

Solar Supply Manager's Meetings



Pictures on page C2.

Carrier South Texas Grand Opening in Austin TX



Pictures on page C4.

Coburn Supply Company Acquires Bay Electric Supply, Inc. Property and Assets

Beaumont, TX – Coburn Supply Company announces the acquisition of Bay Electric Supply, Inc. property and assets located in League City, TX.

Bay Electric Supply has been a family-owned and operated, full-line electrical supply store since its founding in 1978. This long-standing League City location now joins the more than 60 Coburn's branches and Showrooms alongside three Coburn's distribution centers to serve customers across the South.

"The addition of Bay Electric Supply allows Coburn's to expand our support in the metro-Houston area," says Patrick Maloney, President of Coburn Supply



Coburns Leadership-Michael Maloney and Patrick Maloney

Company. "We are proud to continue to provide top quality products and excellent service to professional and homeowner

customers in East Texas."

Coburn's will retain all Bay Electric Supply employees and focus the location on electrical and

HVAC products, offering the stellar support, service and solutions that customers expect from Coburn's.

About Coburn Supply Company

Since 1934, Coburn Supply Company has served both residential and commercial consumers by distributing plumbing, electrical, waterworks and HVAC products and services. With more than 60 locations and three centrally-located distribution centers serving Texas, Louisiana, Mississippi, Alabama and Tennessee, the company also provides product availability for customers everywhere via the website www.coburns.com.

ACCA Announces 2023 Contractors of the Year Finalists

Alex, VA– The Air Conditioning Contractors of America (ACCA) announces its 2023 Contractors of the Year finalists.

The finalists in the commercial category are:

- Gillette Air Conditioning Co. Inc., San Antonio, TX
- Hickory Sheet Metal Co., Inc., Hickory, NC
- Oliver Heating & Cooling, Morton, PA

The finalists in the residential category are:

- Classic Air's One Hour Heating & Air Conditioning,

Virginia Beach, VA

- Hiller Plumbing, Heating, Cooling, Electrical, Nashville, TN
- Korte Does It All, New Haven, IN be selected.

The 2023 Contractors of the Year awards will be presented at the Exclusive Awards & Welcome Reception, April 2, 2023, and throughout the ACCA 2023 Conference and Expo, April 2 - 5, 2023, at the New Orleans Marriott in New Orleans, LA.

Johnson Supply St. Patrick's Day Open House



Pictures on page C6.

WinSupply Corpus Christi Grand Opening



Pictures on page C8.

INSIDE

| | | | |
|-----------------------------|---------------------------|-----------------------|-----|
| • Consultants' Corner | 6, 10, 21 | • Focus Section | C11 |
| • Product News | 5, 9, 18, 22, B6, B7, B11 | • HARDI News | B11 |
| • TACCA- Trade Talk | B2, B13, B15 | • Calendar | B14 |



PRSR STD
 U.S. POSTAGE
PAID
 AC TODAY LLC

Air Conditioning Today, Inc.
 P.O. Box 311776
 New Braunfels, TX 78131-1776
 CHANGE SERVICE REQUESTED

Check here if your address has changed. Print the corrected address and mail to the return address above. Or you may fax to (830)627-0614 or e-mail to lheckey@ac-today.com

Advertisers Directory

Danfoss Formally Completes Acquisition of German Compressor Manufacturer BOCK GmbH



Frickenhausen/Nordborg – Danfoss has officially finalized its acquisition of BOCK GmbH—a world leader in CO2 and low-GWP compressors, a deal which was first announced late last year.

The completion of the acquisition reinforces Danfoss’ position as a preferred destination for greener cooling and heating solutions. Today’s announcement is made in parallel with Danfoss releasing strong 2022 results, which demonstrate the huge growth potential in products and solutions that contribute to meeting global and regional climate goals.

Unifying these two strong brands adds BOCK’s 90 years of compressor innovation to Danfoss’ decades as a full-solution leader. BOCK’s best-in-class technology is a natural fit for Danfoss’ existing compressor portfolio and will accelerate decarbonization with climate-friendly and energy-efficient cooling and heating solutions.

BOCK’s team of 400 dedicated experts and specialists

officially become a part of the Danfoss family on March 1, 2023.

BOCK’s renowned CO2 and low-GWP semi-hermetic reciprocating compressors and condensing units expand Danfoss’ position as a full-service provider for greener cooling and heating solutions from products and solutions to components and support. All backed by a global presence. The brands’ shared commitment to innovation, expertise and support will help fast-track decarbonized cold chain and heating systems worldwide.

Kristian Strand, President, Danfoss Commercial Compressors says:

“When there’s more than one road to decarbonization, there’s no such thing as too many solutions. By adding BOCK’s world-leading technology to Danfoss’ extensive portfolio of compressors, valves, controls, heat exchangers, and sensors, we

SEE DANFOSS PG.5

The Publisher of Air Conditioning Today, AC Today LLC, does not assume responsibility of statements made in press releases or by advertisers, and reports the opinions as expressed by suppliers, wholesalers, state agencies, trade organizations, manufacturers and individuals as quoted.

Reprinting or other duplication of articles is not permitted without prior written permission from the editor of Air Conditioning Today.

Serving the HVAC/R Industry Since 1986
 P.O. Box 311776 New Braunfels, Tx. 78131-1776
 (830)708-5646
 www.ac-today.com
Publisher AC Today
Editor & Ad Director Lance Lackey
 llackey@ac-today.com

| | |
|-----------------------------------|-------------|
| ACES AC Supply | B16 |
| AC Today | C10 |
| Appion..... | 5 |
| Aspen Mfg..... | 9 |
| Attic Tent..... | C11 |
| CE South Texas..... | 4, C5 |
| Central AC Supply | 8 |
| Century A/C Supply | 12-13 |
| Century HVAC Distributing..... | 3 |
| Coburn Supply | 10 |
| Comfortstar Solar Supply | C3 |
| Construction Data | B11, B14 |
| Dust Free..... | B4 |
| Elite Software..... | C11 |
| Ferguson HVAC | 18 |
| FTL Finance..... | B5 |
| Gemaire..... | 7 |
| GREE | 19 |
| Inco Distributing..... | 24 |
| JB Industries | 2 |
| Johnson Supply..... | C7 |
| Johnstone Supply Houston | B1,B13 |
| Johnstone Supply Petit Group..... | 16 |
| Johnstone Supply South Texas..... | C1 |
| Locke Supply | B3 |
| Mitsubishi Electric | 17,B5 |
| MORSCO | 20 |
| Olimpia Splendid..... | 23 |
| Pipe Prop | B10 |
| Pro 1 | C12 |
| Pro Charge | B7 |
| Pro Lift | C11 |
| Rectorseal | 21 |
| Robert Madden Ind | 11 |
| Searco | C11 |
| Spectroline..... | 22 |
| Standard Supply | 14 |
| TACCA | B2, B13,B15 |
| TACCA Greater Houston | B6 |
| TACCA Greater San Antonio | B8 |
| Transtar AC Supply..... | 6 |
| United AC Supply | B10 |
| Venstar | 15 |
| Winsupply Corpus..... | C9 |

\$75 OFF

Any American-Made PLATINUM FLEX AC/Battery Powered Pump



Enjoy \$75.00 off regular price on FLEX purchases between April 1 and June 30, 2023

Unlock the power of the **PLATINUM FLEX** Vacuum Pump and enjoy the extra freedom, capacity, and power it has to offer. Crafted with a 1/2 HP DC brushless motor and metal construction with finned aluminum heavy-duty housing, brass fittings, and stainless-steel valving, this award-winning vacuum pump will exceed all your expectations. And its flexible enough to use with battery or direct power connection for your convenience.

- ✓ Available in 3 and 5 CFM to suit your specific needs
- ✓ Rugged American-made construction

Whether you’re using it as a battery or AC powered pump, you can be sure it won’t let you down. Visit your local wholesaler and get the **PLATINUM FLEX** Vacuum Pump today and take advantage of this limited time offer!

PLATINUM
FLEX

EXTRA FREEDOM

EXTRA POWER

EXTRA CAPACITY



MADE IN USA

JBIND.COM | JB INDUSTRIES | JUST BETTER SINCE 1967



Cedar Park

Dallas

Fort Worth

La Feria

Mansfield

Mesquite

Richardson

South Austin

San Marcos

San Antonio

Waco

West
San Antonio

TO LEARN MORE:



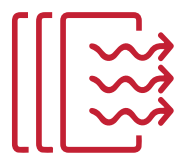
CenturyHVAC

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

Put your trust in YORK[®] Duct-free Mini Split Systems and we'll put **\$50** in your pocket!



YORK[®] duct-free, mini-split air conditioners and heat pumps offer innovative technology and high-performance comfort in a compact design. With the widest range of products and accessories, you can trust the pros at Century HVAC to design the right single-zone or multi-zone ductless system for your next residential or light commercial project.



ENERGY SAVING DESIGN

Delivers the efficiency your customers demand.



FLEXIBLE & EASY TO INSTALL

Wide range of smart and effective solutions for almost any project.



PRECISE QUIET COMFORT

With innovative smart features, YORK[®] mini-split systems provide precise comfort at a great value.

Offer Valid Jan 1 - Mar 31, 2023 on any in-stock York[®] mini-split system, not valid on special orders. One \$50 gift card awarded for every system you order during the promotion period. Gift cards will be distributed to the principle of the business. Some restrictions apply, see your Century HVAC rep for more details.



Turn to the experts



Carrier Crossover Systems

An innovative, cost effective, inverter driven solution for traditional heat pump replacements!

The latest in crossover technology now includes the 40MUAA/38MURA variable speed, inverter driven air handler system in 1.5 - 5 tons!



Heat Pump Features:

- Up to 18 SEER2, 9.8 HSPF2 and 12.4 EER2
- Factory installed 24V interface in both indoor and outdoor unit allows use of 3rd party thermostat
- Uses conventional line set sizes - insulation required on suction line only
- Standard heat and high heat options
 - Cooling operating range -22° to 130° F
 - Heating operating range -22° to 86° F

Air Handler Features:

- 4-way installation (Up flow, Down flow, Right, Left)
- Pre-installed EEV & 24V interface
- Static pressure up to 0.8 in. W.G.
- New, easier to install electric heater options EHKMBXXXN (5kW - 25kW)
- Compatible with select DGAPAXXX Infinity® Air Purifiers
- Standard or 24V control options
 - KSACN1001AAA wall mount controller (sold separately)
 - 24V third party thermostat (Sold separately)

Scan QR to shop Carrier Crossover Systems



38MURA/40MUAA is not compatible with any ductless indoor units. Fan Coil/Furnace/Evap Coil ratings available on AHRI in Q1 2023.



Product News

Venstar Displays Explorer-IAQ and Connected Thermostats at the Restaurant Facility Management Association Annual Conference

Award-Winning Explorer-IAQ thermostat's Air Patrol feature automatically monitors, measures and helps to control indoor air quality

Chatsworth, Calif. — Venstar®, a prominent controls and energy management systems provider, today announced it will display its award-winning Explorer®-IAQ, Explorer Mini and ColorTouch® connected thermostats at the Restaurant Facility Management Association (RFMA) Annual Conference being held March 21–23, 2023, in San Antonio, Texas. Venstar will be at booth Number 1107. Venstar's technology and indoor comfort solutions are used in millions of residences and light commercial applications across the United States, Canada and Mexico.

“Venstar's Explorer-IAQ thermostat's Air Patrol feature gives restaurant facilitators the confidence that their indoor air quality is continuously monitored and filtered,” said Steve Tudhope, vice president of Sales at Venstar. “With a choice of connected thermostats, including Explorer-IAQ, Explorer Mini and ColorTouch, Venstar has the right energy controls for virtually any restaurant chain.”

Explorer-IAQ Air Patrol Senses Air Quality and Automatically Filters Air

Venstar's Explorer-IAQ Wi-Fi® thermostat's Air Patrol® feature is a built-in indoor air quality sensor that continuously monitors and measures the indoor air quality (IAQ). If the air quality falls below a user-selectable level, Explorer-IAQ circulates the air through the HVAC's filtration system and asserts an AUX output until the air reaches an acceptable level. Users can be alerted to any unhealthy air quality remotely using Venstar's free Skyport® Cloud Services and Skyport mobile app.

Explorer-IAQ has won many industry awards, including the BIG Innovation Award, Commercial Integrator BEST Award, TMC Pandemic Tech Innovation Award and the IoT Evolution Product of the Year Award.

Explorer Mini and ColorTouch Wi-Fi Thermostats Give Users Control

Venstar's Explorer Mini and ColorTouch connected thermostats are Wi-Fi-enabled for remote monitoring and control using Venstar's free Skyport Cloud Services and Skyport Mobile App. Most models are OpenADR certified, enabling users to participate in utility-generated events, and are Title 24 certified, including Equipment Fault Detection Diagnostics (FDD). Select models also offer humidity control.

Skyport Cloud Services Provide Remote Monitoring and Control of Wi-Fi Thermostats

Compatible with Venstar's Wi-Fi thermostats, including ColorTouch, Explorer-IAQ, Explorer and Explorer Mini models, Venstar's free Skyport Cloud Services allow users to remotely monitor and control their Venstar Wi-Fi thermostats. Using Venstar's Skyport Mobile App on Apple iOS® and Android™ mobile devices or directly from the Web, users can instantly access and control multiple thermostats at numerous locations.

DANFOSS con't

are simply consolidating our position as the leading destination for greener cooling and heating solutions. This is an exciting day for both brands. By combining our respective expertise, we will help accelerate energy efficiency and the global transition to natural and low-GWP refrigerants.”

With a combined history of almost 200 years, a pre-existing close partnership, and compatible values, BOCK and Danfoss are focused on providing seamless business continuity and increased options for customers of both brands. Joining the Danfoss Commercial Compressors division, BOCK will become a distinct product brand name for semi-hermetic reciprocating compressors.

Dr. Marcus Albrecht, CEO, BOCK says:

“This is a proud moment in BOCK's history, as we look to continue our growth journey as part of the Danfoss family. Danfoss' global presence will open new business opportunities for BOCK, and together, we have high hopes for the future. Innovation will continue to be central to our work, as we look to elevate more sustainable cooling and heating worldwide.”

With one of the world's largest portfolios of compressors for natural refrigerants such as CO₂ (R744), hydrocarbons, and other low-GWP refrigerants, BOCK has an impressive global reputation for quality, innovation and climate-friendly technology within the refrigeration and air conditioning sectors. BOCK's portfolio and commitment to energy efficiency strongly supplements Danfoss' existing product ranges, providing customers with unique access to one trusted supplier, who can help them chart their own journey towards decarbonization through expert consultation, support, and training.



2023 Technician Promotion

Purchase the

G5 Twin

CYLINDER / CONDENSER™



Receive These Products FREE from Appion



3/8in 4ft 1/4in to 1/4in Output Recovery Hose



Your Choice of Valve Core Removal Tool
Standard 1/4in (MGA VCT)
Ductless 5/16in (MGA VCR)

Purchase the

TEZ 8

CFM™
TWO-STAGE VACUUM PUMP



Receive These Products FREE from Appion



1/2in 6ft 1/4in to 3/8in Vacuum-Rated Hose



Your Choice of Valve Core Removal Tool
Standard 1/4in (MGA VCT)
Ductless 5/16in (MGA VCR)

Purchase the

AV 760

Full-Range Vacuum Gauge™



Receive This Product FREE from Appion



1/4in Core Control Tool
Vacuum-Rated Core Depressor Tool
for 1/4in Shrader Valve Fittings

NEW

Offer valid while supplies last

Offer Valid April 1st, 2023 through June 30th, 2023

Visit AppionTools.com for promotional offer details. Proof of Purchase is Required.

©2023 Appion Inc. All Rights Reserved. Pat. Info. at www.AppionTools.com.

Nominate Your Favorite Mother for a Free A/C Unit

Davie, FL – Mothers have the hardest job on the planet, so the team at Air Pros USA wants to show their appreciation by gifting a free A/C unit to a local mom in several cities including Fort Myers and Orlando, Florida as well as Marietta, Georgia and Dallas, Texas. They're working to identify deserving, local mothers who could use a new A/C unit valued at \$10,000, but they need the public's help.

Anyone can nominate a deserving mom who lives in these areas for the 2023 Air Pros USA Mother's Day Giveaway by filling out a short application at <https://airprosusa.com/Mom>. The deadline to submit nominations is Monday, April 24th, 2023. The contest is open to mothers who own their home and reside in those regions.

A mother's work is never done and moms everywhere

tirelessly give of themselves each and every day. From making sure kids get to their various activities to chaperoning field trips, moms graciously keep families healthy and happy.

"We want to recognize mothers who always put their children and families ahead of their own needs," says Anthony Perera, founder of Air Pros USA. "Mothers are the foundation of the communities we serve and it is our privilege to do something in return to honor them."

Air Pros USA will work to select one winner in the Fort Myers, Orlando, Marietta and Dallas areas by Mother's Day, Sunday May 14th. The winners will be announced on the Air Pros USA's website.

For more information and a complete list of official rules for the Mother's Day Giveaway, visit <https://airprosusa.com/>.

Breath New Life Into Old Content

Google demands new fresh content in exchange for keeping your page at the top of search results. But churning out 3 – 5 posts a week, only to have them sink into oblivion, buried in the sea of new posts is not the best use of your time.

The alternative? If you have been blogging for a while, instead of pounding out page after page of content, give yourself a break by updating and re-releasing some of your old posts. The process of updating old posts is called re-optimization. In addition to saving time, the improved content quality is likely to rank better for search. Here's how it works:

1) Research – Review your most frequently asked questions and popular topics. Look for content which answers these questions. This content is ripe for re-optimization.

2) Select a specific key word – While a good blog post may contain information to support several key words, you need to pick one. Use it in the title and meta description. Since this is an existing post, you don't want to change the URL. This will break any existing links to the page. If you are using a rich snippet tool, be sure to update that text as well.

3) Add at least one hundred new words to the post – Make sure you use the key word or phrase for which you want to rank in the new text. Comment on something that has changed or provide additional examples to round out the post.

4) Don't forget the pictures – Remember that 25% of all search is image search. If the post didn't have one originally, add a photo. Find a picture that improves the user experience by supporting

what you are talking about. Search engines will read the image label to decide what the picture is about so be sure to use the key word in the title and image description. Do this to all existing images as well.

5) Add links – This is a terrific opportunity to add links to some of your new FAQ's, blog posts or pillar pages which answer specific questions.

6) Add multimedia – If you have a podcast or a video on a related topic, add that to the post as well. This will enhance the user experience and keep visitors on the page longer. Google looks at the time a visitor spends on your page as a sign of engagement so multimedia will help increase that rank criteria. Consider recording a podcast or short video on this topic if you don't have one.

7) Re-share – Once the post is updated, let people



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.

know you have something new. Create a new social share graphic to give the content an updated feel. Then share, share, and share again on social media and in your newsletter.



LYNX 18
INVERTER HEAT PUMP

Adaptive Fit. Instant Fix.

Rethink your next replacement.

Switch to Concord® today and earn up to **\$15K** and beyond!

CONCORD
The Right Choice. Right Now.

New Concord Dealer Programs!

Hit, Run, Score Savings!

BUY 3 BOTTLES GET 1 FREE!

PRODUCT OF THE MONTH | Hydro Balance Coil Cleaners

Limited Supply! Please ask one of our Transtar team members about availability and pricing. Offer valid while supplies last. Actual product images may vary from the selection. Promotion is subject to change. The offer expires on April 30, 2023.

ALLIED Commercial **CONCORD** The Right Choice. Right Now. Concord is a wholly owned subsidiary of Lennox International Inc.

Hydro Balance

| | | | | |
|--|--|--|---|--|
| <p>STAFFORD 3535 S. Main Stafford, TX 77477 281-499-3377</p> <p>I-10 10814 East Freeway Houston, TX 77029 713-671-0114</p> | <p>AIRLINE 4315 Airline Drive Houston, TX 77022 713-681-9787</p> <p>ALVIN 225 West Coombs Drive Alvin, TX 77511 281-585-2600</p> | <p>BREHAM 1700 Buchanan Street Brenham, TX 77833 979-830-5056</p> <p>GULF FREEWAY 8485 Gulf Freeway Houston, TX 77017 713-920-2222</p> | <p>1960 10509 FM 1960 W Houston, TX 77070 281-890-2108</p> <p>VISIT OUR WEBSITE FOR MORE INFORMATION www.transtaracsupply.com</p> | <p>Transtar AC Supply Open House Event Wed. April 5 from 10 AM – 2 PM I-10 Location: 10814 East FWY, Houston, TX 77029 Food & Drinks & Door Prizes Grand Prize: Insignia 55" 4K Smart TV!</p> |
|--|--|--|---|--|

TEMPSTAR®

Heating and Cooling Products

YOU NEED IT? WE GOT IT!

THE NEW HERO HAS ARRIVED

Gemaire is now offering a **FULL LINE** of **TEMPSTAR** Residential Products in the **North Texas** region.



DON'T MISS THIS!

JOIN OUR UPCOMING **DEALER MEETINGS** **APRIL 5 & 6TH**. FOR MORE INFORMATION, ASK YOUR LOCAL GEMAIRE REPRESENTATIVE.

GEMAIRE

D I S T R I B U T O R S

Visit your local Gemaire Branch today for details



Shop online Now
<https://www.gemaire.com/brands/tempstar>

North Texas Branches

Carrollton.....214.390.5076
Haltom City.....817.916.1277
Dallas.....214.381.7899
Arlington.....817.652.3272
Plano.....972.424.5222
Longview.....903.758.3181
Texarkana.....903.832.3562

Houston NW.....713.466.6261
Houston Westpark...713.787.6666
Pasadena.....713.477.8292
San Antonio.....210.495.4933
Austin.....512.836.6646
South Austin.....737.931.0678
Killeen.....254.526.3028

College Station.....979.774.5390
Temple.....254.773.0809
Waco.....254.751.7766
Harlingen.....956.423.8513
McAllen.....956.668.1147
Corpus Christi.....361.854.7591
Rosenberg.....346.843.8040

10 AM - 2 PM
APRIL 13th

GRAND
OPENING

Branch #2

CENTRAL A/C SUPPLY



8610 Telephone Rd. Houston, TX 77061

TEL: 713.644.8900



Our Business Hours

Monday - Saturday 8:00 AM - 7:00 PM



Branch #1

1101 Uvalde Rd.
Houston, TX 77015
TEL: 713.451.8800

R22 dry charged units are fully stocked

Product News

Mitsubishi Electric Trane HVAC US Announces Intelli-HEAT™ Dual Fuel System

Integrates heat-pump and gas furnace systems to reduce fossil fuel usage

Suwanee, Ga. – Mitsubishi Electric Trane HVAC US LLC (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat-pump and air-conditioning systems, announces the introduction of the Intelli-HEAT™ Dual Fuel System. This new Mitsubishi Electric solution is compatible with any thermostatically controlled furnace[1] and works with both single-zone and multi-zone systems. Intelli-HEAT empowers homeowners who own gas furnaces to improve their homes' comfort and sustainability by using an energy-efficient, all-electric heat pump as their primary heating source. The furnace remains available to the homeowner as a heating source for extreme cold conditions.

Intelli-HEAT offers homeowners the benefit of consistent year-round comfort thanks to its INVERTER-driven compressor technology. Homes with an existing furnace[1], with or without an existing air-conditioning system, can use the Intelli-HEAT system for cooling during warmer months. The all-electric heating is operational while outdoor temperatures are

as low as -13° F using the system's Hyper-Heating INVERTER® (H2i®) technology.

During periods of extreme cold, Intelli-HEAT may switch to the gas furnace as needed based on capacity threshold and economic balance points. The intelligent switchover function built into the control box of the Intelli-HEAT system coordinates operation of the furnace and the Mitsubishi Electric heat pump. This smart heating management is designed to result in lower gas usage and reduced greenhouse gas emissions while providing homeowner comfort.

"Because an Intelli-HEAT system burns no gas, and generally requires less energy to heat a home than a typical gas furnace, homeowners using our new dual fuel system can reduce their greenhouse gas emissions, compared to using a gas furnace alone as the primary source of heating," says Chris North, senior specialist, product marketing, Mitsubishi Electric Trane HVAC US LLC. "Intelli-HEAT is a flexible solution suitable for homeowners replacing an aging air-conditioning system, adding to an existing furnace with no air conditioning, or

for new construction."

Intelli-HEAT connects to a Mitsubishi Electric single- or multi-zone outdoor heat-pump unit and is available in 18, 24, 30, 36 and 42 KBTU/H capacities. Hyper-Heating INVERTER (H2i) systems are compatible and available for both single- and multi-zone applications. The H2i models provide full rated heating capacity even when the outdoor ambient temperature is as low as 5°F. Those models continue to provide reliable heat even with an outdoor ambient temperature of -13°F. Homeowners can manage Intelli-HEAT systems with either third-party thermostats or Mitsubishi Electric's versatile control options, including kumo cloud®, kumo touch™ and select wired controllers.

Homeowners installing Intelli-HEAT may also qualify for utility rebates. Homeowners should contact their local utility provider to determine what rebates, if any, may be available to them.

"The addition of Intelli-HEAT to our product offering allows homeowners across the United States to use METUS' products to transition to clean, energy-efficient heating and cooling solutions," says North.



For more information on Intelli-HEAT Dual Fuel System and other residential heating and air-conditioning solutions offered by METUS, visit [MitsubishiComfort.com](https://www.MitsubishiComfort.com).

[1] Mitsubishi Electric air conditioner and heat-pump systems should only be connected with ANSI-Z21.47/CSA2.3 certified furnaces.

Peak Performance Coils and Air Handlers

ASPEN

MANUFACTURING

Ask for Aspen!

It's On My Heart: Building a Positive Culture

I have shared thoughts on how to build a positive culture with your employees in the past, and how important that can be to not only recruit but also retain good people. This week I got to see an example of a positive culture live: Rogers Heating and Cooling. They are based in South Boston, Va, a town of about 8000. Several small towns all around, but they are all small as well. Danville is the largest city close by at 42,000, about 30 miles away.

Here is what is jaw-dropping (wanted to use that phrase for a long time, this was the perfect opportunity), they did 5.2 million last year, which would be a healthy number in any city. The average household income was just over \$40,000/year. Just for a comparison, the "other" South Boston average household income is \$186,000. So it is not a wealthy community.

Even more impressive, the goal for 2023 is \$10,000,000.

With a stretch goal to \$12 million. And they are on target to hit it. Their lead salesman hit 3 million last year, they have selling techs as well, while we were there a tech who joined them two months ago sold a \$30,000 job. For a 18 seer 2 ton replacement with duct mods, IAQ, surge protector, all the accessories that he proposed to the homeowner. Yes, I realize a selling tech will typically sell entry level, they don't do financing, etc. Not true! In addition, he is the tech on call this weekend, and he was at \$47,000 for the week, his personal goal was \$60,000 for this week. He came into the office and loudly told the dispatcher, don't turn anyone away this weekend, I will run those calls. Great attitude.

I had the privilege to be present for the Rogers Premier Tour. They are a Premier dealer with the Service Nation, and both Alyssa and Joey are our newest coaches for that

membership level. The bought the biz from Joey's father in 2018, when it was around \$700,000 in yearly revenue. Joey had experience working for the Trane company as a commercial tech. Alyssa has a master's degree in communication, which has been perfect since she is the voice of Rogers, doing podcasts, interviews, FB posts, all kinds of social media.

Here is what they showed us on the tour. First, we did a dinner the night before, we had about 10 contractors in attendance from all across the nation, New Jersey to Seattle. We got together at a place close by her shop, she had a pizza company show up and do custom pizzas, even had one of the team members playing a guitar and singing some great tunes. This was no amateur singer, he spent years in LA, has two records under his belt, and a published author. It set the tone for the next day, to share

their expertise and do some R & D, rob and duplicate. That is how we roll at Service Nation, our members freely share their experiences and business building techniques so that other members can shorten the time needed to grow and prosper.

Joey and Alyssa had each manager share what they do on a daily basis. We started out with an install meeting at 7 am. I saw something that really impressed me, they had the installers come up and do a role play on how they do installs, meeting the customer, establishing the sequence of events, asking what questions they had. Had two installers do two role plays with two of the visiting contractors, we videoed the entire meeting. Oh, forgot to mention, they had a videographer on site, captured the entire day, Evan had time at the end of the day to do individual videos promoting their company in front of a green screen. He will send us a flash drive with the day's activity to



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!

each one of us, game changer!

We also sat thru a sales meeting, also did role playing with the audience. Had an interesting spin on objections, had a wheel you spin to see

what objection you will give to the rep, and you flip a coin to see if you will buy or not today. The audience can see all this, the sales rep cannot.

SEE HINSHAW PG.14



NOW AVAILABLE AT COBURN'S

Friedrich Ductless Split Systems

Compatible with all FreshAir® IAQ accessories, the **Friedrich Floating Air® Ductless Split System** delivers powerfully efficient air conditioning that's flexible to fit the needs of each room of your home — and it's now available at a Coburn's near you.

- Flexible Zone Cooling Options
- Antimicrobial Air Purification
- Built-in WiFi Compatibility
- Advanced Energy Efficiency
- Fully Ductless Operation



Shop today at your local Coburn's!
COBURNS.COM/LOCATIONS



Heating & Cooling Systems


**DEALER
SOLUTIONS**

OPENING SPRING 2023

*FIRST BRYANT
DEDICATED
LOCATION IN
TEXAS DOING*

**WHATEVER
IT TAKES.®**

 **2500 McHale Court, Ste. B
Austin, TX 78758**

 **512.501.8531**



**FAMILY-OWNED
& TEXAS PROUD**
since 1979

SCAN FOR
ADDITIONAL
RMI LOCATIONS



THANK YOU FOR **50** EXCEPTIONAL YEARS!

Here's a sneak peek of how we're celebrating!



Scan code to learn more!



\$1 = 1 POINT ON ALL PURCHASES MADE APRIL - AUGUST



GET BONUS POINTS ON QUALIFYING PURCHASES



GET ENTERED FOR MONTHLY PRIZE DRAWINGS*



GRAND PRIZE TRIP OF A LIFETIME TO ONE LUCKY WINNER



EVERYONE IS INVITED TO OUR 10/11/23 EVENT!

Learn about our 50th Anniversary promotion and event at Centuryis50.com



ANGLETON
979-849-7735
Manager: Phil Holt

BARKER CYPRESS
281-859-1615
Manager: Donna Istre

BAY CITY
979-245-2665
Manager: Bill Roy

BELTWAY SOUTH
281-933-3991
Manager: Ryan Bullock

CONROE
936-569-1177
Manager: Vanessa Overstreet

GULFTON
713-663-6661
Manager: Mounir Khiami

HUMBLE
281-446-7820
Manager: Gabe Dias

KATY
281-925-2651
Manager: Karl Conolly

LEAGUE CITY
281-724-4474
Manager: Josh Myers

LUFKIN
936-632-4484
Manager: Javier Gallegos

STUEBNER
832-249-7654
Manager: Carlos Romero

WEST 43RD
713-683-3991
Manager: Jacob Almaguer

WINKLER
713-943-0020
Manager: Brandon Pape

Shop Online 24/7 at CenturyAC.com

HINSHAW con't

Next we went to the dispatch center, saw how they operated, another “bar raising” visit. They have appointed one of the team members to lead them, start with stretching exercises, tongue twisters, some funny jokes, even had a spinning wheel to select what type of dancing we would do. lots of team involvement. Then...

Wait for it...

More roleplay! Do you see a pattern here? They practiced how to handle a customer that they needed to reschedule, an emergency situation, an unhappy customer, the typical things they deal with each and every day.

Had a woman who is in charge of HR and culture improvement, she gave us a demonstration on one thing she did on a regular basis. She texted out to every team member, the first one to share something positive about another team member would

get a set of Apple EarPods, took about 1 minute for it to be claimed, we watched the results in real time projected on a screen. One team member tried to say how well he did, she shut him down, it can't be about you!

On our agenda we had an activity at the end of the day: an employee signing. No idea what that was, but it was another great idea. The visiting contractors all gathered in the front office, Alyssa had made up a large plastic board with the Rogers Values on it. We all got to sign it, took a photo, we were officially made part of the Rogers team. We saw these posted around the building, it shows how important each employee was and us.

Hope this visit gives you some ideas on how to improve your culture. A great visit, we do several of these each year in the Premier program, let me know if you want more info. And make this a blessed Easter. Thanks, we will talk later!

Emerson to Provide CO2 Education and Training at Natural Refrigerant Training Summit

Will include hands-on refrigerant training and education with CO2 transcritical booster training unit

St. Louis— Emerson will offer free on-site CO2 training and education for refrigeration technicians at the Natural Refrigerant Training Summit, which will take place April 4 to 6, in Irwindale, California.

Co-hosted by the North American Sustainable Refrigeration Council (NASRC) and Southern California Edison (SCE), the summit will provide industry technicians with comprehensive training and a look at the latest natural refrigerant technologies, including those with R-290 and CO2. The event will also offer attendees and HVACR students opportunities to network with manufacturers and industry stakeholders such as Emerson. North American Technician Excellence

(NATE) credits will be offered to all technicians who attend Emerson trainings at the event.

As a leader in refrigeration technologies and a premium sponsor of the event, Emerson's experts will be on hand to facilitate trainings developed to address the latest trends in CO2 refrigeration and alternative low-global warming potential (GWP) refrigerants.

“As the phased transition to lower-GWP refrigeration technologies continues, Emerson is committed to the training and support of a sustainable technician workforce,” said Andre Patenaude, direction of solutions strategy for Emerson's Climate Technologies business. “Our

CO2 transcritical booster training unit allows us to make refrigerant training and education hands-on and accessible.”

Emerson's training sessions at the Natural Refrigerant Training Summit will include three modules:

- The basics of CO2 refrigeration
- E2 to E3: advanced supervisory control with integrated CO2 applications and CC200 case control
- Review piping and instrumentation diagram of onsite CO2 training unit

The basics of CO2 refrigeration session will allow attendees to get a basic understanding of CO2 system architectures, pressure management, safety, handling, and more. The E2

to E3: advanced supervisory control for CO2 applications session will allow attendees to compare the legacy E2 control to the E3 supervisory control: the future of CO2 refrigeration system control. And with the CC200 case controls, an Emerson expert will walk attendees through the features, advantages and benefit of this full featured control. The review of the CO2 training unit's piping and instrumentation diagram will provide students with a practical application of using a piping and instrumentation diagram to understand the systems they are working on.

Registration for the Natural Refrigerant Training Summit is free. For more information, visit Emerson.com or the event's website.

WELCOME TO THE NEW SSDHVAC.COM

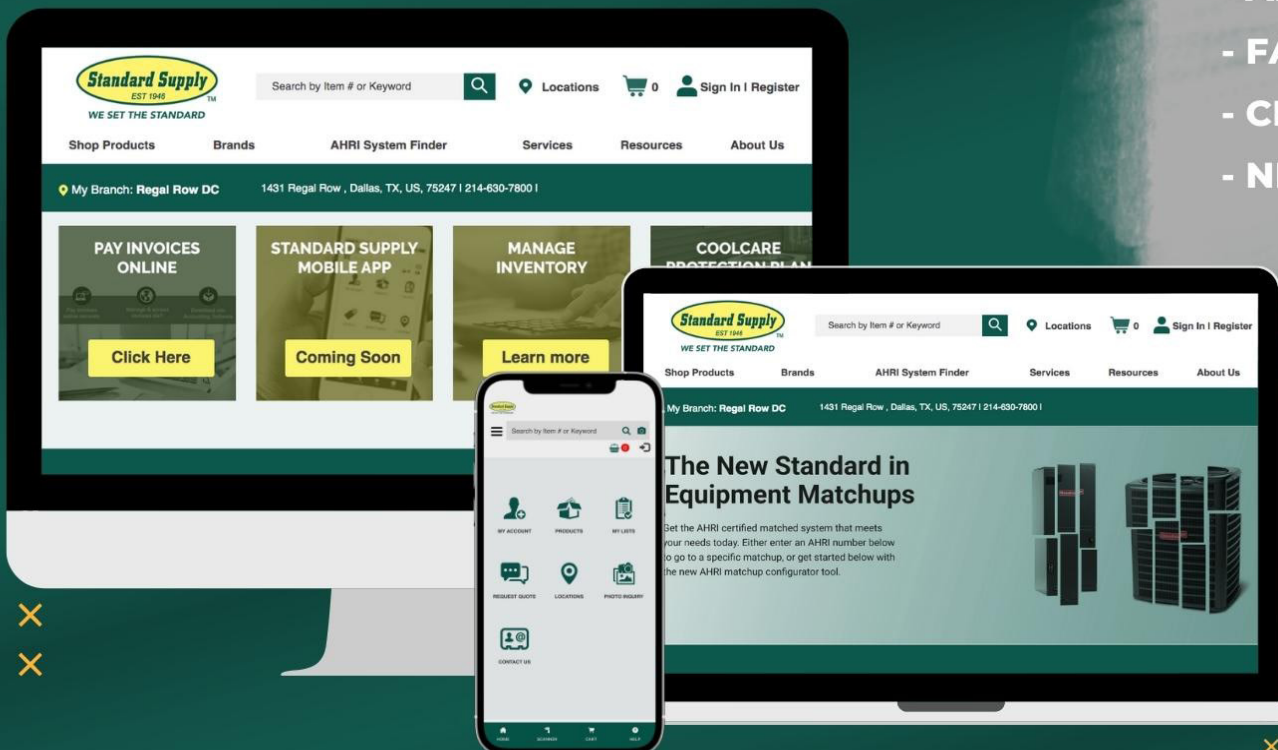


WELCOME TO THE NEW SSDHVAC.COM

NEW FEATURES

- AHRI MATCH-UP SYSTEM
- FAST & EASY ORDERING
- CREATE SHOPPING LISTS
- NEW MOBILE APP

EXPLORE NOW





Let's Clear the Air.

Explorer®-IAQ Thermostats Feature a Built-in Air Quality Sensor.



Clean, healthy indoor air has never been more important. That's why our Explorer-IAQ thermostats include an exclusive Air Patrol® feature to continuously monitor and control indoor air quality. When needed, they automatically circulate polluted air through the HVAC's filtration system, so you and your customers can breathe easy.

- Built-in Wi-Fi, Bluetooth, and Sub-GHz radios
- Displays IAQ levels on free mobile app and website
- Compatible with easy pairing VenNet wireless sensors



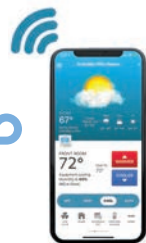
Residential



Commercial



School



VENSTAR®

www.venstar.com



We are your #1 Source for Venstar Thermostats and Accessories – Visit us today!



www.inscohvac.com

| Texas | | | Georgetown | 40110 Industrial Park Circle | 512-863-0525 | San Angelo | 914 Arroyo Drive | 325-224-4276 |
|----------------|-----------------------------|--------------|---------------|-------------------------------|--------------|-----------------|--------------------------------|--------------|
| Abilene | 1810 Pecan Street | 325-673-2660 | Grapevine | 1300 Minters Chapel, Ste 500 | 682-223-6700 | San Antonio | 1302 S. Alamo | 210-223-2681 |
| Arlington | 3210 Dalworth | 817-649-7866 | Harlingen | 3409 Mississippi Street | 956-425-1120 | San Antonio | 15938 University Oak | 210-581-7350 |
| Austin | 2929 Longhorn Blvd, Ste 103 | 512-837-3091 | Houston | 10460 S Sam Houston Pkwy West | 713-335-5475 | San Antonio | 222 Recoleta | 210-824-9551 |
| Austin | 6301 E. Stassney Lane | 512-441-9893 | Houston | 11102 Beltline Road, Ste 300 | 713-358-3737 | San Antonio | 2403 Freedom Drive | 210-828-8311 |
| Brownsville | 224 Industrial Drive | 956-546-8800 | Houston | 14900 Hempstead Rd., Ste 300 | 713-462-3737 | San Antonio | 6896 Alamo Downs Pkwy, Ste 900 | 210-523-1244 |
| Corpus Christi | 5439 Greenwood Drive | 361-851-8821 | Houston | 5921 South Loop East | 713-645-6726 | Tyler | 3805 Timms Street, Ste 300 | 903-561-8080 |
| Dallas | 10490 Shady Trail, Ste 100 | 214-350-7913 | Kerrville | 1905 Junction Hwy | 830-895-2800 | Victoria | 3803 N John Stockbauer | 361-576-4101 |
| Del Rio | 2307 N. Main | 830-774-1545 | Laredo | 5714 Cerrito Prieto Court | 956-726-0541 | Wichita Falls | 206 Waco Street | 940-766-0225 |
| De Soto | 640 E. Centre Park Blvd | 214-467-8130 | Leander | 1633 US Hwy 183 | 512-900-3921 | Oklahoma | | |
| El Paso | 11500 Rojas Dr., Ste A & C | 915-779-3475 | Lubbock | 5833 50th Street | 806-762-4088 | Oklahoma City | 3100 Thomas Rd. | 405-670-1326 |
| Ft. Worth | 399 North Beach Street | 817-834-5542 | McAllen | 1218 East Laurel Ave | 956-686-3786 | | | |
| Garland | 3775 Marquis Drive #101 | 972-276-5532 | New Braunfels | 1223-B Industrial Drive | 830-625-7743 | | | |



The Petit Group

Serving you in Texas, Louisiana, & Alabama

GRAND OPENING CELEBRATION!



Order Online from JS.com



WHAT: Breakfast Tacos. Vendor Tradeshow, Crawfish Boil and Jambalaya Lunch, Giveaways

WHEN: Thursday, April 27th

TIME: 7:30 am through 2 pm

WHERE: 12831 Cogburn, San Antonio, TX 78249

Call or Text (210) 903 - 0501

| | | | | |
|---|---|---|---|--|
| <p>San Antonio #1 (41) 9311 Broadway, Suite 200 San Antonio, TX 78217 Phone/Text (210) 829-1934</p> | <p>Lubbock (#42) 6039 W. 45th Street Lubbock, TX 79407 Phone/Text (806) 792-2493</p> | <p>Baton Rouge #1 (#153) 11030 Coursey Boulevard Baton Rouge, LA 70816 Phone/Text (225) 295-7019</p> | <p>Slidell (#322) 530 Johnny F Smith Avenue #200 Slidell, LA 70460 Phone/Text (985) 641-8151</p> | <p>Lafayette (#597) 516 Eraste Landry Road Lafayette, LA 70506 Phone/Text (337) 294-8857</p> |
| <p>San Antonio #2 (162) 6900 Alamo Downs Parkway, #140 San Antonio, TX 78238 Phone/Text (210) 680-6500</p> | <p>New Orleans (#79) 1400 Edwards Avenue New Orleans, LA 70123 Phone/Text (504) 733-1495</p> | <p>Baton Rouge #2 (#367) 1988 Wooddale Drive Baton Rouge, LA 70806 Phone/Text (225) 925-1680</p> | <p>Harvey (#541) 1988 Industrial Boulevard Harvey LA 70058 Phone/Text (504) 704-5911</p> | <p>Mobile (#481) NEW LOCATION 776 Lakeside Drive Mobile, AL 36693 Phone/Text (251) 343-3899</p> |

NTEA Releases 16th Edition of Truck Equipment Handbook

Farmington Hills, Mich. — NTEA – The Association for the Work Truck Industry released the 16th edition of its Truck Equipment Handbook, a comprehensive guide for commercial vehicle components and equipment.

“For more than 30 years, NTEA’s Truck Equipment Handbook has served as a valued resource for work truck industry professionals,” said Steve Spata, NTEA senior technical assistance director. “It’s an easy-to-use pocket reference guide for commercial vehicle distributors and upfitters, manufacturers, truck dealers, sales representatives and end users.”

The latest version includes updates to U.S. and Canadian regulations, along with an expanded set of industry definitions. This edition also covers the vehicle certification process and regulatory standards applicable in Canada.

Topics addressed

- Fundamental concepts and selection of chassis frames, PTOs, tires and other commercial vehicle systems
- Vehicle weight analysis methods, calculations and illustrations
- Advanced fuels and vehicle technology descriptions
- Reference sections on vehicle

certification and Federal/Canadian Motor Vehicle Safety Standards

- Lighting requirements and illustrations
- Weights and measures
- Glossary of commercial vehicle industry terms

The new Handbook is available for \$15 NTEA members and \$29 nonmembers. Contact us (800-441-6832 or info@ntea.com) to order in bulk. Find more details at ntea.com/handbook.

ABOUT NTEA

Established in 1964, NTEA – The Association for the Work Truck Industry, a 501(c)(6) organization, represents more than 2,100 companies that manufacture, distribute, install, sell and repair commercial vehicles, truck bodies, truck equipment, trailers and accessories. Buyers of work trucks and the major commercial truck chassis manufacturers also belong to NTEA. The Association provides in-depth technical information, education, and member programs and services, and produces Work Truck Week®, Green Truck Summit, Commercial Vehicle Upfitting Summit and Executive Leadership Summit. The Association maintains its administrative headquarters in suburban Detroit and government relations offices in Washington, DC, and Ottawa, Ontario, Canada.

Carrier Named Best HVAC Company by U.S. News & World Report for Second Consecutive Year

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

Indianapolis – Carrier has been named the best HVAC company of 2023 by U.S. News & World Report’s 360 Reviews team. This is the second consecutive year that Carrier ranked No. 1 and its Bryant brand ranked No. 2. Both are part of Carrier Global Corporation (NYSE: CARR), the leading global provider of healthy, safe, sustainable and intelligent building and cold chain solutions.

Reviewers found Carrier to have the most technologically advanced, innovative, reliable, and high-quality products, which are also among the most energy-efficient and quiet. In addition, the number of products and options Carrier offers was viewed as a differentiator.

“This recognition underscores our commitment to delivering HVAC systems that are smarter, more efficient, and more cost-effective,” said Justin Keppy,

President, NA Residential & Light Commercial HVAC, Carrier. “We are innovating to provide our customers with what they need to create healthier homes and reduce energy bills.”

Carrier manufactures and installs a full range of products to address homeowners’ comfort, health and budgets. This includes air conditioners, furnaces, heat pumps, ductless and variable refrigerant flow (VRF) systems, and air purification units.

U.S. News evaluated HVAC companies based on system cost, unique warranty features and customer satisfaction. U.S. News’ 360 Reviews team applied a methodology that includes professional and consumer ratings and reviews, as well as research comparing various features of HVAC systems.

For more information, visit <https://www.carrier.com/residential/en/us/>.

WANT
TO SHOW YOUR CUSTOMERS
THE FUTURE OF COMFORT?

Easily augment your sales by always offering
Mitsubishi Electric
HEATING AND AIR CONDITIONING!

Great for new or existing home offices, garage conversions, master bedrooms – any room where your customers need to improve their comfort. Mitsubishi Electric Heating and Air Conditioning is excellent for any home, any building, anywhere.



 **MITSUBISHI ELECTRIC**
HEATING & AIR CONDITIONING

Find out why we are the future of comfort at MitsubishiComfort.com

Product News

The expanded line of Choice rooftop units from Johnson Controls features High-efficiency, ultra-high-efficiency and heat pump models to surpass DOE 2023 requirements

- Newly expanded units meet and exceed Department of Energy (DOE) 2023 minimum energy requirements now in effect, as of January 1
- 12.5- to 27.5-ton RTUs surpass DOE 2023 energy efficiency standards by up to 45%
- New heat pump integration supports electrification and decarbonization initiatives

Milwaukee – Johnson Controls, the global leader for smart, healthy and sustainable buildings, launched the newest development in the Choice line of commercial rooftop units (RTUs) available from Johnson Controls®, YORK® and TempMaster®. The 12.5- to 27.5-ton RTUs surpass aggressive Department of Energy (DOE) 2023 efficiency standards by 6-45%, depending on the efficiency level, while maintaining an economical advantage.

Available in high-efficiency, ultra-high-efficiency and heat pump models, Choice RTUs can be configured for cooling only, staged-gas heating, modulating-gas heating and now heat pump operation in conjunction with factory-installed electric heating to provide the flexibility necessary to help building owners reach today's evolving efficiency requirements.

“We’ve elevated the proven performance of Choice rooftop units with enhanced features and options to help our customers achieve their sustainability goals,” said Jason Carter, senior product manager, Ducted Systems, Johnson

Controls. “Building operators now have even more options to reduce energy consumption and deliver cost savings based on the unique needs of their facility.”

Choice Rooftop Unit Options Include:

- **High-efficiency Choice rooftop units:** Available in dedicated downflow (15-27.5 tons) or sideflow (15-25 tons) configurations. Provide up to 23% greater part-load efficiency than our legacy comparable, standard-efficiency units. Surpasses DOE 2023 efficiency standards by almost 10%.

- **Ultra-high-efficiency Choice rooftop units** (12.5-23 tons): Leverage a combination of Copeland™ high-efficiency ZPKZ fixed speed, ZPS two-stage, and ZPV variable-speed compressor technology to deliver the highest part-load efficiency in their class. Surpasses DOE 2023 efficiency standards by up to 45%.

- **Heat pump Choice rooftop units** (12.5-25 tons): Deliver up to 13% higher IEER than competitive units and meet DOE 2023 efficiencies for both heating and cooling

using mechanical and electric heat instead of gas combustion to support sustainability and decarbonization. Surpasses DOE 2023 efficiency standards by up to 6%.

All Choice rooftop units feature a convertible filter rack with pleated filters up to MERV 13 available as a factory option to help meet LEED requirements. Multiple airflow strategies – including variable air volume (VAV), exclusive IntelliSpeed™ discrete fan control (DFC) with 2-stage and 4-stage options and Continuous Reset Single Zone (CRSZ) control – help to improve ventilation based on building requirements. Additionally, the units are compatible with a full suite of system accessories to further support indoor air quality (IAQ) performance.

In addition to operational cost-savings achieved through system efficiencies, Choice RTUs are designed to lower initial project costs as well. The lightweight design streamlines specification by reducing building design requirements and eliminating the need for additional structural engineering

analysis when used in replacement applications.

Choice rooftop units are digitally enabled to further enhance efficiency, reduce operational costs and extend equipment life. This also provides seamless integration with building control systems, including Verasys®.

Johnson Controls® Choice, YORK® Sun™ Choice and TempMaster® Omni™ Choice rooftop units are designed and tested in the Johnson Controls Advanced Technology Lab located in Norman, Oklahoma, and supported by factory-backed warranties, including a 1-year parts warranty, 5-year compressor and electric heat limited warranties, 10-year aluminized heat exchanger limited warranty and a 15-year stainless steel heat exchanger limited warranty.

To learn more about Choice high-efficiency, ultra-high-efficiency and heat pump rooftop units, visit: https://www.york.com/commercial-equipment/packaged-split-dx/packaged-rooftop-units/15275tchoiceac_ds/york-sun-choice-rooftop-units

HIGH-QUALITY HVAC SYSTEMS

DURASTAR EQUIPMENT AND MINI-SPLITS

The Durastar brand provides energy-efficient, value-friendly heating and air conditioning to every space in any place—creating a comfortable environment suitable for all homeowners.

WHAT MAKES DURASTAR DIFFERENT?

- **QUALITY:** Products are composed of high-quality materials that withstand tough weather and protect internal equipment
- **VALUE:** Affordable, efficient and reliable HVAC equipment
- **RELIABILITY:** Products undergo strict testing to ensure reliability and consistent performance



Serving Texas statewide with more than 40 locations. Scan the QR code to find your nearest location.

[FERGUSONHVAC.COM](https://www.fergusonhvac.com)

FERGUSON
HVAC

BUILT TO LAST



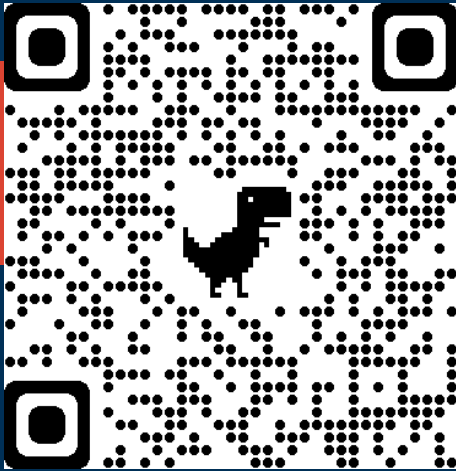
KEVIN MORANZ

SUPERCROSS PROFESSIONAL RACER



Air comfort for all

GREECOMFORT.COM



The More Important the Work, the More Important it is to have the right tools for the job.

We are your local distributor for HVAC equipment and supplies. We bring local expertise to residential and commercial HVAC customers. Our specialized Technical Service Advisors provide detailed information and advice to help get the job done on time, every time. Since 2018, we have been a part of the Reece Group, Australia's leading provider of plumbing, HVAC and waterworks products.



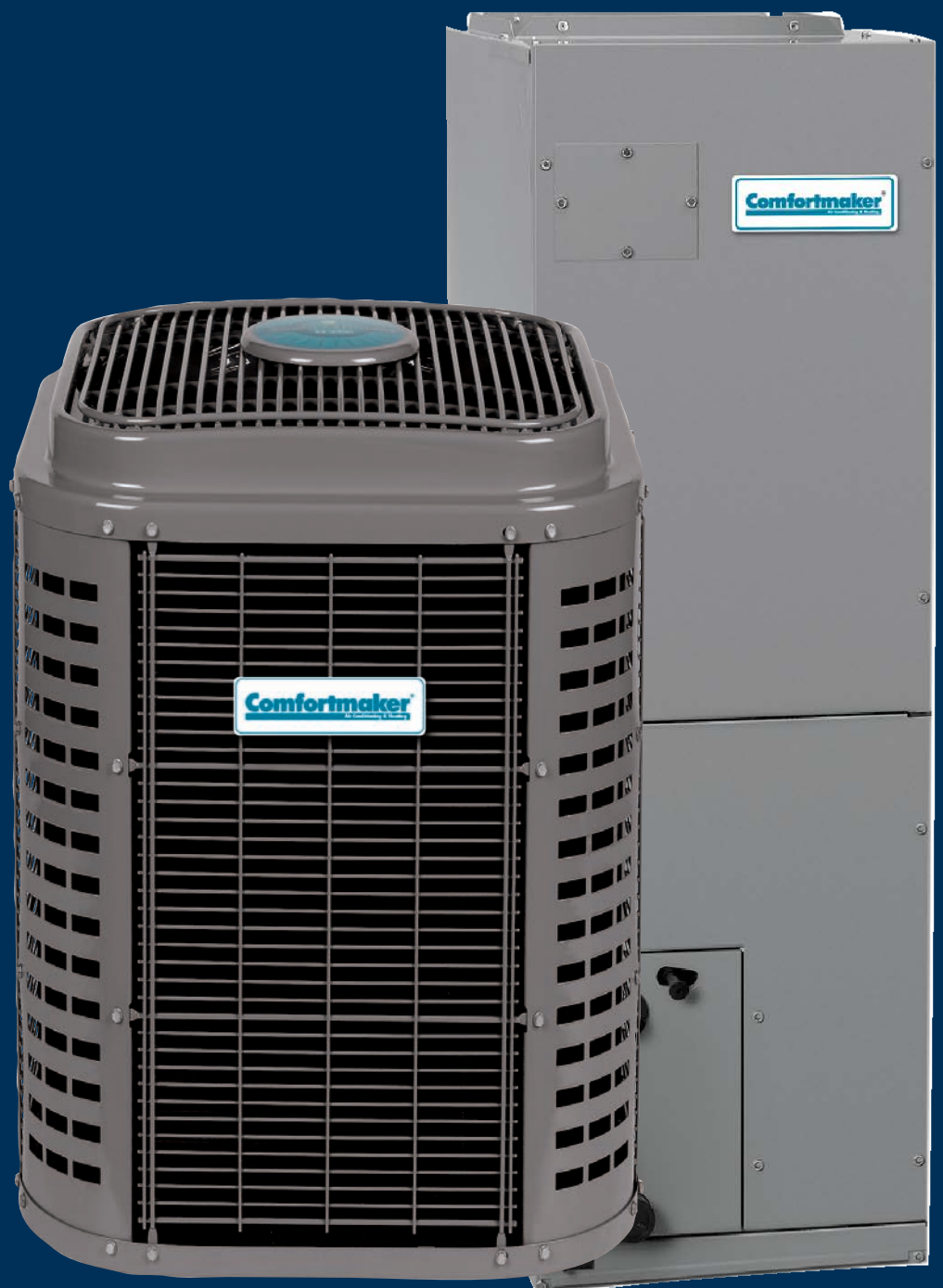
We have 22 local branches with a network of over 46 HVAC locations nation-wide.

Austin, TX
Carrollton, TX
San Antonio, TX
Houston, TX
Longview, TX
Spring, TX

Columbus, TX
League City, TX
New Braunfels, TX
Stafford, TX
Houston Garden Oaks, TX

Arlington, TX
Plano, TX
Rockwall, TX
Frisco, TX
Garland, TX
Fort Worth, TX

Oklahoma City, OK
Mesa, AZ
Northwest Phoenix, AZ
Phoenix West, AZ
Charleston, SC



On Being Adaptable

About 65 million years ago, the dinosaurs—arguably the most successful life form the earth has ever seen (because they dominated the entire planet for over 160 million years, about 3 times as long as mammals have had the run of the planet)—disappeared in a sudden and mysterious way. Whether they were killed by the dust cloud and fire storm created by the Chicxulub Asteroid in the Yucatan (which struck about that time) or whether they died from other causes (such as climate change or disruption in the food chain) no one is certain.

At The dinosaurs—the longest-reigning class of animals in the history of the planet—are gone because they could not adapt to changes fast enough to survive.

I have lived in Arizona now for over four years and

have come to deeply love the incredible diversity and complexity of desert life and appreciate how life has adapted to such a brutal environment, an environment where a false calculation can result in horrible and painful death. Not only does life survive here—it thrives! As I ponder the tenacity of life in the Sonoran Desert, I see seven crucial lessons for the HVAC business.

(1) Most desert animals have tough skins—armor scales, thick skin, leathery foot pads, and the like. These traits, out of place in a milder ecosystem like a temperate forest, developed over millions of years to give the creatures that live here a fighting chance of survival. These tough skins make it difficult for thorns (which all our plants have) to pierce skin, or for teeth and fangs to do any serious

damage. They make for some ugly creatures. The horned toad of the desert is uglier even than some members of Congress! But the horned toad is a beautifully adapted creature for surviving the harsh realities of competing in the desert for the right to reproduce. **Lesson:** if you are going to survive our current economy, you will have to be come hard and crusty, armor plated! I am not saying you must become a heartless, cruel monster, but you must develop a hard survivor's mindset if you are to get through this economic mess.

(2) Most of the plants have thorns, bristles, briars or stickers. The cacti, of course, come to mind, but even many of the trees are thorny. It's as if nature here says, "Keep your distance! Respect my space!" **Lesson:** learn to

protect your business from all forms of encroachment. When times get bad, people often do bad things. Be on the alert for fraud. Make sure that the person who keeps your checking account is not the one who reconciles statements every month! If possible, have accounts payable and accounts receivable handled by two different people (unless the one person is one you can trust with your life).

(3) The Palo Verde tree (Spanish for "green wood") even has green bark. It's an amazing thing to see! Tiny fern-like leaves and bark just as green as the leaves. Even the bark is used in photosynthesis (the process of extracting carbon dioxide from the air to build fuel for the plant). **Lesson:** you must become stunningly efficient, doing more work with fewer resources and fewer people.

You must learn to produce revenue even while idling.

(4) All of the trees here have small leaves. I mean really small—like the size of a grain of rice or a small bean. This means they evaporate less water in the hot afternoon, and the sudden and sometimes fierce desert winds won't push on the tree so much that it gets uprooted (like a broadleaf tree might do in some of our haboob winds). **Lesson:** get rid of the little things that lead to the loss of cash. Learn to buy smarter and buy only what you need. Learn to cut waste. Learn to make every little asset you have do its part to bring in the dollar bills.

(5) The animal hunters hunker down in their burrows and come out to hunt at night. That's when it is coolest. Even our state's official snake, the Western Diamondback Rattlesnake, is



Richard Harshaw

wise to this. It can reach 120o F in the shade in the desert, and up to 160o F on the desert floor. Hunters don't waste energy or try to beat the heat by being active at day. They come out at night, whether they be rattlesnakes, coyotes, or pack rats. **Lesson:** learn to pace yourself so you don't get overwhelmed by the extreme economic heat you face day to day. Don't buy anything unless you absolutely positively have to have it. Don't advertise at a time of year when no one is buying. And for that matter, be careful where you advertise and how.

SEE HARSHAW PG.22



Cover Guard™ Adjustable lineset duct and fittings



WIDTHS AVAILABLE IN
3" & 4.5"

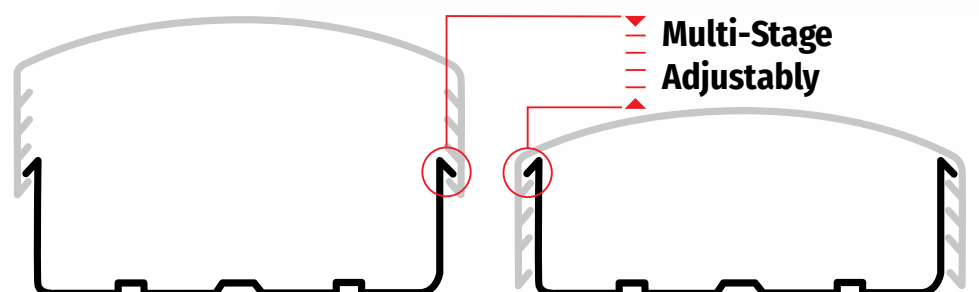
Confident, Adjustable

LINESET PROTECTION

FEATURES

- Provides maximum adjustability and expandability
- Offers all fittings necessary for installation

For more information visit rs.today/coverguard



Emerson Expands Copeland™ Transcritical CO2 Semi-hermetic Compressor Offering

New compressor displacement provides more flexibility in designing systems, helps to reduce costs

St. Louis— Emerson announced the largest displacement in its Copeland transcritical CO2 semi-hermetic compressor lineup by releasing the 4MTLS28ME. Copeland's transcritical CO2 semi-hermetic lineup now extends capacity to 303 kBTU/hour (90 kWh) at 20 degrees Fahrenheit (-7 degrees Celsius) saturated suction, 1,290 psi (89 bar) discharge pressure, and 95 degrees Fahrenheit (35 degrees Celsius) gas cooler outlet. The Copeland transcritical CO2 semi-hermetic compressor modulates from 30 to 60 hertz to allow for precise load matching and smooth system operation.

As the U.S. commercial refrigeration market is poised for a surge in the use of CO2 (R-744) to achieve sustainability and regulatory compliance goals, this new transcritical CO2 semi-hermetic compressor offering helps food customers to meet those goals.

This product expands Emerson's integrated CO2 portfolio — including compressors (scroll and semi-hermetic), controls, case controls, drives and valves. The addition of this larger transcritical compressor means that original equipment manufacturers (OEMs), consultants, contractors, end users and wholesalers have

more flexibility in designing transcritical CO2 booster systems. The expanded offering helps to reduce the number of compressors needed on a transcritical CO2 rack in some applications, which can lower initial costs for an end user while helping them to meet sustainability and compliance objectives.

This new model has a wide operating envelope and can be used in a transcritical booster system application as a parallel compressor, as well as a standard medium-temperature compressor. This gives OEMs more inventory flexibility.

“The new Copeland transcritical CO2 semi-hermetic compressor is the company's latest investment in CO2 compression as we continue to build upon this technology and expand our product portfolio,” said Derek Langenkamp, product manager — CO2 and semi-hermetics, for Emerson's Climate Technologies Business.

“This compressor has best-in-class performance in the industry, and the Copeland transcritical CO2 semi-hermetic portfolio overall has industry-leading low sound and vibration across the operating envelope. This means that end users benefit from lower noise levels, both

in their store and in their neighborhood. OEMs benefit from lower sound attenuation, which results in less stress on the piping in the system. Excellent oil carry-over rates have also been validated with extensive testing to meet the Copeland standard,” continued Langenkamp.

Copeland compressors have on-board compressor electronics protection, enabling technicians to quickly diagnose and repair systems through advanced motor performance monitoring and protection, diagnostics, power consumption measurements and communication capabilities. On-board compressor electronics also provide useful data for technicians during system installation, start-up and commissioning. In addition, Emerson's extensive wholesaler network, with more than 1,000 Copeland-authorized wholesaler locations across North America, equips contractors with technical expertise when a refrigeration problem is detected.

To review voltage options, visit Application Engineering Bulletin.

The new Copeland 4MTLS28ME transcritical CO2 semi-hermetic compressor platform will be on display in booth #411 at the International Institute of Ammonia Refrigeration



(IIAR) 2023 Natural Refrigeration Expo in Long Beach Calif., March 12 to 15, to highlight its use in industrial applications.

To learn more about the development of the Copeland CO2 portfolio, contact your Emerson representative. And for more information on CO2 refrigeration technology, please visit our CO2 product solutions webpage.

About Emerson

Emerson (NYSE: EMR) is a global technology and software company providing innovative solutions for the world's essential industries. Through its leading automation portfolio, including its majority stake in AspenTech, Emerson helps hybrid, process and discrete manufacturers optimize operations, protect personnel, reduce emissions, and achieve their sustainability goals. For more information, visit Emerson.com.

HARSHAW con't

(6) **Pit vipers hunt by sensing the heat of their prey.** The rattlesnake is a pit viper, so-called because they have two small pits near their nostrils. These pits contain heat sensors, like an infra-red camera. (A rattlesnake does not actually “see” in infrared, but it can pick up temperature differences between prey and the ground of less than 1o F!) During the day, the ground is hotter than the prey, so the snake's pits would sense a uniformly hot background and not be able to pick out the prey from the hot rocks and dirt. But at night, a 100o F rat is hotter than a 95o F rock, and the snake senses this, and strikes with accuracy. **Lesson:** learn how to find clients in the most effective way. If you have never done an analysis of your advertising efforts tied them to successes, now is the time to start. Find the best medium and the best message, and combine the two at the best time of year.

(7) **The Saguaro cactus can hold over 3,000 pounds of water.** These stately cacti—

known for their stately “uplifted arms” like a bank robber surrendering to the sheriff— have corrugated skins. This is caused by the long, slender “ribs” that grow inside to give them their rigidity and strength. The inner pulp of the Saguaro is spongy. When we have our rainy seasons (two a year), the Saguaro, whose roots are not deep but spread out over a wide area, siphons up every bit of water it can and stores it in that internal sponge. The body bloats and the skin becomes smoother. A well-rounded Saguaro is a water-rich Saguaro! As the dry season returns, the Saguaro lives by doling out its water resources like a miser, contracting as it does (meaning the ribs become more pronounced). A ribby Saguaro is a dry one. **Lesson:** Build up cash when you can and don't spend it unless you absolutely have to. With luck, and these seven lessons, you'll survive the worst that our economic asteroid can throw at you.

And if you don't— well, the desert is full of bleached bones.

AR-GLO® 5 FLUORESCENT DYE

Our brightest, highest quality, and most advanced formula ever!

FLUORESCES BRIGHTLY

HIGHLY STABLE

LONG SHELF LIFE

ECO-FRIENDLY

FULLY MISCIBLE

EXCLUSIVE FORMULA

SCAN TO LEARN MORE!

CHANGE OF ADDRESS?

Be sure to notify us to continue receiving your monthly copy of

Air Conditioning
TODAY

Email llackey@ac-today.com



MADE IN THE USA



Maestro A/C & Heat Pump with no outdoor unit!

BEAUTIFUL OUTSIDE



Maestro Wi-Fi App available

COMFORTABLE INSIDE



MAESTRO PRO

With no outdoor unit



**NEW
ELECTRIC HEAT
MODEL NOW
AVAILABLE**

Features:

- Inverter Compressor and Variable Speed Motor
- Heating & Cooling Capacity up to 11,600 btu/h
- Installation Versatility: Low and High Wall
- Easy Installation & Maintenance
- Remote Control (standard)/Wall Thermostat (optional)
- 115V & 230V 1 Phase available in stock



Austin 512-462-4777
Irving 972-570-4700

Fort Worth 817-838-7400
Missouri City 832-342-7000

McAllen 956-566-9540
Schertz 210-499-0004



www.olimpiasplendidusa.com
sales@olimpiasplendidusa.com



NEW BRANCHES, SAME INESCO.

WE'RE EXPANDING TO BETTER SERVE YOU!

- / 24/7 Emergency Branch Opening**
- / Customer Friendly Showrooms**
- / Extensive Selection of Tools & Instruments**
- / Clean Restrooms**
- / Free Delivery**



Stay Connected with Inesco!



LEANDER

NOW OPEN

1633 US Hwy 183
Leander, TX 78641

**NEW DISTRIBUTION & TRAINING CENTERS
GRAND OPENINGS COMING SOON**

ARLINGTON, TX HUTTO, TX



**INESCO
ACADEMY**

INESCO.COM/TRAINING

At Inesco, your business is crucial to our business. Training is one of the many ways we invest in our customers. We operate 4 state-of-the-art training facilities with working equipment for a hands-on experience. Every year, Inesco conducts over 150 courses and provides training to over 1,000 professionals.



Product lines subject to market restrictions



BEST PRODUCTS. BEST SERVICE. BEST PEOPLE.



/inscodistributing
@inscohvac





JOHNSTONE SUPPLY

Equipment • Motors • Refrigerant • Supplies • Tools • Ventilation • IAQ

The Quality You Need. The Brands You Trust.



| | | |
|--|--|---|
| | <ul style="list-style-type: none"> Affordable Brand Recognition Durable Lives Up to Its Name |  <small>Air Conditioning & Heating</small> |
| | <ul style="list-style-type: none"> Flexible Quiet Outstanding Humidity Control Unbelievable Performance |  <small>HEATING AND AIR CONDITIONING</small> |
| | <ul style="list-style-type: none"> Rugged Quiet Comfort Achieved Consistent Room Temperature Consumes Only the Energy Needed |  BOSCH <small>Invented for life</small> |



**Products
You Need**



**Service
You Expect**



**Technology
You Desire**



**Training
You Want**



**Helps
You Grow**

Johnstone Supply is your one-stop shop, with a variety of options in unitary and specialty equipment, repair and replacement parts, and maintenance supplies for Residential, Light Commercial, Refrigeration and Facilities Maintenance. We offer the products, programs and services that help contractors of all sizes succeed. Stop by your local Johnstone Supply for all the high efficiency applications you need!

Call or Text Us Now at (713) 868-8967

Look up pricing & availability at www.johnstonesupply.com/39 or through the Johnstone OE Touch App

THE TOOLS & TEST INSTRUMENTS FLYER IS OUT NOW!

Prices and promotions valid March 1, 2023 - May 31, 2023

https://www.johnstonesupply.com/ToolsTest_eFlyer/

FEATURED PRODUCT:



7-in-1
Impact
Flip
Socket Set



Black
Gold
Vacuum
Pump Oil



EZ-Ject
Fluorescent
Dye
Cartridge

BEAUMONT

675 M.L. King Pkwy,
77701
Phone: (409) 832-7409
Fax: (409) 832-1462

HOUSTON

2120 Shepherd Drive,
77007
Phone: (713) 868-8967
Fax: (713) 868-3045

HOUSTON

8304 Westpark,
77063
Phone: (713) 952-4601
Fax: (713) 952-0865

HOUSTON

6630 Roxburgh Dr Ste #175,
77041
Phone: (713) 466-5716
Fax: (713) 466-7530

KATY

22110 Merchants Way, Ste. 100,
77449
Phone: (713) 803-6240
Fax: (713) 803-6250

WEBSTER

16910 N Texas Ave Ste. A-14,
77598
Phone: (346) 444-3879
Fax: (832) 476-2450

CONROE

800 Old Montgomery Ste 200,
77301
Phone: (936) 230-5040
Fax: (936) 242-0178

HOUSTON

5935A South Loop East,
77033
Phone: (713) 645-0085
Fax: (713) 645-7498

HOUSTON

15631 Blue Ash, #160,
77090
Phone: (281) 872-5200
Fax: (281) 872-4848

Now Open!

HUMBLE

19396 Kenswick Dr, Bldg C
Humble TX 77338
Phone: (832)-408-8593

STAFFORD

10650 W. Airport Blvd Ste. 180,
77477
Phone: (281) 988-5584
Fax: (281) 988-9533

*Stop by
and see us!*



THE NEW WAY TO RECRUIT,
TRAIN AND RETAIN TECHNICIANS

BUILD THE TEAM YOU NEED TO GROW YOUR BUSINESS



TACCA's online, on-demand skilled trades training platform is designed to outsource the hardest part of your job—managing the assessment and training of your service team.



Engaging and interactive visual courses and simulations provide consistent, effective training to all skill levels.



Skill assessments and individual learning paths improve technician competency and confidence.



Send the right people to the right jobs and track field-readiness all in one easy-to-use dashboard through Command Center.

New technician? Use as a new hire accelerator.

Immediately get them learning the basics and start gaining experience to work easily alongside fellow team members.

Experienced technician? Help them level up.

They can pick up training where they still need to grow, or refresh skills with the latest equipment and techniques.

MORE TECHNICIANS JOB-READY, FASTER

Attract and retain staff with continuous learning that builds skills throughout their career. Give your team the ability to do their best work with engaging, reliable training they'll want to keep using.

- ◆ Confidently take on more capacity with a team of competent technicians
- ◆ Prevent costly callbacks, accidents, and poor reviews with greater skill transparency
- ◆ Take the guesswork out of determining your tech's skill levels with online assessments
- ◆ Use Command Center to assign targeted courses designed to close skills gaps



Character, Customer Service, Employee Owned

5 New Locations to serve you.

GARLAND

Manager Brandon Daigle
2350 Crist Road, suite 300A
469-209-7614

MESQUITE

Manager Alpha Lalugba
4414 Gus Thomasson Rd.
469-917-1959

WACO

Manager Dan Ransbarger
5526 Bosque Blvd
254-405-6827

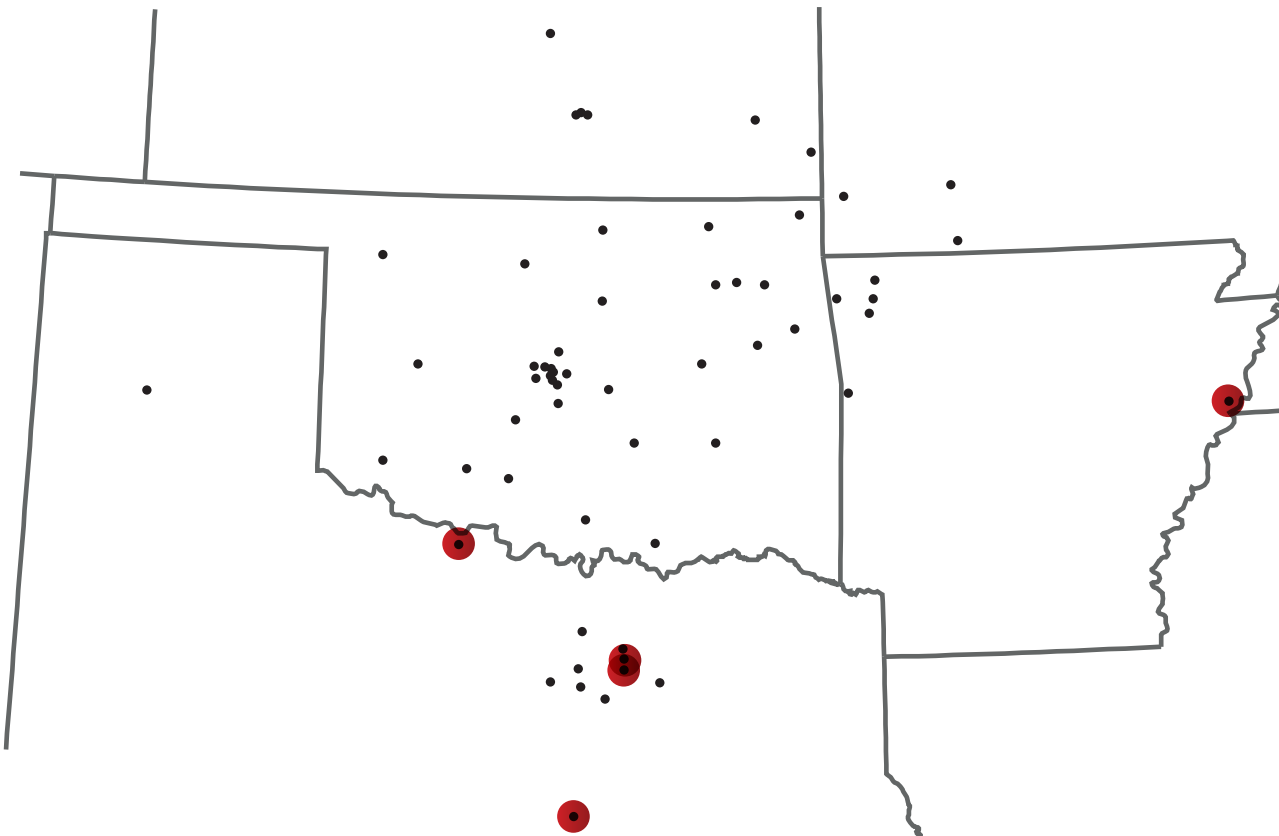
WEST MEMPHIS

Manager Frank Skroch
925 State Highway 77
870-551-2025

WICHITA FALLS

Manager Jason Blizzard
3164 5th Street
940-341-2080

These branches are now open. To set up an account please reach out to the Territory Manager or Branch Manager



Territory Managers

Jeremy Lindsey
405-403-2144
jlindsey@lockesupply.com
Garland/Mesquite

Sean Schulz
405-635-7301
sschulz@lockesupply.com
Wichita Falls

Ryan Hansen
405-423-4984
rhansen@lockesupply.com
West Memphis

Ryne Menard
817-470-0406
rmenard@lockesupply.com
Waco



ADA
821 N. Broadway Ave.
580-332-1576

ALTUS
1624 N. Main St.
580-477-3122

AMARILLO
5119 Plains Blvd. Unit C
806-467-8950

ARDMORE
609 N. Commerce St.
580-226-8067

ARLINGTON
1605 W. Pioneer Pkwy.
817-785-0007

BARTLESVILLE
244 NE Washington Blvd.
918-333-1145

BEDFORD
512 Harwood Rd.
817-282-1365

BENBROOK
7917 Camp Bowie West Blvd.
817-244-3340

BROKEN ARROW
1821 S. Aspen Ave.
918-258-0805

CHICKASHA
809 S. 4Th St.
405-224-4272

CLAREMORE
1113 W. Will Rogers
918-343-1131

CLINTON
1069 S. 10Th St.
580-323-6982

DENTON
2001 Fort Worth Dr.
940-484-4323

DESOTO
719 N. Hampton Rd., Suite 201
972-230-0840

DUNCAN
1715 N. 81
580-252-5048

DURANT
2100A W. Evergreen St.
580-920-2140

EDMOND
405 S. State St.
405-340-8945

ENID
1725 N. Van Buren St.
580-237-2081

FAYETTEVILLE
2301 W. Martin Luther King Blvd., Suite 3
479-443-2381

FT SMITH
1200 S. Waldron Rd., Suite 120
479-478-9469

GARLAND
2350 Crist Road, suite 300A
469-209-7614

LAWTON
1022 NW 38Th St.
580-353-0990

MCALESTER
202 S. Swallow Dr.
918-423-5165

MESQUITE
4414 Gus Thomasson Rd.
469-917-1959

MIAMI
2632 N. Main St., Suite A
918-542-5364

MIDWEST CITY
7421 SE 15Th St.
405-732-0791

MOORE
1001 N. Moore Ave.
405-799-0200

MUSKOGEE
1500 N. 11Th St.
918-686-8205

MUSTANG
420 N. Sara Road
405-682-2245

NORTH PORTLAND
3647 NW 39Th St.
405-947-1025

NORMAN
1500 SW 24Th Ave. SW
405-329-8057

OKC S. KENTUCKY
7610 S. Kentucky Ave.
405-632-8216

OKMULGEE
201 E. 5Th St., Suite A
918-756-4146

OWASSO
8787 N. Owasso Expy.
918-376-9851

PLANO
2404 Avenue K
972-578-9688

PONCA CITY
1201 E. Prospect Ave.
580-718-0498

PRYOR
510 S. Elliott St.
918-824-1016

ROGERS
1303 W. Walnut St.
479-936-7037

SAPULPA
967 S. Main St.
918-248-8858

SHAWNEE
530 Kickapoo Spur St.
405-275-4362

SILOAM SPRINGS
2304 US Hwy. 412
479-549-3860

SPRINGDALE
104 S. Thompson St.
479-750-0711

STILLWATER
901 E. 6Th Ave.
405-372-8588

TAHLEQUAH
1791 N. Grand Ave.
918-456-7714

TERRELL
1425 W. Moore Ave.
972-551-2823

TULSA CENTRAL
3720 E. Admiral Pl.
918-587-8832

TULSA S. LEWIS
8787 S. Lewis Ave.
918-299-0968

TULSA SE
5670 S. Garnett Rd. East
918-252-4209

WACO
5526 Bosque Blvd
254-405-6827

WARR ACRES
5932 NW 38Th St.
405-495-9307

WEST MEMPHIS
925 State Highway 77
870-551-2025

WEST RENO
2600 W. Reno
405-235-6674

WICHITA FALLS
3164 5th Street
940-341-2080

WOODWARD
1414 Oklahoma Ave.
580-254-2173

YUKON
9 S. 4Th St.
405-350-1422



Character, Customer Service, Employee Owned

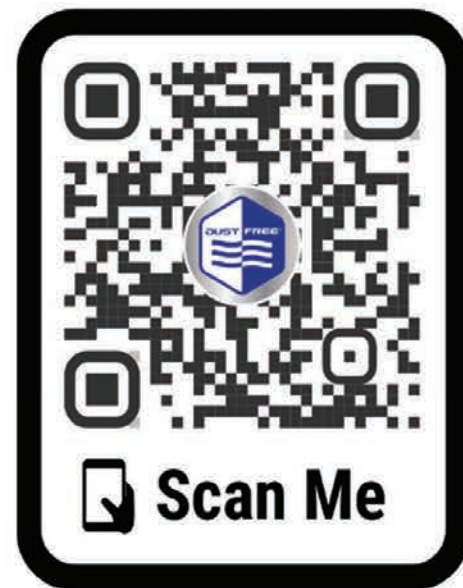


Become a Dust Free[®] Clear[™] IAQ Advisor.

Complete the Dust Free[®] Clear[™] IAQ training program and become an expert in:

- How to Grow your IAQ Business**
- The Benefits of the Dust Free[®] Solutions**
- How to Install Dust Free[®] Products**

Scan the QR code to sign up to become a Dust Free[®] Clear[™] Advisor Today!



HVACR Leaders Headline ACCA 2023 Conference & Expo

Alexandria, VA – The Air Conditioning Contractors of America (ACCA) highlights its lineup of general session speakers for the ACCA 2023 Conference & Expo April 2-5, 2023, at the New Orleans Marriott in New Orleans, LA.

ACCA 2023 will feature four general sessions; the Manufacturer Leadership Forum, Contractor Forum Live: Find and Keep Great People, Breakfast Panel: How to Play the Game in a Down Economy, and Issues Smackdown! The Contractor Town Hall - Contractors Lead the Way. For dates and times of each general session, visit www.accaconference.com.

Moderated by Kyle Gargaro, editor-in-chief, ACHR NEWS, The Manufacturer Leadership Forum welcomes top manufacturing industry leaders for an interactive discussion of current events affecting manufacturers and the HVACR supply chain. Leading manufacturer representatives join ACCA for a live Q&A session where contractors can ask key questions and address industry

representatives directly. Panelists include:

- **Braden Cook**, Director, Product Management & Training, Carrier
- **Nathan Walker**, Senior Vice President, Environmental Business Development and Program Management Office, Daikin Comfort Technologies
- **Brandon Franks**, Vice President, Sales & Marketing, Johnson Controls
- **Mark Bills**, VP/GM – Commercial HVAC Products, Emerson Commercial & Residential Solutions
- **Randy Roberts**, Vice President for Residential Business Development, Rheem Manufacturing
- **Chad Gillespie**, Senior Performance Construction & Electrification Manager, Mitsubishi Electric
- Moderated by Dr. Stephen Pape, Ed.D, MBA, Pape Service Co., the Contractor Forum Live: Find and Keep Great People is where virtual becomes reality. One of the best features of ACCA membership is networking with top contractors across the country. ACCA has one of the industry's top

online forums. A massive success in its first showing last year, we're bringing it back with new topics and presenters.

- The Breakfast Panel: How to Play the Game in a Down Economy highlights a lively discussion focused on how to win in these uncertain times and is moderated by Chris Yano, CEO, RYNO Strategic Solutions, and features Ken Goodrich, CEO, Goettl Air Conditioning & Plumbing; Frank DiMarco, CEO, Service Champions Group; Brian Sloan, owner, TR Miller Heating, Cooling, and Plumbing, and Chad Peterman, CEO, Peterman Brothers.
- Moderated by Chris Yano, CEO, RYNO Strategic Solutions, and featuring Ken Goodrich, CEO, Goettl Air Conditioning & Plumbing, Frank DiMarco, CEO, Service Champions Group, Brian Sloan, owner, TR Miller Heating, Cooling, and Plumbing, and Chad Peterman, CEO, Peterman Brothers; the Breakfast Panel: How to Play the Game in a Down Economy features a lively discussion focused on how to win in these uncertain times.

• **Issues Smackdown!** The Contractor Town Hall lets contractors hear from issue experts on the accelerating changes facing our industry and join a lively debate about what federal, state, and code priorities ACCA and its allies should fight for over the coming year. Professional representation from DC to the code committees is a key benefit of your ACCA membership, and the Town Hall is your chance to steer the ship and join the fight!

“ACCA is thrilled to present this legendary lineup of sessions and speakers for our 2023 Conference & Expo,” said Barton James, ACCA president and CEO. “I can assure you it will be a can't-miss event and one heck of an exciting time discussing the countless changes coming to the HVACR industry, learning how folks are leveraging those changes, and tackling the complications as a result of the changes.”

Registration for the ACCA 2023 Conference & Expo is open. For more information and to register, visit www.accaconference.com.

It's time to sign up for your Mitsubishi Electric Ductless & VRF Installation, Service training



CITY MULTI VRF TECHNOLOGY



AMERICA'S #1 SELLING BRAND OF DUCTLESS

Classes begin 8:30AM end 4:30PM

For assistance with creating a registration account, registering for an online class or purchasing an in-person class, contact mfrausto@hvac.me.com 832-460-7951 or training@hvac.me.com

| ILT Class Name ↑ | Location: ILT Location Name ↑ | Start Date | End Date |
|---|-------------------------------|------------|-----------|
| Advanced CITY MULTI Service | Dallas Training Center | 5/31/2023 | 6/1/2023 |
| | Houston Training Center | 5/31/2023 | 6/1/2023 |
| Advanced M- and P-Series Service | Dallas Training Center | 6/13/2023 | 6/14/2023 |
| | Houston Training Center | 6/13/2023 | 6/14/2023 |
| Advanced Residential Controls | Dallas Training Center | 6/29/2023 | 6/29/2023 |
| | | 3/9/2023 | 3/9/2023 |
| CITY MULTI Installation, Startup and Service Essentials | Dallas Training Center | 5/16/2023 | 5/18/2023 |
| | | 7/11/2023 | 7/13/2023 |
| | | 6/6/2023 | 6/8/2023 |
| CITY MULTI Installation, Startup and Service Essentials | Houston Training Center | 5/9/2023 | 5/11/2023 |
| | | 7/11/2023 | 7/13/2023 |
| M- and P-Series Installation & Service Essentials | Dallas Training Center | 4/25/2023 | 4/26/2023 |
| | | | |
| M- and P-Series Installation & Service Essentials | Houston Training Center | 4/18/2023 | 4/19/2023 |
| | | 6/20/2023 | 6/21/2023 |
| | | 5/23/2023 | 5/24/2023 |



SOMETIMES, YOU JUST NEED A WIN.

That includes your homeowners with less-than-perfect credit.

Choose a financing partner that will approve a wider range of credit profiles. Your customers hear a "yes," and you close another sale.

We call that a win-win.



FTL FINANCE

Scan the QR code to learn more.

Carrier Launches Carbon Air Purifier with UV to Support Healthier Homes

Dual treatment technology through carbon core and UV light to improve indoor air quality

Indianapolis — Carrier has introduced its Carbon Air Purifier with UV as a new addition to its Healthy Homes lineup in North America. The new system delivers air purification to help reduce unwanted odors, volatile organic compounds and common household gases from indoor air. Additionally, the technology aids in the reduction of microorganism growth, including bacteria and viruses, on the evaporator coil. 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.

“We’re pleased to offer the Carrier Carbon Air Purifier

with UV to residential customers looking for ways to improve indoor air quality,” said Todd Nolte, Managing Director, Replacement Components and Product Management, Residential HVAC, Carrier. “This offering furthers Carrier’s leadership in providing healthier, more comfortable spaces for homeowners with quick-to-install and easy-to-maintain air treatment solutions.”

The Carbon Air Purifier with UV provides dual treatment technology through a carbon core and UV light to improve indoor air quality. This new solution:

- Aids in the reduction of microorganism, e.g., bacteria

and viruses, growth on the cooling coil¹ and release into the air.²

- Reduces ozone in recirculated air.
- Continuously treats the surface of the cooling coil with ongoing system operation.
- Is easy to install and maintain, requiring replacement of the carbon core each year and UV bulb every 2 years.
- Can be combined with an additional UV light for even greater surface coverage on evaporator coils.

To learn more about Carrier’s air purification solutions, please visit <https://www.carrier.com/residential/en/us/products/indoor-air-quality/air-purifiers/>.



TACCA
Texas Air Conditioning Contractors Association
GREATER HOUSTON

2023 Annual Clay Shoot

SHOTGUN SHELLS & CRAWFISH TAILS



NEW Location

American Shooting Centers
16500 Westheimer Parkway
Houston, TX 77082



¹ The efficacy of the Carbon Air Purifier with UV (UVCAPXXC2015) to remove *Escherichia coli* (>99%), *Staphylococcus epidermidis* (>99.9%), Coronavirus 229E (95%) and MS-2 bacteriophage (>99.99%) from treated surfaces after 24 hours was demonstrated in an ASTM E3135-18 test conducted by a third-party laboratory under ambient temperature and humidity conditions.

² The efficacy of the Carbon Air Purifier with UV (UVCAPXXC2015) to remove a surrogate airborne pathogen, MS-2 bacteriophage, was demonstrated with a decay rate (k) of 0.162860 and Clean Air Deliver Rate (CADR) of 130.6 cfm in 60 minutes in a chamber test conducted by a third-party laboratory using a 1007 ft³ chamber with an airflow of 1,220 cfm, test temperature of 74-77°F and relative humidity of 45.1-46.6%.

Ethan “Skip” Sockwell

At the moment of sunset on February 22, 2023, Ethan “Skip” Sockwell, 75, surrendered his long, courageous battle with metastatic cancer and died at home with his partner by his side. He was a kind, loving, generous man, a hero and a gentleman.

Ethan was born and raised in East Texas. Drafted into the US Army in 1969, Ethan was trained as an artillery specialist to be deployed in Vietnam, but instead served his time in Wurzburg, Germany. While in Europe, he learned to snow ski and enjoyed visiting different countries. Upon returning home, Ethan completed his BA in Marketing from Lamar University in 1972 and moved to Houston, where he had a career of over two decades. In 1999, Ethan moved to Taos and continued life as an artist. He combined his love of beauty, texture, art, antiques, design and building skills into creating and redesigning homes. Ethan lived an active, healthy and athletic lifestyle with great focus and drive. He was an avid skier, tennis player, weightlifter and scuba diver. He was also a member of the Taos Gospel Choir for eighteen years, a passion in which he shone with every emotive, soulful note he sang. A self-described spiritual seeker, Ethan was open to the Divine Presence in every aspect of life and spent many hours in meditation, contemplation and prayer.

Ethan wishes to be remembered for how he lived his life and by who he was to his partner and friends. “Doing the Right Thing” was Ethan’s guiding North Star.

A Celebration of Life is planned for late Spring.

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



JB
WARRANTIES

Registration REQUIRED



(713) 781-4822
WWW.TACCAGH.ORG

LENNOX

ACES

Hunton
Distribution



JOHNSON SUPPLY
OUR SUPPORT—YOUR SUCCESS HVACR DISTRIBUTORS SINCE 1953

Madden
Robert

CENTURY
A/C Supply™

JOHNSTONE
SUPPLY

Product News

Berner Offers BACnet and Digital Controls for Industrial Air Curtains

Industrial Intelliswitch™ and Berner AIR™ package offers BACnet capabilities; the first North American digital controller and app for industrial applications.

Berner International, New Castle, Pa., the leading manufacturer and innovator of air curtains, introduced the Industrial Intelliswitch™, North America's first digital controller platform for the shipping dock and door industrial air curtain market. The Industrial Intelliswitch enables building managers to control and monitor air curtains individually or in groups via additional options such as the Berner AIR™ smart controller/app and BACnet.

The 12 (h) x 12 (w) x 6 (d)-inch (304 x 304 x 152-mm) Industrial Intelliswitch control panel is the newest accessory available on Berner's Industrial Direct Drive (IDC) 12 through the Industrial Belt Drive (IB) 50 air curtains. The NEMA-4/12, UL and cUL-listed control panel can be installed remotely or factory-installed on the unit. The 3.18 (h) x 9.72 (w)-inch (80 x 246-mm) display can be located remotely from unit-mounted control panels.

The Intelliswitch, which is standard on all Berner Architectural air curtains, was adapted for industrial air curtains to offer building managers flexibility in operations with a built-in time delay, preset programs, 7-day scheduling, a temperature probe, low voltage circuit for unit activation via door switch or BMS.

The Intelliswitch also allows the option to add the Berner AIR smart controller and app, which includes BACnet capabilities. Facility managers can program, operate and



monitor the air curtains through either a building management system using the BACnet-IP protocol, or a smartphone. The Berner AIR app also enables grouping, making it simpler and faster to program many air curtains across multiple locations.

The Intelliswitch and Berner AIR features allow one to program and adjust settings so that Berner industrial air curtains operate optimally for the application and conditions. Consequently, facilities are more efficient at saving energy and reducing greenhouse gas (GHG) emissions when the doors are open by protecting interior temperatures, in addition to providing

thermal comfort. Air curtains also facilitate chemical-free flying insect control and enhance general indoor air quality (IAQ).

The Industrial Intelliswitch and Berner AIR package allows access to the new Berner AIR Console, which presents a dashboard style display from a Web browser for better overviews, especially with multiple air curtains and locations.

Other Industrial Intelliswitch and Berner AIR package features are:

- Remote troubleshooting for service diagnostics;
- Designed, assembled and factory-tested in Berner's UL-listed panel shop that's authorized to build motor control panels;
- Compatible with most voltages;
- Simplifies specification by eliminating a la carte control selection;
- Monitors air curtains with heating options (electric, hot water and steam), with the exception of direct gas heat;
- Simple to operate and maintain, the Berner AIR allows for over-the-air updates;
- Improvement of air curtain monitoring and control leads to increased sustainability and ESG commitment support;
- Employs best practices for cyber security protocols;

For more information on Berner International air curtain products, please call 724-658-3551, visit www.berner.com; or email: sales@berner.com.



Refrigerant ~ UV Dye ~ Sealant

- One Product—Multiple Solutions
- No Special Tools—Easy Install
- Economical Refrigerant Options
- UV Dye & Non-Polymer Sealant in 1 Can
- Standard 1/4" Schrader Valve
- Saves Time & Increases Profits

Contractor Invented & Owned

ProCharge is a revolutionary new product that changes the way additives can be introduced into HVAC equipment. Each can contains roughly 2 pounds of refrigerant pre-blended with our UV Dye & Sealant and will service systems up to 6 Tons. Our UV Dye & Sealant is an oil based Non-Polymer blend that does not chemically react with air or moisture, so it only activates at the source of the leak and nowhere else.

ProChargeProducts.com

Stocking Distributors



**JACKSON SUPPLY
COMPANY**

**FISCO
SUPPLY
HVAC**

TULSA
Winair
COMPANY

Locke
SUPPLY CO.
Character. Customer Service. Employee Owned.

**JOHNSTONE
SUPPLY**

Oklahoma City Group
El Paso—Albuquerque—Las Cruces

214-407-6100

Sales@TexomaReps.com



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 is Headed to Tampa for the 2023 Annual Conference

Registration is now open

Atlanta – Registration is now open for the 2023 ASHRAE Annual Conference which will take place June 24-28, at the JW Marriott Tampa Water Street in Tampa. Early bird registration ends April 30.

“ASHRAE’s Annual Conference is the perfect place for built environment professionals to learn new concepts to help

improve the design, construction and operation of buildings and systems,” said 2022-23 ASHRAE President Farooq Mehboob, Fellow ASHRAE. “It is always wonderful when our members are able to come together to share experiences and ideas. We look forward to an exciting conference in beautiful Tampa.”

The conference will include tours, social events, award recognitions and a technical program featuring more than 90 sessions on seven conference tracks. Technical sessions will focus on the urgency of addressing the climate crisis, including measures to reduce human impact on the natural environment and strategies for making the built environment more resilient and sustainable.

Conference tracks addressing climate change are as follows:

- **Pathway to Net Zero and Decarbonization** - Highlights case studies, research, tools, and strategies to reduce carbon impact and achieve net zero energy communities.

- **Future Proofing the Built Environment** - Focuses on innovative technologies and strategies to reimagine the relationship with the built environment in the wake of weather extremes affected by climate change, as well as energy supply disruptions and shortages, methods of designing, constructing and operating buildings and HVAC&R systems for resilience and sustainability.

- **Research Summit** - Features active research, and the exchange of research findings, critical to the development of the HVAC&R industry and built environment. The track includes a partnership with ASHRAE’s archival journal, Science and Technology for the Built Environment.

Remaining tracks are:

- **Building Automation and Control Systems**

- **Professional Development and Education**
- **Fundamentals & Applications**
- **HVAC&R Systems and Equipment Fundamentals & Applications**

The plenary session will feature a keynote presentation from David Dylan Thomas, author of Design for Cognitive Bias and creator and host of The Cognitive Bias Podcast.

During the President’s Luncheon, on Monday, June 26, incoming 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE, will present her inaugural address and share the Society theme for the coming year, “Challenge Accepted: Tackling the Climate Crisis.” The 2023-24 officers and directors will also be installed.

ASHRAE Learning Institute (ALI) will offer full-day seminars and half-day courses and ASHRAE certification exams will be administered during the week. The Society will conduct business, committee and technical meetings in the weeks leading up to, and during the conference.

For complete information and registration for the 2023 ASHRAE Annual Conference, visit ashrae.org/2023Annual.

ASHRAE Awards \$163,000 in Equipment Grants to Fund 34 Undergraduate Projects *Seven Countries Represented*

Atlanta – ASHRAE will award a total of \$163,000 for 2023-24 academic year to fund 34 projects through ASHRAE Undergraduate Program Equipment Grants.

The ASHRAE Undergraduate Program Equipment Grants provides grants to engineering, technical and architectural schools

MEMBER MEETING

APRIL 19 11:30 – 1:00 PM

ALAMO CAFÉ

HWY 281 AT BITTERS, SAN ANTONIO, 78232

Join Now!

Registration Required →

MAY 5 - THE PERFECT SALES CALL – TRAINING WORKSHOP

SAVE THE DATE

TACCA GSA SPORTING CLAY SHOOT

MAY 24

National Shooting Complex

FOR MORE INFO, VISIT TACCAGREATERSANANTONIO.ORG

TACCA HELPS CONTRACTORS succeed!

SAVE TIME AND MONEY, IMPROVING YOUR BOTTOM LINE AND YOUR QUALITY OF LIFE.

CALL 210-901-4222 FOR DETAILS OR VISIT OUR WEBSITE TO JOIN ONLINE!

TACCAGREATERSANANTONIO.ORG

Introduction of Copyright Protection Legislation Draws Continued Support from ASHRAE

worldwide. Its goal is to increase student knowledge, learning and awareness of the HVAC&R industry through the design and construction of senior projects. Grants are used to fund equipment and supplies from one academic term up to one year.

“We hope that the projects funded through the ASHRAE Undergraduate Program Equipment Grants will provide students with an invaluable learning experience and also serve as an instrument of advancing HVAC&R innovations. Congratulations to the selected schools.” said Mai Anh Dao, chair of the ASHRAE Student Activities Committee.

A total of 77 applications were submitted for the grants and seven countries were represented among the projects selected. Successful projects were chosen based upon the following guidelines: relevance as an ASHRAE-related topic; long-term student impact of the project; amount of funding requested; and the participating students’ involvement with ASHRAE.

The two highest ranking project teams will be invited to present their projects during the Student Program at the 2024 ASHRAE Winter Conference, taking place January 20-24, 2024 in Chicago.

The top two projects and schools are as follows:

- **“Design and Development of Three Stage Vapor Compression System for Ultra-Low Temperature Refrigeration as a Training and Demonstration Unit”**, Maharaja Agrasen Institute of Technology, Delhi, India.

- **“Design and Development of a Test Bench to Evaluate the Performance of Various Energy Recovery Devices,”** MKSSS’s Cummins College of Engineering for Women, Pune, India.

For more information about the program, please visit ashrae.org/grants.

Atlanta – ASHRAE, along with other non-profit Standards Development Organizations (SDOs), announced continued endorsement of bipartisan legislation introduced in the U.S. Senate to protect the copyrights of standards.

March 16, Senators Chris Coons (D-Del.) and John Cornyn (R-Texas) introduced the Pro Codes Act (S.835) in the Senate, with Senators Thom Tillis (R-N.C.) and Sheldon Whitehouse (D-R.I.) joining as original co-sponsors. The bipartisan bill will preserve copyright protection of codes and standards when they are incorporated by reference into federal regulations, state laws or municipal regulations.

“The rigorous, consensus-based standards developed by ASHRAE and other SDOs are essential to public health, sustainability, safety and security,” said 2022-23 ASHRAE President Farooq Mehboob, Fellow ASHRAE. “ASHRAE proudly supports this legislation and will continue our work to provide vital standards for adoption or incorporation by reference – another step towards realizing our vision of a healthy and sustainable built environment for all.”

The bill states that the U.S. benefits greatly from the work of private standards development organizations with expertise in highly specialized areas.

Weil-McLain® Design-Enhanced Commercial Cast Iron Boiler Product Lines Meet New US Department of Energy Regulations with Enhanced Boiler Efficiencies

Burr Ridge, Ill. – Hydronic comfort heating leader Weil-McLain® has announced the availability of its 2023 Department of Energy (DOE)-compliant commercial cast iron product portfolio with enhanced boiler efficiencies. The upgraded designs of the LGB Steam/Water Series 3 and 88 Water Series 3 boiler product lines include exciting new features that go beyond just regulatory compliance and pave the way for the next generation of industry-leading performance, reliability and service life.

DOE regulation 431.87 states that commercial boilers manufactured after January 9, 2023, including knockdown, assembled block and complete package configurations, must meet higher minimum efficiency standards. The LGB family meets those requirements with enhanced thermal efficiencies up to 84% and combustion efficiencies up to 81%. Additionally, the 88 product family is 2023 DOE-compliant with thermal efficiencies up to 87% and combustion efficiencies up to 88%.

“Weil-McLain is proud to lead the industry in meeting the minimum higher efficiency requirements as the first to offer its complete DOE-compliant portfolio to market” said John Miller, commercial boiler product manager with Weil-

SEE WEIL-MCLAIN PG.B13





**FORANE®
REFRIGERANTS**

A bright idea for our future.
Discover the benefits of R-32.

Forane® 32 refrigerant is your replacement solution—bridging the present with the future—under the global HFC phasedown. With global acceptance, R-32 has been used in over 100 million units, providing the HVAC industry a lower cost and lower GWP alternative.

- Higher capacity and efficiency vs. R-410A
- Potential to reduce system size, with a lower charge amount
- Single component refrigerant, with zero glide and easier maintenance

Learn more about our R-32 refrigerant product by visiting our website: ark.ma/23-actoday-apr

Forane is a registered trademark of Arkema.
© 2023 Arkema Inc. All rights reserved.
UL® is a registered trademark of Underwriters Laboratories, Inc.



forane.com | 800-245-5858



Complete Curb Products

TALK ABOUT FAST!



Our New Laser Cutting Machine
Makes Us Faster, with Lower
Lead Time Curb Availabilities,
than We Were Before!





For Special Projects, with the ability to cut
up to 3/4" Steel Plate, as well as Created
Designs, call our Sales Department
for Details.

713.690.1622
www.completecurbs.com

**Target
your
market
and
ADVERTISE
with
AC-Today**

**Over
20,000
readers
a month!**

Daikin Applied Acquires Custom Air-Handler Manufacturer Alliance Air Products

Combined capabilities will give customers full end-to-end cooling and comfort solutions for data centers and other high-growth, mission-critical applications

Minneapolis – Daikin Applied announced that it has acquired Alliance Air Products, the San Diego-based leader in custom air-handling equipment design and manufacturing. Alliance Air’s engineering and technology expertise adds to the Daikin portfolio of high-efficiency equipment and services for data center cooling, and other mission-critical and custom applications. Engineers, and building owners and operators now have a single supplier for end-to-end HVAC solutions, enhancing time to delivery and productivity while lowering lifecycle costs.

Data center construction, in particular, is expected to grow at a high rate through 2028 and beyond, accelerating the demand for cooling solutions with an emphasis on energy efficiency and sustainability. The combined capabilities of Daikin and Alliance Air address these industry requirements, including chiller-to-computer room air-handler (CRAH) systems that help mitigate a data center’s environmental impact. These systems provide an ideal balance of energy and water conservation.

“Alliance Air has differentiated itself for its manufacturing acumen, creative designs, and nimble

work and delivery,” said Jeff Drees, President and CEO of Daikin Applied. “While this acquisition does, indeed, uniquely diversify and strengthen our portfolio, the true advantage is to our customers, especially those with hyper-scale and colocation data centers. The integration with the Alliance Air team will be rapid and seamless so we can bring these benefits to our customers quickly.”

Alliance Air’s unparalleled precision and speed are enabled by its total wrap-around services that deliver comprehensive customer support — from engineering assistance to design, testing and field services. In addition to data center cooling, the merged operations will serve an array of applications that require custom designs, such as hospitals, manufacturing facilities and labs.

“Our customers need cost-effective, energy-efficient solutions that can evolve with their individual needs and larger industry trends,” said Luis Plascencia, who will continue as President and General Manager of Alliance Air Products. “As the number one air-conditioning company in the world, Daikin has the experience and know-how that will

allow us to collectively scale with our customers. We’re bringing together exceptional talent, technology and services that truly offer it all — flexibility, reliability, efficiency and sustainability.”

Customers can expect enhanced agility to better serve their design and delivery needs, coupled with 360-degree service and a local approach backed by Daikin’s global resources and recognition.

“This is a pivotal moment for HVAC and data centers, and the timing for this acquisition could not be better,” Drees said. “We know that there are a lot of challenges that come with unprecedented market growth, and we’re planting our flag to lead the industry in a dynamic and more sustainable direction.”

Visit www.allianceairproducts.com to learn more about Alliance Air Products, and its equipment and services. For additional information on Daikin Applied, and its full range of commercial and industrial HVAC equipment and solutions, visit www.daikinapplied.com. Also, follow the company on LinkedIn for the latest on HVAC technology, services and trends.



Easy & Adjustable Rooftop Pipe Support System

- Low Profile
- Aero Dynamic
- 2.5 lb. Recycled Rubber Base
- Drop & Go
- No Adhesive Needed



PIPE PROP
The Professional's Choice



1-888-590-0120
PipeProp.com

UNITED AC SUPPLY

HVAC WHOLESALER

SERVING THE INDUSTRY FOR 33 YEARS

ONE STOP DOES IT ALL!

ASPEN
Everything's Right Here™
Proudly offering all sizes of ASPEN COILS



SPECIALIZED PARTS AND SUPPLIES

GRILLES • CONTROLS • MOTORS • COILS
ALL TYPES OF REFRIGERATION

- MORE IN STOCK THAN ANYBODY ELSE!
- WE TAKE OUR TIME WITH ALL CUSTOMERS
- AFTER-HOURS HELP AVAILABLE
- EPA CLASSES AVAILABLE IN-HOUSE
- CALL THE OFFICE FOR DETAILS AND SCHEDULE



Call, stop in,
or visit us
online today!

9920 Westpark
Houston, TX 77063
Phone: 713-952-5191
Email: kmintl@wt.net
www.unitedacsupply.com

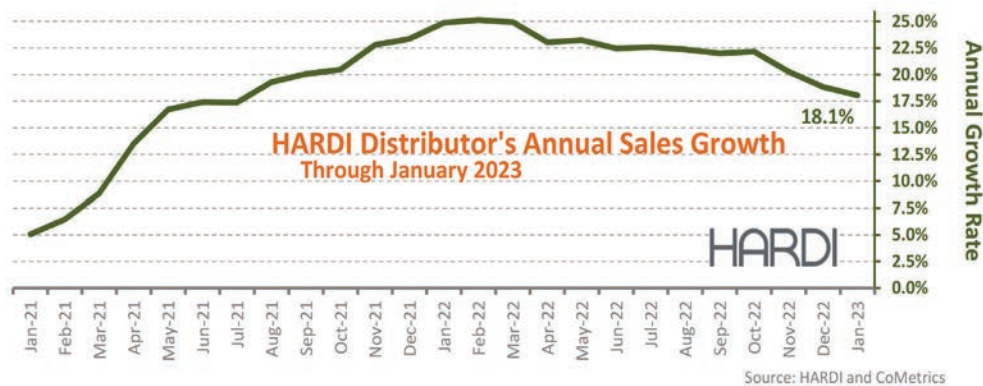
CHECK WITH US ON OUR WIDE SELECTION OF HEATING/AC PARTS AND ACCESSORIES PRICED RIGHT AND IN STOCK!

HARDI

HARDI Distributors Report 6% Percent Revenue Increase in January

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 6% percent during January 2023.

The sales growth for the 12 months through January 2023 is 18.1% percent.



“The weather was not accommodating during January. There was heavy rain and snow in much of the country, and the number of heating degree days were well below the prior year in five of our seven regions,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “Despite those challenges, distributors reported 6% sales growth versus the challenging 33% prior year gain.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, remains in the 43-day area. “The DSO has a normal seasonal pattern and November through January are the high water mark for the year,” said Loftus. “The post COVID DSO continues to be about 5 days shorter than pre-COVID. There is still no indication of reversion and pinching the cash conversion cycle.”

“Along with challenging comparisons and the slowing pace of price increases being passed through, demand headwinds include higher interest rates, lower consumer confidence and declining existing home sales,” said Loftus. “The annual growth rate line is heading towards the low teens.”

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.

HARDI and EGIA Enter into Mutually Beneficial Partnership to Strengthen Two-Step HVACR Growth

Columbus, Ohio – Together, Electric & Gas Industries Association (EGIA) and Heating, Air-conditioning & Refrigeration Distributors International (HARDI) announce a mutually beneficial partnership with the express goals of strengthening the relationship between the associations and promoting profitable, high-quality two-step growth in the North American HVACR industry.

For decades, the two associations have served the HVACR industry in different capacities; HARDI being focused on serving wholesale distribution companies, and EGIA primarily serving a contractor constituency. “The decision to enter into a formal partnership will help unify efforts previously being made independently by each association into targeted and cohesive strategies designed to deliver enhanced energy efficiency services and training to contractors, distributors and manufacturers,” said Talbot Gee, HARDI CEO.

The goals of the partnership, designed to have the greatest positive impact on contractors, distributors and the general public, are as follows:

- Advocacy for mutually-beneficial incentive programs for the products the memberships sell and install
- Successful execution of mutually-beneficial incentive programs for the products the memberships sell and install
- Growth in contractor utilization and effectiveness of consumer financing programs
- Increasing the number of high-performing contractor businesses and the growth of those high performing contracting businesses
- Ensuring contractors are prepared to take advantage of billions in grants, incentives and rebate funds available in the marketplace beginning in late 2023

Bruce Matulich, EGIA CEO explains the anticipated impact in terms of aligning advocacy efforts, “As HVACR incentives and regulation policy become increasingly complex to navigate, a collaboration of our respective Government Affairs teams will positively influence the use and distribution of Inflation Reduction Act (IRA) incentive funding; allow us to maximize advocacy through the regulatory process; and optimize our participation in advisory meetings regarding IRA program design and implementation with State Energy offices.”

As the partnership evolves, the associations will explore ways to mutually enhance participation for their respective membership bases’ involvement in talent and training programs. Furthermore, efforts will be made to encourage a blending of membership attendance at the respective associations’ events to drive awareness, education and success for the goals outlined in the Memorandum of Understanding.

EGIA will host EPIC2023, its largest educational conference of the year, in Las Vegas, March 16-17 at Caesars Palace. HARDI is a sponsor of the event and will have staff in attendance as the two associations prepare to spread awareness about the partnership.

For questions or further information, please contact Allison Greene (HARDI) at agreene@hardinet.org or Lucas Ehrbar (EGIA) at lehrbar@egia.org.

Product News

Bell & Gossett Furthers Commitment to Ongoing Sustainability Initiative with New High-Efficiency Gasketed Plate and Frame Heat Exchangers (GPX)

Addition of advanced “X” plate technology offers improved energy savings, reliability and comfort, delivers optimal thermal performance

Morton Grove, Ill. – As part of Bell & Gossett’s Building Better platform and commitment to sustainability, the addition of advanced, high-efficiency “X” plates enhance Bell & Gossett’s new gasketed plate and frame heat exchanger GPX P45, P55, P86 and P110. Engineered for efficiency, “X” plate technology increases heat transfer thermal performance up to 20%, reduces surface area up to 20% and reduces materials up to 15%. Through advanced plate design and superior heat transfer characteristics, this new offering

meets a critical need for the growing demand in modern HVAC applications.

“Bell & Gossett is committed to meeting modern commercial building HVAC challenges head-on with innovative heat transfer solutions,” said Jim Klimek, global product manager – heat transfer, Xylem. “The addition of ‘X’ plates to our GPX product portfolio will allow us to meet industry demand for high-efficiency solutions along with increased flexibility through a more compact design compared to a traditional plate heat exchanger.”

Standard options include a variety of high-efficiency plate corrugations, material options of 304SS, 316SS or titanium plates, and nitrile or EPDM gaskets. GPX models have higher surface area to volume ratios than conventional shell and tube heat exchangers. Application flexibility allows for maximum efficiency in less space, and the “true” countercurrent flow maximizes the mean temperature difference between fluids. Additionally, the unique plate design generates high turbulence resulting in high heat transfer coefficients.

Gasketed plate and frame heat exchangers (GPX) are available in the ESP-Thermal heat exchanger selection program. To learn more about Bell & Gossett’s Building Better platform and its commitment to future-proofed solutions, visit <https://bellgossett.com/buildingbetter>.

For more information about Bell & Gossett products, visit <https://bellgossett.com/> or locate a Bell & Gossett representative at <https://bellgossett.com/sales-service>.

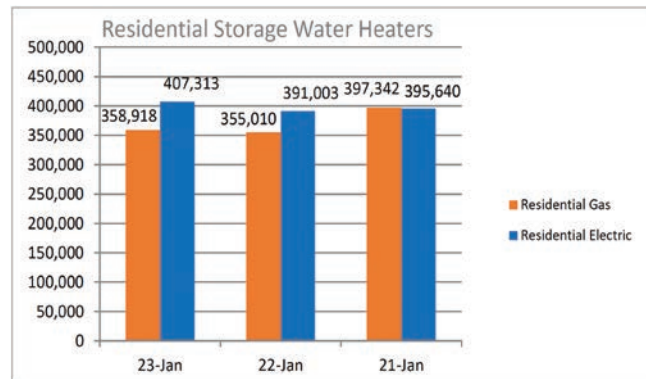


AHRI Releases January 2023 U.S. Heating and Cooling Equipment Shipment Data

Ferguson Selects Quadient's Smart Lockers for Convenient, Secure Order Pickup

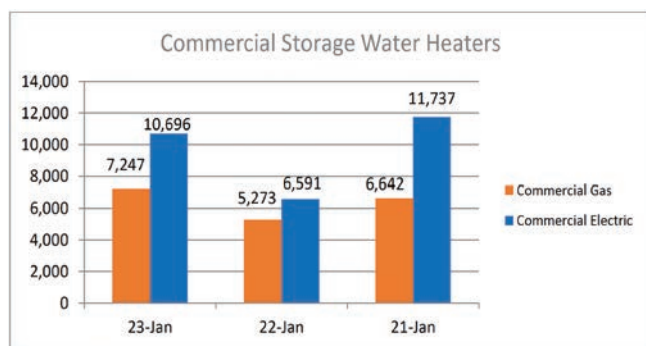
Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for January 2023 increased 1.1 percent, to 358,918 units, up from 355,010 units shipped in January 2022. Residential electric storage water heater shipments increased 4.2 percent in January 2023 to 407,313 units, up from 391,003 units shipped in January 2022.



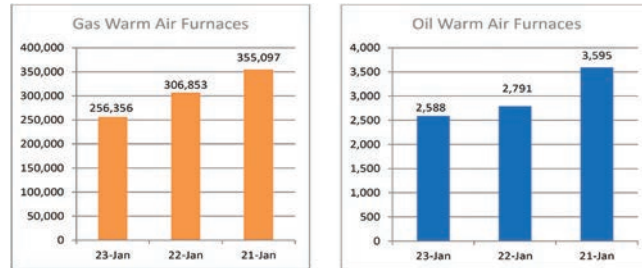
Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 37.4 percent in January 2023, to 7,247 units, up from 5,273 units shipped in January 2022. Commercial electric storage water heater shipments increased 62.3 percent in January 2023, to 10,696 units, up from 6,591 units shipped in January 2022.



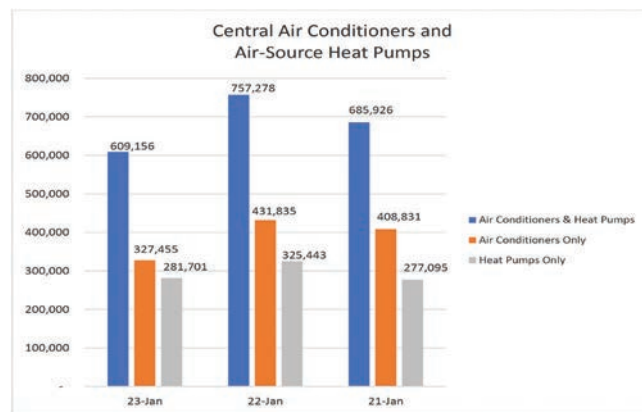
Warm Air Furnaces

U.S. shipments of gas warm air furnaces for January 2023 decreased 16.5 percent, to 256,356 units, down from 306,853 units shipped in January 2022. Oil warm air furnace shipments decreased 7.3 percent, to 2,588 units in January 2023, down from 2,791 units shipped in January 2022.



Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 609,156 units in January 2023, down 19.6 percent from 757,278 units shipped in January 2022. U.S. shipments of air conditioners decreased 24.2 percent, to 327,455 units, down from 431,835 units shipped in January 2022. U.S. shipments of air-source heat pumps decreased 13.4 percent, to 281,701 units, down from 325,443 units shipped in January 2022.



Paris-Quadient (Euronext Paris: QDT), a leader in helping businesses create meaningful customer connections through digital and physical channels and a major global parcel locker operator, announces Ferguson, a leading distributor providing expertise, solutions and products from infrastructure, plumbing and appliances to HVAC1, fire, fabrication and more, has deployed Parcel Pending by Quadient smart lockers, including the new line of oversized lockers, in direct response to customer demand for a streamlined in-store pickup experience during and outside of regular store hours. Ferguson operates over 1,500 locations in the United States, serving all 50 states, many with same-day and next-day product availability.

Quadient introduced Oversize Lockers last year to meet growing demand for fulfillment and delivery of large goods. The innovative, tech-driven smart lockers feature oversized compartments. The solution was chosen by Ferguson to provide contractors with convenient, self-service transactions for large and bulky items at Ferguson's high-volume locations nationwide. Parcel Pending by Quadient smart lockers can quickly and securely store everything from small plumbing tools to larger-scale products, such as 10-foot piping, water heaters and HVAC units.

"Our entire culture centers around helping our customers handle their complex projects as seamlessly as possible," said James Golini, vice president of residential trade at Ferguson. "By investing in innovations like Parcel Pending by Quadient's smart lockers, we're showing our customers in a tangible way that we value their time and understand their daily demands. We've earned a reputation with contractors for delivering unparalleled quality and service, so we're excited to continue exceeding their expectations."

Outdoor lockers offer the added convenience of 24/7 pickup options, providing even greater control and flexibility for contractors to quickly retrieve products at their convenience. The lockers also drive operational efficiencies, freeing up time for Ferguson's associates to help customers select the best products for their job.

For Ferguson's customers, the experience is seamless, from the initial order placement to the on-site product pickup. The smart locker system is fully integrated with Ferguson's existing IT and communications systems for efficient staging of products. After a Ferguson associate stages the order, the customer receives a text notification with a one-time user barcode. The customer picks up the parcel at their convenience by scanning the code with their smartphone. Customers do not need to wait in a line, receive any store assistance or even enter their information on a touch screen. On Ferguson's end, the locker technology syncs with the company's inventory system, tracks when an item has been retrieved and closes out the transaction.

Parcel Pending lockers are purpose-built, automated fulfillment solutions for nearly all products. Quadient has installed more than 18,000 smart locker systems worldwide. Thousands of distributors, retailers, carriers, higher education institutions as well as multifamily and commercial property management firms rely on Quadient smart lockers.

"We're thrilled to partner with Ferguson in furthering its mission to provide world-class customer experiences. Our smart locker solution is designed to substantially increase customer convenience, satisfaction and loyalty," said Benoit Berson, chief solution officer, Parcel Locker Solutions at Quadient. "We look forward to a long-term partnership with Ferguson to ensure all the benefits of our technology are realized and tailored to maximize the impact for both their associates and customers."

U.S. Manufacturers' Shipments of Central Air Conditioners and Air-Source Heat Pumps

| Size Description (000) BTUH | Month | | |
|-----------------------------|----------------|--------------------|----------------|
| | 2023 Total | % Change from 2022 | 2021 Total |
| Under 16.5 | 23,148 | -28.4 | 30,768 |
| 16.5-21.9 | 74,407 | +2.5 | 69,443 |
| 22-26.9 | 125,612 | -12.6 | 142,214 |
| 27-32.9 | 89,091 | -25.4 | 104,599 |
| 33-38.9 | 120,239 | -26.5 | 136,929 |
| 39-43.9 | 38,237 | -30.4 | 52,063 |
| 44-53.9 | 64,369 | -24.1 | 75,306 |
| 54-64.9 | 55,922 | -14.0 | 55,798 |
| 65-96.9 | 6,881 | -8.9 | 7,143 |
| 97-134.9 | 4,641 | -18.1 | 5,198 |
| 135-184.9 | 3,472 | -9.0 | 3,103 |
| 185-249.9 | 1,200 | -27.3 | 1,270 |
| 250-319.9 | 968 | -12.8 | 1,236 |
| 320-379.9 | 239 | +10.1 | 226 |
| 380-539.9 | 275 | +19.6 | 215 |
| 540-639.9 | 183 | -6.2 | 156 |
| 640-799.9 | 78 | -17.9 | 87 |
| 800.0-899.9 | 40 | -49.4 | 23 |
| 900.0-999.9 | 51 | +21.4 | 50 |
| 1,000.0-1,199.9 | 25 | +150.0 | 19 |
| 1,200.0 & Over | 78 | 0.0 | 80 |
| TOTAL | 609,156 | -19.6 | 685,926 |

| Size Description (000) BTUH | YTD | | |
|-----------------------------|----------------|--------------------|----------------|
| | 2023 Total | % Change from 2022 | 2021 Total |
| Under 16.5 | 23,148 | -28.4 | 30,768 |
| 16.5-21.9 | 74,407 | +2.5 | 69,443 |
| 22-26.9 | 125,612 | -12.6 | 142,214 |
| 27-32.9 | 89,091 | -25.4 | 104,599 |
| 33-38.9 | 120,239 | -26.5 | 136,929 |
| 39-43.9 | 38,237 | -30.4 | 52,063 |
| 44-53.9 | 64,369 | -24.1 | 75,306 |
| 54-64.9 | 55,922 | -14.0 | 55,798 |
| 65-96.9 | 6,881 | -8.9 | 7,143 |
| 97-134.9 | 4,641 | -18.1 | 5,198 |
| 135-184.9 | 3,472 | -9.0 | 3,103 |
| 185-249.9 | 1,200 | -27.3 | 1,270 |
| 250-319.9 | 968 | -12.8 | 1,236 |
| 320-379.9 | 239 | +10.1 | 226 |
| 380-539.9 | 275 | +19.6 | 215 |
| 540-639.9 | 183 | -6.2 | 156 |
| 640-799.9 | 78 | -17.9 | 87 |
| 800.0-899.9 | 40 | -49.4 | 23 |
| 900.0-999.9 | 51 | +21.4 | 50 |
| 1,000.0-1,199.9 | 25 | +150.0 | 19 |
| 1,200.0 & Over | 78 | 0.0 | 80 |
| TOTAL | 609,156 | -19.6 | 685,926 |

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.

NTEA Releases Spring 2023 U.S. Commercial Vehicle Market Report

Semi-annual market report is a collaboration with Commercial Truck Trader and S&P Global Mobility

Indianapolis, Ind. — NTEA – The Association for the Work Truck Industry released the second edition of the U.S. Commercial Vehicle Market Report – Powered by Commercial Truck Trader, NTEA and S&P Global Mobility. This semi-annual industry report delves into the details, data and trends around the commercial vehicle life cycle — from chassis sales to truck registration to later stages when used vehicles re-enter the sales market.

“We’re excited to release the spring 2023 U.S. Commercial Vehicle Market Report to the industry,” said Kevin Koester, NTEA managing director. “We continue to mine new data with the goal of providing valuable insights and helping the industry through historically challenging times. We look forward to discussing our findings in our session at Work Truck Week and receiving feedback to continue to improve this valuable resource.”

The second report was released today in conjunction with Work Truck Week® 2023 in Indianapolis, Indiana, during a session

on trends impacting the North American commercial vehicle population led by representatives from Commercial Truck Trader, S&P Global Mobility and NTEA.

“Knowledge is power, and the insights shared in the 2023 U.S. Commercial Vehicle Market Report will arm dealers with the right data to make more strategic and informed decisions in their business,” added Charles Bowles, director of OEM & strategic initiatives at Trader Interactive, parent company of Commercial Truck Trader. “We are thrilled to once again discuss the insights from the report at Work Truck Week alongside NTEA and S&P Global Mobility.”

“We are proud to continue collaborating with NTEA and Commercial Truck Trader to deliver this great resource to the work truck market,” said Mark Hazel, associate director, commercial vehicle reporting at S&P Global Mobility. “As the industry works through various supply shortages and the rise of electric vehicles, this report will continue to provide valuable information to

help businesses navigate these times.”

This second edition of the U.S. Commercial Vehicle Market Report leverages multiple complex datasets to provide an introductory landscape of opportunities, trends and challenges in today’s work truck market.

Topics covered include:

- Purchasing trends and forecasts by vehicle class
- Fleet reactions to supply shortages and resulting effects on demand
- How recent chassis shortages have impacted inventory levels
- Proliferation of electric commercial vehicles
- Average vehicle age shifts

Learn more

The spring 2023 U.S. Commercial Vehicle Market Report is available free to the industry. Visit ntea.com/cvmarketreport, or contact NTEA at info@ntea.com or 800-441-6832, for additional details and report access.

WEIL-MCLAIN con’t


McLain. “Increasing the efficiency of the LGB and 88 Water families results in lower fuel consumption and operating costs while providing reliable and trouble-free operation for property owners and facility managers.”

Ideal for light commercial applications such as multi-family, municipal, elementary and higher education, religious and institutional settings, the LGB is Weil-McLain’s highest efficiency commercial cast iron atmospheric gas boiler and is available in steam and water heating designs ranging from 350-2470 MBH. Tested for 80 psi working pressure, the boiler includes factory-assembled bases and natural draft burners for quick and easy installation and features an improved plug-and-play wiring approach, easy start-up programming prompts and an LCD backlit digital display. An exhaust gas draft inducer reduces overhead height requirements and enables a compact boiler installation, allowing for more piping and venting headroom.


“In addition to these updates, customers can also anticipate a DOE-compliant 94 Steam Series 4 boiler model targeted for a mid-year 2023 production launch”, added Miller.

To learn more about the DOE-compliant LGB and 88 Water boiler lines, visit www.weil-mclain.com.

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

| | |
|---|--|
| <p><u>AUSTIN/ROUND ROCK</u> May 13-14 August 19-20 November 18-19</p> | <p><u>RED OAK/DFW (FRI-SAT CLASSES)</u> May 19-20 August 11-12 November 10-11</p> |
| <p><u>HOUSTON</u> March 11-12 June 10-11 September 16-17 December 9-10</p> | <p><u>SAN ANTONIO</u> March 18 April 23-24 July 22-23 October 21-22</p> |

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



2023 Houston Training Schedule

EPA Certified testing and in-house training classes coming up!
Register now before the spots are filled!

| | |
|---|---|
| <p>Synchrony Financing Class Date: April 4, 2023 Time: 9 AM - 11 AM</p> | <p>EPA Testing Date: April 5, 2023 Time: 8 AM - 11 AM</p> |
| <p>Coleman HMH7 & JVHT - Morning Date: April 11, 2023 Time: 9 AM - 11 AM</p> | <p>Coleman HMH7 & JVHT - Afternoon Date: April 11, 2023 Time: 1 PM - 3 PM</p> |
| <p>HOT SPOT Heat Load Calculation - Wrightsoft Date: April 18 and 19, 2023 Time: 8 AM - 5 PM</p> | <p>EPA Testing Date: May 3, 2023 Time: 8 AM - 11 AM</p> |
| <p>Bosch IDS Family Training - Morning Date: May 3, 2023 Time: 9 AM - 11 AM</p> | <p>Bosch IDS Family Training - Afternoon Date: May 3, 2023 Time: 1 PM - 4 PM</p> |

*Visit our website www.johnstonesupply.com/store39/training-calendar to register for these training classes at our Shepherd location.
Call us at (713) 868-8967 for more information.

Want more training from Johnstone?
Visit www.JohnstoneUniversity.com to learn more!



CALENDAR OF EVENTS

MEPO OF OKLAHOMA, INC.

MECHANICAL - ELECTRICAL - PLUMBING
Contractors of Oklahoma



This Months Presentation will be Federated Insurance With Employment Practice Liability

OK City Wednesday April 12th 11:30am
Charleston's 2000 S. Meridian

Tulsa Thursday April 13th 11:30am
OK Joe's BBQ 61st & Sheridan
****Special "All-U-Can-Eat" Ribs****

Ardmore-Enid-Lawton Meetings
Will only be Special Presentations
They will not be regular Monthly Meetings

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

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

DEHUMIDIFICATION TRAINING

Featuring Insko's Larry Brewer and Santa Fe's Robert DeMeola



April 25



8AM-11AM



Insko's Stafford Branch
10460 S Sam Houston Pkwy
Houston, TX 77071

Get a closer look at dehumidification essentials, best practices, installation, and more.

Register here:



CONSTRUCTION DATA



TEXAS HVAC/R TEST PREPARATION

3 DAY LIVE INSTRUCTED

SCHEDULE

HOUSTON Apr 27 - 29
IRVING May 11 - 13
HOUSTON June 15 - 17

HELPING TEXANS SUCCEED FOR OVER 20 YEARS

888-500-PASS

www.constructiondatainc.com



2023 REGULATORY CHANGES

2023 is here. Are you and your business prepared?



April 17



9AM-1PM



Insko's El Paso Branch
11500 Rojas Dr
Ste A & C
El Paso, TX 79936

REGISTER HERE:



“Question Everything” Lessons From the PHCC Essentials of Project Management Class



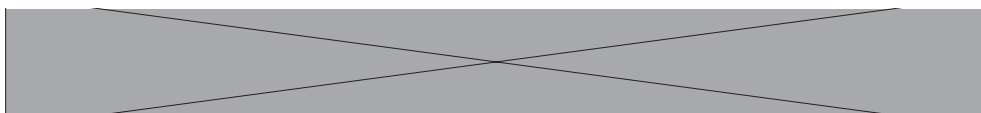
Falls church, Va.—“Question everything” was a theme of the Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation’s popular Essentials of Project Management boot camp last week. There were 23 attendees in the four-day class conducted March 15 – 18. The event was held at the Viega Seminar Center in Broomfield, Colorado, with lead instruction from Purdue University Professor Emeritus Kirk Alter.

“Too many project managers just accept the numbers generated by their accounting software,” said Alter in the class section on making accurate projections. “The software creates a column of numbers showing that a cost code is 80% complete just because 80% of the money from the original estimate has been spent. If there is a cost overrun, are you telling me that that part of the job is 110% complete? This is information generated by your accounting software that you think is helpful, but it is actually misleading you. Don’t use it for your analysis. Question everything!”

In another section of the class, Alter explained “All of our contracts with the general contractor include a clause that says ‘These drawings are diagrammatic in nature. It is the intent to have a complete and operational system.’ Courts have said that this clause is unenforceable. This is just a strategy used to push risk and design responsibility to subcontractors who love fixing things and making them work. Stop doing the customer’s engineering for free on plan and spec jobs. It is the consulting engineer’s responsibility to make sure systems work. Don’t just accept that something included in your contract is legally enforceable – question everything!”

Viega hosted the project management class at their Broomfield, Colorado Seminar Center, and provided A/V, meals for the attendees and more. Kohler Company and Milwaukee Tool also sponsored class. “We are happy to have PHCC’s project managers in this week,” said Bo DeAngelo, Manager Technical Training at Viega. “This facility was built to provide a place where contractors can learn best practices and the latest in industry technology. Hosting this class fits perfectly with that initiative.”

The Foundation will be conducting a two-day Creating Super Foremen workshop at Viega’s Seminar Center May 5th and 6th, with Kirk Alter again providing instruction. Visit <https://phccfoundation.org/essentials> for more information and to register.



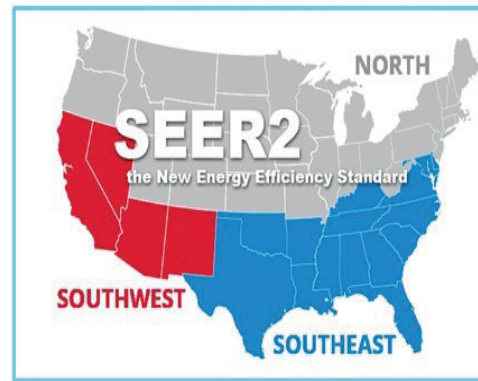
The Texas Department of Licensing and Regulation proposes amendments to existing rules at 16 Texas Administrative Code, Chapter 60, Subchapter A, §60.10; Subchapter F, §60.82; Subchapter G, §60.101; Subchapter I, §60.300, §60.304, §60.305, §60.307, §60.308, and §60.310; and Subchapter J, §§60.400-60.406, §60.408, and §60.409; proposes new rules at Subchapter H, §§60.200 – 60.204; Subchapter I, §60.301, §60.302, §60.309, §60.311, and §60.312; and proposes the repeal of existing rules at Subchapter H, §60.200; and Subchapter I, §60.306 and §60.311, regarding the Procedural Rules of the Commission and the Department.

The proposed rules update multiple subchapters and sections under Chapter 60 and are part of a larger effort to update the entire chapter. The proposed rules make substantive and clean-up changes to the agency’s procedural rules and include changes resulting from staff and strategic planning, the required four-year rule review, and the Department’s Sunset legislation.

The proposed rules were published in the March 3, 2023, issue of the **Texas Register** (48 TexReg 1201). The Department will accept comments on the proposal until **April 3, 2023**.

The Department encourages anyone interested in the Procedural Rules of the Commission and the Department to review the rule proposal online. Comments may be submitted electronically on the Department’s website

SEER2 INSTALL SUCCESS



Approved for 8 Hours TDLR
Continuing Education # 27141

Approved for 8 hours NATE CE

TACCA’s 8-hour courses are developed around top requested topics from class participants.

UPCOMING CONTINUING EDUCATION

| Abilene | August 19th |
|---------------------|---------------------------------|
| Austin / Round Rock | May 13th, July 15th, Sept 9th |
| Beaumont | August 26th |
| Burleson | August 26th |
| Corpus | April 15th & August 26th |
| Denton | October 7th |
| Harlingen | April 22nd & September 9th |
| Houston | April 15th, May 13th, June 10th |
| Hurst | April 15th, May 6th, June 10th |
| Lubbock | September 14th |
| Mt Pleasant | TBD |
| San Antonio | May 6th, August 5th, Oct 7th |
| Waco | June 10th, October 7th |

Online CE Rates

TACCA Members - \$39

Non-members - \$59

Classroom CE

TACCA Members - Free

Non-members - \$159



WWW.TACCA.ORG
(800) 998-4822

WE STAND BEHIND IT. SO IT STANDS UP TO ANYTHING.

BUILT TO A HIGHER STANDARD®

American Standard®

HEATING & AIR CONDITIONING



American Standard Platinum Series Variable Speed

NEW LOCATION AND CORPORATE HEADQUARTERS

4021 Ellis Road, Friendswood, TX 77546
(832) 481-1099



ACES AC Supply, Inc. - Your Independent
American Standard Distributor.

ACESSUPPLY.COM

AUSTIN - NORTH
1810 RUTHERFORD LANE
(512) 832-7881

BUDA
2845 BUSINESS PARK DR.
(512) 441-8998



CORPUS CHRISTI
1157 HENDRICKS ROAD
(361) 853-5050

FRIENDSWOOD
4021 ELLIS ROAD
(832) 481-1099

HOUSTON - NORTH
420 E. TIDWELL
(713) 691-5170

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

HOUSTON - WEST
5248 BRITTMOORE 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



JOHNSTONE SUPPLY



CORPUS CHRISTI - PHARR - BROWNSVILLE - LA FERIA - VICTORIA - LAREDO

Scan to shop!

BUY 5 DIFFERENT ITEMS ONLINE GET 5% OFF YOUR ENTIRE CART! PROMO CODE: **APRIL23**

(EXCLUDES COMMERCIAL EQUIPMENT. LARGE STOCKING ORDERS SUBJECT TO REVIEW. NOT A ONE TIME USE, CODE CAN BE USED MULTIPLE TIMES)



Stop by our customer appreciation days and talk with our partnered vendors about their products!

CORPUS CHRISTI (AGNES)

2701 AGNES ST.
CORPUS CHRISTI, TX 78405

APRIL 19TH 11 AM - 1PM

VICTORIA

3704 BILLY DR.
VICTORIA, TX 77901

APRIL 20TH 11AM - 1 PM

Corpus Christi

2701 Agnes St.
(361) 882-8896

Brownsville

4635 Mar St.
(956) 838-0542

Pharr

3107 N. Sugar Rd.
(956) 783-1036

La Feria

13422 E. Expressway 83
(956) 797-2035

Corpus Christi

8051 South Padre Island Dr.
(361) 986-0613

Victoria

3704 Billy Dr.
(361) 574-8349

Laredo

4114 Airpark Dr. #4A
(956) 727-2235

Thank you for always supporting
your local Johnstone Supply

Solar Supply Manager's Meetings

Solar Supply held their Annual Manager's Meetings at the Golden Nugget in Lake Charles, Louisiana on March 22nd-24th. The 3 day event kicked off with a Vendor show on Wednesday. Meetings were on Thursday followed by an Award Dinner that night. Friday morning concluded another successful meeting.



Maria Hernandez presents Ronnie Dingler with the President's Award from Comfortart



Quitman Moon receives his 40 year award from Charmayne Yelverton



Gerald Geisler wins the Sales Award from Comfortstar



Casey Ivy wins the Sales Award from Comfortstar



Ronnie Dingler receives the Oxbox Award



David Paul Brame wins the Manager of the Year Award



Adam Pesnell wins the Eastern Region Most Improved Manager



Gerald Geisler wins the Ray Dingler Award



Russel Prejeant wins Most Improved Manager Overall



Christopher Salinas wins the President's Award



Casey Ivy wins the Easter Region Manager of the Year



Jerry Clark and Trey Chatagnier



ComfortStar®

Air Conditioning and Heating Products

ALEGRIA GOLD SERIES

7 YEAR WARRANTY COMPRESSOR

5 YEAR WARRANTY PARTS



ALEGRIA PLATINUM SERIES

7 YEAR WARRANTY COMPRESSOR

7 YEAR WARRANTY PARTS



ALEGRIA PLATINUM SERIES

LIGHT COMMERCIAL SERIES

FPA SERIES Indoor Floor/Ceiling



ALEGRIA HI-HEAT SERIES

10 YEAR WARRANTY COMPRESSOR

10 YEAR WARRANTY PARTS



COMFORT...
IT'S IN OUR NAME.



Warranty Registration required except in California and Quebec, Canada.



Distributed by **SOLAR**

TEXAS

Angleton, Beaumont, Brenham, Brownsville, Bryan, Cleburne, Conroe, Corpus Christi, Galveston, Harlingen, Houston, Humble, Huntsville, Lufkin, Marshall, McAllen, McKinney, Nacogdoches, Orange, Paris, Port Arthur, San Marcos, Sherman, Temple, Texarkana, Victoria and Waco

Supply at the following locations:

LOUISIANA

Alexandria, Baton Rouge, Covington/Mandeville, Gonzales, Gretna, Harahan, Hammond, Houma, La Place, Lafayette, Lake Charles, Leesville, Monroe, Natchitoches, New Iberia, Opelousas, Ruston, Shreveport and Slidell
For more details visit www.solarsupply.us

12201 N.W. 107TH AVENUE • MEDLEY, FL 33178 • TOLL FREE: 1-866-524-9898 • FAX: 305-500-9896

info@comfortstarusa.com • www.comfortstarusa.com

Carrier South Texas Grand Opening in Austin TX

CE South Texas held a Grand Opening for their newest location in Austin Texas on Monday March 6th. The one-day event from 11am-2pm featured a vendor fair, promotions, raffles, giveaways plus a food truck and drinks. The event was very well attended. The new location is at 2216 Rutland Dr, Suite 2216-A, Austin, TX 78758





Heating & Cooling Systems

Bryant Crossover Systems

An innovative, cost effective, inverter driven solution for traditional heat pump replacements!



The latest in crossover technology now includes the 40MUAA/38MURA variable speed, inverter driven air handler system in 1.5 - 5 tons!



Heat Pump Features:

- Up to 18 SEER2, 9.8 HSPF2 and 12.4 EER2
- Factory installed 24V interface in both indoor and outdoor unit allows use of 3rd party thermostat
- Uses conventional line set sizes - insulation required on suction line only
- Standard heat and high heat options
 - Cooling operating range -22° to 130° F
 - Heating operating range -22° to 86° F

Air Handler Features:

- 4-way installation (Up flow, Down flow, Right, Left)
- Pre-installed EEV & 24V interface
- Static pressure up to 0.8 in. W.G.
- New, easier to install electric heater options EHKMBXXXKN (5kW - 25kW)
- Compatible with select DGAPAXXX Evolution® Air Purifiers
- Standard or 24V control options
 - KSACN1001AAA wall mount controller (sold separately)
 - 24V third party thermostat (sold separately)

Scan QR to shop Bryant Crossover Systems



38MURA/40MUAA is not compatible with any ductless indoor units. Fan Coil/Furnace/Evap Coil ratings available on AHRI in Q1 2023.



Johnson Supply St. Patrick's Day Open House

Johnson Supply held a St. Patrick's Day Open house at their San Antonio location on Friday March 17th. The 10am-1pm event had a food truck, prize giveaways and a vendor fair. The event was well attended and the food was great.





JOHNSON SUPPLY
OUR SUPPORT - YOUR SUCCESS HVACR DISTRIBUTORS SINCE 1953

Your Trusted HVACR Distributor Since 1953



**CALL US TODAY
TOLL FREE
1(800) 833-5455**

Allen, TX

1307 North Watters Road
Suite 100
p: 469-270-5900

Austin, TX

9416 Neils Thompson Dr
Suite 100
p: 512-977-0100

Beaumont, TX

1110 Gulf Street
p: 409-838-5251

Bryan, TX

2616 S College Ave
p: 979-775-5554

Carrollton, TX

1401 Valwood Parkway
p: 972-277-9300

Clute, TX

406 S Brazosport Blvd
p: 979-265-0466

Corpus Christi, TX

1248 S Padre Island Drive
p: 361-808-9675

Deer Park, TX

1250 Clay Court
Suite 100
p: 713-477-0562

Forth Worth, TX

524 N Beach St
p: 817-834-9675

Garland, TX

1036 S Jupiter Rd
Suite 300
p: 972-494-0148

Houston, TX

3511 Jensen Drive
p: 713-869-3700

Houston, TX

6630 Roxburgh Drive
Suite 100
p: 713-849-2030

Houston, TX

10151 Stella Link Road
p: 713-830-2499

Houston, TX

3930 Stoney Brook Drive
p: 713-781-1100

Humble, TX

1515 East 1st Street
p: 281-548-0600

Huntsville, TX

676 IH 45 South
p: 936-291-6818

Lafayette, LA

4002 Cameron Street
p: 337-232-9862

Lake Charles, LA

2501 Ryan Street
p: 337-433-7100

Pharr, TX

801 W Mozelle Avenue
p: 956-702-3445

San Antonio, TX

1050 Arion Parkway
Suite 106
p: 210-495-9675

Stafford, TX

13255-B Murphy Road
p: 281-499-9000

Waco, TX

600 Esther Street
p: 254-755-7333

Webster, TX

611 N Texas Avenue
p: 281-338-6638

Woodlands, TX

604 Spring Hill Drive
Suite 170
p: 281-872-3454

call or text phone numbers listed

JOHNSON SUPPLY is a proud supplier of:



For more information



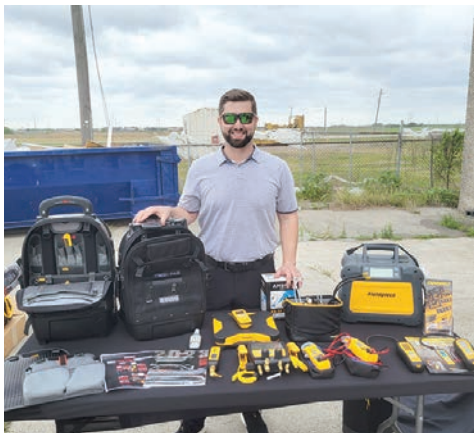
JOHNSON SUPPLY Dealer Program Benefits

- Industry's Best Residential and Commercial Rebate Program
- Attractive Co-Op Incentive
- No Hassle Homeowner Financing and Instant Rebate Program

visit johnsonsupply.com

WinSupply Corpus Christi Grand Opening

Winsupply's newest location in Corpus Christi TX held their Grand Opening on Wednesday March 15th from 10am-2pm. The day included a ribbon-cutting ceremony with the Corpus Christi Chamber of Commerce, and a live feed from a local radio station. The attendees were treated to a crawfish boil and burger bar for lunch. Stocking vendors were on hand to display the merchandise the new store is going to offer. The new location is at 4922 Bush St, Suite 116, Corpus Christi TX 78417.





Winsupply[®]

OF CORPUS CHRISTI

NOW OPEN!

4922 Bush St Suite 116



Hunton Distribution Hosts “The Path Forward” 2023 Dealer Meeting at The Golden Nugget



Lake Charles, LA – On February 24th, Hunton Distribution, along with its regional and national Trane and Mitsubishi partners, provided HVAC dealers with an educational, in-person experience at The Golden Nugget to prepare their businesses for success in 2023.

This meeting offered dealers industry support, resources, market and product knowledge, as well as a review of trends and best practices. Charlie Hunton, president of Hunton Distribution, welcomed and thanked guests for their continued loyalty throughout 2022 defining “The Path Ahead” and how business owners must be tactical, have a plan, communicate with their team, and train to prepare for success.

“We are all a team,” he said. “Without your support and loyalty, we are nothing. We win together.” This sentiment was a fitting segue into the introduction of special guest, Marcus Luttrell, retired United States Navy Seal and “Lone Survivor” who participated in a moderated Q & A with HD’s Vice President of Sales, Todd Gilmore. Marcus gave emotional and inspiring remarks before meeting with “Top Gun” award winners for champagne and book signings.

Event highlights: state of the industry, marketing and operations updates, Trane and Mitsubishi presentations, vendor product show and meet and greet, “Top Gun” winners and incentive trips

announced, and the grand finale—speaker Marcus Luttrell. Hunton Distribution was awarded the esteemed Trane Pacesetter Award once again in 2022.

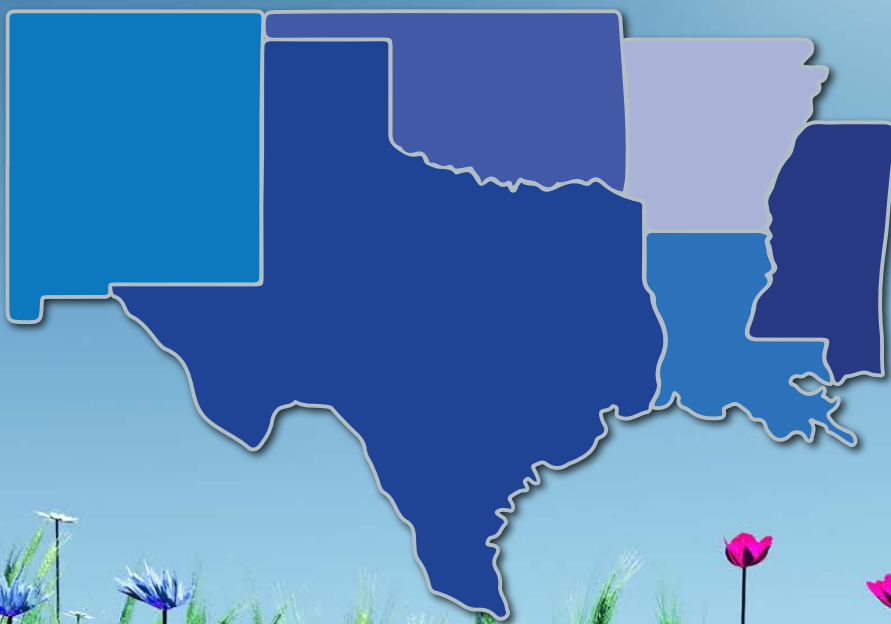
“That was one of my favorite dealer meetings, said Chris Pine, Owner of Majestic A/C, Inc. “The format gave us the opportunity to visit with the vendors and learn about the partners that you have. The keynote speaker was absolutely amazing. His repeated mantra of ‘Just Don’t Quit’ resonated with me.”

To learn more about Hunton Distribution and its locations, please visit www.huntondistribution.com.



Pictures courtesy of Hunton Distribution

Get ready to SPRING into action...



Advertise in **T** Air Conditioning **ODAY**

LLACKEY@AC-TODAY.COM | WWW.AC-TODAY.COM/ADVERTISE

Focus

Elite Software Over 20 Hvac Design Programs!

Hvac Load Calcs (Both ACCA and ASHRAE), Duct Sizing, Energy Analysis, Sales Proposals, Pipe Sizing, Gas Vent Sizing, Psychrometrics, Refrigeration, More!

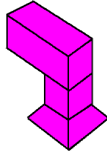
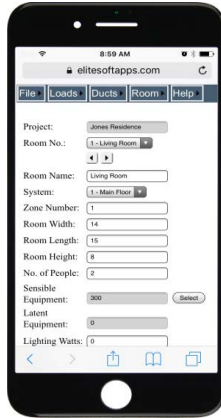
New!

Rhvac Online \$49/up ACCA approved Manual J, D, and S calculations. Works on phones, tablets, iPads, and computers

\$199/up To add CAD Drawing Features, Graphic Sales Proposals, Bill of Materials, & Gas Vent Sizing

Register for Free Trial Version!

www.elitesoft.com 800-648-9523



READ THE NEWEST ISSUE ONLINE!
AC-TODAY.COM

FROM SEARCO™: "REQUEST THE BEST! BETTER PRODUCTS. BETTER RESULTS!"

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



Put disc side on copper line and secure with tape or wire tie.

PURCHASE at Barsco, TruStar Supply, OR OTHER QUALITY HVAC HOUSES.

Always use with time delay relay to prevent short cycling.

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

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

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

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



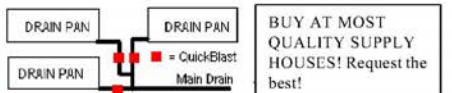
- *PREVENT UNAUTHORIZED ACCESS.
- *ALL STAINLESS STEEL.
- *20 YEAR WARRANTY.
- *PREVENT HUFFING, VANDALS, & STEALING.
- *DECREASE INSURANCE LIABILITY.
- *WILL NOT CORRODE IN SALT ENVIRONMENT

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

6. QB1: My product
It is superior and works far better than other blow out valves. I was first to invent the concept and product for condensate lines.



QUICK BLAST BLOW OUT VALVE. MY ORIGINAL INVENTION: ALL OTHERS ARE JUST COPIES!



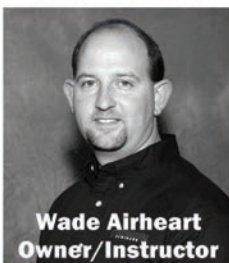
7. Gallo gun brass Adapter: Gallo gun or air gun to gauge hose direct coupling. For QB1 or any other type of blowout valve.



For questions or comments: mikesears061@gmail.com
Cell: 214-597-2067. Land line: 903-527-0412. www.HVACcraft.com

CONTINUING EDUCATION

LIVE OR ONLINE



Wade Airheart
Owner/Instructor

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

TDLR Provider #1142



(888) 500-PASS

www.airconditioningce.com

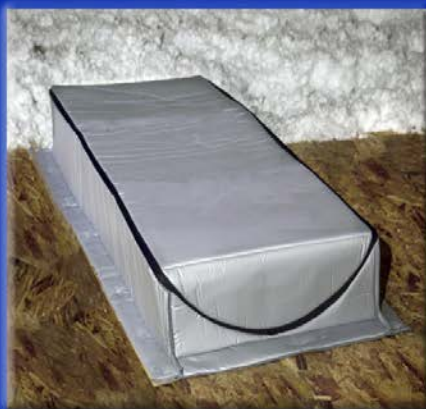
Want to SAVE on CRANE costs?



www.pro-lift.com

(972) 939-3231

- ✓ Easy to operate
- ✓ Lightweight aircraft aluminum
- ✓ Battery operated
- ✓ Zero turning radius
- ✓ Nothing extends underneath the a/c unit
- ✓ Patent Pending



Always get the best!



Distributor Benefits:

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

Needs only 27" x 19" Floor Space

Contractor Benefits:

- Installs in 10 mins. or less
- Improves HVAC efficiency
- Stops Air Infiltration year round
- Make **\$100.00** profit per install



Sold at your local distributor!
If not, call:

(704) 892-5399 or
www.attictent.com



WIFI MADE SIMPLE

INTRODUCING THE ALL NEW T701i & T721i



EXCLUSIVELY FOR PROFESSIONALS

Most Affordable WIFI Available • All New Design
7 Square Inch Display • Private Label Badge & App
Energy Star Compliant • Interchangeable Subbase
Google Home™ & Amazon Alexa™ Compatible



1-800-PRO1-559 (776-1559)

www.pro1iaq.com