



Johnstone Supply Mandeville Grand Opening



Pictures on page B5.

TACCA Greater San Antonio Clay Shoot



Pictures on page 21.

Johnson Controls wins 2023 Microsoft Global Independent Software Vendor Partner of the Year

*Johnson Controls is also a finalist for Microsoft Global IoT and Global Education
Partner of the Year*

Cork, Ireland — Johnson Controls (NYSE: JCI), a global leader for smart, healthy, and sustainable buildings, announced it has won the 2023 Microsoft Global Independent Software Vendor (ISV) Partner of the Year Award.

“Our OpenBlue connected solutions run on Microsoft Azure and use the power of data to put smart, healthy, sustainable buildings within reach for businesses around the world,” said Vijay Sankaran, chief technology officer at Johnson Controls. “From hospitals, universities, and schools to stadiums, airports, ships, hotels, factories, retailers, banks and offices – our combined digital capabilities are empowering customers in every industry to create healthy safe spaces for people and the planet.”

Johnson Controls OpenBlue accelerates healthy, sustainable transformation of buildings

Johnson Controls was honored among a global field of top Microsoft partners for demonstrating excellence in innovation and implementing customer solutions utilizing Microsoft technology. Johnson Controls OpenBlue is a comprehensive suite of connected solutions using the cloud, edge, AI, and machine learning to break down data

siloes and connect core building equipment and electrified systems. Customers can use OpenBlue to manage entire buildings, or a portfolio of buildings, to achieve a new dimension of indoor health and well-being, along with cost, energy, emissions, water, and waste savings.

Nothing demonstrates the power of Azure plus OpenBlue to accelerate decarbonization more than the first-hand experience of customers and partners. In July 2020, when Derwent London pledged to achieve net zero carbon emissions by 2030, it became the first UK-based real estate investment trust (REIT) to provide a detailed pathway to achieve its target. Derwent London’s program goes well beyond traditional net zero journeys. Derwent turned to Johnson Controls to help reach its ambitious decarbonization targets and simultaneously create healthier indoor spaces for its tenants.

“As we work towards 2030, our highly collaborative partnership with Johnson Controls means we’re constantly going to find new ways to innovate and fine-tune our portfolio,” said Michael Simons, digital and innovation manager at Derwent London. “They are truly experts in driving smart, healthy, and sustainable buildings, and offered value

at every opportunity. Johnson Controls has decades of experience with building products, services, and solutions, which is now complemented by their digital platform.”

Johnson Controls also has launched a growing international network of OpenBlue Innovation Centers that serve as regional knowledge hubs, allowing public and private leaders to see for themselves how to use digitalization to accelerate climate action.

“Nobody can win the climate race or protect people from the health impact of global challenges alone, but together we can,” said Rodney Clark, chief commercial officer at Johnson Controls. “Climate change is a defining theme of this century. Almost 40% of global emissions come from buildings, and the world has only seven years to reduce total global emissions by at least 43% to keep global warming to 1.5° Celsius. Johnson Controls and Microsoft are united in our mission to use digitalization to accelerate the net zero transformation of buildings globally.”

Johnson Controls is using OpenBlue to accelerate its own

net zero journey. Since 2017, the company has cut its own absolute emissions by more than 455,000 metric tons and reduced absolute customer emissions by over 18 million metric tons – roughly equal to the carbon sequestered by 300 million trees grown for 10 years.

Notes on Microsoft Partner of the Year Awards

The Microsoft Partner of the Year Awards recognize Microsoft partners that have developed and delivered outstanding Microsoft-based applications, services, and devices during the past year. Awards were classified in various categories, with honorees chosen from a set of more than 4,200 submitted nominations from more than 100 countries worldwide. Johnson Controls was recognized for providing outstanding solutions and services as the Microsoft Global Independent Software Vendor Partner of the Year. In 2022, Johnson Controls was named Microsoft’s Global Sustainability Changemaker and U.S. Internet of Things (IoT) Partner of the Year.



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RectorSeal® Adds Duality® Mini Dual-Spectrum UV Light for Ductless Systems

Houston, TX – RectorSeal LLC, a leading manufacturer of quality HVAC/R and plumbing products, is adding the Dust Free® Duality Mini Dual-Spectrum UV light designed for ductless systems and HVAC installations subject to confined spaces.

With two LED strips, the Duality Dual-Spectrum delivers UVA and UVC light protection to help inactivate viruses and bacteria on damp surfaces of HVAC systems helping to ensure continued optimal performance. The dual-spectrum UV lights maximize sanitized surface areas, and the Duality’s VOC filter doubles its sanitizing power.

While small in size, the Duality Mini UV light offers an extensive list of benefits, including:

- Dual UV LED Arrays
- Dual UV Spectrums, UV-A and UV-C Irradiation
- Dual Sanitizing Options
 - VOC Filter
 - UV Coil Scrubbing
- Dual Input Voltage
 - 120VAC
 - 230 VAC
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Installation features of the Duality Mini Dual-Spectrum UV light include durable adhesives for mounting and a clip-on airflow sensor that automatically and proactively powers the unit off and on. Its small size ensures maximum light coverage without sacrificing sanitizing performance.

“At RectorSeal, we take great pride in offering solutions for professional contractors that are easy to install, deliver outstanding performance, and offer operational flexibility,” said Karina Eureste, Product Development Manager at RectorSeal. “The Duality Dual-Spectrum UV light is designed to provide those solutions, especially in tight spaces where legacy UV lights might not be feasible.”

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges professional trade contractors face. In 2015, RectorSeal became part of CSW Industrials, Inc. (Nasdaq: CSWI), and it now plays a leading role in CSWI’s Contractor Solutions segment.

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

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2023

ANNIVERSARY

Weil-McLain® Introduces B20 Compatibility for Residential Oil Boilers

Burr Ridge, Ill.— Paving the way for a more climate conscious future, hydronic comfort heating solutions leader Weil-McLain® has announced that its Ultra Oil, WGO, WTGO and SGO residential oil boilers are now certified for use with biofuel blends up to 20% (B20). This achievement has been made possible through collaboration with industry leaders Carlin Combustion and R.W. Beckett, as Weil-McLain validates the adaptability of their burners to the elevated blend of biofuel when combined with its popular oil-fired boiler product lines. This advancement underscores Weil-McLain's commitment to delivering sustainable heating options and driving environmental progress in the industry.

A B20 compatible boiler is one that operates with a fuel blend

consisting of 20% biodiesel and 80% traditional #2 fuel heating oil. Biodiesel is a renewable fuel made from organic materials such as plant and vegetable oils, animal fats and used cooking oils.

“Weil-McLain boilers that are B20 certified are designed to operate on this blend of biodiesel fuel without requiring any modifications to the approved Beckett and Carlin burners,” said Mike Boyd, product manager with Weil-McLain. “B20 compatible burners have seals and components designed to optimize operation when using biodiesel.”

Using B20 with a certified oil boiler can help reduce greenhouse gas emissions because biodiesel is a cleaner-burning fuel than petroleum diesel and can provide similar performance

while significantly limiting how much carbon dioxide is released into the air. Other benefits of using a B20 certified boiler include:

- **Renewable energy source:** Biodiesel is made from renewable sources, meaning it can be continually produced by a steady supply of raw materials. By utilizing biodiesel in a B20 blend, the dependence on finite fossil fuel resources can be reduced.
- **Energy security:** Incorporating biodiesel into a fuel mix diversifies energy sources and reduces dependence on foreign oils and petroleum. This can contribute to enhancing energy security and reducing vulnerability to supply disruptions.
- **Government incentives:** In some regions, there may be government incentives, grants or tax credits available for using biodiesel.

In addition to these benefits, homeowners interested in upgrading to one of these units can reap the rewards of a federal tax credit. Residential oil water boilers with an 87% AFUE rating installed between January 1, 2023, and December 31, 2026, can be claimed for up to \$600 after meeting federal requirements and filling out IRS Form 5695, Residential Energy Credits. This tax credit can also be used in conjunction with any local ENERGY STAR® rebate programs.

Weil-McLain's oil-fired boilers are an ideal solution for residential applications. Available for both water and steam systems, these high-efficiency units are rugged and reliable, providing peace of mind comfort heating for years to come. And with AFUE ratings of 85%-87%, they all can significantly reduce energy waste while providing fuel cost savings. The Ultra Oil is the industry's premium “commercial-grade” residential boiler featuring an easy to clean three-pass heat exchanger. The WTGO is the perfect boiler for customers seeking an “all-in-one” space and domestic hot water heating appliance, while the SGO (steam) and WGO (water) are great for easy inspection and service due to their quick-open tops and swing-away burner doors that provide full chamber access.

All residential Beckett AFG and Carlin EZ oil burners shipped from Weil-McLain since March 2021 are B20 ready. Additionally, Weil-McLain will continue to work with all necessary ecosystem partners to develop and execute on a biofuel solution up to 100%. For more information on the B20 certified residential oil boilers, visit www.weil-mclain.com.



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Glasfloss Industries Expands Jacksonville, FL Plant

Desoto, TX—Don Kingston, CEO, announced the completion of the Glasfloss Jacksonville, FL plant expansion.

The new Jacksonville plant expansion has added approximately 30,000 square feet and 13 new dock doors to the facility. “Our newest expansion of the Jacksonville plant will give us added manufacturing and shipping capacity. In addition, the ongoing modernization in the current plant will provide for a better work environment for our valued employees,” said Don Kingston, CEO.

Established in 1936, Glasfloss Industries is the oldest privately held and operated manufacturer of HVAC air filtration products in the United States. The company has been continuously owned and operated by the same family for 87 years and serves all major commercial, industrial and residential HVAC filtration markets.

For more information on Glasfloss and its products, please visit: www.glasfloss.com

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Most contractors rely on social media to reach a wide audience. While you can reach that audience with advertising, it is much more effective to do it organically connecting with friends, fans, and followers.

Unfortunately, money can't buy friends or real fans. I'm surprised to still see people offering to provide up to 10,000 new fans or followers on Facebook for a fee. I'm even more surprised to see companies paying for the service. While a large number may make you feel important, those people aren't really paying attention to you.

Want to know how many people are really paying attention? Share a status update with a specific action required. Count the number of people who like your content. These people are fans. Unless you are a superstar, celebrity or professional athlete, the odds

are it is a small percentage of your total community. This is why buying fans just doesn't work.

These days, it is so easy to "scroll and like" without really paying attention to the information. So, to be successful, you need your audience to do more than like the content. You need them to engage by commenting, sharing, and ultimately clicking through to your website.

How do you get people to stop, notice and support you when you really need it? It is like the old song, "You Gotta Have Friends." Friends are people who feel connected so they are more likely to respond when you make a specific request.

How do you build a network of friends?

Behave like a friend. Take time every day

to share, like or comment on a few status updates. Mix it up, don't always respond to the same six people. When friends share a special request, take a few extra minutes to share it out to your network.

Share good information. Share interesting, fun information. If your stream is a steady flow of advertisements and broadcasts, no one will pay any attention. Let's face it- no one likes to be around people who only talk about themselves in the real world. The same is true online.

Move seamlessly between online and offline. While you may have connections all over the world, many of your most loyal connections will be local. Connect with people you know in the real world and use social platforms to extend your conversations. Look for ways to connect with your

online connections in person at conferences and meetups.

Save your requests for when it really counts. All your online activity generates "social capital"- a bank of favors or influence you can draw on. If every week you are asking people to contribute to a new charity, share a job listing or simply pass on a link, you will wear out your welcome very quickly. Save the requests for special occasions.

When it's important, send an individual direct message with a detailed explanation and the link. It is time consuming and a little invasive so only reach out this way infrequently.

Say thank you. When you were a kid, your mom told you to say "Thank you" when someone does something nice for you. This is good advice for online interactions, too. A quick thanks when someone shares that important link will




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.

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Product News

AMCA Updates Louver Impact-Testing Standard 540

Arlington Heights, Ill.—Air Movement and Control Association (AMCA) International Inc. announces the publication of ANSI/AMCA Standard 540-23, *Test Method for Louvers Impacted by Wind Borne Debris*.

Superseding ANSI/AMCA Standard 540-13, ANSI/AMCA Standard 540-23 establishes uniform methods of laboratory testing the ability of a louver to remain unbreached by flying debris during a windstorm.

One of the most significant changes to the standard is the addition of instructions for mounting a louver test specimen to a test frame using angle iron. While the mounting angle now required would comply with the previous version of the standard, minimum thickness was established to ensure the mounting angle provides a rigid attachment and does not absorb appreciable amounts of impact energy from deformation.

Other changes include:

- The addition of a preface defining broad objectives and uses that do not fit within the purpose and scope sections.
- The establishment of minimum performance requirements for louvers undergoing testing.
- Corrected definitions of enhanced protection and basic protection and added

definitions of essential facilities, mullion/section joint, mullion, blade span, unsupported blade span, frameless section joint, and dual-blade louver.

- Definition of the sections of Testing Application Standard (TAS) 203, *Criteria for Testing Products Subject to Cyclic Wind Pressure Loading*, that are to be followed during post-impact cyclic pressure tests.

- The establishment of separate failed-test procedures for impact tests and cyclic pressure tests.

- The requirement that a test report be signed and sealed by a registered professional engineer and include cyclic-pressure-test data and results.

- The updating of all figures.

The cost of ANSI/AMCA Standard 540-23 is \$45 for AMCA members and \$90 for non-members in printed or PDF format and \$61 for AMCA members and \$122 for non-members in both printed and PDF formats. To purchase a copy, click here.

For more information about ANSI/AMCA Standard 540-23, contact Director of Publications and Standards Joe Brooks, PE, at jb Brooks@amca.org or Senior Manager, Publications and Standards Shruti Kohli-Bhargava at shrutik@amca.org.

RectorSeal® Adds 4th Color To Slimduct® Lineset Protection Product Line

Houston, TX— RectorSeal LLC, a leading manufacturer of quality HVAC/R and plumbing products, announced today the addition of a black Slimduct Lineset Protection cover to complement the current product-line offerings of white, ivory, and brown.

Slimduct premium lineset cover systems are designed to protect and conceal exposed ducted and ductless HVAC piping, wiring, and drain hoses. The four colors now available are designed to enhance any residential or commercial HVAC installation and provide a professional, finished appearance. The full complement of colors ensures a Slimduct style that aligns with current construction and building trends.

Available in standard-sized lengths and with various fittings, Slimduct lineset covers feature a unique snap-together design for quick installation, saving time and money for professional HVAC contractors. Its rigid construction is engineered for challenging installations and extreme environments. With a deeper profile, Slimduct provides more room to work and accommodates



thicker lineset insulation required by many industry codes. A wider design provides ample room to cover multiple linesets, wiring, and drain hoses under one installation.

Additional Slimduct lineset cover features include:

- Flat bottom channels and elbows that hug walls and help to eliminate insect infestation and bird nests
- Resistant to fire and severe weather
- UV Stabilization
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It's On My Heart: All About the First Impression

Just had a great experience, I bought myself a Remarkable tablet. I am not a rep for them, no money is involved in telling you about this. What is involved is how customer friendly they made the whole process. Starts with the website, easy to navigate (OK, some would say of course it is easy, they only have 3 products to sell), pick out the tablet, cover and pen you want from a few choices. Pricing is upfront, even have terms if that makes sense to you. Delivery was set for 2 or 3 days away, shipping is included. They even have an option to purchase one that is refurbished, with a full warranty. A few dollars less, I decided not to go that route.

Lots of tutorials showing you how to use the new tablet, it is pretty versatile. Can change the width of the pen strokes, how your writing looks on the page (yes, it is

remarkable how much the tablet feels like real paper), all sorts of customization is available. Battery life is excellent, got mine last week, still at 88% charge. But that is not what I want to share today.

What really stuck out as the high point of this purchase? The packaging. They have taken clues from Apple and many others, those first impressions are critical in forming a positive impression from the start, which may actually lead to a positive experience in ownership. My tablet was packed in multiple boxes for the tablet, the pen and the cable. Each one was well done, with small tabs to open the packaging, everything was nestled inside a form fitting impression inside the box. I typically don't keep boxes, these I kept, along with my Apple iPods box, which was just as amazing.

This all got me to thinking how important those first few minutes with your new product is, and can that importance be transferred to the first few days or weeks in the life of a new hire, a new employee? While the analogy is solid, I would share that in most cases we are not doing as much as we could to share our love with that new member of our business family. There are some companies who have set the bar high in this category, letting the employees know they are valued and appreciated if they are new or have been with them for a decade. Chris Hunter, founder of the Super Tech concept in the Oklahoma companies that he grew to 4 cities across that state, did some creative things. He would send flowers to the significant others that were keeping the family strong without the technician being involved for most of the

summer. To let them know the company appreciated them for understanding that their family member had to work long hours, sometimes 7 days a week in the hot summer. He also shared positive messages on FB and social media about the team, sometimes catching them helping change a tire for a person on the road while going from call to call.

I recently visited Rogers Heating and Cooling in South Boston, Virginia. They are off the beaten path, south of Richmond, VA, near the North Carolina border. South Boston is a small town, population was at 7676 in 2020, 1% decline over the previous numbers. Median household income was at \$40,087, down 5%, median property value was at \$128,300, which was down 3%. No big industrial employers there, but there are lots of data centers in Virginia. My point is it is



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!"

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

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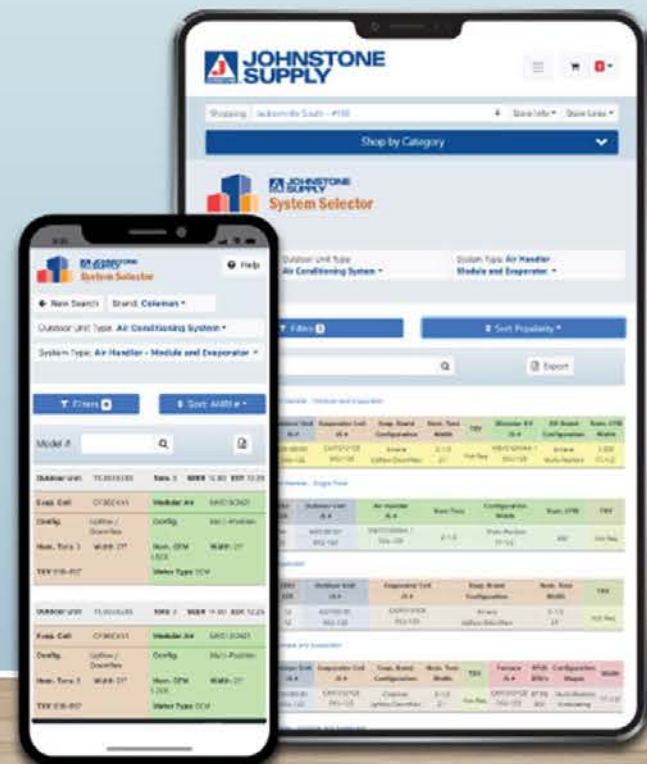
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Daikin Comfort Technologies Subsidiary AirReps Acquires Two Seattle Area Businesses

Newly acquired operations of Integrated Systems and Controls, LLC and InControl expands AirReps presence in Pacific Northwest

Waller, Texas – Daikin Comfort Technologies North America, Inc. (Daikin) subsidiary AirReps acquired the operations and employees of two companies: Integrated Systems and Controls, LLC (Integrated) and InControl. Both companies are currently located in the Seattle metro region and have been in business for many years.

Integrated Systems is nationally recognized for their OEM startup and warranty support services. They address some of the most challenging sites and situations relative to

complex equipment and applications.

InControl represents many controls and energy management products including control monitoring and metering. The addition of InControl’s products and controls support is complimentary to Daikin’s continued technology development.

These acquisitions will help Daikin, in conjunction with AirReps, to meet the commercial market’s need for integrated services. The combined capabilities these additions will offer Daikin’s VRV and Light Commercial

business include service capability, remote monitoring, and predictive maintenance programs.

“Both acquisitions will greatly enhance the capabilities of AirReps and will allow us to provide a more comprehensive array of services for our customers,” said Takayuki (Taka) Inoue, Executive Vice President and Chief Sales and Marketing Officer for Daikin Comfort Technologies. “This will include an expanded variety of products, controls support and service from start-up and warranty to long term maintenance and repair.”



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When a new employee signs on, they have a “signing day” celebration. Everyone in the office gathers around the new employee, a posterboard sign is filled with the company mottos and mission statement, and the new employee signs their name, gets a company shirt, videos are done, it is a big deal. They honor employees on birthdays, engagements, anniversaries of employment or other anniversaries, and a lot more. They have Spirit Day or week. Recently office staff dressed up each day of the week to celebrate the team (tech day) then decades day, followed by pajama day, it goes on. Another example of how they welcome new members and show appreciation for the employees.

Alyssa and Joey may go to extreme lengths to impress new employees and honor existing, but when you realize they are running a \$5 million dollar company (2022 revenue) and are targeting \$10 million in 2023, it makes sense. They have to bring in talent from all around the state, and out of state, their website shows they are hiring in every department right now. They have a sales team that is awesome, led by Jason Lloyd,

who helped people buy more than \$2,000,000 personally last year, multiple of that this year. In a small town where the median household income is just over \$40 k. His average sale is around \$15,000. Where the median value of a home is \$128,000. Lots of double wide and modulars.

Oh, and I should mention that the time I visited was a Premier Tour, with about 12 other members from all across the nation. Alyssa did something unique; she had a videographer that captured every moment, it was an amazing trip.

We are paying attention to this concept of a great onboarding process ourselves. Amber Bogardus is our Programs Manager, she has just received a onboarding software package for new members. It will enable the team to be sure we have a consistent and complete process in place for all levels of membership. We have now 5 levels of membership, will be 6 in another month, and the Premier membership which can be connected to any level.

Thanks for being engaged, hope this summer allows you to reach more new levels of efficiency and profitability than ever before.



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Product News

Copeland Optimizes Compressor Platforms for Use with A2L Refrigerants

St. Louis – Copeland, a global provider of sustainable climate solutions, today announced it is optimizing its major Copeland™ air conditioning (AC) and refrigeration compressor platforms for reliable use with A2L refrigerants while improving performance.

“As a global technology leader in heating, air conditioning, and refrigeration, Copeland has been helping customers achieve their sustainability, decarbonization and regulatory compliance goals,” said John Schneider, president, HVACR Americas at Copeland. “This next generation of safe, reliable and highly efficient A2L compressor technologies is designed to help industry stakeholders transition to lower global warming potential (GWP) refrigerants and meet sustainability goals and environmental regulations in a timely and competitive manner.”

To prepare for the imminent approval and wider adoption of A2L refrigerants, Copeland’s portfolio of next generation A2L-optimized compression technologies includes the following recently listed refrigerants:

- R-32 (675 GWP) and R-454B (466 GWP) for air conditioning applications; and

- R-455A (146 GWP), R-454C (148 GWP) and R-454A (238 GWP) for refrigeration applications

Copeland has also qualified rotalock service fittings and electronic componentry for use with A2Ls, including onboard compressor protection, variable frequency drives (VFDs), contactors and sealed relays.

On May 24, the Environmental Protection Agency (EPA) — under its Significant New Alternatives Policy (SNAP) Program — proposed SNAP Rule 26, which includes new listings and use conditions for flammable refrigerants used in commercial and industrial refrigeration. The proposed SNAP Rule 26 is part of a multifaceted effort by the EPA to phase down the supply and demand of high-GWP hydrofluorocarbon (HFC) refrigerants. In 2020, the passing of the American Innovation & Manufacturing Act (AIM Act) authorized the EPA to mandate HFC supply restrictions and establish sector-based GWP limits. To facilitate a transition to lower GWP refrigerants,

the EPA continues to approve additional refrigerants through the SNAP program. For air conditioning applications, the SNAP 23 and 25 Rules list several mildly flammable (A2L) refrigerants, including R-454B and R-32, as acceptable, subject to use conditions in new residential and light commercial air conditioners and heat pumps.

“For industry stakeholders, the SNAP 26 proposal is an indication that the EPA is likely to move towards approving A2L refrigerants in refrigeration and industrial applications where applicable safety standards — developed by the Underwriters Laboratory (UL) and the ASHRAE — are now in place to govern the safe use of A2Ls in these applications,” said Schneider.

“A2L refrigerants can be used as viable alternatives to current A1 refrigerants in new systems, which is why they are being adopted in air conditioning and commercial refrigeration applications.”

A2Ls also have a likely place in distributed refrigeration architectures, such as remote, outdoor condensing

units or mini racks used in smaller-format outlets. Composed of various blends of HFO refrigerants and select lower GWP HFCs, A2L refrigerants are among the few alternatives available to deliver expected GWP reductions below the 700 GWP regulatory thresholds in air conditioning applications, and 300 and 150 GWP thresholds in commercial refrigeration applications.

Combined with refrigerant leak detectors and supervisory control architectures, Copeland’s full A2L component portfolio reflects its commitment to maximizing A2L application safety and refrigeration reliability.

Copeland has invested in its global laboratory and manufacturing facilities to accommodate its A2L product development, with the following domestic capabilities:

- 42 A2L performance test rooms
- 240 A2L life testing stands
- State of the art power electronics lab capable of testing A2L refrigerants
- Psychrometric and environmental chambers capable of testing systems with A2L refrigerants

- \$12 million in additional A2L testing capabilities in its manufacturing facilities.

- Technician and manufacturing expertise to meet customer requirements.

“By leveraging its domestic manufacturing footprint, Copeland is committing to lower A2L product lead times to meet the changing demands of the industry,” said Schneider.

Production for air conditioning A2L models began in 2022; further models are following with a staggered release based on OEM requirements. Production for refrigeration A2L models began this summer, and further model releases will be staggered across all major product platforms.

To learn more about how Copeland is helping the HVACR industry transition to lower GWP refrigerants, visit our HVACR regulatory information webpage. To explore more A2L-related content from Copeland, visit our A2L refrigerant information webpage. Learn more about Copeland’s sustainable solutions at Copeland.com.



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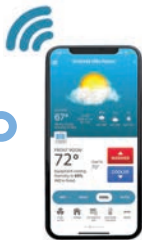
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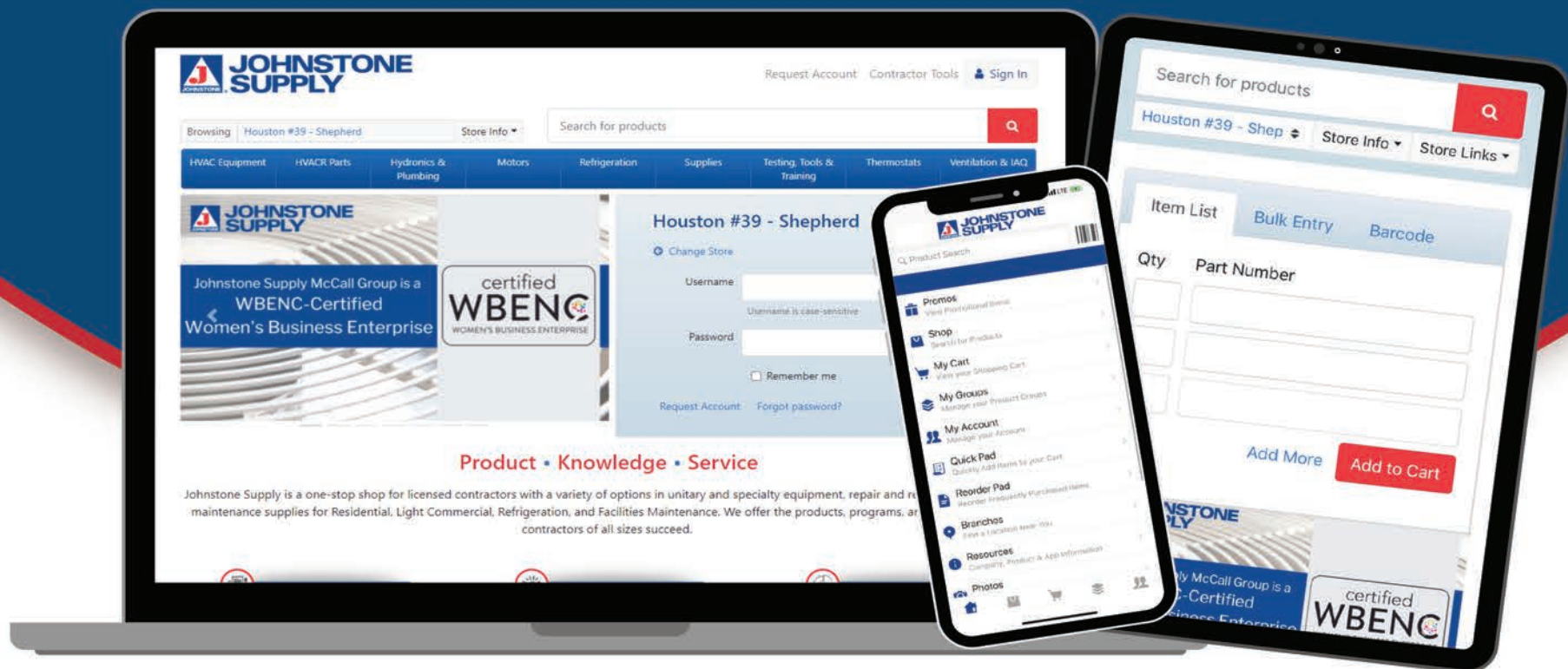
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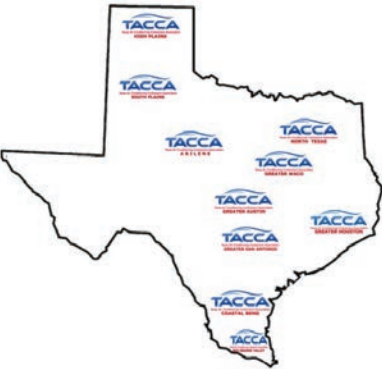
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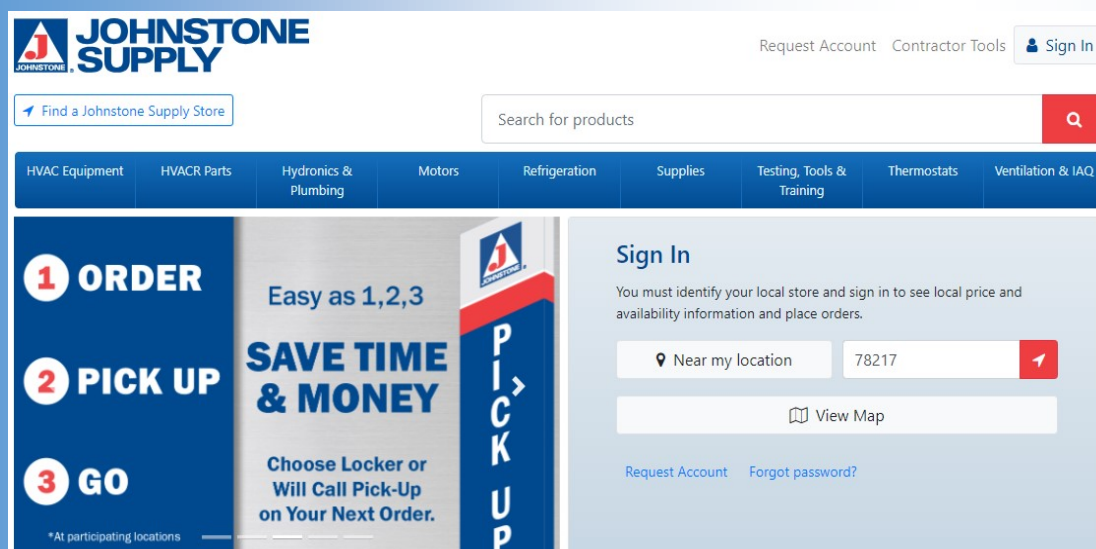


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PHCC Industry Summit Results in Collaboration, Solutions on Workforce Development, Education, Regulatory Issues, and More

Falls Church, VA. — Proving the value of constructive collaboration, Plumbing-Heating-Cooling Contractors—National Association (PHCC) leaders and the association’s industry partners and major sponsors exchanged ideas and solutions for mutual benefit during PHCC’s Industry Summit in Dallas, Texas, last month. The Summit – a chance to make a meaningful impact on issues and opportunities facing plumbing and HVACR contractors and the industry – was hosted by Rheem Manufacturing, a PHCC Corporate Partner.

“I learned early on that constructive collaboration was essential for success,” PHCC—National President Dave Frame told attendees at the Summit. “By exchanging ideas, learning from each

other, and establishing new relationships, we can further our mission of advancing the industry not only for our own organizations but also to protect public health, safety, and the environment.”

Indeed, the group of industry leaders spent the day exploring ways to better collaborate on crucial industry initiatives, namely regulatory issues, advocacy, workforce development, education and training, and sustainability.

Regulatory updates – particularly trends in decarbonization/electrification – were a key takeaway for Summit participants. PHCC—National Vice President of Regulatory Affairs Chuck White led a discussion on how PHCC and its industry partners can work together to ensure that contractors and their employees have the information they need



to effectively advocate for reasonable regulatory mandates and prepare for upcoming changes. “The complexity of regulations impacting our industry amplifies the need for collaboration on advocacy efforts and to establish effective communication channels to keep industry professionals informed to ensure compliance,” he said.

During the Summit, attendees discussed how to set contractors up with financing options for customers interested in purchasing new

HVAC equipment. Other topics addressed included how manufacturers can help develop information on heat pump water heaters (the benefits of new products, when to expect return on investment, etc.) for contractors to pass on to customers, as well as how they can improve hands-on training opportunities through PHCC state and local chapters.


In the area of workforce development, several PHCC partners and sponsors shared some transformative efforts, including supporting an


apprentice program for at-risk female high school students, working directly with school guidance counselors to promote the trades, and more. “While workforce challenges are not new to this industry, it remains the number one concern for PHCC members,” said PHCC Vice President of Business Development Elicia Magruder. “PHCC and the PHCC Educational Foundation have numerous resources available to help our chapters and members promote careers in the trades, but we still need to do more to ensure a continuous pipeline of skilled workers.”

Of the event, Rheem Vice President of Residential AC Randy Roberts said, “Manufacturers can’t be successful unless we hear and respond to the challenges and needs of our customers. PHCC’s Industry

Summit took that up a level, allowing us to engage with contractors, suppliers, and other manufacturers to focus on the current issues our customer base is experiencing and identify how we can all help each other to support and advance our industry.”

PHCC already is building on the energy and commitment exhibited during the Summit, moving to implement many of the solutions discussed as well as making arrangements for its next Industry Summit. “The ideas shared serve as a strong foundation for future collaboration among PHCC, the PHCC Educational Foundation, and our industry partners,” said Frame. “By working together, we can address industry challenges, foster growth, and ensure a prosperous future for the plumbing and HVACR industry.”

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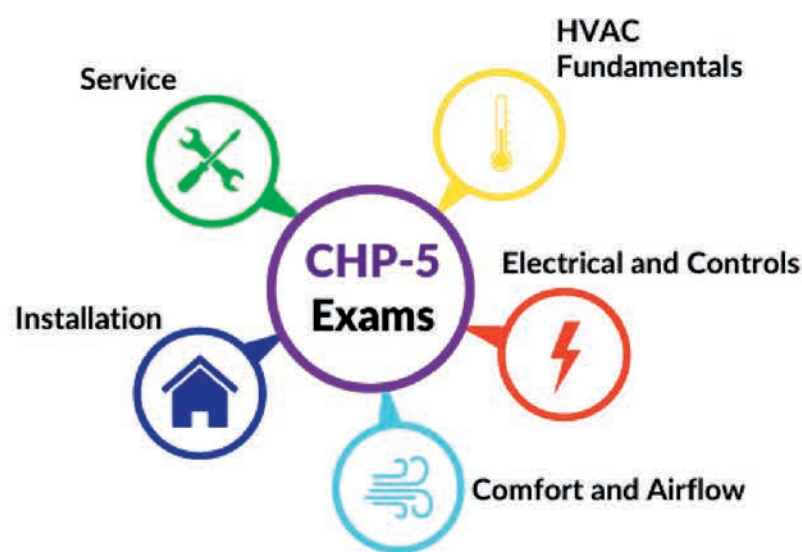
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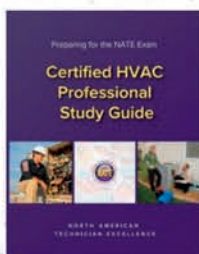
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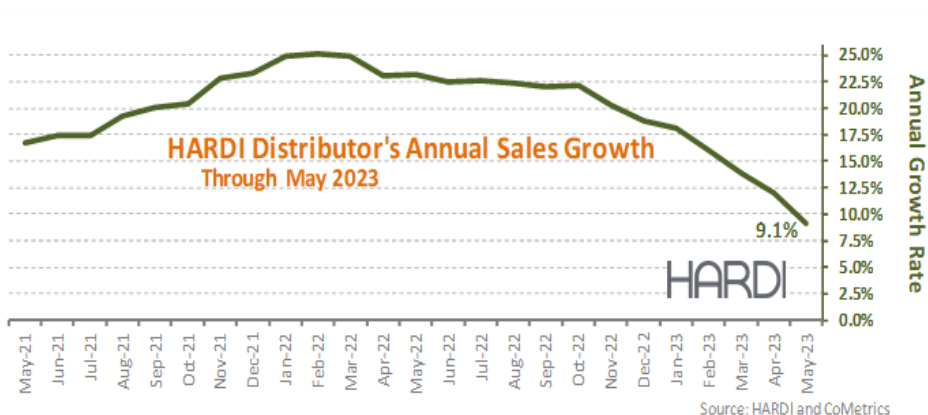
Product News

HARDI

HARDI Distributors Report -4.1% Percent Revenue Decline in April

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 2.3% percent during May 2023.

The annual sales growth for the 12 months through May 2023 is 9.1% percent.



“After March was about flat and the -4% decline last month, it was nice to see some modest growth during May against a very strong prior year,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “We had an extra billing day during May of 2023 to help the sales comparison against the 26% gain during May of 2022. Without the extra day, we estimate sales were off in the -2.5% area.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 40 days in May. “Distributor sales growth is slowing but customers are not showing any strain,” said Loftus. “DSO has a seasonal pattern, so we compare it to the corresponding prior year. The DSO was 40 during April and May as it has been during April and May of 2021 and 2022. No warning signs here.”

“May is one of the most important months of the year for AC sales at HARDI distributors and the weather was not helpful for the start of cooling season this year,” said Loftus. “Cooling degree days were off by -41% versus May 2022 and below normal in six of our seven regions.”

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.

Public Review of Additional Modifications to Proposed ACCA Manual S® (Residential Equipment Selection)

Alexandria, VA – The Air Conditioning Contractors of America Educational Institute (ACCA-EI) Standards Task Team (STT) announces an American National Standards Institute (ANSI) public review period for proposed revisions to ANSI/ACCA Manual S® - 2014, Residential Equipment Selection. This public review only involves the additional modifications made based on comments received on the first ANSI public review draft dated November 25, 2022.

The 45-day ANSI public review period begins on Friday, July 21, 2023, and continues through September 4, 2023. To obtain a red-line draft of the proposed modifications including a summary, visit www.acca.org/standards/ansi or send a request to ACCA’s manager of codes & standards, at david.bixby@acca.org.

The Manual S standard provides procedures for selecting and sizing residential heating, cooling, dehumidification, and humidification equipment. The “Normative” Sections of the standard provide the equipment selection and equipment sizing criteria necessary to implement the standard’s requirements.

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

Worldwide Product Launch: A New, Easy Way to Find and Seal HVAC/R Leaks with GLO Seal from Spectroline

Melville, NY— Spectronics Corporation announces the release of the GLO Seal™ Single-Use Syringe Injector & Dual Adapter kit under their Spectroline brand. The GLO Seal syringe and adapter kit, SPE-SDSK-CS, contains a 0.3 oz (10 ml) syringe prefilled with GLO Seal, and one dual adapter for injecting into the system. GLO Seal is an OEM-Grade fluorescent UV dye combined with a powerful non-polymer sealant that can treat up to 2.5 tons (8,79kW) of cooling in this delivery method. The inexpensive price point allows for flexible entry into various different markets and applications.

The single-use disposable syringe injector is new for Spectroline and offers a convenient way to inject into the system with no additional tools needed. However, what makes this kit unique is the new Spectroline pivoting dual adapter. This was designed to treat systems with ease as a versatile 2-in-1 tool that easily switches from ¼” and 5/16th flare fittings.

The kit provides a fast and easy way to find and fix AC leaks and is a key component to have on hand to extend equipment lifespan, eliminate call-backs and prevent costly breakdowns through its 24/7 continuous leak detection and ongoing sealing.

As ductless mini-split systems are increasing in popularity due to their convenience of zoned comfort, energy efficiency, ease of installation, flexible sizing/configuration options, built-in air quality filters, and ability to provide both heating and cooling, Spectroline’s new product is the perfect complementary tool. The new GLO Seal with Single-Use Syringe Injector & Dual Adapter finds and seals every leak in mini-splits and small appliances alike.



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October 21-22



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NADCA to Host Fall Technical Conference in Texas

Registration Now Open for September 7-9 Event

Mt. Laurel, New Jersey — The National Air Duct Cleaners Association (NADCA) — also known as the HVAC Inspection, Cleaning, and Restoration Association — announced that its 2023 Fall Technical Conference will take place September 7-9 at the Embassy Suites in Grapevine, Texas, just outside of Dallas.

NADCA's Fall Technical Conference is an annual event that provides education to air duct cleaning technicians throughout every stage of their careers. It features hands-on training that immerses attendees into real-world scenarios to develop practical expertise and skills. Technicians will work with tools, equipment, and technologies specific to the HVAC cleaning, inspection, and restoration industry.

“What’s special about Fall Tech is that attendees learn by doing. This conference encourages

technicians to roll up their sleeves and get actively involved in the learning process by working directly with the tools, equipment, and technologies that are used daily in our industry,” said Jodi Araujo, CEM, NADCA’s Chief Executive Officer. “With hands-on training, technicians dive right into the action, and develop expertise and technical skills that can be applied directly to day-to-day job tasks.”

“Attendees also will experience our always-popular virtual reality training,” Araujo continued. “Technicians can put on a headset and virtually enter a mechanical room in a commercial facility or an environment typical of a residential setting, effectively gaining another great experience to fine-tune their skills and learn new tips and tricks they can take back to the jobsite.”

In addition, technicians seeking Air Systems Cleaning Specialist (ASCS) or Certified Ventilation

Inspector (CVI) certifications will have the opportunity to participate in the pre-conference training course and take the exam for both certifications on-site. It’s one of the most convenient and practical ways to get certified.

The event also will offer a robust educational program, with sessions led by industry experts.

Advanced Track Sessions:

- Combustible Dust: What to Look for and How to Manage Hazards
- HVAC System Inspections and Assessments
- Air Handler Restoration and Maintenance
- Having Industrial Hygienists on Your Side (Panel Discussion)
- Client Acquisition and Customer Development

Technician Track Sessions:

- HVAC 101: Residential

- Systems
- HVAC 101: Commercial Systems
 - Customer Service
 - Safety in HVAC System Work

General Sessions:

- Damage Control: How to Make the Best of Bad Situations
- Tech Talk Panel: A Discussion on the Latest Trends in Technology and Gear
- Ask the Expert Panel: General or Specific Questions Answered by Experts
- Teamwork Makes the Dream Work: Working Together Makes Everyone Better

“NADCA’s Fall Technical Conference is known for dynamic and interactive training sessions,” Araujo said. “It’s an incredible opportunity to actively and collaboratively engage with the subject matter, and learn to put theory into practice while

gaining valuable experience along the way.”

Exhibits are an integral part of a complete educational experience, and the newest and most innovative products will be on display at this year’s conference. Exhibits will feature an assortment of products, equipment, and services provided by leading suppliers of the HVAC inspection, cleaning, and restoration industry.

NADCA’s 2023 Fall Technical Conference is scheduled for September 7-9. To register or learn more about the event, including a detailed program agenda, visit <https://nadca.com/fall-tech/2023-fall-technical-conference>.



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August 8th 9th 10th

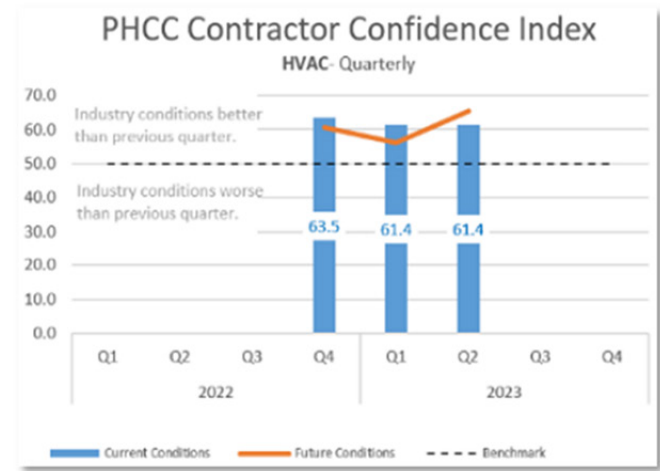
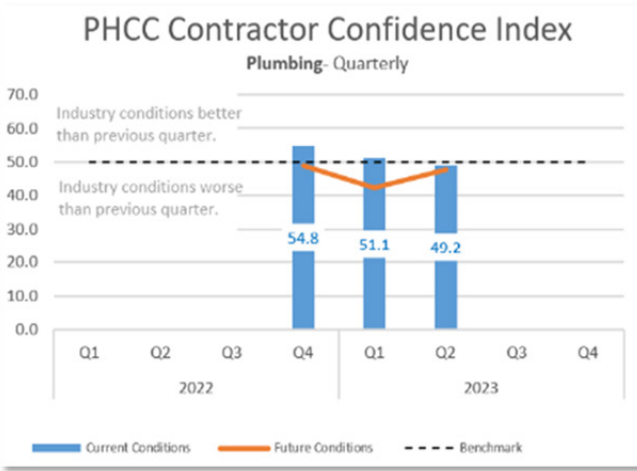
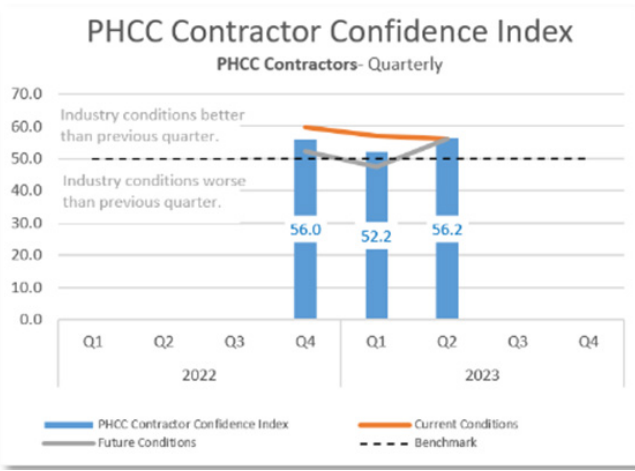
September 26th 27th 28th

October 10th 11th 12th

November 7th 8th 9th

December 5th 6th 7th

PHCC Releases 2nd Quarter 2023 Contractor Confidence Index Report; Industry Conditions Improve Despite Ongoing Concerns



Falls Church, VA. — Plumbing-heating-cooling contractors feel that industry conditions are better now than they were in the previous three months, according to the latest report from the Plumbing-Heating-Cooling Contractors—National Association. The PHCC Business Intelligence Department just released its Q2 2023 Contractor Confidence Index (CCI). Sponsored by PHCC Strategic Partner Bradford White, the PHCC CCI is based on a quarterly survey of PHCC members

designed to take the pulse of the plumbing, heating, ventilation, and cooling market. The PHCC Second Quarter 2023 CCI summary report revealed a CCI of 56.2 (any rating over 50 indicates a higher share of PHCC contractors reporting industry conditions are better than they were in the previous quarter). This CCI is up from 52.2 in the first quarter, although respondents cited ongoing frustrations as well as concern about an impending recession. The number of plumbing

contractors reporting concerns about a recession rose sharply by 25 percent, as did the number of respondents experiencing customers holding off on projects and replacements. Over half of respondents saw increased operational and material costs, and just under half were experiencing shipping delays, as well as parts and equipment shortages from suppliers and manufacturers. Participating p-h-c business owners expressed disappointment about sagging sales closing rates.

Respondents also noted that general contractors are taking longer to pay for work performed, as well as holding project retainages for a longer period of time. Concern was also expressed about significant delays from design teams in producing contract documents on most projects. Plumbing-only contractors specifically reported a confidence index of 49.2 percent, versus 61.4 for HVAC-only contractors. This breakdown follows the trend of the past few indices, with HVAC

contractors consistently reporting higher confidence than plumbing contractors. Top contractor challenges found in the report included:

- Finding & hiring trained and skilled employees for both plumbing & HVAC
- Inflation, lower ROI, high diesel prices, high costs for new construction and remodeling
- Increased operating costs due to increased cost of living and increase in material costs

SEE PHCC PG.B16

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Construction Firms Add 23,000 Jobs in June as Sector’s Unemployment Rate Sets 24-year Low of 3.6 Percent and Craft Workers’ Hourly Pay Tops \$34

Construction Gains Were Evenly Split Between Residential and Nonresidential Firms for the Month, But Near-Record Job Openings at End of May Point to Ongoing Challenges in Finding Qualified Workers

The construction sector added 23,000 jobs in June while the sector’s unemployment rate fell to the lowest rate ever for the month and pay levels in the industry continued to rise, according to an analysis of new government data the Associated General Contractors of America released today. Association officials said there appears to be plenty of demand for construction services and that employers likely would have added even more jobs if they could find more workers to hire.

“There was no letup in demand for construction workers in June, while the supply of available workers remained exceptionally tight,” said Ken Simonson, the association’s chief economist. “Both residential and nonresidential construction are expanding despite concerns about overall economic growth and inflation.”

Construction employment in June totaled 7,947,000, seasonally adjusted, an addition of 23,000 or 0.3 percent from the month prior. The sector has added 198,000 jobs during the past 12 months, an increase of 2.6 percent. Nonresidential construction firms—nonresidential building and specialty trade contractors along with heavy and civil engineering construction firms—added 12,200 employees in June. Meanwhile, employment at residential building and specialty trade contractors grew by 10,800.

The unemployment rate among jobseekers with construction experience dipped from 3.7 percent in June 2022 to 3.6 percent, the lowest June rate in the 24-year history of the data. A separate

government report released earlier this week reported that there were 396,00 job openings in construction at the end of May, the second-highest May total in series history and a further sign of contractors’ difficulty in finding qualified workers.

Average hourly earnings for production and nonsupervisory employees in construction—covering most onsite craft workers as well as many office workers—climbed by 5.7 percent over the year to \$34.09 per hour. Construction firms in May provided a wage “premium” of more than 18 percent compared to the average hourly earnings for all private-sector production employees.

Association officials noted that construction firms and AGC of America are working hard to identify, recruit, train and employ new workers. But they said labor conditions were extremely tight, noting relatively few workers are exposed to construction career opportunities. They faulted federal officials for investing far less in education programs that focus on skills needed in industries like construction in favor of encouraging most students to go to college.

“Holding photo ops with construction workers is great, but it would be a lot more helpful if politicians actually invested in construction-focused education and training,” said Stephen E. Sandherr, the association’s chief executive officer. “The more we expose current and future workers to the high-paying career opportunities available to them in construction, the more likely they are to pursue those careers.”

PHCC con’t

- Difficulty getting equipment repaired on a timely basis
- Availability issues with materials and high/rising costs of insurance.

While roughly 62 percent of PHCC contractors anticipated normal to better sales in the future, 40 percent of them are not operating with full staff, employees, and technicians; down even further from 47.1 percent in the 1st quarter. About 68 percent of respondents reported rising costs, and 40 percent of respondents noted delays in shipping materials.

Looking ahead, 71.1 percent of the CCI respondents are anticipating increased costs of doing business (parts, materials, labor), and more than half of the total respondents are worried about an impending recession, as well as continued challenges finding qualified employees and technicians.

The top concerns that contractors reported regarding the next six months included staffing and finding qualified applicants, continued disruptions with oil boiler heating products, and further supply chain issues.

***Disclaimer:** The PHCC Contractor Confidence Index (CCI) is based on a quarterly survey of PHCC members designed to take the pulse of the plumbing heating and cooling market. The survey asks respondents to rate market conditions for the present time and for the next six months. Survey results and the PHCC CCI were developed as a general sense of contractor sentiment and should not be used as a guaranteed indication of future performance of the economy and industry. Many PHCC Contractors provide both plumbing and HVAC installation and service.*



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Glasfloss Industries Forms New “ESOP” 100% Employee-Owned Company

Desoto, TX – Scott Lange, President, announced the restructuring of Glasfloss Industries into an Employee Stock Ownership Plan or “ESOP”. This change involves ownership only, the company remains unchanged.

“Our new corporate structure reduces uncertainty about the future by strengthening our workforce and our commitment to the air filtration industry. Our current Management Staff will remain in place and continue to operate the company and our new ESOP platform will provide our employees with a greater role in the growth and success for the future,” said Scott Lange, President.

Established in 1936, Glasfloss Industries is the oldest privately held and operated manufacturer of HVAC air filtration products in the United States. The company has been continuously owned and operated by the same family for 87 years and serves all major commercial, industrial and residential HVAC filtration markets.

For more information on Glasfloss and its products, please visit: www.glasfloss.com



TEXAS DEPARTMENT OF LICENSING & REGULATION

The next Texas Commission of Licensing and Regulation meeting is scheduled for **Tuesday, August 1, 2023, at 8:30 a.m.** The agenda is available 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.

TDLR Recent License Revocations

The licenses below were listed as “Revoked” by TDLR between December 1, 2022 through May 31, 2023. After that date, you can verify the license status online at: <https://www.tdlr.texas.gov/verify.htm>. For more information on each order, you can look at the Safeguarding Consumers page on our website.

License Revocations

Name	Program	Location	License Type
Anderson, Raffael R. II	Electricians	Dickinson	Electrical Apprentice
Blevins, Nikolus C.	Electricians	Poteet	Electrical Apprentice
Carpenter, David C.	Air Conditioning & Refrigeration	Roanoke	Registered AC Technician
Durbois, Michael J.	Air Conditioning & Refrigeration	Keller	Registered AC Technician
Fansler, David Keith	Electricians	Amarillo	Master Electrician, Journeyman Electrician
Hacker, Jamie Brandon	Electricians	Round Rock	Electrical Apprentice
Hinojosa, Mark A.	Electricians	Corpus Christi	Journeyman Electrician
Huff, Jaylon D.	Air Conditioning & Refrigeration	New Boston	Registered AC Technician
Kidder, Adam	Air Conditioning & Refrigeration	Fort Worth	Certified AC Technician
Kuom, Saroeup	Air Conditioning & Refrigeration	Fort Worth	Registered AC Technician
Lalonde, Toby Alan	Electricians	Yoakum	Master Electrician
Pruett, Marcus B.	Air Conditioning & Refrigeration	Plano	Registered AC Technician
Rodgers, Jason M.	Electricians	Beaumont	Journeyman Electrician

Permanent Injunctions

Name	Program	Location	License Type
Hollway, Joshua J.	Electrician	Spring	Electrical Contractor
Smith, Danny Bryan	Air Conditioning & Refrigeration	Spring	ACR Contractor and Electrical Contractor

How to File a Complaint

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

HOW TO FILE A COMPLAINT- You can file a complaint online for most TDLR programs. You will be asked to choose whether you are filing a complaint against a licensed or an unlicensed person or business. If you are unsure about whether the person or business holds a TDLR license, use the unlicensed link.

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

Provided by TDLR “ON THE LEVEL” Building Trades Newsletter

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Harlingen	September 9
Houston	Aug 12, Sept 16, Oct 14, Nov 18
Hurst	Aug 12, Sept 9, Oct 21, Nov 11
Lubbock	September 14
San Antonio	August 5, Oct 7, Dec 2
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ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability. Through research, standards writing, publishing, certification and continuing education, ASHRAE shapes tomorrow's built environment today. More information can be found at www.ashrae.org/news.

ASHRAE Concludes Successful 2023 Annual Conference in Tampa

Atlanta— The 2023 ASHRAE Annual Conference, held in Tampa, Florida, concluded on June 28 with resounding success.

The event brought together industry leaders, researchers and professionals in the heating, ventilation, air conditioning and refrigeration (HVAC&R) industry to exchange knowledge, explore advancements, and foster collaboration. More than 2,050 HVACR industry professionals attended the five-day conference and committee meetings.

Ginger Scoggins, P.E., Fellow ASHRAE, took office as the 2023-24 ASHRAE President. During her inaugural address as president, Scoggins introduced ASHRAE's new Society Year theme, *"Challenge Accepted: Tackling the Climate Crisis."* She highlighted the climate change migration that has taken place globally in the past 50 years and spoke about ASHRAE's commitment to providing resources and thought leadership in global building decarbonization.

"We have worked to integrate a carbon-reduction focus throughout our ASHRAE committees, councils, and leadership and provide our industry with a clear indication of our commitment to this issue," said Scoggins. "We have several other initiatives underway, with a plan for their completion during this society year. ASHRAE has accepted the challenge of our time... and we need you to join us."

ASHRAE also announced the approval of its much anticipated pathogen mitigation standard, ASHRAE Standard 241, *Control of Infectious Aerosols*. This groundbreaking standard is a major step forward in reducing the risk of infectious disease spread in buildings. Standard 241 is available for presale now.



2023-24 ASHRAE President Ginger Scoggins presents her inaugural address, "Challenge Accepted: Tackling the Climate Crisis" courtesy Jim Ezell

During the President's Luncheon, ASHRAE presented a special Presidential Certificate of Honor to former White House COVID-19 Response Coordinator Dr. Ashish Jha for his advocacy during the pandemic that led to greater White House indoor air quality investments including the release of a National COVID-19 Preparedness Plan and the Clean Air in Buildings Challenge. In his acceptance speech, Dr. Jha praised ASHRAE's leadership through the development of Standard 241 to improve indoor air quality as a critical public health intervention in controlling the spread of infectious disease.

"This effort to try to improve indoor air quality and reduce the burden of respiratory pathogens is something we have talked about at the White House – a lot of experts have been talking about it," said Jha. "Talking is important, but what ASHRAE did over the last six months in building out Standard 241, that just got approved, fundamentally changes the game. It is one of the most important public health interventions I have seen in years, if not decades. It is really heartening to see this organization take a central role in tackling the biggest challenges facing human health in the U.S. and around the world."

During the plenary session, Jeff Littleton, ASHRAE Executive Vice President and Secretary, reported on the Society's current initiatives and in his farewell address, outgoing 2022-23 ASHRAE President Farooq Mehboob reflected on his presidential year and the accomplishments realized through the 2022-23 Society theme, *"Securing Our Future."*

"In my inaugural presidential address, I spoke about the era of unpredictability that we are facing," said Mehboob. "I reminded you that the future does not belong to those who sit and watch, but instead we must seek it create it and secure it. I have been amazed by the dedication of our volunteers and staff who have tirelessly worked to move our society forward and secure its future."

In addition to tours, award recognitions and social events, the conference featured 90 sessions, covering a wide spectrum of topics including energy-efficient design strategies, renewable technologies and building decarbonization. The top technical session was the *ASHRAE Building Decarbonization Update*.

ASHRAE Learning Institute (ALI) offered ten courses. New courses were as follows: *V in HVAC – Efficiently Improving IAQ using the Ventilation Rate Procedures (Using Advanced Options for Standard 62.1-2022)*, *Introduction to Building Decarbonization, Starting the Path to Net Zero Buildings Using ASHRAE 90.1-2022 and Fundamentals of Decarbonization Design Systems and Equipment Applications*.

The 2024 ASHRAE Winter Conference will take place January 20-24 and the AHR Expo, January 22-24 in Chicago, Illinois.

ASHRAE Awarded \$2.85 Million Grant for Energy Code Training Collaborative

Atlanta—ASHRAE, along with seven partnering organizations, announced that it has been awarded a \$2.85 million grant from the U.S. Department of Energy Building Technologies Office for Resilient and Efficient Codes Implementation (RECI). RECI is a product of the Infrastructure Investment and Jobs Act, which provides an opportunity to advance the efficiency and resilience of buildings through successfully implementing updated energy codes in states and local jurisdictions throughout the United States.

The program invests \$225 million over five (5) years, encompassing fiscal years (FYs) 2022 through 2026, to "enable sustained cost-effective implementation of updated building energy codes."

The award will fund the "Energy Code Official - Training & Education Collaborative" (ECO-TEC), a project led by national model code organizations, ASHRAE and the International Code Council (ICC), with vital support from the National Association of

State Energy Officials (NASEO) and agencies from the states of Oregon, Michigan, New Jersey, and West Virginia.

The ECO-TEC will increase energy code enforcement activities through a multi-module training targeted to building energy code officials (ECOs). An important component of the project will include connecting with disadvantaged and rural communities through new communication channels to expand the workforce and providing career opportunities to those populations through training stipends.

The impacts from the project are expected to save the four state partners approximately \$18.5 million over the course of the project. This impact reflects the difference between "Standard" and "Improved" compliance and assumes that the partner states adopt the latest model energy codes. The potential savings for 48 states (minus CA and WA) with "Improved" to "Aggressive Compliance" using their current codes range between \$12 to \$41 million in year one and \$149 to \$335 million by year five. "Improved" to "Aggressive Compliance" would also prevent between 0.06 MMT (million metric tons) to 0.20 MMT of CO₂ emissions in year one and 0.81 MMT to 1.77 MMT of CO₂ in year five. Program effectiveness will be evaluated to ensure sustained compliance and impacts.

ASHRAE Publishes Standard 241, Control of Infectious Aerosols

A significant advancement in reducing the risk of disease transmission in buildings

Atlanta – ASHRAE has published its pioneering consensus-based, code enforceable standard, developed to reduce the risk of infectious aerosol transmission in buildings.

ASHRAE Standard 241, Control of Infectious Aerosols can be purchased at ashrae.org/241.

Standard 241 establishes minimum requirements to reduce the risk of airborne disease transmission, such as SARS-COV-2 virus, which causes COVID-19, the flu virus and other pathogens in buildings like single and multi-family homes, offices, schools and healthcare facilities. The standard applies to new and existing buildings and major renovations and provides requirements for many aspects of air system design, installation, operation and maintenance.

Important topics addressed in the standard:

- **Infection Risk Management Mode (IRMM)** – Establishes requirements for an infection risk management mode (IRMM), which applies during identified periods of elevated disease transmission risk. Authorities having jurisdiction can determine when the enhanced protections of Standard 241 are required. Resilience (the ability to respond to extreme circumstances outside normal conditions) in indoor air quality control design and operations is introduced.

- **Requirements for Equivalent Clean Airflow Rate** – Sets requirements for equivalent clean airflow rate target per occupant of pathogen free air flow, reducing the risk of infection.

- **Requirements for Use of Filtration and Air Cleaning Technology** – Provides extensive requirements for use of filtration and air cleaning (such as HEPA filters, air ionizers, or UV lights) to achieve equivalent clean airflow requirements and be cost effective effectively and safely.

- **Planning and Commissioning** – Provides assessment and planning requirements for being ready for the times when there is an event with increased disease causing pathogen transmissions. The standard has a *building readiness plan*, that documents procedures for assessing existing or new HVAC systems to determine if they are working properly and attributing to the equivalent clean air delivered to spaces.

For additional details or to purchase Standard 241 visit ashrae.org/241 or contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

Single-Family Starts Decline in June but Permits Post Solid Gain

Single-family production fell back after four straight monthly gains as elevated construction costs and rising mortgage rates led to a reduction in home building activity and affordability conditions worsened for home buyers.

Overall housing starts in June decreased 8% to a seasonally adjusted annual rate of 1.43 million units, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The June reading of 1.43 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 decreased 7% to a 935,000 seasonally adjusted annual rate. Single-family starts are also 7.4% lower than a year ago. The multifamily sector, which includes apartment buildings and condos, decreased 9.9% to an annualized 499,000 pace.

"Housing starts posted a monthly decline in June as tightening monetary policy helped push mortgage rates up more than a quarter-point over the past month," said Alicia Huey, chairman of the National Association of Home Builders (NAHB) and a custom home builder and developer from Birmingham, Ala. "Policymakers need to remove regulatory bottlenecks that impede the housing industry's ability to increase the production of quality, affordable housing."

"While builders have slowed construction

activity as interest rates have approached 7%, we anticipate mortgage rates will stabilize later this year in anticipation of the end of Federal Reserve's tightening cycle," said Danushka Nanayakkara-Skillington, NAHB's assistant vice president for forecasting and analysis. "In turn, this could bring home buyers back to the market as affordability conditions improve. And in another sign of cautious builder optimism, single-family permits registered their highest pace since June 2022."

The number of single-family units under construction is down 17% compared to a year ago at 688,000. Meanwhile, the number of apartments under construction increased to 994,000, the highest total since May 1973.

On a regional and year-to-date basis, combined single-family and multifamily starts are 13.9% lower in the Northeast, 19.4% lower in the Midwest, 11.5% lower in the South and 21% lower in the West.

Overall permits decreased 3.7% to a 1.44 million unit annualized rate in June. Single-family permits increased 2.2% to a 922,000 unit rate but are down 21.5% year-to-date. Multifamily permits decreased 12.8% to an annualized 518,000 pace, the lowest level since October 2020.

Looking at regional permit data on a year-to-date basis, permits are 23.4% lower in the Northeast, 20.8% lower in the Midwest, 16.2% lower in the South and 23.6% lower in the West.

HARDI Supports SMART Energy Efficiency Standards Act Introduced by Congresswoman Lesko

Columbus, Ohio—Congresswoman Debbie Lesko (R-AZ-8) has introduced the **SMART Energy Efficiency Standards Act**, which would change the compliance deadline for regional HVAC standards from the date of installation to the date of manufacture. Heating, Air-conditioning, & Refrigeration Distributors International (HARDI) CEO Talbot Gee applauded the introduction, "HARDI has pushed for a fix for this unequal treatment of distributors and contractors since the bill became law in 2007. Regional HVAC standards are the only Department of Energy efficiency standard that uses date of installation to determine compliance. Distributors are asked to risk millions of dollars to have the products the market demands in inventory and this flaw in the statute directly penalizes HVAC distributors and ultimately hurts consumers while doing nothing to actually improve energy efficiency or carbon emission savings. This deep inequality between the implementation of HVAC efficiency standards and every other DOE-covered product should not continue. HARDI thanks Congresswoman Lesko for her leadership on this issue."

HARDI Director of Government Affairs, Alex Ayers, added, "Using the date of installation is a failed policy that does more to hurt the goals of energy efficiency than it helps. Anyone opposed to ensuring all DOE standards use the date of manufacture is unwilling to see the reality that

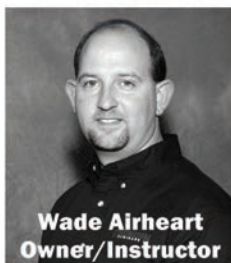
this equipment does not simply disappear when the compliance deadline passes, the equipment is shipped to an unaffected state, increasing the carbon used to produce and ship the equipment where it is still installed. Congress should look to ensure smart energy efficiency standards are implemented, not wasteful policies that hurt distributors, contractors, consumers and the goal of increased energy efficiency."

On January 1, 2023, new energy efficiency standards for split-system residential air-conditioning went into effect using regional standards. Any non-compliant equipment remaining in the Southeast and Southwest regions was banned from installation, creating dead inventory, distributors in the northern states were unaffected by this change and can still sell remaining inventory.

The U.S. Department of Energy (DOE) has finalized energy and water conservation standards for 60 products, all of which use a nationwide date of manufacture as the compliance deadline, only regional HVAC standards affecting air-conditioning, furnaces, and heat pumps use the date of installation as its compliance deadline. The **SMART Energy Efficiency Standards Act** would update the Energy Policy and Conservation Act to change regional standards to date of manufacture. The legislation is cosponsored by Congressman Bob Latta (R-OH-5).

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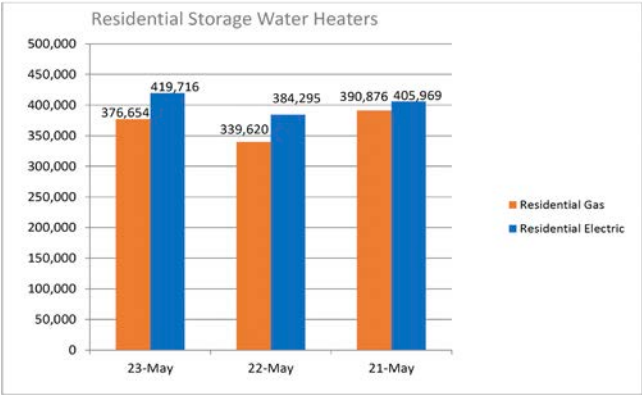
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AHRI Releases May 2023 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for May 2023 increased 10.9 percent, to 376,654 units, up from 339,620 units shipped in May 2022. Residential electric storage water heater shipments increased 9.2 percent in May 2023 to 419,716 units, up from 384,295 units shipped in May 2022.

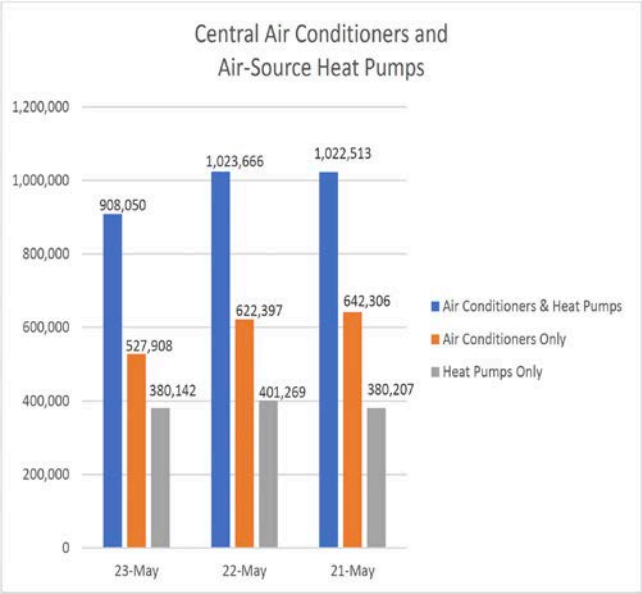


Year-to-date U.S. shipments of residential gas storage water heaters decreased 1.6 percent, to 1,878,971 compared to 1,909,076 shipped during that same period in 2022. Residential electric storage water heater shipments decreased 0.4 percent year-to-date, to 2,084,248 units, compared to 2,093,059 shipped during the same period in 2022.

Year-to-Date				
	May 23 YTD	May 22 YTD	%CHG. (From 2022-2023)	May 21 YTD
Residential Storage Gas	1,878,971	1,909,076	-1.6	2,021,957
Residential Storage Electric	2,084,248	2,093,059	-0.4	2,005,425

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 908,050 units in May 2023, down 11.3 percent from 1,023,666 units shipped in May 2022. U.S. shipments of air conditioners decreased 15.2 percent, to 527,908 units, down from 622,397 units shipped in May 2022. U.S. shipments of air-source heat pumps decreased 5.3 percent, to 380,142 units, down from 401,269 units shipped in May 2022.

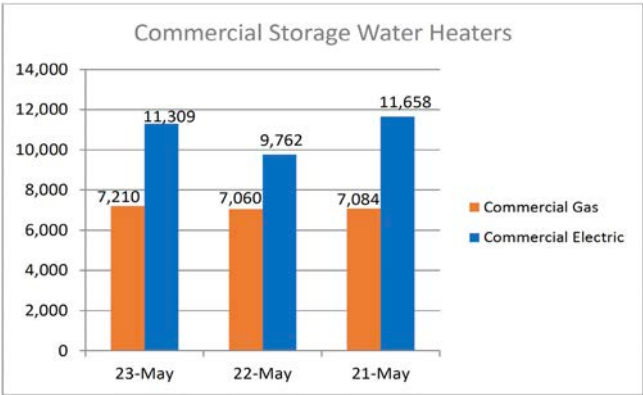


Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 14.6 percent, to 3,757,023 units, down from 4,398,201 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 20.4 percent, to 2,113,691 units, down from 2,654,667 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 5.7 percent, to 1,643,332, down from 1,743,534 units shipped during the same period in 2022.

Year-to-Date				
	May 23 YTD	May 22 YTD	%CHG. (From 2022-2023)	May 21 YTD
Air Conditioners & Heat Pumps Combined Total	3,757,023	4,398,201	-14.6	4,255,043
Air Conditioners Only	2,113,691	2,654,667	-20.4	2,593,551
Heat Pumps Only	1,643,332	1,743,534	-5.7	1,661,492

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 2.1 percent in May 2023, to 7,210 units, up from 7,060 units shipped in May 2022. Commercial electric storage water heater shipments increased 15.8 percent in May 2023, to 11,309 units, up from 9,762 units shipped in May 2022.

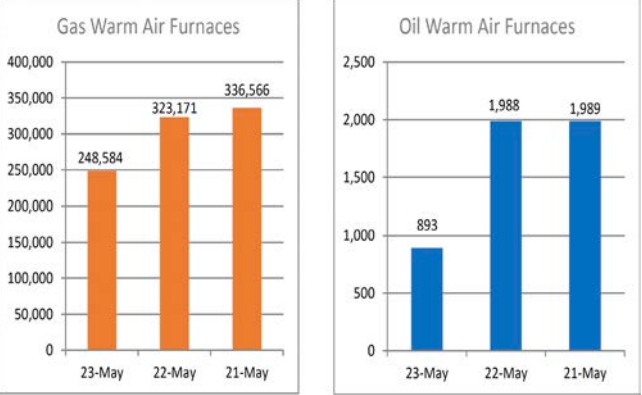


Year-to-date U.S. shipments of commercial gas storage water heaters increased 8.5 percent, to 38,328 units, compared with 35,322 units shipped during the same period in 2022. Year-to-date commercial electric storage water heater shipments increased 35.0 percent, to 61,464 units, up from 45,525 units shipped during the same period in 2022.

Year-to-Date				
	May 23 YTD	May 22 YTD	%CHG. (From 2022-2023)	May 21 YTD
Commercial Storage Gas	38,328	35,322	+8.5	38,249
Commercial Storage Electric	61,464	45,525	+35.0	61,017

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for May 2023 decreased 23.1 percent, to 248,584 units, down from 323,171 units shipped in May 2022. Oil warm air furnace shipments decreased 55.1 percent, to 893 units in May 2023, down from 1,988 units shipped in May 2022.



Year-to-date U.S. shipments of gas warm air furnaces decreased 22.0 percent, to 1,254,908 units, compared with 1,608,687 units shipped during the same period in 2022. Year-to-date U.S. shipments of oil warm air furnaces decreased 41.0 percent, to 6,859 units, compared with 11,629 units shipped during the same period in 2022.

Year-to-Date				
	May 23 YTD	May 22 YTD	%CHG. (From 2022-2023)	May 21 YTD
Gas Warm Air Furnaces	1,254,908	1,608,687	-22.0	1,711,753
Oil Warm Air Furnaces	6,859	11,629	-41.0	13,403

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	30,696	-17.0	48,644
16.5-21.9	116,216	+30.6	90,157
22-26.9	184,201	-13.0	204,421
27-32.9	135,067	-16.3	170,922
33-38.9	187,596	-18.4	219,874
39-43.9	59,264	-24.2	77,568
44-53.9	94,032	-17.2	106,968
54-64.9	73,260	-8.4	78,180
65-96.9	10,605	+24.6	9,223
97-134.9	8,110	+32.4	7,452
135-184.9	4,701	+32.1	4,309
185-249.9	1,679	-10.8	1,954
250-319.9	1,365	-12.4	1,669
320-379.9	308	+4.4	285
380-539.9	325	+13.6	340
540-639.9	265	-8.3	238
640-799.9	113	+15.3	109
800.0-899.9	64	+30.6	40
900.0-999.9	77	+42.6	47
1,000.0-1,199.9	28	-9.7	26
1,200.0 & Over	78	+14.7	87
TOTAL	908,050	-11.3	1,022,513

YTD			
Size Description (000) BTUH	2023 Total	% Change from 2022	2021 Total
Under 16.5	138,926	-19.9	200,086
16.5-21.9	478,007	+14.3	400,358
22-26.9	745,464	-15.0	848,308
27-32.9	580,204	-16.6	672,025
33-38.9	744,125	-21.3	905,538
39-43.9	244,385	-26.3	322,591
44-53.9	395,191	-18.3	460,966
54-64.9	322,032	-11.6	336,628
65-96.9	42,407	+10.2	39,781
97-134.9	29,947	+0.5	29,866
135-184.9	19,056	+2.6	17,841
185-249.9	6,848	-19.4	8,046
250-319.9	5,221	-27.9	7,449
320-379.9	1,175	-10.8	1,470
380-539.9	1,373	-1.2	1,456
540-639.9	1,127	-9.1	1,008
640 & Over	455	-10.4	533
800.0-899.9	246	-3.9	205
900.0-999.9	285	-9.2	317
1,000.0-1,199.9	160	-10.1	140
1,200.0 & Over	389	-14.3	431
TOTAL	3,757,023	-14.6	4,255,043

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.

TACCA Greater San Antonio Clay Shoot

TACCA Greater San Antonio held their Annual Clay Shoot on May 24th at The National Shooting Complex in San Antonio. It was a beautiful day that had 155 shooters. Prizes, door prizes and lunch were all provided. TACCA GSA would like to thank all of the sponsors, and especially the title sponsor Alamo Crane Service.





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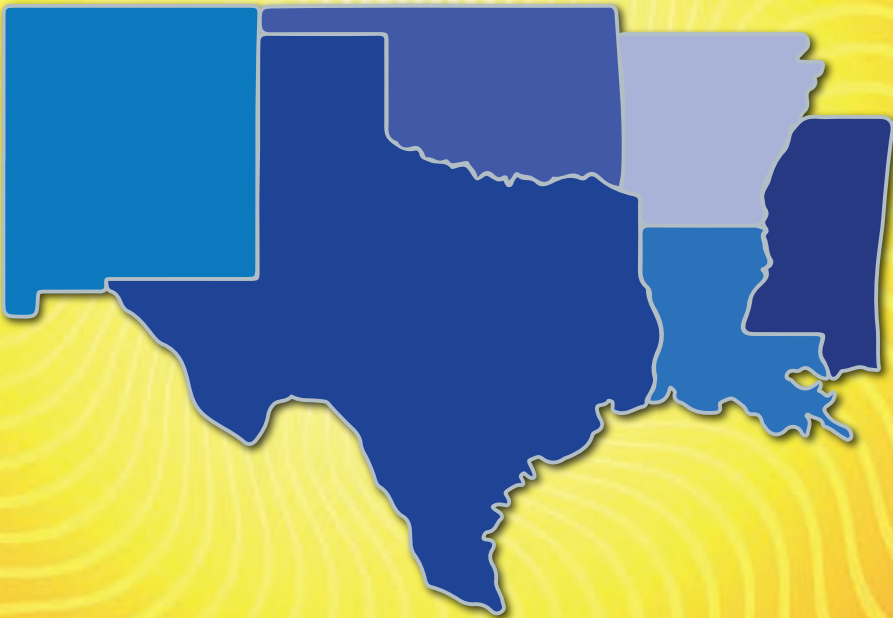
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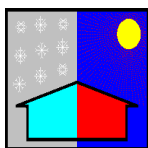
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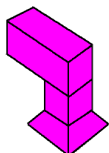
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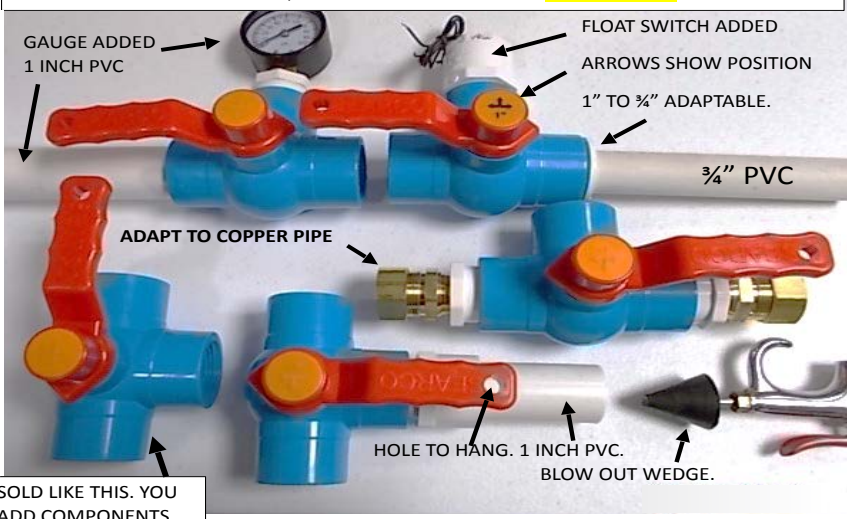
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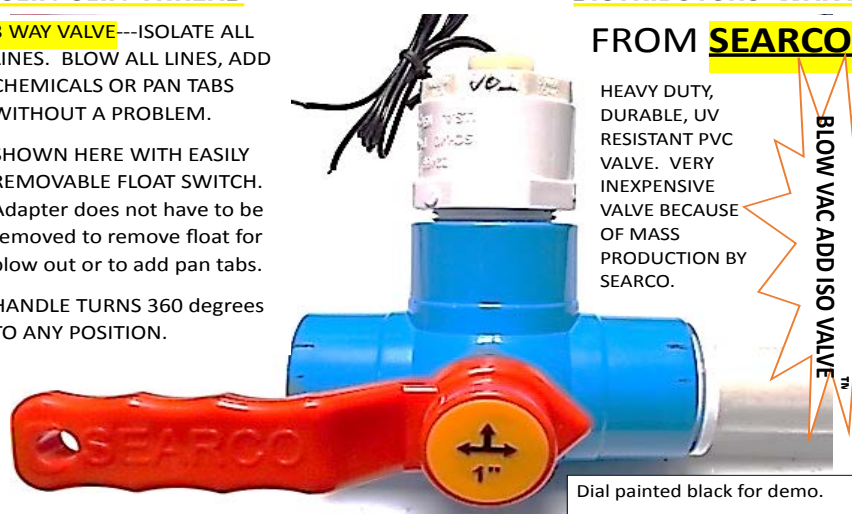
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