching new products, services, conversations and partnerships to make it happen. We hope to see you in Chicago.”

Registration is expected to open early summer. For more information, show recaps and to sign up to receive updates, visit ahrexpo.com.

SEE AHR EXPO PG.9

AHR EXPO Atlanta 2023



Pictures on page B12.

Johnstone Supply Petit Group Liberty Dealer Meeting



Pictures on page B14.

Johnstone Supply Houston Casino Night



Pictures on page B20.

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Solar Supply Comfortstar Training Meeting

Solar Supply held a Comfortstar training meeting in Houston on Tuesday January 31 with some of their contractors. Jerry Clark from Solar and Alex Rivero from Comfortstar led the meeting and training.



Devorah Jakubowsky resigns as TACCA Executive Director



It is with a mixture of sadness and gratitude we announce that Devorah Jakubowsky, CAE, has resigned her position at TACCA to pursue other opportunities effective February 3, 2023.

Devorah joined TACCA as its Executive Director in 2019. Since then, she led the organization through a global pandemic, built strategic industry relationships, focused on workforce development, created TACCA member and trade conferences, and helped improve operations and organizational processes. Devorah brought a wealth of association knowledge to her role at TACCA and leaves the organization in a strong position for continued growth.

For myself, as a TACCA member and officer, Devorah clearly helped raise the bar with our association. Our board has come to a new level of professionalism and organization with her leadership. We were fortunate to have Devorah working to elevate our small but vital organization.

While transitions are difficult, TACCA’s Board has already sprung into action to put a plan in place to ensure stability during this period of transition. The work of the organization will continue with as little disruption as possible.

“It has been an honor to help lead this organization over the last several years. TACCA has given me wonderful opportunities to use my strengths working with industry leaders. We faced some real challenges and I am proud of the accomplishments we made together to advance TACCA and the HVAC/R industry in Texas.

Thank you for the opportunity to serve as your executive director and for supporting the important work of this organization.”

-Devorah Jakubowsky, CAE

We wish Devorah the very best in her future professional endeavors.

Sincerely,
Mark Gatewood
TACCA President

AMERICAN STANDARD con’t

In this new year, with multiple instructors located across the U.S. and Canada and each focused on a season, homeowners will be able to find helpful, relevant content no matter what time of year it is or where they live.”

In addition to the instructional videos, the third semester of Homeowning 01 will also be packed with more resources and tools:

- **01 Minute Fixes:** Installing a draft stopper, Removing crayon marks, Adding shine to wood floors
- **Seasonal Homework:** Highlighting important considerations and maintenance tips for winter, like increasing your attic insulation or monitoring your roof for snow damage
- **School Supplies:** Featuring “did you know” facts on the American Standard Home App, Fireplace Poker, Polymeric Sand, and more

The winter session of American Standard’s Homeowning 01 Third Semester is now live. For more information about American Standard Heating and Air Conditioning, please visit www.americanstandardair.com.

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COUNTDOWN TO A TRADESHOW

Thinking about participating in trade shows or homes shows this fall or next spring? It is not too early to start your planning now. When you attended the event last time, did you take notice of the floor plan and traffic patterns. Did you identify where you wanted to have your booth this year? No?

Then you will have to spend more time looking over the show maps to decide where you want your booth to be. In trade shows, as in real estate, it is location, location, location.

Read through the contract, making sure you understand the payment schedule, terms, rules, and space assignment methods. Apply for your space and pay your deposit.

Set a budget for the show. Mark your calendar with reminders and important dates from this trade show timeline.

SIX MONTHS PRIOR
Now the serious planning begins. What specific outcomes do you want from your time at this show? Serious leads, sales, or simple introductory conversations? Your primary objective will drive your booth design. If you are simply looking to collect email addresses or business cards, make sure your fishbowl or sign-up sheet is prominently placed. If you want to have longer conversations, design the booth with space to accommodate chairs or an area toward the back of the booth to stand and chat.

A professional booth design company will help you choose the right layout for your objectives. This is the right time to look at your existing trade show booth and decide if you need an upgrade, simply new graphics, or a completely new booth. Starting six months out will give you plenty of time to make the best decisions and

avoid rush charges. This is also the right time to think about pre-show advertising buys in industry trade publications and conference sponsored publications. Check submission schedules and start working on your advertising designs.

FOUR MONTHS PRIOR
Who will be going to the trade show? Four months out may seem early, but this is a good time to identify who will staff your booth so they can clear their schedules and start watching airfares. Often conference hotels fill up early, so make your reservations for hotels, airline tickets, and rental car if needed.

Now is the time to finalize your featured products and order the exhibit or new graphics. Once you know the products you will be promoting, you can start working on your advertisements (be sure to

include your booth number). Finalize your advertising and submit to the appropriate publications.

Design your handouts and evaluate giveaways. Don't forget to plan your post-show follow-up. Attendees come home with their briefcases full of information, most of it gets stacked on their desk until it is ultimately tossed in the trash. Your show handout should be disposable, with general information and a link to your website for more information.

As you design your show handouts and the after-show printed content, you need to have a plan to collect contact information and quickly get it into a format that you can use to send emails and direct mail. I can't tell you how many opportunities are lost because of a follow up plan that isn't given the same attention as the show plan.

Everyone should receive

a post-show email, but your serious prospects should get something more. Ideally a piece of direct mail designed to land on their desk 5 – 10 days after the show. Why? By then they have sorted through their inbox and cleared their desks. This is the ideal time to remind them of your conversation. Wait too long, and they will have forgotten you.

THREE MONTHS PRIOR
Review the exhibitor manual so you are fully prepared. Go over your floor plan. Make note of any restrictions and target dates. Make a list of any services you need. Some convention centers require that you use their employees to do everything. Others will allow you to do some of your own setups. If you have to reserve their services, do so as early as possible. There are often discounts for early reservations.



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.

If you will be running a presentation or demo in the booth now is the time to start writing your scripts. Have your sales team create a target list of people you want to schedule for a demonstration.

SEE BALL PG.9





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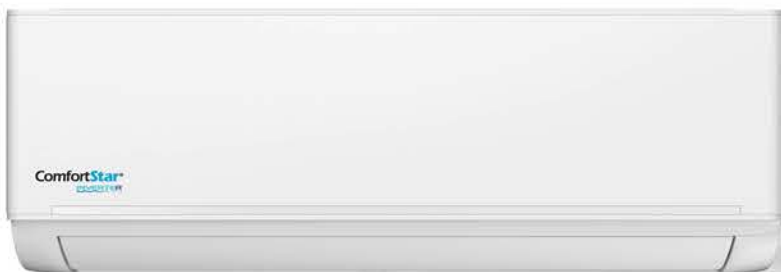
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BALL con't

If you are going to have a hospitality suite at the hotel or conference center and reserve it now and choose your catering options. Again, talk to your sales team about invitation lists for the hospitality event. Design invitations, either printed or digital, for demonstrations and hospitality. Consider adding an RSVP or scheduling form to your website.

What will your booth team be wearing? Suits, business casual, or branded clothing? If you are going to have your team wear matching shirts, be sure to select something which will look good on all your team members. Make sure the item you select comes in a range of sizes to accommodate everyone on your team. Make sure the clothing is ordered early enough to allow for washing or alterations, if needed, before the conference.

TWO MONTHS PRIOR

Preview your new exhibit. Make sure your booth staff knows how to assemble and disassemble it correctly. Place orders for any printed material handouts and giveaways. Order conference badges for your team. Verify reservations for your entire staff, making any necessary changes.

Finalize your lead gathering procedures and show schedule. Create a briefing packet for those who will staff your booth and schedule training.

Mail or email invitations to hospitality events and demonstrations.

ONE MONTH PRIOR

The show is around the corner. Now is a good time to confirm your shipments, make sure you know when your merchandise will arrive. If it is being shipped directly to the facility, make sure you have routing numbers and shipping bills to track receipt. Identify a contact at the conference center to confirm when items arrive.

Check the schedule for installation and dismantling of your booth, including an estimate of costs to have the facility team manage it. Assemble show kits and ship all materials so they arrive several days before the show.

Have your sales team confirm appointments and follow up with people who have not responded to events.

Make sure you have copies of your orders with proof of payment, credit cards,

AHR EXPO con't**ABOUT THE AHR EXPO**

The AHR Expo is the essential event for HVACR professionals, attracting the most comprehensive gathering of the industry from around the globe each year. The show provides a unique forum where manufacturers and suppliers of all sizes and specialties come together to share ideas and showcase the future of HVACR technology. Since 1930, the AHR Expo has remained the industry's best place for OEMs, engineers, contractors, facility operators, architects, educators and other industry professionals to experience everything

contact information for all vendors, shipping manifest, shipping labels for return shipping, and engineering certificate for your exhibit.

Ideally, you should be able to confirm the arrival of all of your material before you leave your office.

WHEN YOU ARRIVE

There is a lot to do in a short amount of time. Plan to arrive early before the rush. Check for the arrival of all shipments and check on reservations for hotel rooms and meeting rooms as well as catering orders. Remember everyone will be trying to do the same things at the same time, so sending one person ahead will make sure you move to the front of the line to get your questions answered.

Locate the electrician and service area and confirm the installation date and time for your display. Supervise the setup of the booth and plan to brief and train your staff one day prior to the start of the trade show

DURING THE SHOW

Yes, you are there to talk to customers and prospects, but be sure you make time for a bit of competitive research. What are other companies doing? Who has the best booth, most well-trained staff? Look for companies who seem to have a more creative approach.

Talk to your sales team about the quality of the interactions. You need to decide if this is a show worth attending next year. If so, go back and read my first section on picking your perfect space.

If it is a multi-day show, process the best leads every day so you will be ready to follow up when you get back to your office.

AFTER THE SHOW

Time to take the booth down. While it is tempting to rush this step, you want to package it carefully so you will be able to reuse it again next year.

Pack your bags and head home. Plan a meeting to debrief everyone who worked the booth. Get a list of ideas and suggestions, what worked, and what didn't that you can add into your planning for next year.

Your trade show timeline doesn't end here. It is time to start following up with your leads, send direct mail and email, and have phone conversations. Sell something!

new in HVACR and build relationships. The AHR Expo is co-sponsored by ASHRAE and AHRI and is held concurrently with ASHRAE's Winter Conference. The next show will take place January 22-24, 2024 in Chicago. For more information, visit ahrexpo.com and follow @ahrexpo on Twitter and Instagram.

The AHR Expo is produced and managed by:

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It's On My Heart: Great trip to AHR

Just got back from a visit to AHR Expo (air-conditioning, heating and refrigeration exposition), held in Atlanta this year. This is a huge show, over 1700 exhibitors, Daikin had the largest booth at about 4900 square foot. The World Congress Center is over 1.5 million square feet, one large building. We had a booth in a show that is focused on the commercial/industrial markets, I was not sure if we would get a return on our investment, since the Service Nation is devoted to the residential service and replacement markets.

Turns out I was wrong. We had several companies stop by our booth, some did residential as a separate division, some were 100% engaged in that sector. We also had companies that were already part of our membership stop by, as well as a couple who signed up at the show to improve their business.

Got me to thinking: how

do you prepare for a show of this magnitude? Start with a plan. Get a copy of the speakers and topics they are sharing, see what makes sense to spend time on. Plan your days and evenings, most shows have receptions after hours, there may be connections that can be made or enhanced in the evenings. Take lots of business cards, and have a way to categorize the ones you get into prospects for your business, or potential vendors, or connections that may be able to help as you grow your circle of influence. Look at the show layout, plan which companies you want to see first, stay focused and have a system for moving from one isle to another. When you visit a booth, ask them: how can you help me improve my business?

Let me tell you what happened to me. I ran into friends that I had not seen in years, some I had not talked to for a long time. It was good

to get reacquainted, catch up on what had happened to their families and businesses. At one point I ran into a friend who was a major customer of mine back in the day, had moved on to another company and we had connected up there as well. I also saw vendors we are doing business with today, it was good to look at their latest offerings and see what new booth technologies are available. One of the best things is to reconnect with industry leaders who are making things happen, ask them what they are seeing in the months ahead. And then ask how their family is doing, get those emotional connections, that is what counts. In fact, on a sales note, when people talk about themselves, their family and business, endorphins are released in their brain. When that happens people buy more, commit to more, they get engaged with your company more often. All good things.

With that in mind, if you are working a show (trade show, home show, a booth at a state fair, whatever), and are a manufacturer or distributor rep, here is how the conversation should flow. Person walking by: What do you do? Me: our mission is to change contractor's lives for the better. Then, how did your business do last year? Meet your growth goals, profitability goals, etc.? What are you doing to improve your company culture, attract new employees, employ new technology? Get them talking about them.

Pretend for a moment they actually have worked on those areas, made improvements, that is a good thing, and they will want someone to listen while they tell you what happened. Listen, then ask, how did that affect your company (bottom line, recruiting efforts, ability to attract new customers)? If they have not, ask them what the



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.

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possible improvement would be if they implemented better pricing, more effective social media presence, maintenance agreements, and so on. Have them tell you what the company would look like if they followed some of your ideas and systems.

SEE HINSHAW PG.17

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Energy Efficiency Ratio	EER	13.8	12.5	13.5	13	10.5	13.5
Sound power ⁽²⁾	dBA	54	54	60	62	60	60
Voltage	V	115	115	208/230	208/230	208/230	208/230
Seasonal Energy Efficiency Ratio	SEER	23	22	24	21	18.6	17.5
Indoor Dimensions	W/H/D	31.57" x 7.87" x 11.61"	31.57" x 7.87" x 11.61"	42.64" x 9.61" x 13.23"	42.6" x 9.21" x 13.27"	49.57" x 11.1" x 14.25"	49.57" x 11.1" x 14.25"
Outdoor Dimensions	W/H/D	30.12" x 11.93" x 21.85"	30.12" x 11.93" x 21.85"	35.04" x 13.46" x 26.5"	37.24" x 16.14" x 31.89"	37.24" x 16.14" x 31.89"	37.24" x 16.14" x 31.89"

(1)Test condition: Data refers to conditions and parameters as required by DOE requirements governing this product type. HEATING MODE: Outdoor Ambient Temperature DB 45°F/7°C WB 43°F/6°C; Indoor Ambient DB 68°F/20°C - WB 59°F/15°C COOLING MODE: Outdoor Ambient Temperature DB 95°F/35°C WB 75°F/24°C; Indoor Ambient DB 81°F/27°C - WB 66°F/19

(2)Test conditions for sound ratings are conducted as per DOA rating conditions, conducted in a soundchamber performed at a distance of 3.3 feet (1 meter). Minimum sound pressure values are rated in ventilation mode only.

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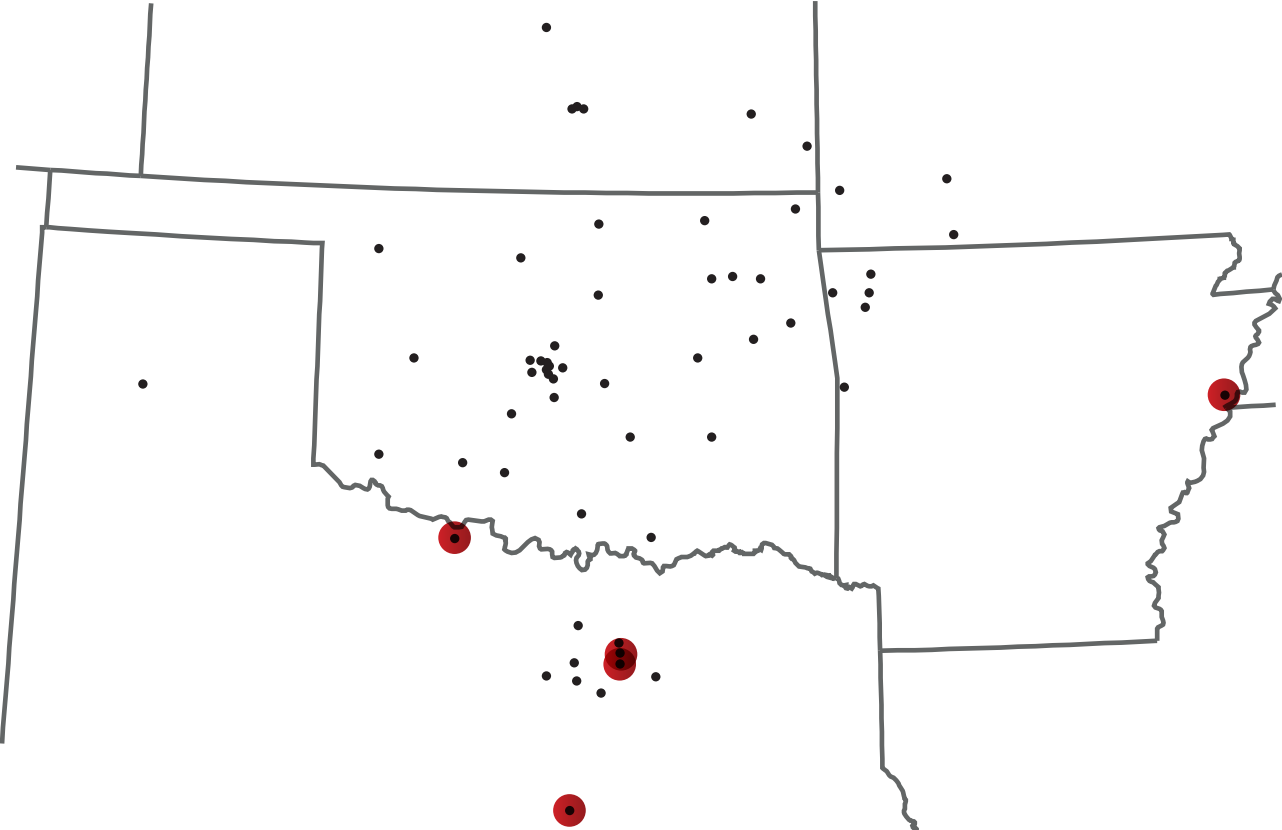
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Working the booth as a contractor in Hvac, plumbing, electrical, or any other trade, here is your script. Person walking by: what do you do? Me: we help improve customer's lives. How is the comfort in your home, energy cost, sound levels, temperature in all the rooms, humidity levels, and so on? Can you imagine how much better you would feel with a good night's sleep, fully rested for the day's activities. How much better you would feel if you had even temperatures throughout the entire home? You could probably guess I have spent some time in the Hvac industry. If you are a plumber: we protect the health of the nation. We help insure that you don't run out of hot water when you most need it, we can provide your family with purified drinking water to that can reduce the need to have those plastic drinking water bottles ending

up in our crowded recycling centers. Talking to a senior: we have systems and devices that can make life easier for the greatest generation, and safer as well. See where I am going? Now back to our regular programming.

Some of the displays were amazing, ran the gamut from tube bending machines that made coils to software companies that ran those machines. We were in the software section, we had several of our partners in the booths near ours. In fact we were right next to a new business partner, a dispatching software company. Got to know the owner much better, turns out he is a neighbor of mine, lives less than a mile away. On the first day they estimated we had 50,000 + in attendance, was a large crowd. We had great traffic on all of the three days, we will be back again next year in Chicago.

Thanks for listening, we'll talk later.

Danfoss to Build New Compressor and Sensor Factory to Match Growing North American Demand

Demand is growing for energy-efficient cooling technology. Danfoss is ramping up production to match the needs of the market.

Danfoss is witnessing tremendous growth in demand for cooling technology from the United States market and is announcing the construction of a new compressor and sensor manufacturing facility in Apodaca, Mexico. The new expansion will produce medium and large scroll compressors, pressure sensors for HVAC/R, and A2L leak detection sensors for residential and commercial air conditioning and refrigeration. The facility is expected to be ready by the end of 2024, starting with a capacity for 100,000 compressor units, 1.6 million pressure sensors, and 1 million A2L leak detection sensors.

This move is a part of the Danfoss ESG (Environmental,



Social, Governance) strategy to offer localized production for customers. By expanding the global footprint of production, Danfoss is also securing supply chain flexibility and security for the future.

"We are really proud to launch production in Mexico to increase our support to the market," says Fabio Klein, Senior VP Scrolls and Reciprocating Compressors, "Our

Commercial Compressors unit is a significant growth journey, and this move will take us one step closer."

"It is exciting to get even closer to our American customers and support them helping improve efficiency and safety of their cooling systems with a regionalized supply chain," says Bert Labots, Vice President Sensing Solutions.

Danfoss Commercial Compressors is a leading compressor manufacturer

of fixed-speed scrolls, inverter scroll solutions with prequalified drives, reciprocating compressors, condensing units, and centrifugal oil-free Turbocor compressors. These technologies are used in a variety of applications in the air conditioning, refrigeration, and heat pump markets globally.

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Winsupply Opens New HVACR Store in Corpus Christi TX

Winsupply has opened a new location in Corpus Christi, Texas. “We are thrilled to announce the opening of WinSupply Corpus Christi, the newest location of the WinSupply family of supply-house corporations” says Teysha Dougherty President of Winsupply Corpus Christi., Dougherty, an HVAC industry veteran with a wealth of experience in the industry, brings enthusiasm to the new store. “WinSupply Corpus Christi is excited to bring unmatched service and competitive prices to the Coastal Bend”.

WinSupply Corpus Christi will offer a full variety of RNC, multi-family, service, and installation materials. We will be offering Midea residential split air conditioners and Journey mini-splits, providing our customers with the latest and most advanced technology in the market.

In addition to offering a full range of HVAC products and unparalleled customer service, WinSupply Corpus Christi is pleased to announce that they will be offering daily deliveries to their customers free of charge. “We understand that time is of the essence for our customers, and we are committed to making their experience as easy and efficient as possible” says Dougherty. “Our delivery service will ensure that our customers receive their products on time, every time, so they

can focus on their work and grow their business”.

Dougherty brings a unique background to Winsupply, having worked in the wholesale industry as well as the manufacturer rep side of the business. “Our team is dedicated to providing top-notch service, and we are excited to have the opportunity to support the HVAC contractors in the Coastal Bend with our new location. At WinSupply Corpus Christi, we are committed to being more than just another HVAC supplier. We are a partner that understands the unique needs of our customers and is dedicated to helping them succeed” she stated.

As the President of WinSupply Corpus Christi, Teysha believes that local ownership is critical to success. “By being locally owned and operated, WinSupply Corpus Christi can provide the benefits of local accountability, along with the advantages of being a large, nationwide supplier”.

To celebrate the grand opening of WinSupply Corpus Christi, they are hosting an event that is open to all on March 15th, 2023. Contractors and Dealers are invited to visit the new location at 4922 Bust Street, Corpus Christi, Texas, and experience the difference that local ownership and unparalleled customer service can make.

Winsupply Inc. Board Names Jeffrey M. Dice President



Dayton, Ohio- The Winsupply Inc. Board of Directors has elected Jeffrey M. Dice as president of Winsupply Inc. effective March 1. Dice, currently the president of Winsupply Equity Group, will replace Winsupply Inc. President John McKenzie, who is retiring Feb. 28.

“For more than 18 years, Jeff Dice has been an essential, respected contributor to Winsupply’s success,” said Rick Schwartz, chairman of the board. “Jeff brings both depth and breadth of experience across all of Winsupply’s support services - plus a long list of continuous, positive results - to his new role of leading the entire Winsupply organization on its trajectory of growth.”

Dice joined Winsupply in 2004 as a regional financial officer for Winsupply Group Services - Dayton. Soon, he moved into internal audit and then into leadership roles: first for electronic data integration, and then for acquisitions as a due diligence specialist.

In 2011, he was named chief financial officer for Noland Company, Winsupply’s

largest acquisition to date. In 2016, he began leading more than 150 employees as senior vice president for Winsupply’s Shared and Advisory Services. As Winsupply’s chief information officer from 2018 to 2020, he restructured Winsupply’s growing IT organization.

Dice became Winsupply Equity Group president in 2020, accountable for shareholder relations, finance, risk, real estate and acquisition assessments.

As president of Winsupply Inc., Dice will lead business strategy development and execution, and oversee the daily operation of the Winsupply organization.

“Over the years, Jeff’s determined leadership, financial acumen, strong relationships and strategic thinking have advanced Winsupply,” Schwartz said. “Because of his longtime experience, sustained results and ability to champion Winsupply’s philosophy, business model and key principles, he will move easily and quickly into his new role as president, providing the continuity of leadership necessary as we begin our 68th year of growth and success.”

Dice is a native Daytonian and lives in Centerville, Ohio.

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Cindy Sheridan Named Chief Executive Officer of PHCC—National Association



Falls Church, Va – After a little more than three weeks as interim chief executive officer of the Plumbing-Heating-Cooling Contractors—National Association (PHCC), Cindy Sheridan, CAE, was named the organization's chief executive officer during

the Jan. 27 PHCC Board of Directors Meeting in Texas.

"Everyone who knows Cindy has a deep respect for her experience, knowledge, and commitment to the betterment of the industry," said PHCC President Dave Frame. "With her guidance, we will be strongly positioned

to fulfill our strategic goals of public awareness, workforce development, valuable member resources, and organizational impact – and to make sure PHCC members are recognized as the 'contractors of choice' in the industry."

Sheridan is a Certified

Association Executive with more than 30 years of association management experience. She most recently was the PHCC Educational Foundation's chief operating officer, where she oversaw the development of innovative programs to help develop a highly skilled and well-

educated industry workforce.

A frequent speaker on workforce issues, Sheridan is a strong proponent of initiatives to close the skills gap and promote the value that p-h-c industry careers offer. She has served on the Board of Directors for the Partnership for Air-Conditioning, Heating and Refrigeration Accreditation (PAHRA), the Association of Career and Technical Education Business Advisory Group, and the Plumbing Technical Committee for SkillsUSA.

Sheridan was hired as the PHCC membership director in 2000, was promoted to vice president of member services in 2009, and became the PHCC Educational Foundation chief operating officer in 2010. Before joining PHCC, Sheridan was associate director/division manager at the Bank Marketing Association in Washington, D.C., and director of membership and marketing for the Greater Washington Society of Association Executives. Prior to that, she held sales positions at the Mayflower Hotel and Hyatt Hotels in Washington, D.C.

A native of Frederick, Maryland, she received her bachelor's degree in Speech Pathology and Audiology from West Virginia University and completed graduate classes at George Washington University.

"I am excited about the opportunity to serve as CEO on a longer-term basis to serve our members and advance our association and industry," Sheridan said. "After 22 years of working for PHCC and the PHCC Educational Foundation, I feel uniquely qualified to take on this role. I look forward to collaborating with our PHCC leaders, members, chapters, and staff on initiatives to make our great association even stronger."

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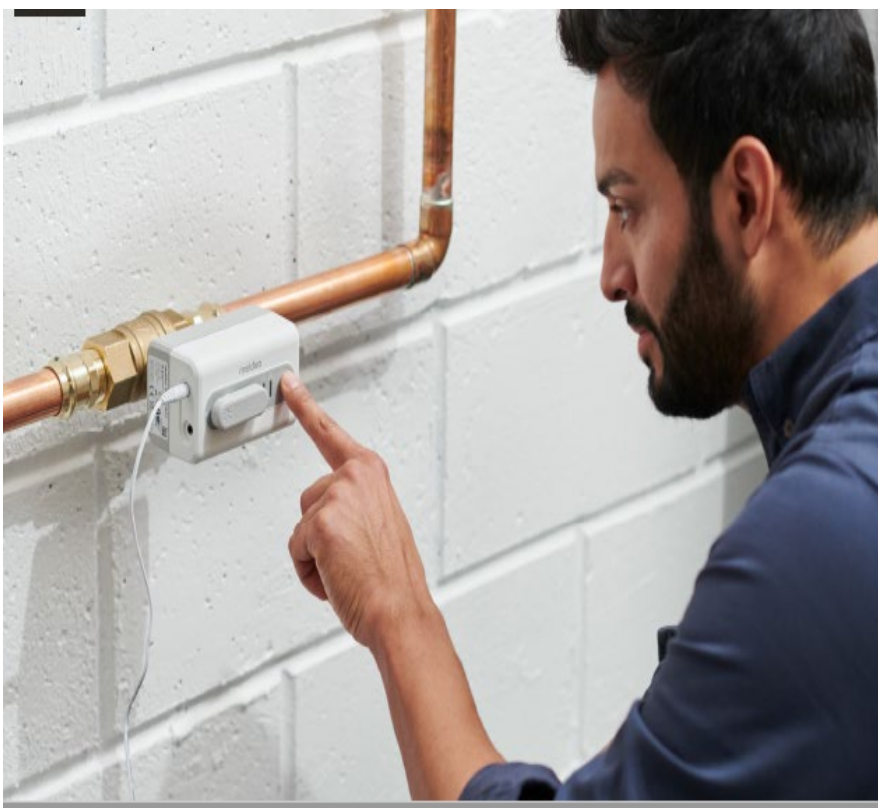
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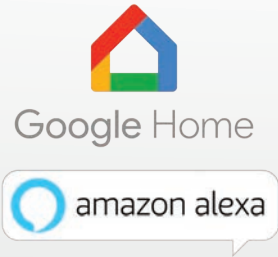
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“A New Future-Ductless”

This article is a re-print of the March 2011 column by Richard Harshaw. Did he get it right?

In my January 2011 column, I wrote about the Second Curve and described a product's life cycle curve and brought your attention to the fact that there is a critical point on the life cycle curve of an established product when it becomes advantageous to jump from that product curve to a new and emerging curve—but timing is everything, and identifying a real success curve can be difficult.

In my February 2011 column, I wrote about the horsepower we expend in America to push air through 1.5 billion feet of ductwork, to say nothing of duct losses, air leaks, balancing problems and zoning.

In this column, I will describe what I think is the emerging successful new curve.

First, did you notice that in the 2011 AHR Expo in Las Vegas this year that ten companies were cited

for innovation—and not *one* of them was an American unitary product manufacturer? (They included two building automation products, a desiccant air cooling device, air purification systems, commercial hot water systems, a new compressor control technology, a refrigerant analyzer, and three—*three*—manufacturers of ductless split systems.)

Let's focus in this article on that ductless split concept. It's time has come!

I say that for several reasons. First, did you know that in 1999, only 1 system out of every 112 sold in the United States was a ductless split? But only ten years later, in 2009, that ratio had swelled to 1 in 23! That is 438% growth in only ten years. Meanwhile, unitary shipments actually dropped.

Did you know that throughout the world, ductless

splits dominate HVAC systems, *except in the United States*. In Europe, fully 81% of the market is treated with ductless splits. In China, that number is 86%, and in Japan it is 90%. But in the United States, it is a paltry 3%. Due, in part, to how we evolved our ducted split systems, but also due to a product bias that we can no longer afford.

Don't get me wrong. I have been in this trade 35 years, and been a strong advocate of unitary products for 34 of those years. But things have changed and we either adapt or we suffer the consequences.

Consider, for instance, the technology inherent in almost all of the off-shore ductless split systems—inverter drives for the compressors. These solid state devices, just now becoming mainstreamed in American products, give their systems a tremendous advantage in the SEER world. Plus, they don't

have an inrush current problem like impedance motors do. (As an example, a typical 2-ton unitary condenser has LRA of around 40 amps, while a typical 2-ton inverter driven unit has LRA of 16 or so and because of the inverter controls, the inrush current is actually much lower. This means that an inverter powered ductless split can work quite well with a solar power panel system, letting a contractor who installs ductless splits take full advantage of the green movement, especially in sunshine-blessed states.

Ductless splits don't have any of the drawbacks ducted systems do as it touches on duct heat gain or loss, air leakage, or balancing air flow.

Ductless splits allow a contractor to perfectly zone a job with a minimum of time and effort. If a room needs only 9,000 btuh to keep it comfortable, a contractor

can install a 9,000 btuh indoor “head” and be done with that room.

This is critical for today's market. The housing market is in the tank and shows no signs of a quick recovery. As a result, people are staying put (at least those who can still make their payments). Since they can't move, they have to think of remodeling and upgrades. A growing number of people in America are empty nesters—kids on their own, large house (for when the kids were home), and just the two of them. Why replace a 5-ton unitary split system and heat and cool that entire house off of one hall-mounted thermostat when they are going to be in (at most) only 2 rooms at a time? Ductless splits let a contractor fully zone a home so that the homeowners can heat and cool only those rooms they are



Richard Harshaw

using at the time. And nothing saves energy like a unit that is off!

Did you know that some of the ductless split manufacturers now offer you the ability to install as many as 8 indoor heads fed off of 1 outdoor unit? This is because of another innovation American manufacturers haven't figured out yet—variable refrigerant flow (or VRF). We've had VRF on large commercial units for some time, but the technology, cost and complexity of installing these systems (usually using an electronic expansion valve) is not friendly to the residential market.

SEE HARSHAW PG.22

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HARSHAW con't

Did you know that ductless splits can be installed with the traditional visible wall-mounted heads—or with cassette units that mount flush with the ceiling, or even with ducted units that can be installed in the attic or crawl space and tap into existing registers and grilles? There are even floor mounted units now.

And most importantly—did you know that an experienced mechanic can install a ductless split with one indoor head in about 4 hours (slightly longer for more indoor heads)? How long does it take to install a typical unitary split system?

And did you know that contractors who have jumped on the ductless split bandwagon are now netting profits, even in this down market, of over 20% net?

What do you think? Maybe it's time to investigate what ductless splits can do for you and your business? But timing is everything when getting onto a second curve. Don't wait too long. You'll be left holding the unitary bag.

Falls Church, Va.— This year, the *Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation* scholarship program plans to award 56 scholarships totaling over \$140,000. Awards are available to plumbing and HVACR apprentices working for PHCC—National Association members, trade school or community college students taking plumbing or HVAC classes and college students pursuing majors directly related to the plumbing-heating-cooling industry.

The Foundation's scholarship program has been rapidly growing and to better handle that increased demand, a new online application system has been built. The new system will make applying easier for apprentices and students and streamline the evaluation process. The adaptive application form will present only the necessary questions based on the answers provided by the applicant, meaning fewer questions to answer. The platform also will make it easier for applicants to collect letters of recommendation from their supervisors and PHCC business owners.

All applicants are required to answer a few questions about their interest in the trades and career plans, plus provide a letter of recommendation. Apprentices can get that recommendation from their contractor employer, while trade school or college students can have

an instructor or guidance counselor write their recommendation. Awards range from \$1,500 to \$10,000; with the most awards set at \$3,000 each. The deadline for all submission materials is May 1st and the application can be found at <https://phccfoundation.org/scholarships>.

"The new platform will make it easier for individuals to access these awards and get their start in the plumbing-heating-cooling industry," said John Zink, Foundation VP of Development and Communications. "Whether the apprentice pays for their own training or their employer

does, we still want those apprentices to apply. Union apprentices are welcome to apply as well." Apprentice applicants must be working for a contractor member of the PHCC—National Association.

The scholarships are funded by contractor donations to the PHCC Educational Foundation and by these corporate sponsors: A. O. Smith, Bradford White Corporation, Delta Faucet Company, InSinkErator, RIDGID, Scorpion Home Services Marketing, State Water Heaters, SupplyHouse.com and Viega.



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**Houston
Upcoming 2023
Training Schedule**

**EPA TESTING
AND TRAINING CLASSES**



Location	Topic	Date	Time
Shepherd	EPA TESTING	March 1, 2023	8 AM - 11 AM
Shepherd	FTL Financing Class	March 2, 2023	9 AM - 11 AM
Shepherd	Goodman Airflow Setup Session 1	March 13, 2023	9 AM - 11 AM
Shepherd	Goodman Airflow Setup Session 2	March 13, 2023	1 PM - 3 PM
Shepherd	Variable Speed Certification Session 1	March 21, 2023	9 AM - 11 AM
Shepherd	Variable Speed Certification Session 2	March 21, 2023	1 PM - 3 PM
Shepherd	Selling Variable Speed Equipment (ft. SEER2) - Session 1	March 28, 2023	9 AM - 11 AM
Shepherd	Selling Variable Speed Equipment (ft. SEER2) - Session 2	March 28, 2023	1 PM - 3 PM
Shepherd	Synchrony Financing Class	April 4, 2023	9 AM - 11 AM
Shepherd	EPA TESTING	April 5, 2023	8 AM - 11 AM
Shepherd	Coleman HMH& & JVHT Training - Session 1	April 11, 2023	9 AM - 11 AM
Shepherd	Coleman HMH& & JVHT Training - Session 2	April 11, 2023	1 PM - 3 PM
Shepherd	Heat Load Calc - Wrightsoft by Mean HVAC Consulting	April 18th and April 19th (Lunch Provided)	8 AM - 5PM BOTH DAYS

***Visit our website for updates on future training classes at our Shepherd location. Call us at (713) 868-8967 for pricing.**

www.johnstonesupply.com/store39/training-calendar



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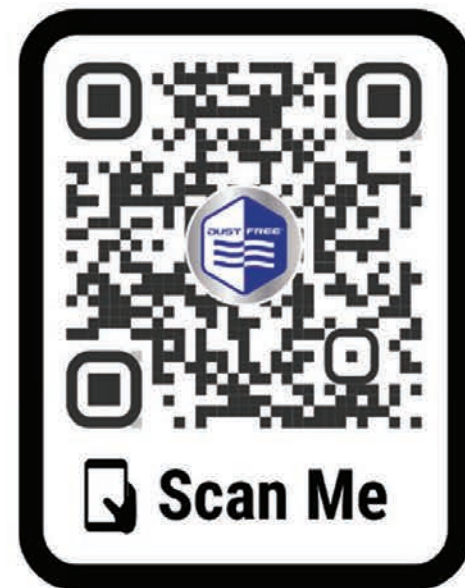
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Century HVAC Distributing 50th Anniversary Gung-Ho! Event

Century HVAC Distributing held their 50th Annual Gung-Ho! Meeting at the Red Berry Estate in San Antonio TX on Saturday February 18th. The all evening event had company presentations, discussions and then a great dinner. After dinner, company wide awards, milestone plaques and Gung-Ho! Presentations. The evening concluded with a casino party and DJ in the mansion. Congratulations to Todd Shadden for 40 years with the company!



To see all of the pictures from the event visit www.ac-today.com



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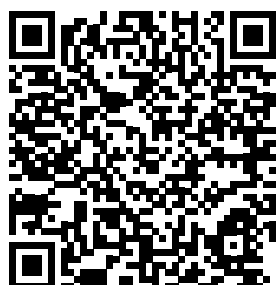
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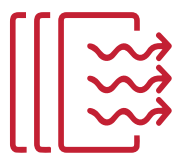
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TSTC Campus Tour

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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Access interactive-field-like online training for on-the-job skills—anytime from your tablet, computer, or in virtual reality (VR). This new, on-demand skilled trades training platform is designed to outsource the hardest part of your job—managing the assessment and training for your service team.
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Product News

Aspen® Manufacturing Introduces New Logo Reflecting Growth and Strength of the Company



Humble, Texas - Aspen Manufacturing, LLC (Aspen), one of the largest independent manufacturers of evaporator coils and air handlers for the residential and light-commercial heating, ventilation, and air conditioning (HVAC) marketplace in the United States and Canada, has unveiled a new logo that reflects the continued growth and strength of the organization.

Aspen HVAC products are well-known as high-quality, dependable, and reliable products that are the preferred choice of HVAC distributors and contractors. The company's continued growth can be attributed to unparalleled product quality and a customer-focused approach. With its strict quality control procedures and product testing, Aspen products are readily AHRI-certifiable to a wide variety of HVAC manufacturers.

"Due to the company's continued growth

coupled with the introduction of several new products, we felt it was time to update the company logo," said Riley Archer, Vice President, Sales and Marketing at Aspen. "Although we are updating the logo, we have not changed any design, engineering, and manufacturing operations so our customers can continue enjoying high-quality products; outstanding product quality is a legacy of the Aspen brand."

The bold new logo was designed to embody the company's strength while providing a memorable graphic that reinforces Aspen products' core company strengths, values, and performance. Further, the mark is reminiscent of the shape of evaporator coils representing one of the company's most successful product lines.

For additional information, visit www.aspenmfg.com or email Info@AspenMfg.com.

RectorSeal® Expands Line of Adjustable Fortress® Lineset Cover Fittings

Houston, TX - RectorSeal® LLC., a leading manufacturer of quality HVAC/R and plumbing products, is expanding its line of adjustable fittings for its Fortress cover products. RectorSeal is a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI]. Fortress products are well known for protecting ductless HVAC linesets, wiring, and drain hoses, ensuring code compliance, and providing a differentiated aesthetic look to an install.

Today, RectorSeal announced the addition of four new fittings to its extensive line of Fortress products. Available in four satin-finish colors (white, ivory, brown, and gray) to complement installation exteriors, the new fittings are UV and weather-resistant and offer a snap-together design to connect with other Fortress brand covers. Fortress products a fully paintable for additional customization.

The new adjustable fittings provide increased flexibility to an HVAC technician and can reduce the number of fittings stocked in inventory or on a service truck. The new Fortress brand fittings are available in flat and vertical configurations. The adjustable flat fittings

allow an installer to change directions on a wall surface. The vertical fittings should be used to change direction over an edge or around a corner. Both types of fittings allow the installer to create a 45-degree to 90-degree angle using only one of the new adjustable fittings. The fittings are available in 3.5-inch and 4.5-inch sizes.

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges professional trade contractors face.

Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.



Are You Ready to Go Pro?

The Ruud® Pro Partner™ Program through **Coburn Supply Company** recognizes and rewards HVAC contractors like you for your superior dedication to the sale, installation and servicing of Ruud products. Built on contractor feedback and a philosophy of mutual success, this program seeks to provide the best contractor loyalty experience in the industry driven by product innovation, program advancements and the partnership approach.

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For more information, contact your local Coburn's.
COBURNS.COM/LOCATIONS

CARRIER South Texas Dealer Meeting

Carrier South Texas held their 2023 Dealer Meeting at the Austin Renaissance Hotel in Austin TX on Thursday February 9th. The all-day event had training sessions, a vendor fair, food and drinks and lots of prizes. The event was very well attended and a big success.



To see all of the pictures from the event visit www.ac-today.com



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NTEA releases 2023 Fleet Purchasing Outlook

Farmington Hills, MI — NTEA recently published its 11th annual Fleet Purchasing Outlook to assess commercial vehicle procurement plans and identify work truck industry patterns. Insights provided by fleet professionals offer perspective on how the market is changing over time in terms of size, growth rate and technology.

“The latest survey responses indicate that fleet purchasing activity will focus on deferred replacement and growth,” said Chris Lyon, NTEA director of fleet relations. “These findings are consistent with expectations, as fleets continue to be challenged by the ability to obtain chassis.”

NTEA gathers feedback from a wide variety of fleet professionals with authority to make commercial vehicle acquisition and specification decisions. Participants come from a wide range of fleet sizes, vehicle weight classes and vocational truck applications across the U.S. and Canada. Primary sectors featured in this analysis include government/municipal, construction, delivery and utility/telecom application markets. With current survey results combined with data from previous studies, this report delivers year-over-year comparisons for benchmarking purposes and insight into the fleet perspective to help

organizations develop future business strategies.

Fleets report one of their most important management priorities is to optimize operations. Continuing to reduce vehicle life cycle cost, sourcing vehicles to backfill deferred replacements, idle reduction and uptime are also key priorities. Acquisition costs and longer lead times are among the biggest challenges fleet managers are facing when purchasing new commercial vehicles.

Report findings showcase

- Average vehicle age and replacement cycles
- Projected change in fleet size
- Acquisition plans and funding
- Anticipated vehicle platform shifts
- Technology implementations
- Conventional and alternative fuels usage
- Commercial vehicle systems electrification
- Safety and automation options
- Commercial vehicle maintenance approaches
- Lead time considerations

Fleet respondents report the following

- 69% report the average age of their trucks is exceeding their normal replacement cycle, and

29% say the average age is increasing beyond 10 years.

- 42% state their fleet size is increasing, and another 40% indicate it's remaining the same.
- 95% plan to make at least some acquisitions in 2023 (up 6% over 2022), and 58% plan to replace at least 5% of their total fleet in 2023.
- 42% say they would purchase a different brand due to longer lead times and lack of chassis availability.
- 79% are using drive and duty cycle data and 81% are using telematics.
- 91% they are finding safety and automation options to meet their needs; tire pressure monitoring, collision avoidance and lane departure warnings make the list of top items of importance to fleets.
- 62% intend to purchase advanced fuel vehicles in 2023.
- 77% perform in-house maintenance or a combination of in-house maintenance with support from an outside service provider.

The 2023 Fleet Purchasing Outlook is a free report download available to NTEA members. Nonmembers can purchase for \$199. For additional details and report access, visit ntea.com/fpo.

AHRI Members: Contribute to the Rees Scholarship Foundation with Your Membership Invoice

AHRI members may contribute to the Rees Scholarship Foundation by using the membership dues invoice sent on December 16, 2022, which includes an optional line item for a \$500 donation. This tax-deductible contribution will support the continued promotion of the HVACR industry through scholarships to qualified students enrolled in an institutionally accredited school. To date, Rees has awarded more than \$1 million to over 700 students pursuing HVACR careers. Contributions are voluntary and any amount helps.



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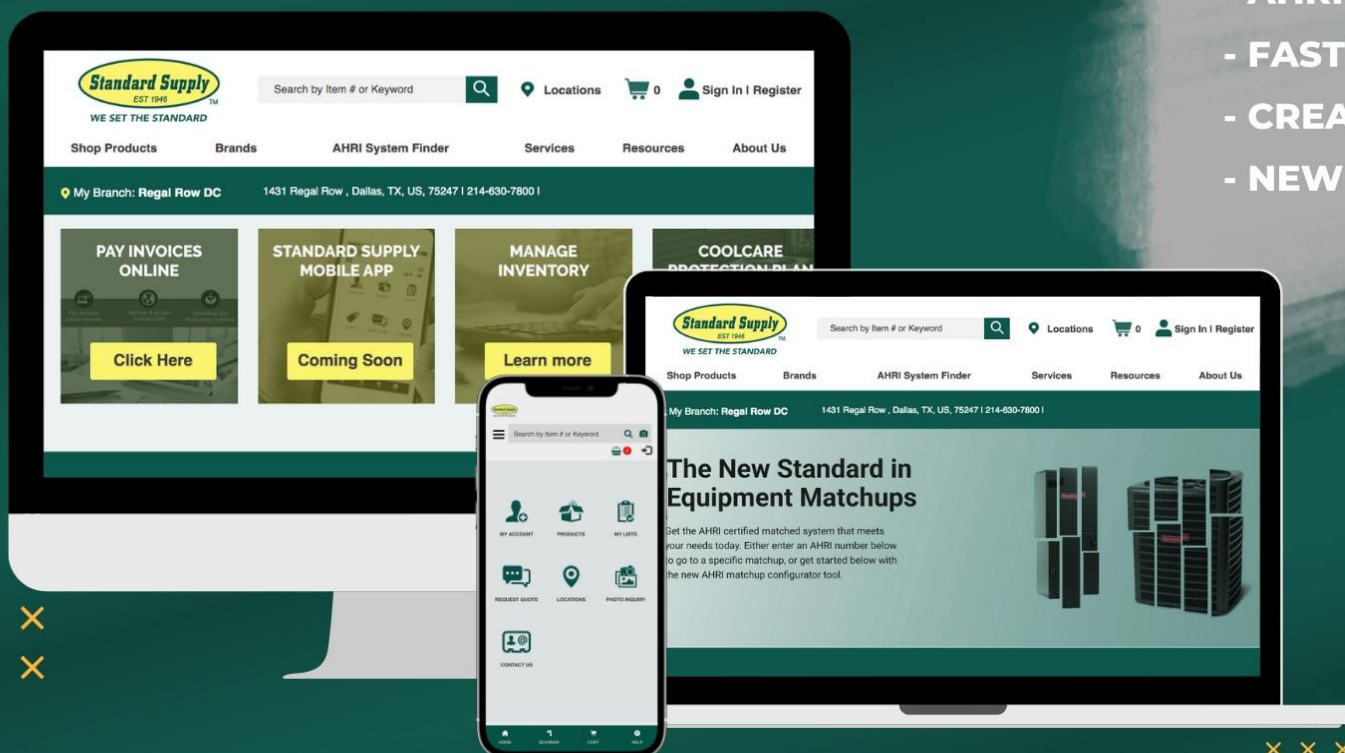
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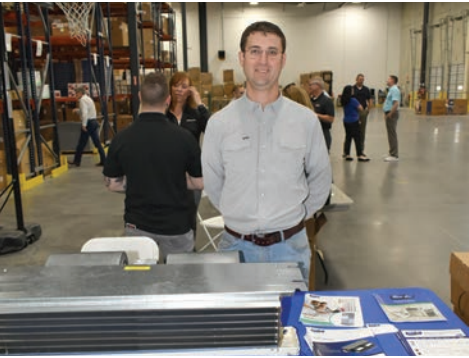
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Johnstone Supply DFW Opens 3 New Stores

Johnstone Supply has opened 3 new stores in the Dallas Fort Worth area over the past several months. They held their Grand Openings for each of the locations: Mesquite, Grand Prairie, and Haltom City on February 21-23. Each event had a vendor fair, food and great giveaways. Each location also had a unique touch. Mesquite featured a BBQ dinner. Grand Prairie had football legends signing autographs and giving away footballs. Haltom City featured a breakfast bar. All 3 days were well attended successes.



To see all of the pictures from the event visit www.ac-today.com



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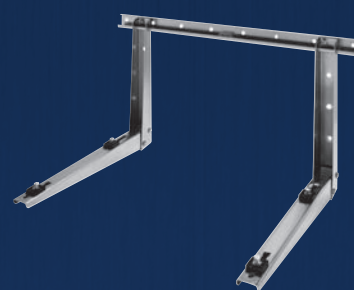
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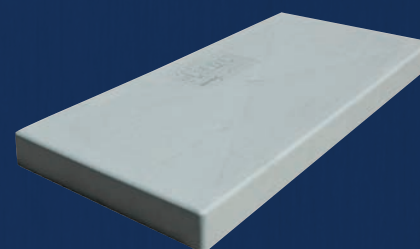


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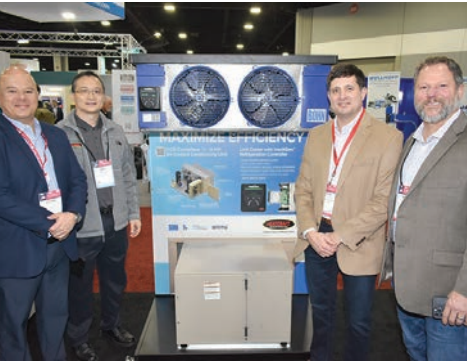
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Johnstone Supply Petit Group Liberty Dealer Meeting



Photos courtesy of Johnstone Petit Group



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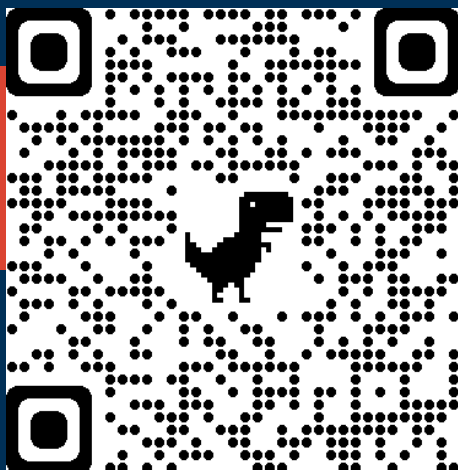
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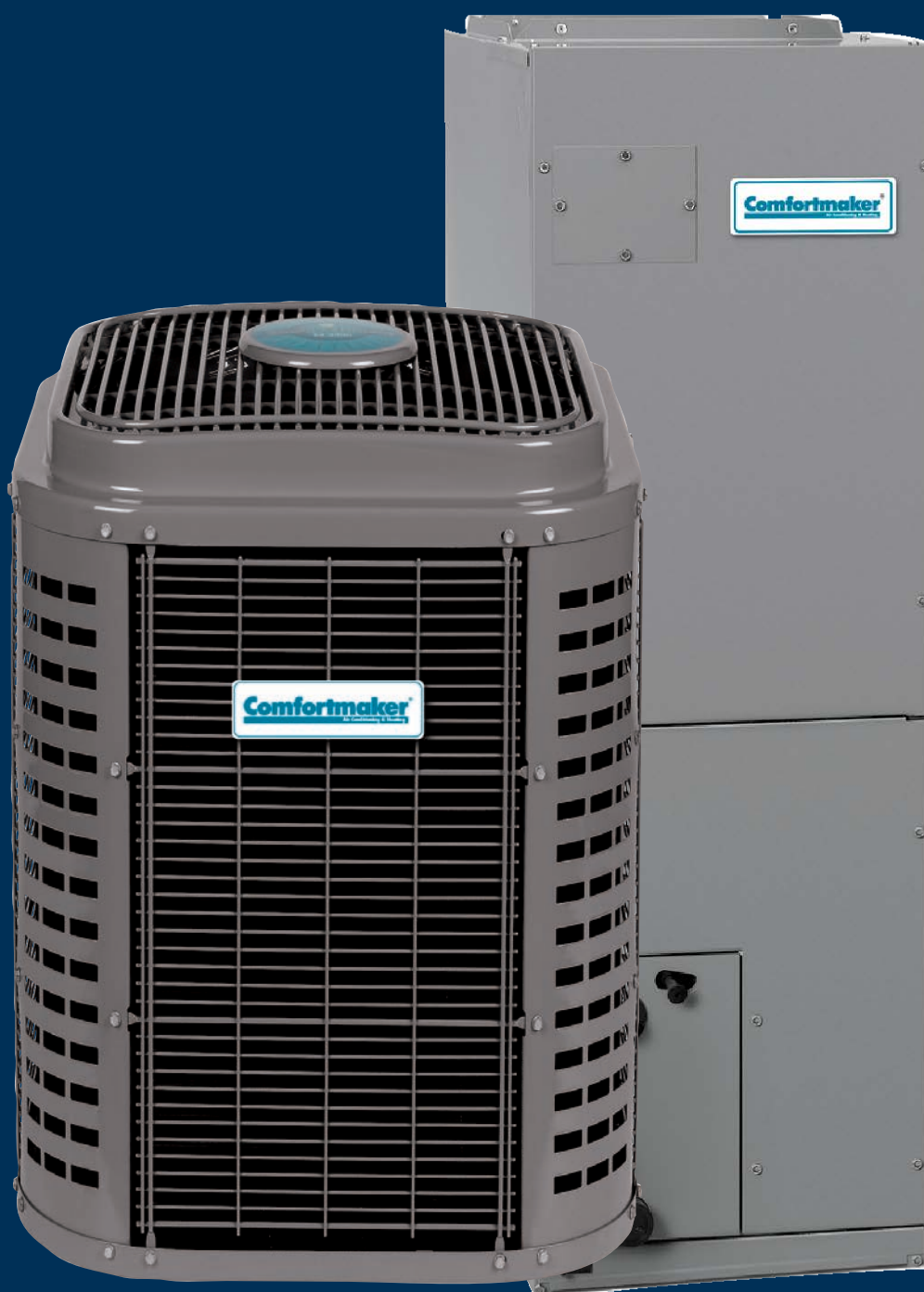
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Product News

Johnson Controls Announces Industry-First use of Low-GWP Refrigerants in Scroll and Free-Cooling Screw Chillers for the U.S. Market

- The YORK® YLAA Air-Cooled Scroll Chiller is the first air-cooled scroll chiller in the U.S. to use R-454B, an energy-efficient refrigerant with low global warming potential
- The YORK® YVFA Free-Cooling, Variable-Speed Screw Chiller is the first free-cooling screw chiller in the U.S. to use R-1234ze, a refrigerant with ultra-low global warming potential
- By using low-GWP refrigerants, YLAA and YVFA chillers are more than compliant nearly a year in advance of the upcoming refrigerant deadline and will help customers improve sustainability while maintaining chiller performance

Milwaukee – Johnson Controls, the global leader for smart, healthy and sustainable buildings, has launched its first air-cooled scroll chiller in the U.S. to use R-454B refrigerant, the YORK® YLAA Air-Cooled Scroll Chiller, and the first free-cooling screw chiller in the U.S. to use R-1234ze refrigerant, the YORK® YVFA Free-Cooling, Variable-Speed Screw Chiller, driving efficiency of performance and getting ahead of the regulatory curve.

R-454B and R-1234ze refrigerants have among the lowest global warming potential (GWP), making the YLAA and YVFA more than compliant with upcoming Environmental Protection Agency (EPA) and U.S. Climate Alliance refrigerant regulations that phase out the use of hydrofluorocarbon (HFC) refrigerants like R-410A and go into effect starting January 1, 2024.

Johnson Controls selected these refrigerants after years of researching, testing and evaluating low-GWP refrigerant alternatives. By using

R-1234ze, the YVFA maintains its legacy performance levels, while R-454B improves the efficiency of the YLAA. By using low-GWP refrigerants, the new YLAA and the YVFA are demonstrating the art of the possible in high-sustainability, high-performance chillers and begin the progression for Johnson Controls to shift to low-GWP refrigerants across its product lines.

“The YORK® YLAA Air-Cooled Scroll Chiller and YORK® YVFA Free-Cooling, Variable-Speed Screw Chiller are win-win products that fulfil our commitment to the planet and to our customers,” said Todd Grabowski, vice president and general manager of applied equipment at Johnson Controls. “The balance of performance and sustainability found in these YORK® chillers helps organizations reduce their impact on the environment, and their release well in advance of the EPA deadline allows our customers to order a compliant chiller right now.”

YORK® YLAA Air-Cooled Scroll Chiller

The new refrigerant is only the latest

advancement to the YLAA line and a demonstration of the Johnson Controls dedication to continuous innovation. Additional YLAA optimizations include an average 4.5% part-load efficiency improvement in 2021 and two compact, high-efficiency models that expanded the product range from 40 to 230 tons in 2022.

YLAA scroll chillers offer benefits beyond greater sustainability. They’re equipped with two, independent circuits for partial redundancy, and brazed plate evaporators and microchannel condensers enable more efficient heat transfer to help reduce total cost of ownership. Units include full-load and part-load efficiencies that meet or exceed ASHRAE standards, and options include louvers and variable-speed-drive condenser fans to further enhance part-load efficiency and reduce sound.


YORK® YVFA Free-Cooling, Variable-Speed Screw Chiller

The YORK® YVFA with R-1234ze was engineered to meet the same, demanding


performance levels of the YVFA using legacy refrigerants. Designed to cool computer equipment, servers and data halls in data centers, the YVFA delivers low operating costs and optimizes energy use. By combining variable-speed drive (VSD) compressors and high-efficiency, air-to-liquid free-cooling coils, the YVFA delivers enhanced efficiency.

Consulting-specifying engineers, building owners and facility managers who are looking for a future-forward chiller can find the YLAA and YVFA in the company’s new selection navigation tool. The Johnson Controls Solution Navigator is a one-stop, real-time platform that speeds up and simplifies the building management process and makes it easy to find products that best meet application needs.

To learn more about YORK® YLAA air-cooled scroll chillers and YORK® YVFA free-cooling, variable-speed screw chillers, visit YORK.com or search for “YLAA” and “YVFA” in the Johnson Controls Solution Navigator.



CONSTRUCTION DATA



TEXAS HVAC/R TEST PREPARATION

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SCHEDULE

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IRVING	May 11 - 13

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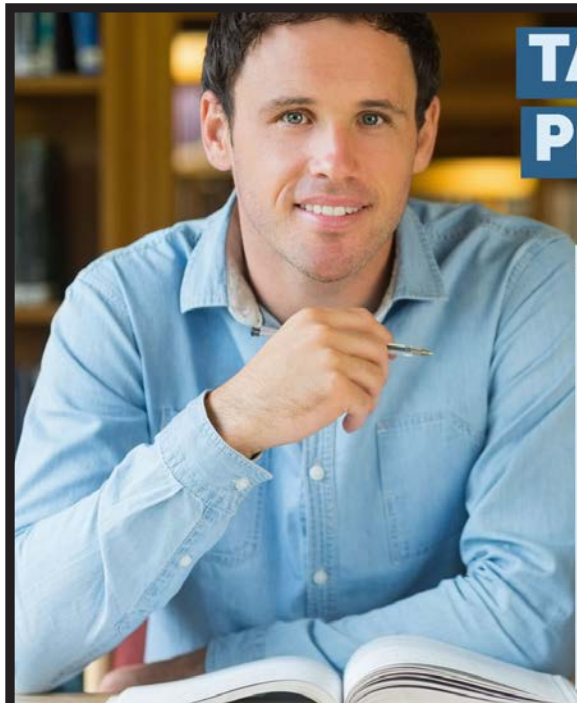
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Johnstone Supply Houston Casino Night


Johnstone Supply Houston held their Annual Casino Night at the Cadillac Bar in Houston TX on Thursday February 2nd. Casino Night is an annual event that all Johnstone Houston employees can benefit from to celebrate a successful year. Each employee is rewarded with poker chips, drinks, food and prizes sponsored by vendors.





TACCA Exam Prep Course

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



Info at tacca.org

2023 EXAM PREP CLASS SCHEDULE

AUSTIN/ROUND ROCK

May 13-14
August 19-20
November 18-19

HOUSTON

March 11-12
June 10-11
September 16-17
December 9-10

RED OAK/DFW (FRI-SAT CLASSES)

May 19-20
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Classes are limited to 20 students. Visit tacca.org/examprep

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CALENDAR OF EVENTS

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MARCH LUNCH MEETINGS
OK City Wednesday Mar 8th 11:30am
Charleston's 2000 S. Meridian

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

**You do not have to be a member
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Mission Statement

If you would like to join MEPO the Association
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MEPO Announcement

Our Executive Director Bill Kite has informed the Mechanical Electrical Plumbing Contractors of Oklahoma (MEPO) Board of Directors that he will be resigning once we have his replacement on board. Bill has done a great job growing this association and networking with all our Members and Industry Partners. We will all miss his dedication to the Trades Industry and wish him good luck with his role of Construction and Facilities Director at Grand Mental Health, Inc. and spending more time with family.

A search committee has been formed consisting of Steve Westerman, Gary Kirk, Steve Plummer, Tim Smith, Terry Dowd, and John Brown. We are actively meeting to move the process along and find our next Executive Director.

MEPO is a 501C6 organization and is dedicated to the Mechanical, Electrical, and Plumbing Trades and are we are actively seeking a qualified candidate to join our team and continue serving our members, partners, and the Trades Industry. If you are interested or know anyone you would like to recommend please contact and/or email a resume to; actionhvacok@yahoo.com

All candidates will be kept confidential.

Some of the requirements of the position are to secure speakers for all monthly meetings, membership retention and recruitment, newsletter, attend Industry Trade Shows, Open Houses, be active with Industry Technical Schools and their Advisory Committee Meetings, attend CIB and other industry meetings, have computer skills with Word, Excel, Power Point, Outlook, Constant Contact, Website. Manage the Fundraising Annual MEPO Golf Tournament, and accounting of all MEPO income/expenses along with preparing monthly and year-end income/expense reports.



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RSES Awards Members CM/CMS Status

Schaumburg, Ill. - RSES is proud to announce the names of Members who were awarded the RSES Certificate Member and Certificate Member Specialist status in the past year.

The following RSES members passed the CM exam and were awarded CM status: Christian Cadan, CM, of the Member at Large Chapter, Trinidad & Tobago; Keion Du Verney, CM, of the Member at Large Chapter, Trinidad & Tobago; Maurice McBarnette, CM, of the Member at Large Chapter, Trinidad & Tobago; Vickash Ramroop, CM, of the Member at Large Chapter, Trinidad & Tobago; Christopher Ramseepaul, CM, of the Member at Large Chapter, Trinidad & Tobago; Nigel R Sue, CM, of the Member at Large Chapter, Trinidad & Tobago; Darryl Waheed, CM, of the Member at Large Chapter, Trinidad & Tobago; Dennis J. Garry, CM of the South Metro Chapter, Fayetteville, GA.; Craig

R. Crandle, CM, of the Rochester Chapter, Rochester, NY; John S. Farnham, CM, of the Rochester Chapter, Rochester, NY; Chris M. Kartak, of the Rochester Chapter, Rochester, NY; Ryan Kjlgoe, of the Rochester Chapter, Rochester, NY; Kevin W. Traut, of the Rochester Chapter, Rochester, NY; and Robert Featherstone, CM, of the Southwestern MI Chapter, Kalamazoo, MI.

The following RSES Members passed a CMS exam and were awarded CMS status: Robert Sloss, CMS, of the Reading Chapter, Reading, PA, passed the exam in HVACR Electrical; and Robert Featherstone, CMS, of the Southwestern MI Chapter, Kalamazoo, MI passed the exams in Heating and HVACR Electrical.

The CM/CMS exam series originated in 1935 and the SM classification was introduced in September 2008.



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.

ASHRAE Concludes Successful Winter Conference and AHR Expo in Atlanta

Atlanta – The ASHRAE 2023 Winter Conference concluded in Atlanta, with a strong focus on building decarbonization strategies. The conference took place February 4-8, with more than 3,000 HVAC&R industry professionals in attendance. The AHR Expo occupied 487,000 net sq ft. of exhibit space at the Georgia World Congress Center and showcased the latest technologies and services in the HVAC&R industry.

The five-day conference featured more than 100 technical sessions, updates from Society leaders, tours and social events. The top three attended sessions were as follows:

- Seminar 15: *The Evolution of Thermal Energy Storage for Cooling Applications: The Past, Current and Future*
- Seminar 11: *Optimizing Thermal Energy Storage Integrated with HVAC*
- Seminar 25: *Decarbonizing Campuses Utilizing Heat Pumps and Thermal Energy Storage*

The AHR Expo featured a total of 1,779 exhibitors, including 425 international exhibitors. An estimated 40-45,000 people attended the Expo over the course of three days.

During the Winter Conference, 2022-23 ASHRAE President Farooq Mehboob provided updates related to the Society's current theme, *"Securing Our Future."*

"The challenge doesn't stop here," Mehboob said. "As an industry, we must remain focused and maintain our position of leadership and preparedness. Our success continues to be based on problem solving, creativity, innovation, flexibility and a willingness to adapt. Our success stems from seeing an opportunity for improvement based on new knowledge and technology."

Mehboob's State of Society address manuscript and presentation can be found at ashrae.org/president.

Building decarbonization resources and the BPS guide can be found at ashrae.org/decarb.

Closing the plenary session, leading expert on future trends, Peter Leyden, focused on technological revolutions in infotech, biotech and energy tech such as Artificial Intelligence (AI), genetic engineering and electric transportation.

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

The 2023 ASHRAE Annual Conference will take place June 24 – June 28 in Tampa, Florida. The 2024 Winter Conference will take place January 20 – 24, and the AHR Expo, January 22 – 24, in Chicago.

MAY 5th 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

\$250 Shooter Registration

- \$20 Mulligans (3 Pair)
- \$25 2 Man Flurry or Flush
- \$25 Pair in the Air
- \$30 Crawfish Only



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**Evan Reyes Promoted to Lead
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2023 CLASS SCHEDULE

Abilene	Aug 19	<div>In-person TACCA Members \$159 \$0 Nonmembers \$165</div>
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	<div>Online Rates Members \$45 Nonmembers \$59</div>
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	
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.



REGISTER
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HARDI

HARDI Distributors Report 9.7% Percent Revenue Increase in December

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 9.7% percent during December 2022.

The sales growth for the 12 months through December 2022 is 18.8% percent.



“10% growth is good, especially when you see this was being compared to 26.7% growth last December,” said HARDI Market Research & Benchmarking Analyst Brian Loftus. “The annual growth will remain under pressure because there are difficult comparisons through May.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, remains in the 43 day area. “The DSO this through November and December remains steady with recent prior year results,” said Loftus. “As our economy moves beyond these COVID distortions we expect the DSO to move higher towards the pre-COVID normal pace but that is not happening yet.”

“Higher interest rates are having their intended effect. Existing home sales are drifting lower and the pace of price increases is also slowing,” said Loftus. “That growth rate line rolling over is the shape of the cycle turning.”

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.

Municipal Registration Fees Reminder

TACCA’s municipal fee bill was signed by Governor Abbott on June 4, 2021 and was effective starting September 1 2021. As of that date, municipalities can no longer charge HVAC contractors a registration fee to do business.

Almost a year and a half later we are still hearing from contractors who are being charged registration fees. Should your municipality incorrectly charge a registration fee, please show them this wording from the Texas Occupations Code.

SECTION 1. Subchapter G, Chapter 1302, Sec. 1302.304. MUNICIPAL FEES. (a) A municipality may not charge a registration fee to a person who holds a license issued under Subchapter F for:

- (1) work performed in the municipality; or
- (2) notice provided under Section 1302.262.
- (b) This section does not prohibit a municipality from charging a building permit fee.

If you have any issues with being incorrectly charged a registration fee, please contact the TACCA office at 512-320-0616 or so we can help resolve it.

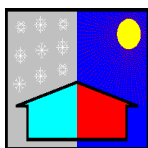


The next Texas Commission of Licensing and Regulation meeting is scheduled for **Monday, March 6, 2023, at 8:30 a.m.** The meeting will be held at 1106 Clayton Lane, Suite 125E Austin Texas 78723 and will be broadcast live on TDLR’s YouTube channel. When the agenda is available, it will be posted online.

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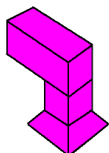
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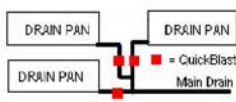
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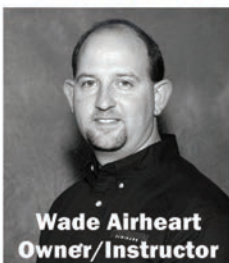


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