



Air Conditioning TODAY



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Johnstone Supply Petit Group Grand Opening San Antonio



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Century HVAC Distributing Vendor Days



Pictures on page B13.

TACCA Greater Houston Clay Shoot



Pictures on page B14.

Single-Family Starts Show Gradual Improvement in April

Washington, DC- A lack of existing inventory and stabilizing mortgage rates helped push single-family production up to the highest rate thus far in 2023 even as builders continue to deal with high construction costs, persistent labor shortages and tightening credit conditions for construction loans.

Overall housing starts in April increased 2.2% to a seasonally adjusted annual rate of 1.40 million units, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The April reading of 1.40 million starts is the number of housing units builders would begin if development kept this pace for the next 12 months. Within this overall number, single-family starts increased 1.6% to an 846,000 seasonally adjusted annual rate. However, this remains 28.1% lower than a year ago. The multifamily



sector, which includes apartment buildings and condos, increased 3.2% to an annualized 555,000 pace.

“Single-family starts are showing gradual improvement from the beginning of the year, and this is reflected in our builder sentiment surveys, which are up for five consecutive months,” said Alicia Huey, chairman of the National Association of Home Builders (NAHB) and a custom home builder and developer from Birmingham, Ala. “Due to a lack of inventory for resales, we expect to see further improvement for single-family production in the months ahead even as builders continue

to grapple with supply-chain and labor shortages.”

“As the Federal Reserve nears the end of its tightening of financial conditions, we expect mortgage rates to moderate in the months ahead, and this will lead to a gradual improvement in single-family production,” said NAHB Chief Economist Robert Dietz. “Multifamily permits are down 23% year-over-year, and this indicates a slowdown for apartment construction is underway due to a tighter lending environment.”

On a regional and year-to-date basis, combined single-family and multifamily starts were 8.9% lower in the Northeast,

29.5% lower in the Midwest, 15.9% lower in the South and 29.7% lower in the West.

Overall permits decreased 1.5% to a 1.42 million unit annualized rate in April. Single-family permits increased 3.1% to an 855,000 unit rate, but are down 21.2% compared to a year ago. Multifamily permits decreased 7.7% to an annualized 561,000 pace.

Looking at regional permit data on a year-to-date basis, permits were 27.2% lower in the Northeast, 28.2% lower in the Midwest, 18.7% lower in the South and 28.6% lower in the West.

The number of single-family homes under construction in April fell to 698,000, down 16% from a peak total of 831,000 in May 2022.

There are now 977,000 apartments under construction, which is the highest level since September 1973.

NAHB News Release May 17, 2023

Morsco Grand Opening Waco



Pictures on page B9.

Mitsubishi Electric Trane HVAC US Opens Florence, New Jersey Distribution and Training Center



Mitsubishi Electric Trane HVAC US (METUS) representatives and government officials cut the ribbon on the Florence, New Jersey Distribution and Training Center. Pictured left to right are: Kristen Foca, Outreach Director for U.S. Representative Andy Kim; MacKenzie Belling, South Jersey Director for U.S. Senator Cory Booker; Brannon Williams, Vice President of Residential Business, METUS; Andy Kelso, COO, METUS; Mark Kuntz, CEO, METUS; Robert D. Smith, Vice President of Supply Chain, METUS; Paul Ostrander and Kristan Marter, Florence Township Council; and Marty Eckert, Florence Township Director of Economic Development. Story on page 2.

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Mitsubishi Electric Trane HVAC US Opens Florence, New Jersey Distribution and Training Center

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, celebrated the opening of its Distribution and Training Center in Florence, New Jersey with a ribbon-cutting ceremony held April 26. Strategically positioned near the New Jersey and Pennsylvania Turnpikes, this new 400,000-square-foot facility is intended to strengthen the company's supply chain and provide efficient heat pump distribution to the Northeastern U.S.

Government officials in attendance included representatives from the Florence Township Council, the New Jersey State Assembly, U.S. Representative Andy Kim's office (N.J.) and U.S. Senator Cory Booker's office (N.J.). When asked about the significance of the new facility, Florence Township Mayor Craig Wilkie said, "We welcome Mitsubishi Electric Trane HVAC, which manufactures and distributes energy-efficient heating and cooling systems and equipment with 'green' technology, to Florence Township. Located on an environmentally remediated site that once provided the world with cast iron pipe during the 19th and 20th centuries, the company will bring new jobs to the Township and region. Florence Townships looks forward to a long-term, mutually beneficial relationship with Mitsubishi Electric Trane HVAC."

METUS plans to use the facility to generate 60 distribution center jobs and empower HVAC businesses with the training and support needed to sell, install and service all-climate heat pumps. METUS anticipates that its distributors and their

customers will create many jobs.

“Locating our Distribution and Training Center in Florence provides several key benefits, including strengthening our supply chain,” said Robert Smith, vice president, supply chain, Mitsubishi Electric Trane HVAC US LLC. “It will provide efficient and strategic distribution access to our Mid-Atlantic and Northeast distributors by having the right products in the right place ready to ship. In fact, we anticipate that the Florence Distribution Center will ship thousands of hyper-efficient heat pump systems every month and would result in a reduction in miles driven to deliver products, subsequently also reducing the carbon emissions of those deliveries.” Smith noted that Florence offers easy access to the interstate and Port Elizabeth, making the facility accessible for both shipments and students attending training classes.

SEE MITSUBISHI PG.9

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Editor & Ad Director Lance Lackey
llackey@ac-today.com

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How To Write Employee Profiles

Unlike many industries where the customer comes to you, as an HVAC profession you need to be invited into someone's home. And that is often uncomfortable for the customer. You can make it feel less uncomfortable by introducing your employees. Their bios on your website are a wonderful starting point., but you As a writer for Roundpeg, I create a lot of different kinds of content. Short blurbs and catchy headlines for emails, social media updates, and even blog posts about truckloads of different topics (marketing, flooring, fashion, plumbing, beans, you name it). But, one of my favorite things to write? Employee profiles. Maybe it's the reporter

in me that hasn't been totally snuffed out yet, but I love talking with people. Asking people questions about themselves is natural and comes easily to me and I genuinely enjoy the conversations. But that's not the case for everyone. Some people aren't comfortable asking questions or they have no idea where to start when it comes to writing an employee profile. But don't worry, I want to help you get better and more comfortable putting together these articles from what can be an awkward process if you aren't sure what you're doing. A good employee profile can be broken down into three basic parts.

WHY WRITE EMPLOYEE PROFILES?

Before we get into the how, let's talk about the why. Well, the easy answer is that employee profiles are great content. They are the perfect light-hearted, human-interest kind of piece that folks love to see on social media and in email newsletters and they are a great way to regularly inject content into your blog. They really don't take that much effort, don't have to be that long, and can be finished (from interview to finished article) in an afternoon.

The bigger reason to write employee profiles? They are the perfect way to gain trust from your community. An employee profile portfolio is a valuable collection to have at your disposal particularly for businesses in the home service and any other service industry that entails a lot of 1-on-1 communication with customers.

By having an opportunity to meet and learn more about your staff through these blog posts, you help customers become more comfortable with scheduling an appointment, inviting them into their homes, or putting their trust in you.

Nobody wants to work with a faceless company – there's nothing there to trust or connect with. Employee profiles can make your customers feel like they've shaken your hand long before they actually meet you.

INTRODUCTION

Newsflash: you may not be the only one uncomfortable with the interview process. As comfortable as I may be asking questions, a lot of the folks I interview are often somewhat intimidated, even if I've had a dialogue with them previously. It's important that you help your interviewee be as relaxed as possible. Don't spring an interview on



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.

them. Let them know well in advance that you want to interview them and set a date a couple days ahead of time.

It's also nice to give them an idea of what kind of questions you plan on asking them so they have an idea of what to expect. Will it help them prepare better answers? Probably not. But, it will hopefully help put them at ease and get them comfortable with the idea of being interviewed.

A good way to start an employee profile is with a simple introduction. Your first round of questions should be some nice soft ball questions to help ease your subject into the interview. Get some baseline information. Start with their name, even if you already know it, making sure to get the correct spelling. This can help establish some rapport, not to mention avoiding a misspelled name right at the top of your bio.

Employee Profile Questions for the Introduction Section:

- What's your name?
- What's your title?
- How long have you worked at (insert company name here)?



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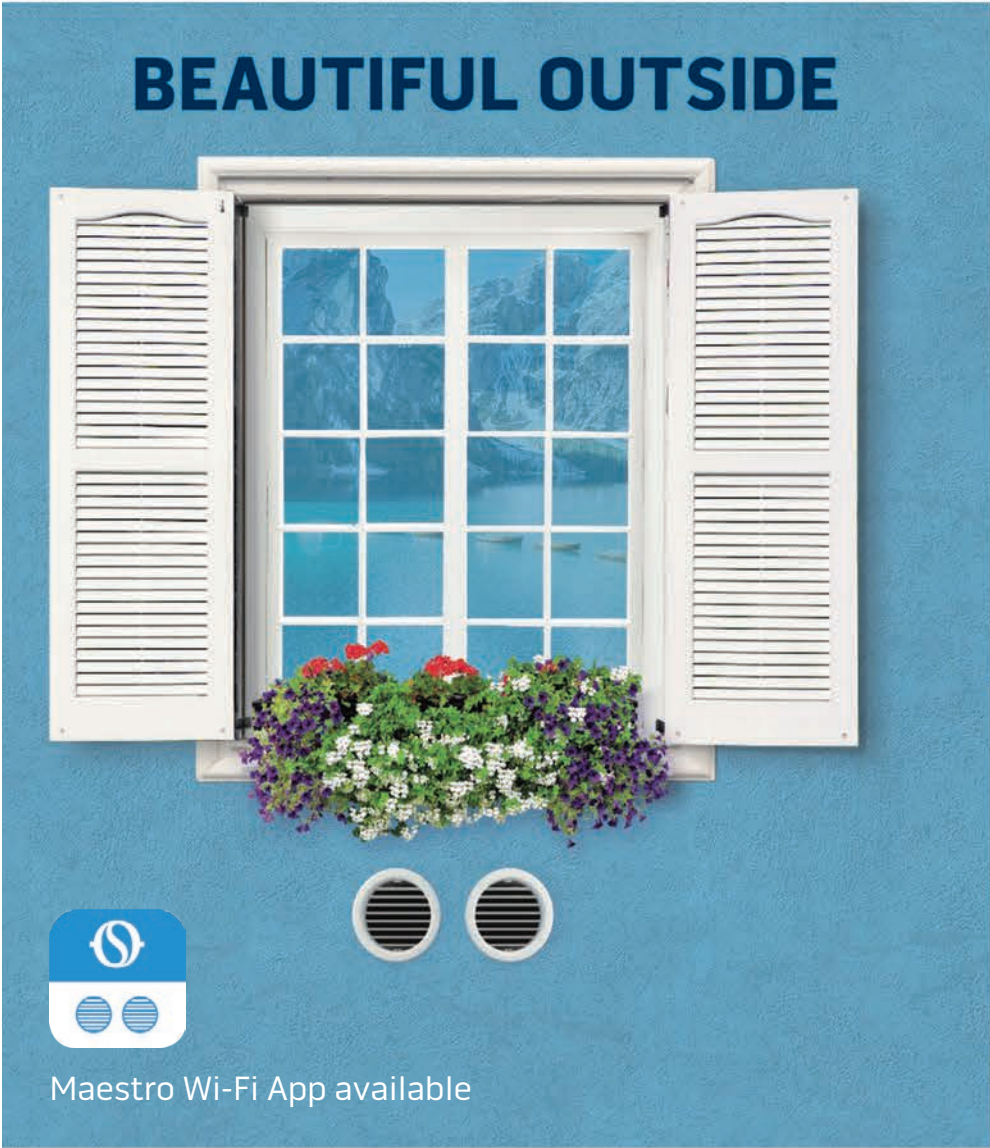
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THEIR JOB

Typically, people are a lot more comfortable talking about their work than themselves. So, once you've got some of the basic questions out of the way, move on to their job. If you try jumping straight into personal questions, they still may feel less comfortable and less likely to give you more quality or natural answers. Talking about their job first is a good bridge between these two subjects.

You can get as in-depth as you want depending on how much you want people to know about your employees and how long you want the write up to be. One thing I think is a good thing to ask is to elaborate, explain, or focus on one aspect or common question about their job or field. This is a subtle and informative way of not just telling readers about their expertise, but showing it.

Don't be afraid to have a little fun by tossing in some light-hearted questions either. If you are relaxed and having fun, chances are your interviewee will pick up on that and relax too.

EMPLOYEE BIO QUESTIONS FOR THE JOB DESCRIPTION SECTION OF THE PROFILE.

- What does your job entail?
- What is a typical day like?
- Favorite memory from work?
- What's a common question you get from customers?
- What do you like most about your job?

ABOUT THEMSELVES

The fun part of writing an employee profile comes once you are both settled in. Well, fun yet kind of tricky. While you want to show the human and personal side of your interviewee, you don't want to get too personal. Keep personal questions on the light side – think of questions that you would feel comfortable answering. Good areas to stick to are hobbies and other interests outside of work.

If you've done a good job of making them feel comfortable or establishing rapport, they should be pretty open at this point in the interview. That's good, because most of the interesting tid-bits and real human element content will come from these questions. If you haven't, it can fall a bit flat.

You may be able to get a little more personal with questions if you have established a good relationship along the way. Great answers and content can come from more focused questions, but you don't want to make your subject uncomfortable. Just be careful and courteous.

PROFILE QUESTIONS TO ROUND OUT THE PICTURE OF THE EMPLOYEE:

- Where are you from?
- Where did you go to school?
- What do you like to do when you aren't working?
- Who are your favorite sports teams?
- What's a fun fact about you many people may not know?

WRAPPING UP

Once you are done, be sure to show off those manners your mother taught you and thank them for their time and answering your questions. Once you've written the profile, it is good polite practice to let them read it before you post it. This is also a good way to catch any inaccuracies and give them a chance to tweak anything they want to be changed. Be sure to let them know where they can find it after it's published and see if they would be OK with sharing it on social media to help it reach some new eyes.

Interviewing isn't always the most natural thing for people, but with a little practice it will become easier. You'll fine tune what questions to ask, what to avoid, and get better and better about making your subjects feel comfortable, which will give you better answers.

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Training small business professionals

Beginning in May 2023, the Training Center plans to host 40 to 45 classes each year, training 500 to 600 students annually. Classes are anticipated to cover residential and commercial product lines and subject areas, including heat pump installation, start-up and service essentials, advanced service, and controls.

Students will have the opportunity to practice what they learn on actual working Mitsubishi Electric equipment. Products installed in the Training Center for training purposes include four commercial VRF systems with seven styles of indoor units and seven residential heat pump systems with six styles of indoor units.

Building environmental features

With a corporate environmental mission of reducing carbon emissions in all Mitsubishi Electric US facilities by 2030, METUS plans that the building will meet LEED® certification requirements. Currently, the facility features 100 percent LED lighting, energy-efficient Mitsubishi Electric heating and cooling equipment and occupancy sensor controls on all lighting. Further demonstrating the company's drive toward electrification, the Distribution Center uses all-electric forklifts instead of the typical propane-powered forklifts found in many warehouses.

In addition to Florence, METUS has distribution centers in Suwanee, Ga., and Mira Loma, Calif. METUS Training centers are located nationwide at 75 locations. To learn more about Mitsubishi Electric Trane HVAC US, visit MitsubishiComfort.com.

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It's On My Heart: Setting Goals

Just completed a trip to the Daikin factory, and listened to a group of our coaches share stories on how the business was going. We hear of many companies who have had a hard time getting equipment, not all sizes and efficiencies but just random combinations are not always available. So I always ask, how is the inventory today, are you getting what you need. The answers vary, but on this trip I was surprised with a couple of companies who said they have not had a problem in the last couple of years. Both of them shared the same story, in fact, an identical story. These are companies that have been around for a decade or more, one is 4 million, the other was even larger. Not in the same market, but both do residential service and replacement. Here is what they had in common.

They both have a system for budgeting growth, they do

it without fail. They look at history, see how many calls they ran in a certain time frame, what sort of weather patterns were at that same time. That gives them an idea of what to expect, a base line if you will. Then they look at growth, and in some cases it was significant. 25% in a given month, averages out that in the year. On the other hand, one of these was moving from \$5,000,000 to \$10,000,000 in one year. Now they know what they have to produce in sales in a month, week, even a day. They know their average ticket and average sale, close rate, all the KPIs. That lets them know how many additional calls they need per day. They use several different types of lead generation, but they are not as concerned about the way they are going to produce those leads, but the results are what is key.

They call, send texts, email, direct mail, social media,

every type of marketing and lead generation was used. One company had a "emergency marketing plan" for when they did not get the numbers needed for the month. That involved calling past customers, asking for business. The quickest way and surest way to put some dollars on the board. By the way, Low Hobaica says he touches each customer every month with some sort of marketing message. Every month, 12 times per year. Some automated, many are put in motion buy the office. Yes, you heard me right, 12 times. I speak in front of many groups, the overwhelming majority, when I ask if they reach out to their customers, is yes, twice a year. Any more and we will run them off. Please don't tell Lou that, he may stop doing 12 times a year.

Back to my example. What really made the difference was these companies went to

their distributor and shared their business plan for growth, which included selling that distributors' products. They asked how many did that sort of growth projections. Answer was, not many. Actually, in one case, no one. The benefit was that the distributor saw them as a partner, not a transaction. They had a relationship. Which helped them get equipment when others cannot, it makes good business sense on so many levels.

Now, on another concept completely, I had the distinction of being auctioned off at our International Roundtable recently held in Nashville, Tn. Sorta like a bachelor auction. Only the proceeds went to the Joseph Groh Foundation, a charity we support. Joe Groh was a Lennox rep who was riding his mountain bike on father's day a few years ago, hit a rock, went over the handle bars,



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

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


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

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broke his back, not able to move below the neck. Instead of giving himself a pity party, he decided to give back to the industry that had been good to

him. He founded the Joseph Groh foundation to benefit people in the trades who have suffered life-changing injuries.

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HINSHAW con't
One of the goals for the Foundation was to help members from coast to coast, they have helped people in both the West coast and East coast, totaling \$1 million dollars to date. It was good to be involved with the Foundation and working with Jerry Kelly Air Conditioning at the same time. We had fun, 15 techs, some office staff, a great team. They have about a 30% market share, trending to \$20 million this year. All in a small town of St. Charles just outside of St. Louis, Mo. (70,000 population in 2021).

So why would they want to spend a day in the office, working on sales concepts, when they already have 30% market share? And in May, when it was in the 80s while I was there, the season has started. Turns out they spend \$250,000 per year on training. That breaks down to \$5000/week, \$1000/day, about \$100/hour! Every hour of every day, all year long. To say they

are believers in training is an understatement, they own it.
We did sales and service training, how to approach the customer, handle the typical objections, it got interesting, but no one left the room crying. One interesting side note is that Jerry Kelly has the color purple as their official color; vans, shirts, goodie bags are all purple. Why? That is the official Alzheimer's charity color. They support that charity, and \$1 from each service ticket goes to help fight that illness. What is your "why", why do you do what you do?

My question to you is this: when did you last do a training project with your team? Could be a 1 hour session, or partial day, or some sessions last days at a time. If you cannot say for sure, get some dates on the calendar. Yes, even now, the summer is already here, but a small time spent working with the team can pay huge dividends. Thanks for listening, we'll talk later.

Lennox to Donate Residential HVAC Units to Local Community Heroes, Nominations Now Open

Residents in U.S. and Canada are encouraged to nominate deserving local community members to receive essential heating or cooling equipment and installations at no cost as part of Lennox' annual Feel The Love program.

Richardson, Texas – Lennox is welcoming nominations for its annual Feel The Love program now until August 31. For the 14th year in a row, Lennox is partnering with its residential dealer network to recognize deserving community heroes in the U.S. and Canada by donating heating or cooling equipment and installation free of charge. To nominate a member of your community, visit FeelTheLove.com.

Lennox encourages individuals and local organizations to nominate deserving families, neighbors and community heroes in need of a safer, more comfortable home. Past nominees include community figures such as teachers, firefighters, medical staff and volunteers; families facing hard times; veterans; senior citizens living in older homes; and people impacted by natural disasters.

"After a fatal car accident, I was not able to work for over two years. In addition, we lost our son in the midst of it all,"

said Wayne and Janet Haarstad, former recipients of Lennox' Feel The Love. "My family was chosen to be the recipients of a furnace from the Feel The Love program in October 2022, in partnership with Kles Air in Lacombe, Alberta, Canada. Not only was a furnace provided but an AC unit as well. I can't describe the emotions that we felt from the kind actions from this wonderful company and the people you work with."

Indoor air quality is an important consideration for homeowners, with 82% of homeowners saying they prioritize good air quality in their homes more now compared to a year ago.¹ Lennox believes that everyone should be comfortable in their own home, starting with the air they breathe.


The new high-efficiency heating and cooling equipment donated through Feel The Love will not only have the immediate benefit of comfort, but will also have a

long-term impact on the environment and energy bills, as recipients' energy usage can be reduced by approximately 30% to 40%.


The Feel The Love program is made possible through the continued partnership and collaboration of the Lennox dealer network across North America. Since Feel The Love was founded in 2009, the program has installed more than 2,000 heating and cooling systems at no-charge to homeowners in need. Feel The Love participating dealers generously install the units free of charge, and every unit donated by Lennox comes complete with the option of industry-leading labor coverage through Lennox' Warranty Your Way™ offering.²

Selected recipients will receive brand new heating or cooling equipment during this year's Feel The Love Installation Week, taking place October 7-14, 2023.

Stay up to date on the Feel The Love program by following along with @LennoxFeelTheLove on Facebook.




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Foremen Get Unexpected Lesson on Artificial Intelligence at PHCC Super Foremen Workshop

Falls Church, Va. — “How many of you have heard of ChatGPT?” was the question asked to the foremen attending the **Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation’s** popular *Super Foremen Workshop* last week. Purdue University Professor Emeritus Kirk Alter posed the question to the 26 attendees in the two-day class conducted May 5 and 6 at the Viega Seminar Center in Broomfield, Colorado. A few attendees had heard of ChatGPT, but none had used it.

“Foremen in our industry are comfortable with the tools that they keep in the jobsite box,” said Alter in the class. “But as the first line of company management, please realize that your best tools now are going to be technology and software. Artificial intelligence, A.I., is one of those software tools that foremen should be using.



You just haven’t seen why yet.” Alter then led the class through entering prompts into the platform, generating helpful output.

Alter introduced a scenario where a foreman needs a standard operating procedure to guide a new apprentice through the steps required for installing underground piping. The attendees worked for about 15 minutes to create a step-by-step list. “Ok, now let’s ask the A.I. for the

same thing!” Alter described what was needed using just two sentences typed into the ChatGPT platform. Within a few seconds, the software had used its resources to generate a detailed installation instruction sheet that included important steps that the human audience had missed.

Alter then put the A.I. to work generating a list of construction finance books to read, calculating duct installation productivity rates

and generating a construction delay notification letter to a general contractor. “This is not just a tool for office workers,” said Alter. “You can put this to work for you as well. Like any tool, if you know how to use it properly, it will save you time and give you an advantage over others who are not using it.”

Viega hosted the workshop at their Broomfield, Colorado Seminar Center, and generously provided

A/V, meals for the attendees and more. “We appreciate the work Viega has done to host our classes this year,” said John Zink, VP of Development and Communications at the PHCC Educational Foundation. “The purpose-built classroom space is a perfect fit for our training, and the interactive displays onsite help attendees learn about new installation possibilities with Viega’s various product lines. Plus, the Viega team is always a pleasure to work with.”

Project managers and foremen who wish to register for future offerings of the Foundation’s *Essentials of Project Management* class or the *Super Foremen Workshop* can add their names to the notification lists for these sessions at: phccfoundation.org/essentials. Kirk Alter will also be presenting two sessions during PHCC CONNECT 2023 in Cleveland, Ohio this October.



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Thermostat Recycling Launches Banish Mercury Off the Planet Contest

Thermostat Recycling Corp. Recognizes Wholesalers Who Are the ‘Champs’ at Collecting Mercury-Containing Thermostats

New York, New York — Thermostat Recycling Corporation (TRC) has launched its 12th annual Banish Mercury Off the Planet (BMOP) competition.

The contest recognizes members of Heating Air-Conditioning Refrigeration Distributors International (HARDI) that collect the most mercury-containing thermostats.

HARDI is the largest and most successful trade association representing HVACR distributors in the United States.

“We have developed a hugely popular campaign for more than a decade which highlights HARDI distributors who have persistently worked at removing and safely recycling mercury-containing thermostats,” said Danielle Myers, executive director, TRC. “Our green collection buckets have been identified with HARDI wholesalers throughout the country, and it is a visual reminder of their efforts at keeping the environment safer for everyone.”

The BMOP contest begins May 1

and concludes Oct. 31.

HARDI members do not have to sign up to enter the contest. They only have to return thermostats collected through the green bins TRC places in HARDI wholesale member branches throughout the United States.

HARDI members are in every state and have collection bins where their customers — HVACR contractors — can conveniently deposit the thermostats.

The Banish Mercury Off the Planet contest, originally called the Big Man on the Planet, until 2018, recognizes winners in three categories:

- Distributor that recycles the most pounds of mercury overall.
- Distributor that recycles the highest average pounds of mercury (total pounds divided by branch count locations that submitted a collection bin).
- Distributor with the highest participation rate (for distributors with more than 10 locations).

TRC will announce the winners of each

category at HARDI’s annual conference, Dec. 2 to 5, 2023, in Phoenix, AZ.

Previous winners of the contest include:

2022: Johnstone Supply, Progress Supply and Allied Supply.

2021: Johnstone Supply, Famous Supply and Geary Pacific.

2020: Johnstone Supply, APCO Inc. and Allied Refrigeration.

2019: Johnstone Supply, Dubuque Supply and Johnson Supply.

2018: Johnstone Supply, Meier Supply Co., and Johnson Supply.

2017: Johnstone Supply, Tower Equipment, Johnson Supply.

2016: Johnstone Supply, Gustave Larson, Auer Steel.

2015: Auer Steel, Johnson Supply, US Air Conditioning Distributors, and Johnstone Supply.

2014: Corken Steel Products, Crescent Parts & Equipment, and Johnstone Supply.

2013: Johnstone Supply.

Product News

Ritchie Introduces New A2L Manifolds

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Bloomington, MN– Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce new A2L Manifolds.

The YELLOW JACKET® A2L Test & Charging Manifolds for use with R-32/454B/410A refrigerants are available in popular Series 41, TITAN® and BRUTE II® Manifolds.

SEE RITCHIE PG.21

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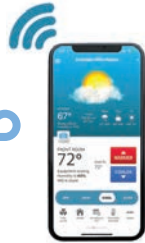
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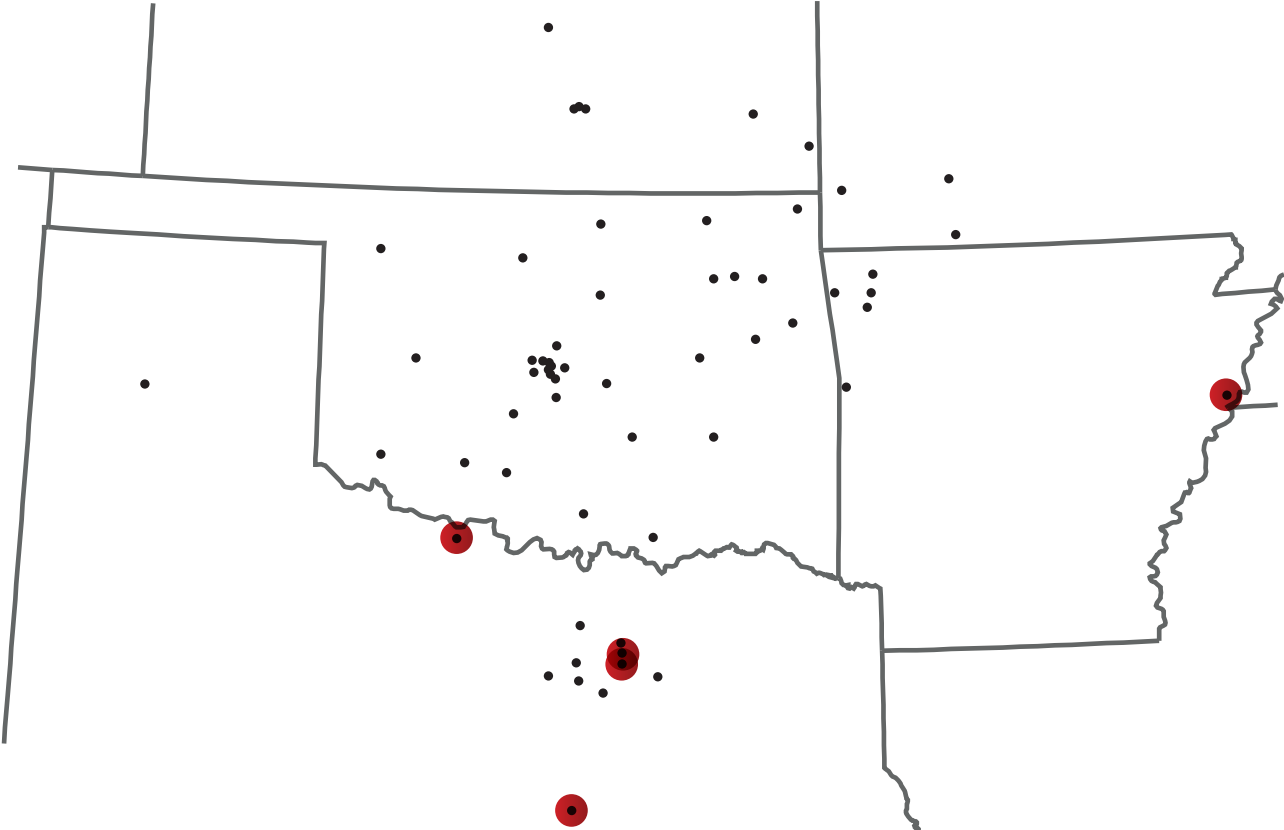
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HVAC Excellence Announces New National Programs Director

Mount Prospect, IL - HVAC Excellence, a standards organization dedicated to improving education in the HVACR industry, is proud to announce the appointment of Eugene Silberstein as its new National Programs Director.

With over 40 years of experience in the HVACR industry, Mr. Silberstein is a widely recognized expert in the field. Since September of 2015 he served as the Director of Technical Education and Standards at the ESCO Institute. Throughout his extensive HVACR career, he held many positions including field technician, system designer, service contractor, professor, administrator, consultant and industry-

leading author. Eugene has over twenty five years of teaching experience and has taught at private, secondary and postsecondary institutions. He can be seen presenting at many national HVACR events on a wide variety of topics important to our industry. He has also authored and/or co-authored numerous textbooks and articles on HVACR-related topics.

Eugene earned his dual Bachelor's Degree from The City College of New York, where he studied electrical engineering, economics, and operations management. He earned his Masters of Science degree from Stony Brook University, where he specialized in Energy and Environmental Systems, studying renewable and

sustainable energy sources. In 2010, he earned his Certified Master HVACR Educator (CMHE) credential from HVAC Excellence. Eugene also carries ASHRAE's BEAP credential, which classifies him as a Building Energy Assessment Professional.

As National Programs Director, Mr. Silberstein will be responsible for overseeing the development and implementation of HVAC Excellence's national training and certification programs, including programmatic accreditation, as well as working with industry partners to identify emerging trends and technologies and help training programs implement these technologies into their curricula.

"We are thrilled to have Eugene as our new National Programs Director," said Howard Weiss, President of HVAC Excellence. "His wealth of knowledge and experience in the HVACR industry will be invaluable as we continue to develop innovative training and certification programs that meet the evolving needs of the HVACR and other building science industries." Mr. Silberstein expressed excitement about his new role, stating, "I am honored to take on this new role at HVAC Excellence and look forward to working with industry partners to develop training and certification programs that help prepare the next generation of HVACR professionals."

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DiversiTech® Corp. to Acquire Pro1® Thermostats

Merger will Boost Availability of Innovative Thermostats to HVAC/R Distributors

Duluth, Ga. – DiversiTech® Corp., North America’s leading manufacturer and supplier of components and related products for heating, ventilation, air conditioning and refrigeration (HVAC/R), entered into a definitive agreement to purchase Pro1 Thermostats, a leader in heating and cooling technology. This acquisition will reinforce DiversiTech’s position in the HVAC/R Industry and expand its product offerings.

Pro1 Thermostats has a proven track record of delivering innovative products to the HVAC/R Industry, making it a perfect fit for DiversiTech. The successful launch of the next generation of thermostats and Pro1 Connect App offers simple, affordable & professional WIFI thermostat models designed for nearly every application. The Pro1 WIFI models are easy to install, simple to operate and provide the convenience to operate your thermostat from anywhere.

“We are thrilled to be joining forces with the team at Pro1,” said Andy Bergdoll, CEO of DiversiTech. “Their focus on developing contractor friendly control solutions as well as their commitment to the professional channel makes them a great fit with DiversiTech. We look forward to supporting Pro1’s product development program and enabling them to leverage DiversiTech resources and infrastructure to build even stronger wholesaler partnerships.”

“Pro1 was founded in 2007 with the mission to exclusively focus and service the needs of the HVAC/R Contractor base,” said Jeff Edgar, Pro1 Founder. “I’m thrilled that the Pro1 brand, HVAC/R Contractor focus, and strong industry reputation will grow even stronger under the DiversiTech portfolio.”

“We’re excited to join DiversiTech and accelerate our growth plan,” stated Steve Mykytyn, Pro1 President. “Equally important is that our company values are aligned on the focus on the professional HVAC/R trade. I am honored to be joining the DiversiTech team and to have the chance to work with some of the best minds in the industry,” he said. “Together, we will build on Pro1’s strong foundation and take it to the next level.”

For more information about DiversiTech, visit diversitech.com

For more information about Pro1, visit pro1iaq.com

Registration Now Open for ACCA’s Next Level

Alexandria, VA - The Air Conditioning Contractors of America (ACCA) announced registration is open for Next Level taking place October 16 & 17, 2023, in Indianapolis, IN.

Next Level adds a fresh, new twist to ACCA’s fall training schedule. The program is two days and is packed with sessions made to address challenges that leaders in every HVACR business face daily. Attendees can level up their leadership skills by following one of three unique event tracks: Recruiting and Training, Team Leadership, or Strategy and Succession. Or mix and match any of the 18 sessions from the three tracks to build a schedule that hones in on one real solutions to the top contracting obstacles. Sessions are laser-focused for business owners, service managers, and other team leaders who want to grow, break through plateaus, and hit new levels of success for their company and themselves.


Visit www.accanextlevel.com to register today. Early bird registration goes through August 31, 2023, and starts at \$449 for ACCA Members, with additional discounts for Gold and Silver ACCA Members, and \$499 for non-members.

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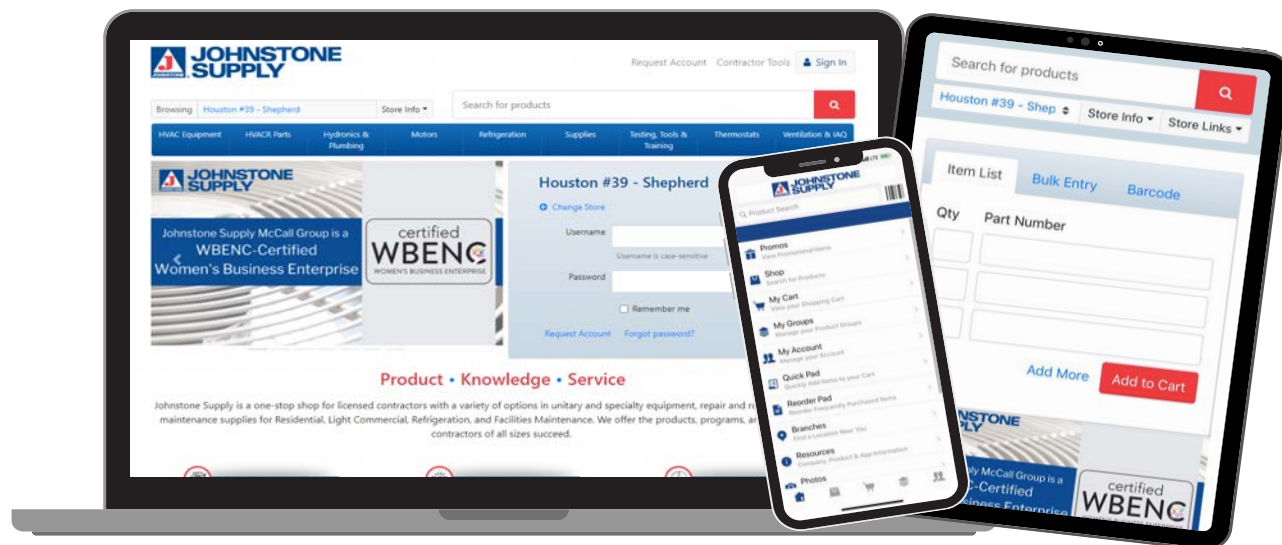
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Johnstone Supply Petit Group Grand Opening San Antonio

Johnstone Supply Petit Group held a Grand Opening for their newest store in San Antonio on Thursday April 27th. The event was from 7:30 to 2:00 and featured Facility Tours, Prizes, Vendor Booths, Breakfast Tacos and Lunch with Crawfish and Hamburgers. The new location is at 128321 Cogburn Avenue, San Antonio TX.



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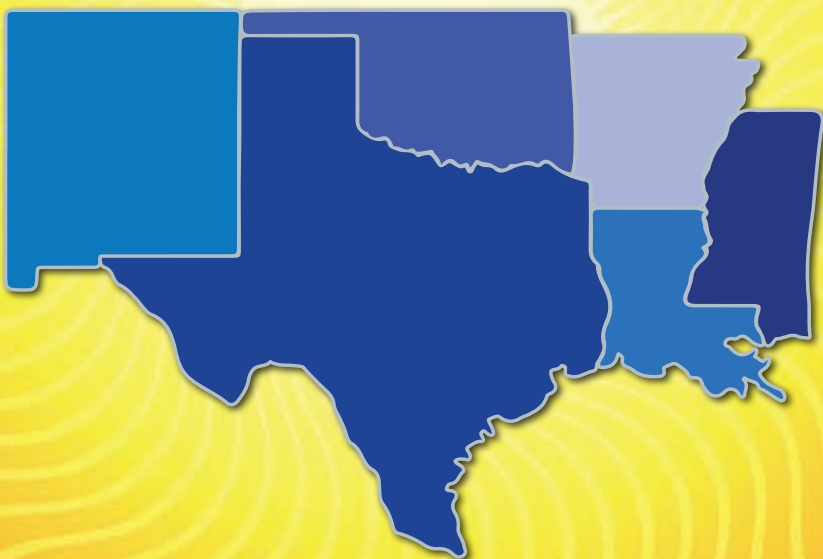
Start your job at MORSCO HVAC Supply or visit buyhvacsupply.com today.

Morsco Grand Opening Waco

MORSCO held a Grand Opening for their new Waco TX location on Thursday May 18th. The event had Giveaways, Raffles, Vendor Fair and famous Vtek's BBQ truck for lunch. The new location is at 211 Webster Ave, Waco, TX 76706.



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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.

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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.

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- ◆ 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

www.tacca.org/techtraining

TACCA
Texas Air Conditioning Contractors Association
GREATER HOUSTON



BAY BASH FISHING TOURNAMENT

JULY 14TH, 2023

AGENDA

- Lines in water at 5:30am
- Max 3 Anglers per Boat
- Bait Included
- Guides Provided
- Weigh-In starts at 11am
- Anglers must weigh-in by 12pm
- Bring your drinks & snacks for the boat
- Cash bar during awards
- Seafood lunch buffet included

WINNER: HEAVIEST STRINGER
TOP WATER GRILL
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MEMBER PRICING

- 1 Fisherman (angler) **\$375**
- 1 Boat with three anglers **\$1125**
- Bring your own boat **\$100**
- Lunch Only **\$30** per person

REGISTRATION REQUIRED

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TACCA
Texas Air Conditioning Contractors Association
NORTH TEXAS

FRIDAY, JULY 21, 2023

EVENT PRICING**

- \$375 Per Angler**
- \$2200 (1) Boat 6 Anglers**
- \$45 attendance only - No Fishing**
- Includes Lunch & festivities**

REGISTRATION AND FISHING LICENSE FOR TEXOMA REQUIRED.
QUESTIONS: FAWN@TACCANTX.ORG

Tanglewood Resort
290 Tanglewood Circle
Pottsboro, TX 75076



AGENDA

- Breakfast and lunch provided
- Lines in the water at 6am
- 6 (max) to a boat
- Bait included
- Guides provided
- Weigh in by 11am
- Cash bar during lunch and awards

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HOTEL ROOMS ARE NOT PROVIDED.
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- Monthly Membership Meetings
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- Business Training

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CATCH SOME SUMMER FUN
FRIDAY, JUL 21, 2023

EVENT PRICING**

- \$375 Per Angler**
- \$2200 (1) Boat 6 Anglers**
- \$45 attendance only - No Fishing**
- Includes Lunch & festivities**

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REGISTRATION AND FISHING LICENSE FOR TEXOMA REQUIRED.
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2nd Thursday of each month (Sept - April)

September 14th -Human Resources
October 19th -Dallas City Code Meeting

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TACCA
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GREATER HOUSTON

BAY BASH FISHING TOURNAMENT
JULY 14TH, 2023

AGENDA

- Lines in water at 5:30am
- Max 3 Anglers per Boat
- Bait Included
- Guides Provided
- Weigh-In starts at 11am
- Anglers must weigh-in by 12pm
- Bring your drinks & snacks for the boat
- Cash bar during awards
- Seafood lunch buffet included

TOP WATER GRILL
815 AVENUE O
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MEMBER PRICING

- 1 Fisherman (angler) **\$375**
- 1 Boat with three anglers **\$1125**
- Bring your own boat **\$100**
- Lunch Only **\$30** per person

REGISTRATION REQUIRED

WWW.TACCAGH.ORG/CALENDAR

MONTHLY MEETINGS
3rd Tuesday of each month (Sept - April)

September 19th -Mechanic's Liens
October 17th-HR Issues & Solutions

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Hands-On Training, Beginner thru Advanced Training & Business Training.
September thru April




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TACCA
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GREATER AUSTIN

AUSTIN COOL THE TOWN Charity Event
2ND WEEK OF JUNE

WWW.TACCAGREATERAUSTIN.ORG **MEMBER EVENT**

MONTHLY MEETINGS
1st Tuesday of each month (Sept - April)

September 5th -Mechanic's Liens
October 3rd -TDLR Updates & Violations

TRAINING
Hands-On Training, Beginner thru Advanced Training & Business Training.
September thru April




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FOR INFORMATION ON OTHER CHAPTERS, PLEASE VISIT WWW.TACCA.ORG

Product News

Ducane™/Concord®/Allied™
LYNX™ 18 Inverter Heat Pump from
Allied Air Enterprises

West Columbia, S.C. -- Allied Air Enterprises, a Lennox International Inc. Company, has its LYNX™ 18 SEER Inverter Heat Pump under the Ducane™, Concord® and Allied™ brands. Quickly adaptable with AHRI-rated systems and offering compatibility with a wide range of existing indoor equipment, the LYNX 18 is a smart replacement upgrade that provides application versatility and high-performance.

Powered by intelligent algorithms instead of expensive, proprietary thermostats, the LYNX 18 works with most conventional

24v thermostats. The unit's proprietary QuickLink™ Inverter Technology delivers enhanced homeowner comfort, with consistent dehumidification and temperature levels. The LYNX 18's unique five operating modes can dial in the perfect balance of comfort and increase energy savings by up to 22% annually compared to conventional 14 SEER single-stage heat pumps. Other benefits include:

- Quiet Shift™ Technology and sound-insulating compressor mounts that produce noise levels as low as 60 dBA.
- Omniguard® Total Corrosion Protection Technology and a factory-installed Suction Line Filter Drier that help extend the unit's life.
- Clean Sweep Defrost technology helping reduce the number of defrost cycles needed.
- Simplified piping system that virtually eliminates installation and operational complexities as well as the causes of potential leaks.

For more information on the new LYNX™ 18 Inverter Heat Pump and Allied Air Enterprises' complete line of leading heating and cooling solutions please visit www.alliedair.com.



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June 20th - 21st
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December 12th - 13th

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June 13th - 14th
August 2nd - 3rd

Houston City Multi Classes
July 11th 12th 13th
August 8th 9th 10th
September 26th 27th 28th
October 10th 11th 12th
November 7th 8th 9th
December 7th 8th 9th

Houston Advance City Multi Classes
October 28th 29th
November 28th 29th

Dallas M&P Classes
July 18th - 19th

Dallas Advanced M&P
June 13th - 14th
November 13th - 14th

Dallas City Multi Class
July 11th 12th 13th
August 8th 9th 10th
September 26th 27th 28th
October 10th 11th 12th
November 7th 8th 9th
December 5th 6th 7th

Dallas Advance City Multi Classes
July 25th - 26th
September 6th 7th



May 1, 2023

Attn: Texas HVAC/R contractors

Effective September 1, 2021, municipalities may not charge a registration fee to a licensed HVAC/R contractor.

We are still hearing from contractors who are incorrectly being charged these municipal registration fees. After the passing of HB 871 in 2021, the Texas Occupations Code states:

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

- (1) work performed in the municipality; or
- (2) notice provided under Section 1302.262.

(b) This section does not prohibit a municipality from charging a building permit fee.

Chapter 1302 relates to Air Conditioning and Refrigeration Licensees. This may be verified at www.statutes.capitol.texas.gov. Lookup Section 1302.304.

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

Thank you,

Keith Gatewood
TACCA Executive Director

Shannon Noble
TACCA Government Affairs

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<u>HOUSTON</u> June 10-11 September 16-17 December 9-10	<u>SAN ANTONIO</u> July 22-23 October 21-22

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

Century HVAC Distributing Vendor Days

Century HVAC Distributing held a series of Vendor Days in April and May at their locations. They had Product Demonstrations, Door Prizes, Sales Promotions and Lunch. These pictures are from May 11th in San Antonio Richland Hills and May 17th San Antonio Wetmore.





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Tacca Greater Houston Clay Shoot

TACCA Greater Houston held their Annual Clay Shoot “Shotgun Shells and Crawfish Tails” on Friday May 5th at the American Shooting Centers in Houston TX. The clay shooting competition featured a crawfish lunch, awards and raffles. The event was sponsored by JB Warranties, Lennox, Century AC Supply, Hunton Distribution, ACES AC Supply, Robert Madden Industries, Johnson Supply and Johnstone Supply.



1st Place Lennox David Webster, Kenneth Ermis, Justin Zymanski and Jay Henry



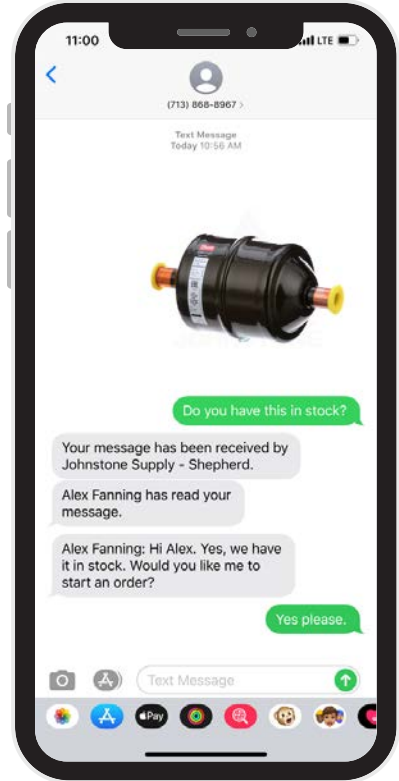
2nd Place Terrys AC-Rob Terry, Bill Cannon, Rex Terry



3rd Place Hunton Dist-Tyler Symens, Tyler Hanzelka, Tom Satterwhite and Todd Hanzelk



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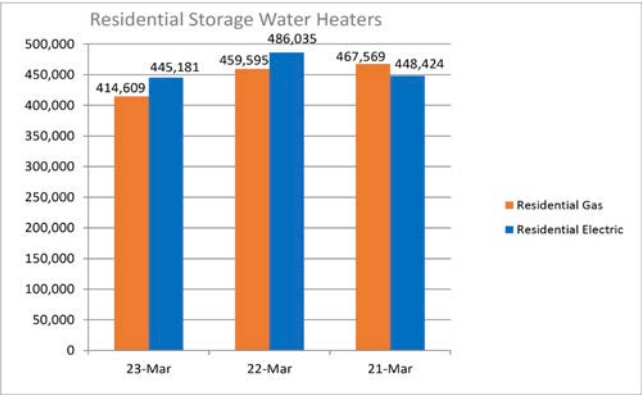


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AHRI Releases March 2023 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for March 2023 decreased 9.8 percent, to 414,609 units, down from 459,595 units shipped in March 2022. Residential electric storage water heater shipments decreased 8.4 percent in March 2023 to 445,181 units, down from 486,035 units shipped in March 2022.

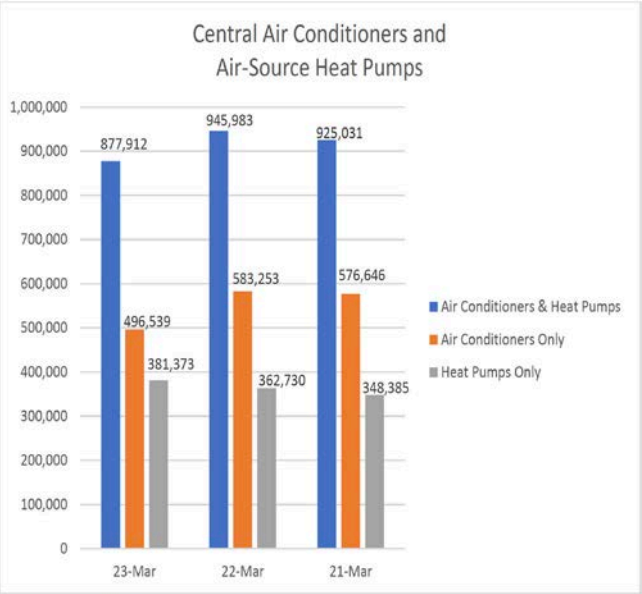


Year-to-date U.S. shipments of residential gas storage water heaters decreased 4.5 percent, to 1,144,989 compared to 1,198,888 shipped during that same period in 2022. Residential electric storage water heater shipments decreased 1.9 percent year-to-date, to 1,264,410 units, compared to 1,289,452 shipped during the same period in 2022.

Year-to-Date	Mar 23 YTD	Mar 22 YTD	%CHG. (From 2022-2023)	Mar 21 YTD
Residential Storage Gas	1,144,989	1,198,888	-4.5	1,229,414
Residential Storage Electric	1,264,410	1,289,452	-1.9	1,201,540

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 877,912 units in March 2023, down 7.2 percent from 945,983 units shipped in March 2022. U.S. shipments of air conditioners decreased 14.9 percent, to 496,539 units, down from 583,253 units shipped in March 2022. U.S. shipments of air-source heat pumps increased 5.1 percent, to 381,373 units, up from 362,730 units shipped in March 2022.

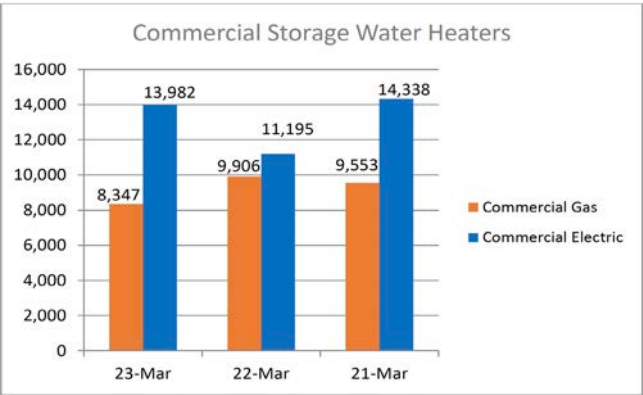


Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 12.2 percent, to 2,136,924 units, down from 2,434,073 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 18.9 percent, to 1,166,808 units, down from 1,439,381 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 2.5 percent, to 970,116, down from 994,692 units shipped during the same period in 2022.

Year-to-Date	Mar 23 YTD	Mar 22 YTD	%CHG. (From 2022-2023)	Mar 21 YTD
Air Conditioners & Heat Pumps Combined Total	2,136,924	2,434,073	-12.2	2,248,729
Air Conditioners Only	1,166,808	1,439,381	-18.9	1,348,522
Heat Pumps Only	970,116	994,692	-2.5	900,207

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 15.7 percent in March 2023, to 8,347 units, down from 9,906 units shipped in March 2022. Commercial electric storage water heater shipments increased 24.9 percent in March 2023, to 13,982 units, up from 11,195 units shipped in March 2022.

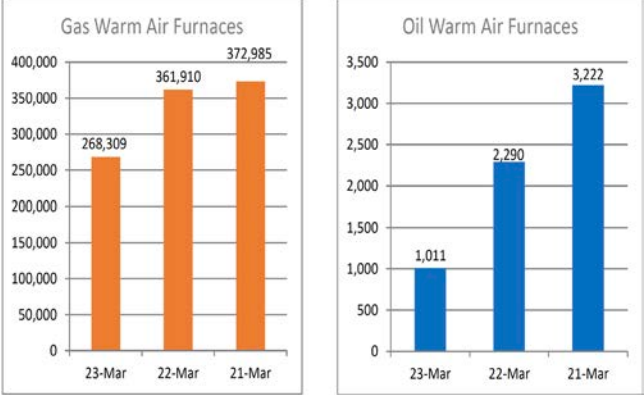


Year-to-date U.S. shipments of commercial gas storage water heaters increased 6.8 percent, to 22,794 units, compared with 21,351 units shipped during the same period in 2022. Year-to-date commercial electric storage water heater shipments increased 51.2 percent, to 37,773 units, up from 24,983 units shipped during the same period in 2022.

Year-to-Date	Mar 23 YTD	Mar 22 YTD	%CHG. (From 2022-2023)	Mar 21 YTD
Commercial Storage Gas	22,794	21,351	+6.8	23,380
Commercial Storage Electric	37,773	24,983	+51.2	36,859

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for March 2023 decreased 25.9 percent, to 268,309 units, down from 361,910 units shipped in March 2022. Oil warm air furnace shipments decreased 55.9 percent, to 1,011 units in March 2023, down from 2,290 units shipped in March 2022.



Year-to-date U.S. shipments of gas warm air furnaces decreased 21.6 percent, to 756,609 units, compared with 964,540 units shipped during the same period in 2022. Year-to-date U.S. shipments of oil warm air furnaces decreased 36.2 percent, to 5,124 units, compared with 8,029 units shipped during the same period in 2022.

Year-to-Date	Mar 23 YTD	Mar 22 YTD	%CHG. (From 2022-2023)	Mar 21 YTD
Gas Warm Air Furnaces	756,609	964,540	-21.6	1,031,736
Oil Warm Air Furnaces	5,124	8,029	-36.2	9,382

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

Month			
Size Description (000) BTUH	2023 Total	% Change from 2022	2021 Total
Under 16.5	36,269	-15.2	38,824
16.5-21.9	113,961	+26.6	82,559
22-26.9	170,701	-10.1	184,332
27-32.9	137,152	-6.9	145,651
33-38.9	171,203	-14.8	199,034
39-43.9	54,872	-23.3	71,687
44-53.9	93,252	-8.1	102,667
54-64.9	76,139	-2.8	75,990
65-96.9	9,507	+19.6	8,707
97-134.9	6,668	+1.0	6,401
135-184.9	4,447	+7.2	3,850
185-249.9	1,491	-21.4	1,945
250-319.9	1,029	-40.0	1,972
320-379.9	253	-17.6	372
380-539.9	314	+4.0	397
540-639.9	292	-4.9	206
640-799.9	105	-18.0	132
800.0-899.9	49	-22.2	55
900.0-999.9	59	-21.3	81
1,000.0-1,199.9	43	-21.8	30
1,200.0 & Over	106	-12.4	139
TOTAL	877,912	-7.2	925,031

YTD			
Size Description (000) BTUH	2023 Total	% Change from 2022	2021 Total
Under 16.5	83,905	-24.1	103,106
16.5-21.9	270,580	+12.9	221,531
22-26.9	417,352	-11.3	455,665
27-32.9	331,501	-12.5	346,480
33-38.9	423,395	-18.0	466,045
39-43.9	135,615	-26.6	168,384
44-53.9	224,175	-15.6	246,359
54-64.9	190,346	-6.9	182,775
65-96.9	22,891	+3.9	21,434
97-134.9	16,302	-7.6	15,652
135-184.9	11,173	-1.5	9,458
185-249.9	3,737	-25.5	4,384
250-319.9	2,841	-35.3	4,233
320-379.9	666	-10.4	834
380-539.9	799	-0.4	846
540-639.9	703	-4.9	556
640 & Over	255	-15.8	335
800.0-899.9	152	-7.3	118
900.0-999.9	164	-10.9	189
1,000.0-1,199.9	109	+2.8	76
1,200.0 & Over	263	-15.2	269
TOTAL	2,136,924	-12.2	2,248,729

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.

A-Gas Breaks Ground on Additional Market-Leading Refrigerant Separation Technology

Further Expands Capabilities to Support Reclamation, a Critical Part of Lifecycle Refrigerant Management

Rhome, Texas – A-Gas, a world leader in environmentally responsible lifecycle refrigerant management, broke ground on another set of separation towers at their Rhome, Texas plant, strengthening their commitment to the circular economy. This expansion project is another example of A-Gas’ continued investment in cutting-edge technology, deepening their role as a sustainable industry player. These new separation towers will increase A-Gas’ output by 100% over the next eighteen months to supply the US with high-quality reclaimed refrigerant gasses, substantially increasing the number of such gasses in the market.

Late last year, A-Gas completed the construction of their latest refrigerant separation towers at their plant located outside of Dallas/Fort Worth. Recently, the separation towers were brought online, which multiplied the separation capacity at the Texas plant, increasing capacity by 100% since the first set of separation towers were brought online in 2021 and 200% since A-Gas began investing in this technology.

Year-over-year, A-Gas has nearly doubled their reclaimed refrigerant output, making A-Gas a market leader in reclaimed refrigerant in the US. Paired with the AHRI-certified laboratory at the Rhome plant, millions of additional pounds of reclaimed refrigerant, including the most complicated mixes, can be safely returned to the marketplace at AHRI-700 specifications.

Expanding the recovery and reclaim of refrigerant



gasses is essential for implementing the production and importation phase down of hydrofluorocarbons (HFCs) under the American Innovation and Manufacturing Act (AIM Act), which ensures US compliance with the Kigali Amendment to the Montreal Protocol.

A-Gas’ newest separators will be operational in early 2024. With these new separators, A-Gas will have quadrupled the separation capacity at the current site since 2017, which addresses a critical need highlighted by a recent NGO report: The 90 Billion Ton Opportunity: Lifecycle Refrigerant Management.


RectorSeal® Named Master Distributor for Duckt-Strip® Ductless Cable


Houston, TX – RectorSeal LLC., a leading manufacturer of quality HVAC/R and plumbing products, is excited to announce that it is now a master distributor of Duckt-Strip cable for ductless HVAC systems. RectorSeal is a wholly owned subsidiary of CSW Industrials, Inc. [NASDAQ: CSWI].

Manufactured in the United States, Duckt-Strip is a ductless power and communications cable offering complete end-to-end conductor isolation that provides power (AC to DC) and control from the condenser to the indoor unit from a single cable. Using a single cable provides HVAC technicians with a faster, safer, and more cost-effective ductless installation than multiple cable applications. Duckt-Strip is National Electric Code (NEC) Article 725.136 compliant and UL listed for in-the-wall and through-the-wall installations. Electrical inspectors have shown a notable preference for ductless installations using Duckt-Strip.

Duckt-Strip features innovative Rip-N-Strip™, a patented technology with grooves designed for easy cable insulation separation and removal. Further, it eliminates the need to use strippers, knives, or cutters when installing the cable. All conductors are covered with a gray and yellow PVC jacket that is sunlight resistant, outdoor rated, and direct-buried approved.

“RectorSeal is proud to be a master distributor of Duckt-Strip ductless cable. The product reinforces our ability to provide a holistic portfolio of products that make installing ductless systems safer, easier, and affordable,” said Stephanie Welda, Director of Product Marketing, RectorSeal. “Our customers expect the best products, and Duckt-Strip aligns with that goal.” Duckt-Strip availability and pricing will be shared directly with RectorSeal distributors.

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Tulsa Thursday June 8th 11:30am
OK Joe's BBQ 61st & Sheridan (use the Back Door)
Kirk Turner; McAfee&Taft
“Drug Testing in Oklahoma, including Medical Marijuana and Critical Legal Issues for Employers.”

OK City Wednesday June 14th 11:30am
Charleston's 2000 S. Meridian
Jessica Parker DOL Wage & Hour Division
Wages-Overtime-Travel-Bonus's

Ardmore-Enid-Lawton Meetings
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They will not be regular Monthly Meetings

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Winsupply names
Winsupply San Antonio Tx Co.
Company of the Year

Dayton, Ohio – Winsupply Inc., one of the nation’s largest wholesalers, has named Winsupply San Antonio Tx Co., its overall Company of the Year. Each year, Winsupply recognizes its top performing companies in plumbing, heating, ventilation and cooling (HVAC), industrial, electrical, waterworks, pumps, turf irrigation, and fire fabrication.

The top performing companies, locations and presidents in their respective industries plus individual award winners include:

- Overall:** Winsupply San Antonio Tx Co., C.J. Hooper, president
- Plumbing:** Central Oklahoma Winnelson Co., Keith R. Jones, president
- HVAC:** Winsupply Houston Tx Co., Jason Greagrey, president
- Industrial:** Thomas Pipe, a Winsupply Co. (Ariz.), Whalen Ward, president
- Electrical:** Odessa Winlectric Co. (Texas), Carl R. Long, president
- Pumps:** Winsupply Lubbock Tx Co., Blake R. Talkmitt, president
- Turn-Around:** Winsupply E Houston – MSI (Texas), Jeff Walker, president
- Digital:** Winsupply San Antonio Tx Co., C.J. Hooper, president

“I am so proud of the leaders and teams of this year’s winning companies,” said Rob Ferguson, president of Winsupply Local Company Group. “The entrepreneurial spirit these companies show is amazing, especially with the continued disruption in our industry. I am very proud to consider myself part of the Winsupply Family and part of each of these amazing local companies.”

All of the winning companies are members of the Winsupply Family of Companies.



TEXAS DEPARTMENT OF LICENSING & REGULATION

The next Texas Commission of Licensing and Regulation meeting is scheduled for **Tuesday, June 27, 2023, at 8:30 a.m.** When the agenda is available, it will be posted online. The meeting will be held at 1106 Clayton Lane, Suite 125E Austin Texas 78723 and will be broadcast live on TDLR’s YouTube channel.

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Lubbock	September 14th
Mt Pleasant	TBD
San Antonio	August 5th, Oct 7th
Waco	June 10th, October 7th

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Rodney Stewart, Production Manager at Compete Curb, caught these off the Jetty in Freeport, TX



Jim Gandy, TX Reg Mgr Johnstone Petit Group, caught these

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A collection of Blue Monster Thread Sealant products, including several cans and bottles of different sizes.

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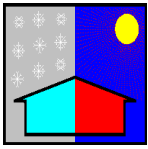
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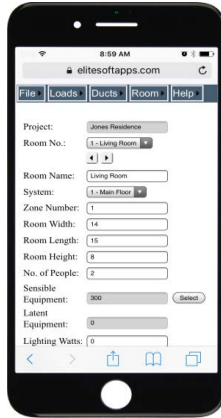
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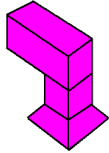
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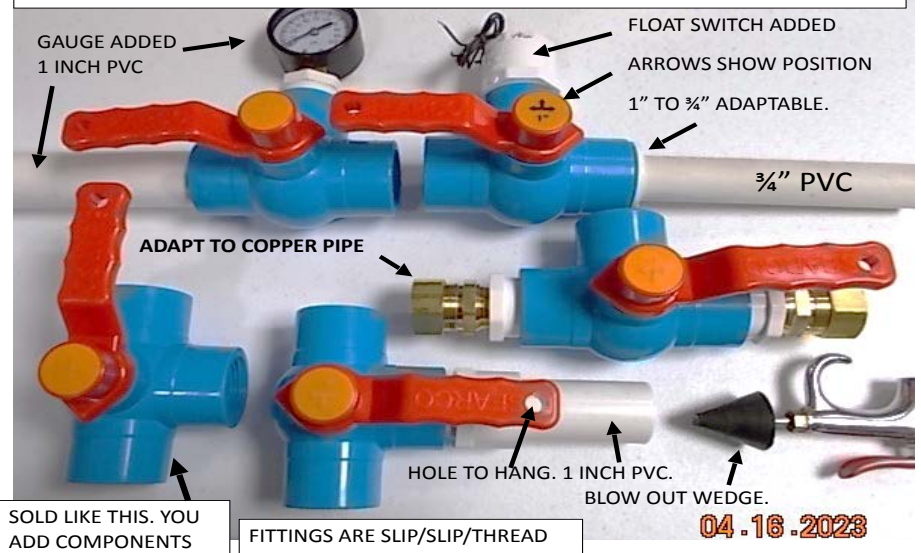
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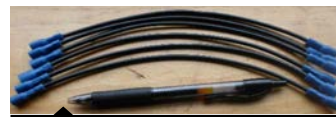
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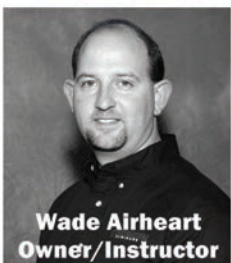
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