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DOE Announces $126 Million for Small Businesses to Pursue Clean Energy Research and Development

90 Businesses in 27 States Will Use Grants to Focus on Cybersecurity, Fusion Energy, Renewables, and Other Disciplines That Will Lead the Clean Energy Transition

Washington, D.C. — The U.S. Department of Energy (DOE) announced 106 awards totaling $126 million in research and development grants for 90 different small businesses whose projects will address multiple mission areas across the Department, including clean energy and decarbonization, cybersecurity and grid reliability, fusion energy, and nuclear nonproliferation. Small businesses are the backbone of the nation's economy, employing nearly half of all private-sector workers in the United States, and will play a major role in decarbonizing the economy, bolstering national security, and meeting President Biden's ambitious climate goals.

American small business plays a critical role in facilitating the transition from discovery to innovation, helping create a bridge between the scientific laboratory and the commercial marketplace. DOE's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) awards strive to transform DOE-supported science and technology breakthroughs into viable products and services. The awards also support the development of specialized technologies and instruments that aid in scientific discovery.

Funded through the DOE's SBIR/STTR program, today's selections are for Phase II research and development of projects that either demonstrated feasibility for innovations during Phase I or are continuing prototype and process development from previous Phase II awards. The median Phase II award is $1.1 million for a period of two years.

The 106 grants are going to 90 different companies across 27 states: California (22 grants); Massachusetts (11); Colorado and Pennsylvania (8); **Texas (7)**; Georgia (5); New York, Ohio, and Virginia (4); Arizona, Maryland, Michigan, Washington (3); Florida, Hawaii, Kansas, Kentucky, **New Mexico**, Tennessee, and Utah (2); and **Arkansas**, Iowa, New Hampshire, New Jersey, North Carolina, Rhode Island, and Wyoming.

The DOE offices, with examples of project topic areas, funding these grants are:

Office of Electricity

- Advanced energy storage and power conversion system for energy equity
- Advanced grid technologies

Office of Energy Efficiency and Renewable Energy

- Advanced manufacturing
- Bioenergy
- Geothermal, solar, waterpower, and wind energy
- Hydrogen and fuel cell technology
- Vehicle technology

Office of Fossil Energy and Carbon Management

- Carbon capture and removal, management, and storage
- Innovative energy systems

Office of Nuclear Energy

- Advanced technologies for nuclear energy and nuclear waste
- Material recovery and waste form development

MEPO Oklahoma Welcomes New Executive Director

Introducing Jerry Fairchild, the new Executive Director of MEPO Oklahoma! With extensive leadership and HVAC experience, Jerry will lead MEPO towards a more influential and impactful non-profit organization. His vision for reinvention will drive us to new heights of success.

Jerry brings a wealth of knowledge and management expertise to our organization, ensuring excellence and innovation. He understands the evolving HVAC, electrical, and plumbing industries and will explore cutting-edge solutions for our community.

Under his leadership, MEPO will embrace continuous learning and collaboration. Jerry envisions a revitalized organization at the forefront of knowledge sharing. Our commitment to providing value will be reinforced, optimizing resources for members' benefits.

Jerry's passion for knowledge-sharing aligns with MEPO's core values, fostering a vibrant culture of learning and growth. Let's welcome Jerry with enthusiasm as we embark on this journey of growth and transformation, shaping a bright future for HVAC, electrical, and plumbing industries in Oklahoma. Thank you for your continued support.

Locke Supply Fishing Trip Sponsored by Allied Air

Pictures on page B5.

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ACCA and ECI Software Solutions Support Field Service Contractors with All-In-One Business Management Software

As a corporate program member, ECI will offer its ThermoGrid business management software to ACCA plumbers, electricians, and HVAC technicians for automating and managing their businesses

Alexandria, VA - The Air Conditioning Contractors of America (ACCA) announces that ThermoGrid from ECI Software Solutions, a global provider of cloud-based business management software and services, joined ACCA's Corporate Partner Program.

ThermoGrid is ECI's cloud-based business management software for plumbers, electricians, and HVACR technicians that enables them to connect with customers and leads, increase sales, match technicians with jobs, place orders, track inventory, manage financials, and more -- all from one location. It also automates repetitive manual processes, reducing the mistakes that frequently come with them, and features analytic reporting to gain insights into profitability.

ACCA's program enables HVACR industry suppliers, manufacturers, and service providers to demonstrate their extraordinary commitment to ACCA members and the contracting industry through year-round support. The program also provides increased access to ACCA's nationwide network of contractors through tailored communications and marketing campaigns.

For more information, visit the ThermoGrid page on the ECI website.

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

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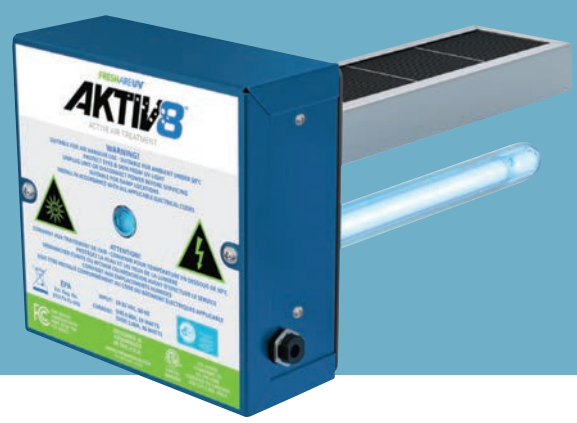

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StrataTech Education Group Opens Tulsa Welding School in Dallas-Fort Worth Metro

Leading skilled trades educator expands its footprint in Texas while offering new program offerings at fifth location

Dallas – StrataTech Education Group (StrataTech) announced the opening of the newest Tulsa Welding School (TWS) campus in Irving, Texas. Dallas Metro is the fourth Tulsa Welding School campus and the fifth trade school for StrataTech (which also includes The Refrigeration School, Inc. in Phoenix). The Dallas Metro campus will launch their Professional Welder and Refrigeration Technologies programs beginning in August in addition to an all-new Electrical Lineworker program.

Tulsa Welding School is a leader in skilled trades education and has provided students with hands-on, instructor-guided training for more than 70 years. This is the second TWS location in Texas, joining Tulsa Welding School & Technology Center in Houston. Together, the two schools will work with students, workforce and employers across the state of Texas to address a national skilled labor shortage and help meet the growing demand in the state.

"We are thrilled to expand Tulsa Welding School into the Dallas Metro area," said Mary Kelly, President, and CEO of StrataTech. "Texas is ripe with opportunity for skilled tradespeople, and we are looking forward to providing greater access to education and resources needed to train to become skilled trade professionals. We are focused on empowering our students to change their lives and make an impact in the communities they serve."

The Professional Welder program at TWS Dallas Metro will train students in the skills needed for entry-level employment in the welding industry. Students will receive hands-on training in structural welding, flux core welding and pipe welding from instructors who have years of professional experience in the industry. The Refrigeration Technologies program trains students in the fundamentals of heating, ventilation, air conditioning and refrigeration technologies (HVAC/R). This hands-on training program prepares HVAC/R students for opportunities as entry-level positions in refrigeration service and maintenance. Both the Professional Welder and Refrigeration Technologies programs can be completed in as few as seven months.

TWS Dallas Metro is the first TWS campus to include StrataTech's new 15-week Electrical Lineworker program. The Electrical Lineworker program will train students for entry level employment in the field of utility power distribution construction, maintenance, troubleshooting and repair. In addition to pole construction and climbing courses, students can receive optional certifications in bucket rescue, pole-top rescue and first aid, and earn their OSHA 10 card.

Demand for skilled trades workers is at an all-time high and the U.S. Bureau of Labor Statistics predicts an expected average of about 723,400 openings per year based on growth and replacement needs within the construction and extraction industries. Texas also has the highest employment level for welders, cutters, soldering and brazing. The mean annual salary for a welder in the Dallas-Fort Worth area is $50,800* and is one of the four largest markets in the country for electrician employment.**

This new campus will not only help address the ongoing demand for skilled tradespeople in the state, but also provides local employers the opportunity to reskill and upskill their workforce through StrataTech's StrataSkills program. StrataTech launched StrataSkills in 2022 to serve as a nationwide workforce development and retention solution for companies that employ electricians, welders, and HVAC/R technicians. The program was designed to help solve challenges that employers within the industry face, including upskilling, retaining current employees, and training new hires. TWS Dallas Metro will offer short-term, customized training programs to Dallas area manufacturers, fabricators, and construction worker employers to better upskill the existing regional workforce.

As part of StrataTech's commitment to leading the digital transformation and providing more equitable access to skilled trades education, TWS Dallas Metro will also feature OcuWeld, a first-of-its-kind virtual reality welding simulator currently available at all other TWS campuses. This technology allows students to learn and practice instructor-designed welding skills outside of the classroom. Students who enroll at TWS Dallas Metro will receive an Oculus Quest 2 set pre-loaded with both OcuWeld or InterPlay, a virtual reality program specifically designed to train HVAC students.

Enrollment for TWS Dallas Metro's initial programs is now open. The first Professional Welder and Electrical Lineworker programs will begin Aug. 14, with Refrigeration Technologies starting Aug. 21.

For more information about programs and enrollment, visit www.tws.edu/dallas.

**Dallas-Forth Worth-Arlington annual mean wage for Welders, Cutters, Solderers, and Brazers (514121) reported by BLS for May 2022 http://data.bls.gov/oes.*

***According to BLS data, the Dallas-Fort Worth-Arlington area employed 15,210 Electricians (472111) through May 2022 http://data.bls.gov/oes.*

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Product News

Carrier Brings Smarter Servicing to Homes with Latest InteliSense Technology Enabled Product Launch

Indianapolis– Earlier this year, Carrier debuted its patent-pending InteliSenseTM Technology – an industry first for fully connected, digitally-enabled lifecycle solutions and advanced smart technology in HVAC. As of July, units are shipping to homes with Carrier's latest product launch, the fully redesigned, 2023-compliant Performance™ Series gas furnaces, with fan coils, heat pumps and air conditioners slated for later in the year to complete the full suite. Carrier is part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

Available exclusively on the Carrier Performance Series, InteliSense gives dealers and homeowners the power of remote diagnostics and real-time updates for a truly smart choice in HVAC. Cutting-edge sensors in the units communicate with the full system via the ecobee for Carrier Smart Thermostat, store that data in the privacy-protected Carrier cloud, and deliver it remotely to a Carrier expert, making troubleshooting and maintenance easier, quicker and more accurate. Dealers will know when an issue arises and what parts are needed to fix it before stepping foot on a property, saving time and money on repeat service calls.

"Homeowners and dealers want servicing calls done fast, efficiently and right the first time," said Justin Keppy, President, NA Residential and Light Commercial HVAC, Carrier. "InteliSense Technology means less downtime at home, less time waiting on parts, and more time enjoying the premium comfort and energy-savings associated with Carrier products. The future of smart HVAC is here and changing the way we help keep customers comfortable."

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

Improve Your Listening Skills

I had the strangest phone call the other day. It was from someone I have known for a long time. I wouldn't call us friends, but our paths have crossed multiple times over the years so we are acquainted.

We chatted for a few minutes. He told me he had moved to Florida. I mentioned I sold my company, and I am enjoying the slower pace.

He barely acknowledged what I said and proceeded to launch into a pitch on his new venture. Unfortunately, since, as I told him, I sold my agency his product was not a fit for me.

By the time I got off the phone I was annoyed, because he clearly had no interest in anything I had to say.

Then I felt sorry for him. Not only had he failed to sell me, but he completely blew the chance to sell to my contacts. There was no way I was going to introduce him to anyone I liked.

So, before you engage your next prospect in a sales conversation, brush up on your listening skills.

• Pay attention to your body language. Make sure that you are facing your customer, making eye contact, and nodding your head. This shows that you are engaged and interested in what they have to say.

• Ask questions. Asking questions shows that you are interested in what your customer has to say and that you want to understand their needs.

• Listen without interrupting. It is important to give your customer your full attention. Do not interrupt them while they are speaking.

• Paraphrase what your customer has said. Paraphrasing shows that you have been listening and that you understand what your customer has said.

• Summarize what your customer has said. Summarizing shows that you have been listening and that you understand the key points your customer has made.

If you want to close the sale, listen more, and talk less.

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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RectorSeal® Announces New Territory Coverages for Manufacturer Representatives

Houston, TX– RectorSeal LLC, a leading manufacturer of quality HVAC/R and plumbing products, announces new territory coverage for several manufacturer's representative companies. The changes support RectorSeal's vision to provide a single, industry-leading customer experience with a unified factory direct and manufacturer representative support function.

The following manufacturer's representative coverages are effective immediately.

• **Pacific Product Sales (PPS)** will support the complete offering of RectorSeal and Shoemaker product lines in Alaska, Idaho, Montana, Oregon, and Washington. PPS has been supporting the HVAC/R industry in the Pacific Northwest since 1987. PPS recently merged with Cascade Sales, Inc., and together provide deep expertise in air movement, ductless, and HVAC/R representation.

• **MJM Associates, Inc.** coverage will include Colorado, Utah, and Wyoming for the full line of RectorSeal and Shoemaker products. The company represents superior manufacturers to the HVAC/R and Plumbing industries and offers sales support, product training, application assistance, and technical support to wholesale distributors, engineers, and contractors.

• **Wright Sales Company** will cover Hawaii, Arizona, California, Nevada, New Mexico, and El Paso, TX, offering the full line of RectorSeal and Shoemaker products. Since 1991, the company has emphasized a pull-through approach to the marketing and selling of HVAC/R products. With a focus on product training, the company enjoys long-term relationships with customers and manufacturers through digital marketing and thorough communication.

"I believe that these changes reflect the core values of RectorSeal," said Ryan Spadero, Vice President of Sales at RectorSeal. "We are always ready to do the hard work to earn our customer's loyalty," said Ryan Spadaro, RectorSeal Vice President of Sales. "With the continued support of our manufacturer representatives, we strive to provide the highest levels of customer service, support, and innovation."

New Home Sales Increase in July Despite Higher Mortgage Rates

Low existing inventory and solid demand more than offset rising mortgage rates and elevated construction costs to boost new home sales last month.

Sales of newly built, single-family homes in July increased 4.4% to a 714,000 seasonally adjusted annual rate from a downwardly revised reading in June, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. The pace of new home sales in July was up 31.5% from a year ago.

"New home sales were solid in July because of an ongoing housing deficit in the U.S. and a lack of resales stemming from many homeowners electing to stay put to preserve their low mortgage rates," said Alicia Huey, chairman of the National Association of Home Builders (NAHB) and a custom home builder and developer from Birmingham, Ala. "But builders are still confronting many challenges, including rising mortgage rates, supply chain issues for electrical transformers, a dearth of skilled workers and elevated construction costs."

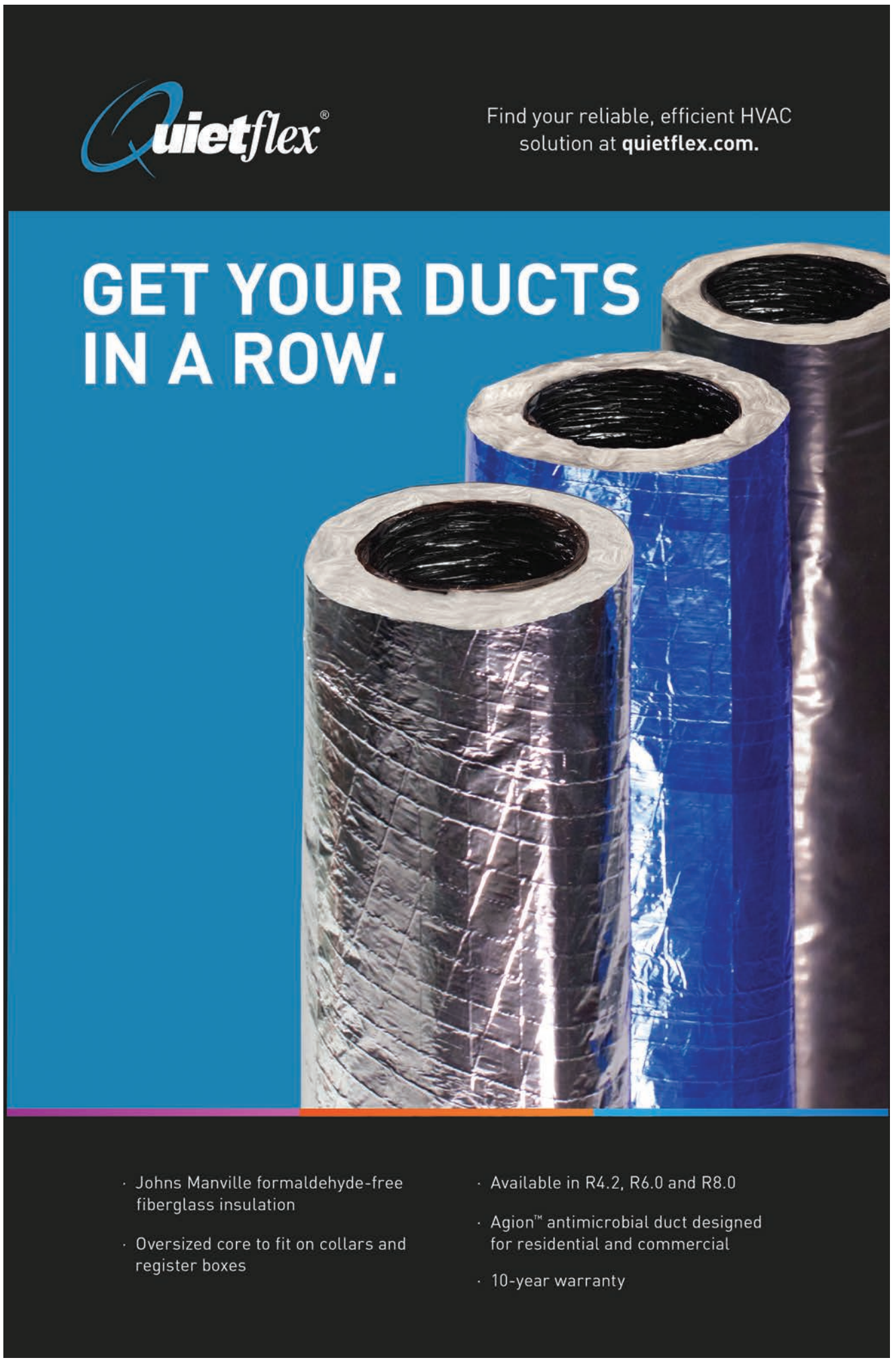
"Despite this monthly uptick, new home sales will likely weaken in August as higher interest rates price out prospective buyers," said NAHB Chief Economist Robert Dietz. "Mortgage rates increased from 6.7% at the start of July to above 7% in August."

A new home sale occurs when a sales contract is signed or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed. In addition to adjusting for seasonal effects, the July reading of 714,000 units is the number of homes that would sell if this pace continued for the next 12 months.

New single-family home inventory in July was 437,000, up 4.8% compared to a year ago. This represents a 7.3 months' supply at the current building pace. A measure near a 6 months' supply is considered balanced. Of the total home inventory, including both new and resale homes, 31% of homes available for sale are newly built.

The median new home sale price in July was $436,700, down roughly 9% compared to a year ago. Pricing is down both due to builder incentive use and a shift towards building slightly smaller homes.

Regionally, on a year-to-date basis, new home sales are up 5.0% in the Northeast, 1.0% in the Midwest and 3.5% in the South. New home sales are down 8.1% in the affordability-challenged West.



Meet Lesley Paterson

Meet Lesley Paterson, she won a BAFTA (British Academy Film Awards, their version of the Oscars) on Sunday for best adapted screenplay but the BBC cut her acceptance speech from the program. They found time for inane interviews backstage, but not the story of how a 3-time World Champion Triathlete became a BAFTA winning scriptwriter.

Lesley is a triathlete, won lots of regional races, then graduated up to the big leagues, she was a world champion in 2011 and 2012. She raced some in 2013, winning silver in two world championships. She contracted Lyme Disease in 2013, shut her down in 2014 and early 2015.

On retiring as an elite sportswoman, she was asked "What's next?" She replied "I am going to move half way across the world from my home (in Scotland) to become a scriptwriter and win an Oscar. She actually called it out. We have all heard about the process of setting goals (write them down, share and then watch what happens), but she did more than most do with a goal. She moved thousands of miles away and called it out ahead of time. That was more than 16 years ago when she landed in LA and set out to make a movie based on the book 'All Quiet On The Western Front'. It was a novel published in 1929, made into a silent movie in 1930. It tells the story of the author's experiences in World War 1, fighting in the Imperial German Army. He passed in 1970, Lesley bought the rights from his estate in 2006. Over the course of 16 years, she pitched the idea to anyone who would listen, listen they did but no one was interested in a German language film about World War 1, without a star.

She used all her savings and remortgaged her house to keep her dream alive, but the dream was about to become a nightmare when she had to raise $10,000 by April, 2015 or lose the rights to the film. She was turned down by everyone she tried to borrow from, but fate played its hand.

There was a triathlon taking place with $10,000 prize money, Costa Rica XTERRA triathlon on March 29th, 2015. Exactly the amount she needed, she entered and began training. This is after she had laid out for two years, very little running, since she was still plagued by pain from the Lyme Disease. She went to work, swimming, bike riding and running. A Triathlon starts with a 1.2-mile swim, followed by a 56-mile bike ride, then a 13.1-mile run. Some tough stuff. She trained on all three sections, getting her strength and coordination back.

Then tragedy! The day before the race she fell from her bike and broke her shoulder. Went home, told her husband she was finished and the movie was as well. He encouraged her, told her she had the best kick of anyone he had seen in the competitions. He talked her into going for it the next day. She was down but she was not out, she strapped up, took lots of painkillers, swam 1.2 miles using mostly her legs and one arm. At the end of the swimming portion, she was 12 minutes behind the leaders, which in that race is an eternity. Most of the swimmers use their arms to save the legs for the 50-mile bike ride. She couldn't, only had one good arm. When she got done with the bike portion, she was in second place. Amazing. She finished the race as the winner, taking home the prize money which she had to send to the estate the next week.

She won the race, the film was funded by Netflix and won 4 Academy Awards here and the BAFTA in Europe. We watched it on Netflix, had subtitles on, was a good movie that showed the emotional struggles that men at war went through.

SEE HINSHAW PG.18

Jim Hinshaw

Upon graduating from the University of Missouri at Rolla, Hinshaw started his career in the air conditioning industry. Hinshaw's background includes positions as a manufacturer's rep, President of one of the oldest and largest air conditioning companies in Arizona, residential start-up specialist for the Carrier Corporation, and an officer in a Carrier owned service agency.

Jim Hinshaw, Vice President, Vertical Markets, HVAC for Service Nation. Jim works with hvac and plumbing companies of all sizes, Service Nation has members from 2 man shops to several hundred. We help our members improve sales and profits offering employees a career path and strong financials, enabling owners to work on the business instead of in the business.

Memberships start at $99/month, where you can get access to a download center with thousands of pieces of collateral to improve business. We also have a best practices level, to improve financial performance and scale the business, or help owners set up a successful exit strategy, on their timeline.

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

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

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

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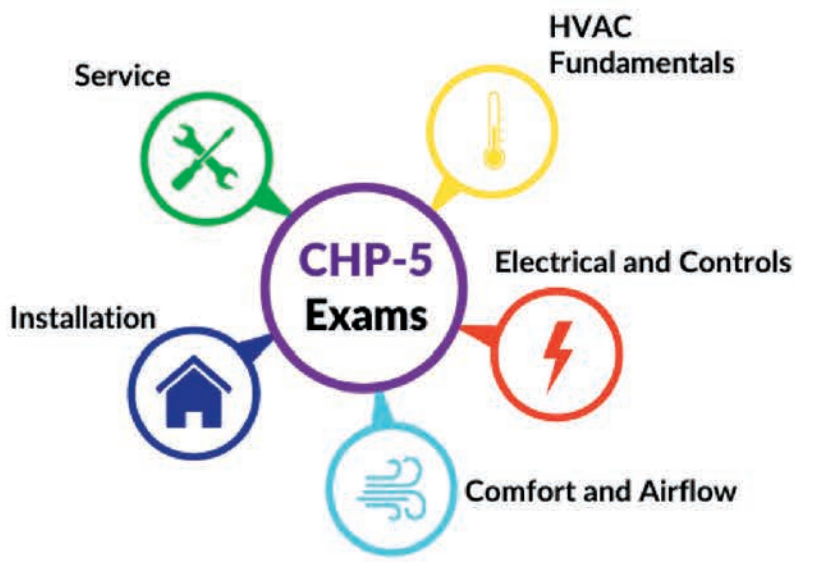
CHP-5

A NEW WAY TO EARN NATE CERTIFICATION

Technicians can now earn their NATE Certification with the Certified HVAC Professional (CHP-5). Designed to mesh a technician's training and certification efforts with their on-the-job learning, the CHP-5 is the best way for new technicians to earn NATE Certification.

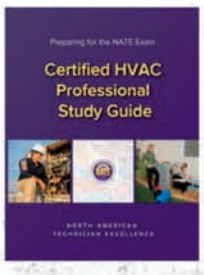
The certification's five thirty-question exams mirror the ways technicians learn and grow in the field. Each exam covers one of five different subject areas: HVAC Fundamentals, Electrical and Controls, Comfort and Airflow, Installation, and Service. The new structure provides technicians a clear and straight forward path to prepare and study for NATE Certification.

Online exam options available.



CHP-5 TRAINING RESOURCES

NATE has partnered with Interplay Learning to offer an online training platform with interactive and **on demand courses** to prepare technicians for the CHP-5 exams. Courses include 2D and virtual reality simulations, videos, and knowledge checks.



NATE's **official study guides** are graphic heavy and include practice questions at the end of each chapter. NATE offers study guides for the CHP-5 as well as other NATE certification exams. All guides are available to purchase in the NATE online store.

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Allied Air Enterprises' Concord® 4HP17L Heat Pump Named Winner in ACHR News 2023 Dealer Design Awards

West Columbia, South Carolina -- Allied Air Enterprises was recognized for excellence in product design in the 2023 Dealer Design Awards Program, sponsored by ***The Air Conditioning, Heating & Refrigeration News*** magazine. An independent panel of contractors judged the contest, naming the company's Concord® 4HP17L heat pump as the Dealer Design Awards winner in the HVAC Residential Equipment category. ***The ACHR News*** is the leading trade magazine in the heating, ventilating, air conditioning, and refrigeration industries.

With the growing trend around electrification and heat pumps that federal and local governments are driving through incentives and tax credits, the winning heat pump design provides a simplified transition for distributors and dealers to higher efficiency products under new testing standards. The 4HP17 utilizes existing indoor equipment, cutting the number of models being phased out by the 2023 regulations by more than half.

"For the 4HP17 heat pump, we started with a proven platform and kept design elements the field prefers, like corner-mounted line set connections with plenty of clearance to help make brazing and charging easier," said Nicholas Orth, Senior Marketing Manager, Allied Air Enterprises. "The Concord heat pump has simplified a complex transition by utilizing our existing indoor equipment and allowing distributors and dealers to have an easier time stocking the right equipment."

He noted the other major benefit makes it to the kitchen table, where Allied Air can provide single-stage heat pumps that meet the requirements for a $2,000 tax credit from 1.5- to 4-tons in capacity in the U.S. The same is true in Canada, with the Greener Homes Initiative where Allied Air can help consumers meet the requirements for a $4,000 incentive.

He added that much of the industry had to relaunch their indoor line to support the new outdoor equipment, leaving many with stranded inventory that doesn't have a compliant system match. The new Concord 4HP17L single-stage heat pump reduces complexity by delivering AHRI system matches with Allied Air's existing line of indoor coils, furnaces, and air handlers.

Key features include:

• Meets ENERGY STAR® 6.1 requirements and qualifies for the Inflation Reduction Act of 2022 and 25C tax credits from 1.5- to 4.0-tons, giving consumers a $2,000 incentive in the U.S.

• Meets the Canadian Greener Homes Initiative from 1.5- to 4-tons* and provides consumers up to $4,000 in incentives and qualifies for select provincial incentives

• Compatible in dual-fuel applications

• Omniguard® all-aluminum tube and fin coil design with brass-to-copper line set connections. This helps provide a corrosion-resistant coil that matches with aluminum indoor coils and ensures installers don't need to learn new brazing techniques.

• Quiet Shift™ defrost which equalizes system pressures before shifting into defrost and reduces noise

• Factory-installed filter drier to protect the system from contaminants

• Thread-on high- and low-pressure switches for simple, quick service

*Excluding 2.0-ton system matches.

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Product News

RectorSeal® Adds Falcon BIG RED™ Stainless Gas Connectors

Houston, TX– RectorSeal LLC, a leading manufacturer of quality HVAC/R and plumbing products, adds Falcon BIG RED stainless gas connectors to the company's extensive line of plumbing products. BIG RED movable gas connectors are explicitly designed to connect gas supply lines for stationary and caster-mounted appliances.

Falcon BIG RED stainless connectors are constructed of 304 braided stainless steel with a red PVC coating and chrome-plated brass fittings and are 100% leak tested. The NSF-listed PVC sleeve provides an extra layer of protection against damage to the movable gas connectors from abrasion, cuts, or impact. Flexible and easy to install, BIG RED connections offer quick and easy repositioning of appliances for regular cleaning and repair. In addition, BIG RED fittings feature 360°rotational fittings allowing for greater installation flexibility. RectorSeal's 3-year no-registration limited warranty backs all BIG RED fittings.

BIG RED fittings have received the following approvals/certifications:

- ANSI Z21.69 / CSA 6.16
- ANSI Z21.75 / CSA 6.27
- NSF 51 PVC Sleeve

To facilitate changeouts, BIG RED kits include ½" or ¾" 90°street elbows, or ¾" gas quick disconnect, a restraining kit, and a ½" or ¾" full port gas ball valve. In addition, the quick-disconnect socket acts as a shut-off valve when the plug and socket are disconnected.

Carrier Listed Among the Best HVAC Companies of 2023 by Forbes HOME

Indianapolis – Carrier has been named one of the Forbes HOME Best HVAC Companies of 2023 and Best Air Conditioning Brands of 2023. Carrier's Bryant brand also appeared on the best HVAC Companies of 2023 list. Both are part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

Reviewers at Forbes HOME found Carrier to have high reliability and customer satisfaction ratings, readily available replacement and repair parts, and high-efficiency models available in all sizes to meet customer needs. Additionally, Carrier's commitment to energy efficiency and high SEER ratings consistently matches or surpasses the competition. The reviewers also noted Carrier's status as a founding member of Green Building Councils in Argentina, China, India, France, Kuwait, and Singapore, further underlining its commitment to solutions that matter for people and our planet for generations to come.

"We're very proud to be recognized for delivering HVAC systems that are more efficient, reliable and available than others reviewed," said Justin Keppy, President, NA Residential & Light Commercial HVAC, Carrier.

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

Forbes HOME evaluated 18 HVAC companies based on 53 different attributes such as customer happiness ratings, efficiency scores, durability and maintenance, pricing and costs, national coverage, range of systems and warranty options. The team of reviewers is comprised of the editorial team and fact-checked by an advisory board of licensed professionals who looked for content accuracy and relevancy.

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

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Danfoss Climate Solutions Announces Second "RETHINK Live" Online Event Addressing the Journey to Net Zero Buildings

Second edition of online event series seeks to raise awareness of sustainable buildings

Danfoss Climate Solutions invites HVAC consulting engineers, contractors, OEMs, and end-users to attend expert-led sessions exploring "The Journey to Net Zero Buildings" on September 7 and 14, 2023. This year's RETHINK Live North America edition is dedicated to unpacking the ability to create smarter and more energy-efficient buildings by focusing on key drivers behind future-proof cities — the trends, insights, and solutions helping us build a more sustainable future.

Urbanization is changing the global landscape. Cities continue to grow at a fast pace, which means decarbonization is more important than ever before.

Nearly 40% of the world's CO2 emissions come from buildings, a number so staggering it is imperative we rethink how buildings can be the cornerstone of a smart, carbon-neutral economy.

"We have decided to carry on with the RETHINK Live event series to continue advocating for the importance of decarbonization; especially when it comes to buildings. The numbers are clear, and the time to act is NOW," said Vikas Anand, Danfoss' Sales Vice President, North America.

Registration is now open for the following sessions:

1. How to accelerate our journey to Net Zero buildings. Live panel discussion on building greener, healthier, and more resilient buildings. Thursday, September 7, 1:00-2:00 PM EDT

2. Danfoss Smart Store: Getting to Net Zero buildings and the role of smart technology. One of our food retail experts shows how Danfoss is leveraging smart technologies to reduce carbon emissions, improve energy efficiency, and make the green transition easier and more effective. Thursday, September 14, 1:00-1:45 PM EDT

3. Data Center Trends. Danfoss data center experts advise on how to best achieve ESG and sustainability goals through decarbonization. Thursday, September 14, 2:00-2:45 PM EDT

4. How hydronic balancing helps heat pump systems deliver year-round efficiency. Practical session addressing how to get the highest possible seasonal coefficient of performance (SCOP) from a heat pump — boosting flow and temperature stability, increasing system lifetime, and maintaining consistent seasonal performance. Thursday, September 14, 3:00-3:45 PM EDT

For registration and further details on the sessions, please follow this link: https://bit.ly/44E0LnH

RETHINK Live is a global event series from Danfoss Climate Solutions, launched in 2021.

HINSHAW con't

The real message here is one of commitment. Lesley showed us a new level of commitment, moving to a new country, cashing out her savings, trying to get a distribution package for a new version of a movie that had been made years earlier, with no major names in it. Then realizing that the option to make the movie was expiring, scrambling to find a way to get the money together, and then falling off the bike the day before the race! Still committed, she enters the race only able to use one arm and ends up winning. Wow. One week before the option expired. Gives me goosebumps.

The real question is: do your employees know you are committed? Would they say that you would do whatever it takes to move the company forward. In this economy, when we are not able to predict what will happen next in terms of weather, the competition or how the employees feel about their jobs, are they confident you will steer the company to a safe harbor, where they have a career that they feel good about? How about your family, are they sure you will do whatever is needed to get to a goal that you have for the family?

How about you? Will you do what is needed to overcome the obstacles that we find today in business, finding new ways to offer our products and services, fighting against the internet to maintain margins and profitability. So, take this story about a woman who set the bar high, worked hard for her dream and goal and successfully did what was needed to achieve that dream as a template for our lives today. We cannot know what will happen next, but we cannot let it stop us from pursuing our dreams.

Thanks for listening, we'll talk later.

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Product News

Next Generation Berner Air Curtain Fuses Classic Aesthetics with Performance

New Castle, Pa.- Berner International, the leading manufacturer and innovator of air curtains, introduced the Architectural Icon 8 and Icon 10 to its Architectural Collection of air curtains. The two models make this collection the HVAC industry's quietest high performance air curtains for protecting open doorways in hotels, retail, restaurants, healthcare and other market applications where thermal comfort, aesthetics, and energy savings are valued.

The Architectural Icon 8 and Icon 10 models, are redesigns of Berner's renowned Architectural Low Profile 8 and Architectural High Performance 10 air curtains. In addition to quieter operation, the Icons' redesign includes architectural quality aesthetical upgrades and AMCA-certified performance, while maintaining a similar price as their predecessors. The redesign utilizes the industry-leading, aerodynamic platform developed for Berner's Architectural Contour air curtains.

The Icon 8 (1/5-hp) and Icon 10 (1/2-hp) PSC motors combine with other air movement components and a refreshed cabinet design to deliver the lowest operating sound and harmonic dB of any 10-speed air curtain on the market. The performance-to-noise ratio leads the air curtain industry when operating at AMCA 220-certified performance specifications that engineers depend upon for complete door protection. EC motors (1/5 and 1/2-hp) are optional and equally quiet.

The Architectural Icon 8 (8-1/4 (h) x 20 (d)-inches) and Icon 10 (12-3/4 (h) x 25-1/2 (d)-inches) air curtains are available from 3 to 10-feet and 3 to 12-feet lengths, respectively. Standard cabinet is clear satin anodized aluminum that complements today's aluminum/glass commercial entrance and metal architecture trends. Stainless steel and powder coats in dozens of colors are options.

The Icon's refreshed aesthetics offer an elegant new take on Berner's classic streamlined architectural D-shape air curtains. The redesigned intake screen has been repositioned to reduce sight lines into interior components augmenting the versatile, low-key nature of this design. As with other air curtains introduced by Berner in the past three years, the Intelliswitch™ digital controller is treated as a design element and built-into a strip articulated alongside the air stream outlet. Taking a cue from furniture design, Berner's minimalist mounting hardware has been simplified even further, allowing for a tighter fit to the wall with less effort.

The air curtain is programmed and operated through Berner's industry-leading, factory-installed Intelliswitch digital control platform. The Intelliswitch features pre-set programs, a time clock, time delay, built-in thermostat, 10-speed fan control, and other integrated, end-user customizable features. The optional Berner AIR™ smart controller and app can be added to the platform, allowing operation and monitoring from a smartphone, tablet or personal computer. The Berner AIR includes true BACnet integration and a proactive adaptive setting based on the weather.

The Architectural Icon includes steam heating options, as well hot water and electric heat. A thermostatic probe monitors the coils and reports the temperature to the Intelliswitch. The electric heating option uses Berner's proprietary Venturi electric heater system that heats supply air from a unique blower intake setup versus the industry standard of positioning electric coils in the airstream which makes the air flow less efficient.

Other Architectural Icon air curtain features are:

• Hidden fasteners, refined shape, less sight lines to internal components add to the contemporary appearance;

• Washable aluminum filters are removable and cleanable in less than five minutes;

• Berner's Pro-V nozzle and new articulated vanes help direct air for higher performance and quieter air flow;

• Available in most voltages, including 277V;

• Top mounting inserts and wall mounting hardware is included. Glass transom mounting hardware is available.

• Comes in installation cost-saving single length construction up to 10 and 12 feet (3 and 3.6-meters), respectively, and can be combined for even wider doorways;

• Designed, manufactured, assembled, and factory-tested in U.S.A.;

• All Berner air curtains are simple to install, operate, and maintain;

• Five-year warranty on ambient, two-year warranty on heated models;

• UL/cUL-listing and AMCA 220 certification;

• Sustainability and ESG commitments – The Architectural Collection air curtains conserve energy when the door is open, and are included in Berner's Energy Savings Calculator, which includes a GHG emissions reduction estimate;

With the launch of the Icon 8 and Icon 10, Berner's entire Architectural Collection, which includes the Elite, the Contour, and the Recessed air curtains, is now AMCA 220-certified. This well-respected independent third-party certification allows specifiers and architects to meet the vestibule exception in ASHRAE 90.1, the IgCC, and the IECC building codes and standards.

"We are thrilled to introduce the Architectural Icon as part of our Architectural Collection," said Miranda Berner, co-owner. "It signifies our commitment to promoting energy conservation when the doors are open by giving architects and designers in charge of the occupant experience beautifully designed, high performing air curtains to choose from."

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

Product News

Bosch Home Comfort Unveils New Digital Resource Portal for Installers

User-friendly Bosch Home Comfort PRO offers HVAC contractors a host of new resources, exciting rewards and unmatched flexibility

Watertown, Mass. – Bosch Home Comfort (formerly Bosch Thermotechnology), a leading global source of high-quality heating, cooling and hot water systems, recently launched Bosch Home Comfort PRO, HVAC contractors' new one-stop shop for their every servicing need.

This new portal improves upon the features offered by Bosch's previous ABC program, brandishing a host of valuable new tools and rewards for loyal installers. Its industry benchmark user interface (UI) is designed for optimal user-friendliness and future-facing flexibility, allowing the platform to evolve and improve over time.

"Bosch's new PRO program was designed to streamline administrative tasks and consolidate the most essential resources HVAC professionals utilize regularly so they can devote more of their time to their customers," said Will Barber, customer programs specialist at Bosch. "We're thrilled to invite our existing installer base to immerse themselves in this new and improved digital portal, and confident that contractors previously unaffiliated with Bosch will be just as impressed with the invaluable selection of tools we have conveniently located in one easy-to-navigate space."

Bosch Home Comfort PRO offers three tiers of membership – Silver, Gold and Platinum – and integrates the following resources:

- Product registration incentives

-Supported by a simple, intuitive registration form, contractors can earn points toward monetary rewards for tracking registrations (1 point = $1 value). A list of all registerable products and their point eligibility is available for download.

- Revitalized dealer locator / lead generation tool

-Become an advertised Bosch Home Comfort PRO installer, enjoying exclusive benefits and higher algorithmic placement based on contractor status.

-Search capability is customizable by service focus – allowing customers to search by products, service and/or coverage – and is proven to generate homeowner leads (>12,000 page views per month).

- Extended warranty program

-Platinum dealers can now enjoy one-year part warranties.

- Partner Shop

-Users enjoy an updated catalog of Bosch apparel, gear, marketing materials, gift cards, literature and more, purchasable with points earned through product registration.

Bosch Home Comfort PRO was designed to adapt as contractors' needs do, so while the platform in its current state provides a great baseline structure installers can rely on, they can also rest assured this program will continue to prove useful well into the future.

"Our ultimate goal with rolling out this new program is to better serve the evolving needs of our contractors, which ultimately will deliver a better experience for end-consumers," said Barber. "What is conducive to contractors' success now isn't necessarily going to be the same support they need down the road, so we knew adaptability had to be a cornerstone of this new portal."

New contractors who are interested in joining the PRO program can sign up at https://www.bosch-homecomfort.com/us/pro for the United States or https://www.bosch-homecomfort.com/ca/pro for Canada. Contractors who previously worked with Bosch through the ABC program will enjoy sustained membership and will need to onboard to the new platform now using the above links.

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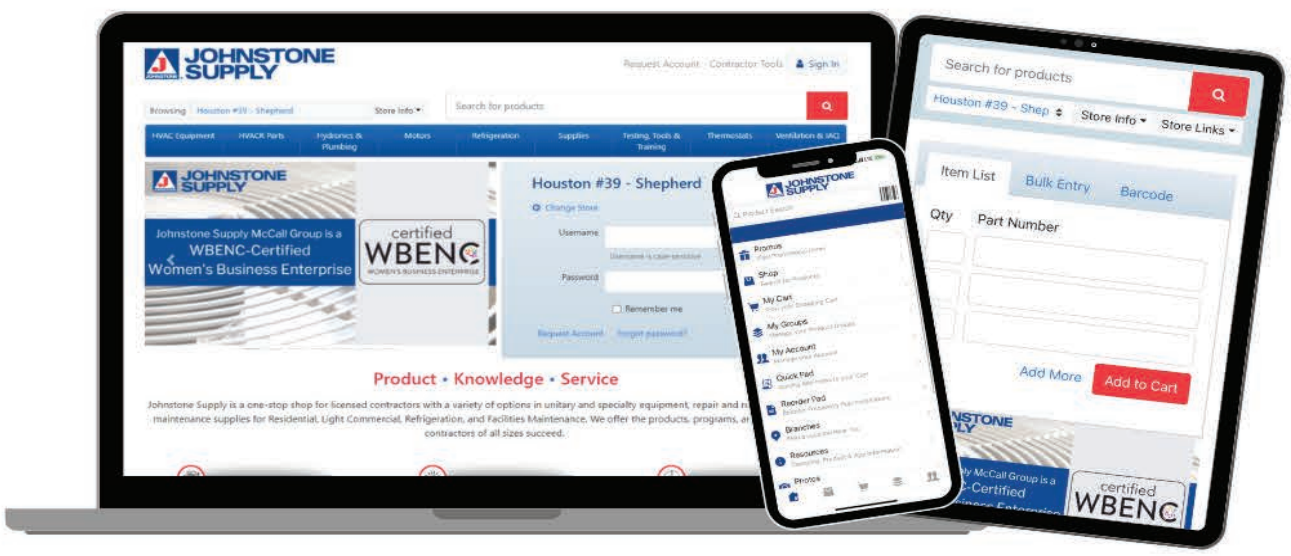

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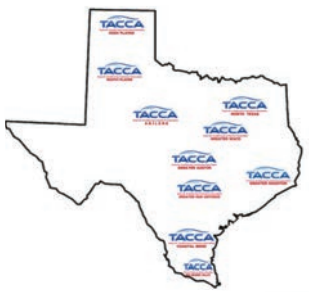

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www.taccagreateraustin.org

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www.taccagh.org

North Texas
Training - Sept 14, Oct 12
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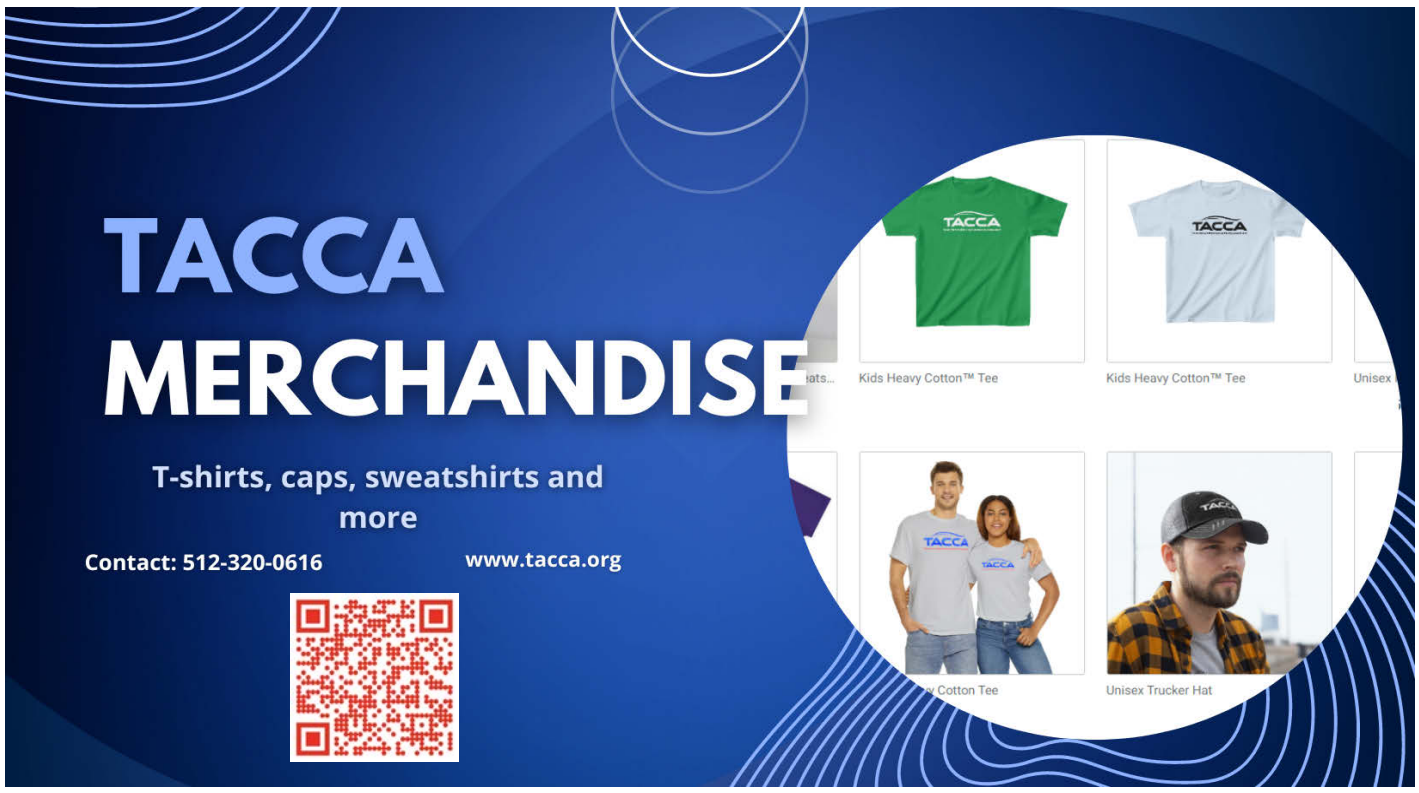

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David Daffan (right)

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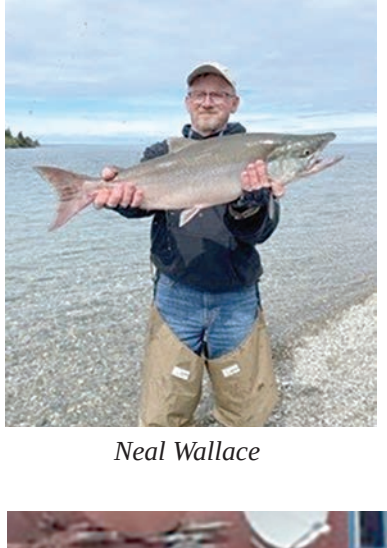

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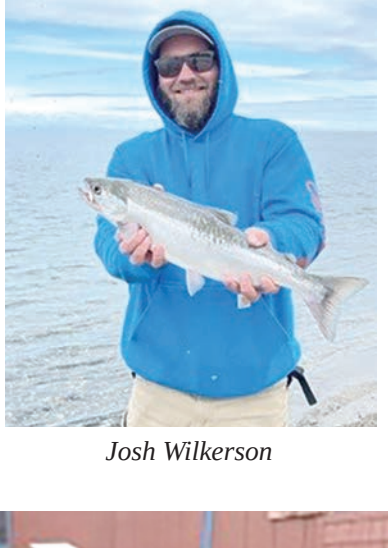

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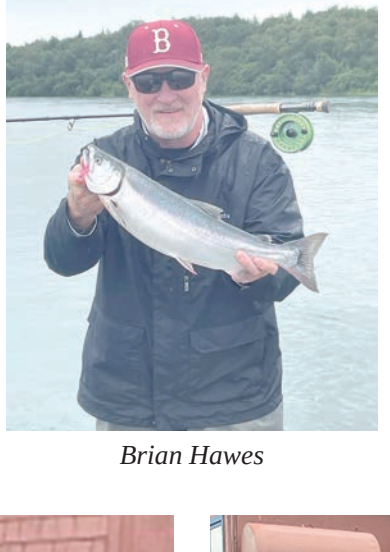
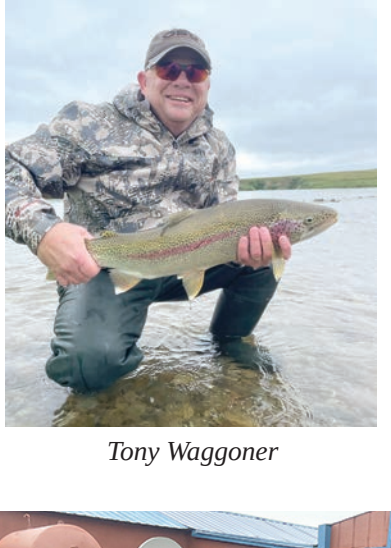


Brian Hawes



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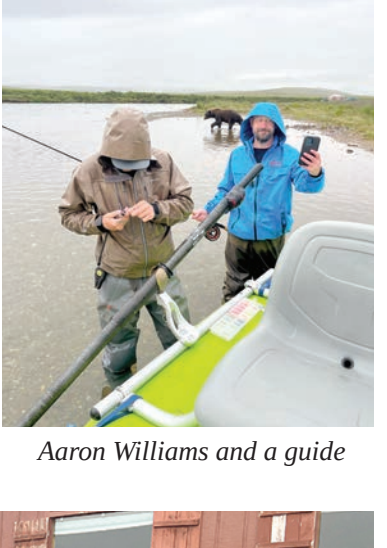

Aaron Williams and a guide

Neal Wallace (Wallace Heating & Air), Jay Sparks (Locke)

(L to R) David Daffan, David Dawley, Aaron Williams, Michael Jackson, Tony Waggoner, Chris Nortman, Brian Hawes, Corbin Acock, Cuyler Sutton

ACCA Welcomes Florida Executive Paula Huband as Director of Events

Alexandria, VA - The Air Conditioning Contractors of America (ACCA) is pleased to announce the hiring of Florida executive Paula Huband as its next Director of Events. In this role, Huband will oversee all aspects of ACCA's national education and networking events, including ACCA 2024 and more focused leadership development programs like ACCA Next Level – coming to Indianapolis October 16-17.

Since 2017, Huband has served as Executive Director of the Florida Refrigeration Air Conditioning Contractors Association (FRACCA) – ACCA's allied contracting organization in Florida and co-host of the ACCA 2024 in Orlando, March 11-14, 2024. Huband has also served as Executive Director for ACCA of Central Florida (ACCA/CF) since 2015 and owns a printing, marketing, and promotional products company--IdeaGirl Solutions-- building on three decades of experience in the printing industry.

Huband will join the ACCA team on September 1, 2023, allowing time for FRACCA and ACCA/CF to hire and onboard their new Executive Director, Erica Mattis.

"Facilitating a smooth leadership transition for FRACCA and ACCA/CF was very important for us in considering this hire on the eve of our joint program, ACCA 2024," said Barton James, ACCA president & CEO. "I'm excited that we'll now have two dynamic leaders in place to ensure the success of the upcoming conference and future collaboration; it's a win-win-win for all three organizations."

During her tenure, Huband grew ACCA/CF membership from 51 to 125 and reinvigorated their apprenticeship program. She took FRACCA from seven chapters to nine, launched a successful advocacy day in Tallahassee, and organized four FRACCA educational conferences – one of the country's most robust state contracting conferences. She has also shown extraordinary initiative and creativity in launching various smaller events like this year's FRACCA-at-Sea educational cruise.

"Having joined me at the very first site visit of our ACCA 2024 venue, participated in recent ACCA events, and

Paula Huband

served on our Speakers Subcommittee, I can think of no individual better equipped to hit the ground running as Director of Events," said Sean Robertson, ACCA's vice president of membership and business operations. "I was particularly impressed that Paula had already lined up all 10 of FRACCA's sessions for ACCA 2024 a full year in advance, and I'm excited to see her deep familiarity with contractor needs translate into stronger peer-led content going forward."

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

Product News

Ritchie Introduces New A2l Adapters And Hoses for Connection to Left-Handed A2l Refrigerant Tanks

Be Ready to Service A2L Refrigerants

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 Adapters and Hoses.

The new R-32 and R-454A A2L refrigerants are categorized as slightly flammable, so left-handed connections on the tanks were implemented to differentiate them from A1, non-flammable refrigerants. In preparation for the industry adopting these new refrigerants, the new **YELLOW JACKET® A2L Tank Adapters and Charging Hoses** incorporate left-handed connections so a service technician can safely charge A2L refrigerant systems. The double ring on the tightening knurl on these adapters and hoses make the left-handed connection easy to identify. The moisture barrier on the PLUS II™ hoses provides improved resistance to moisture migration which contaminates expensive refrigerants.

For more information, visit https://yellowjacket.com/product/a2l-adapters-and-hoses/.

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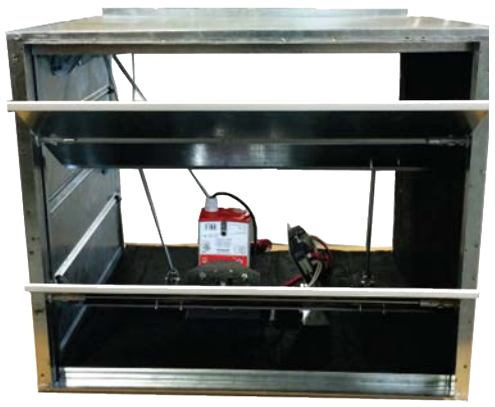

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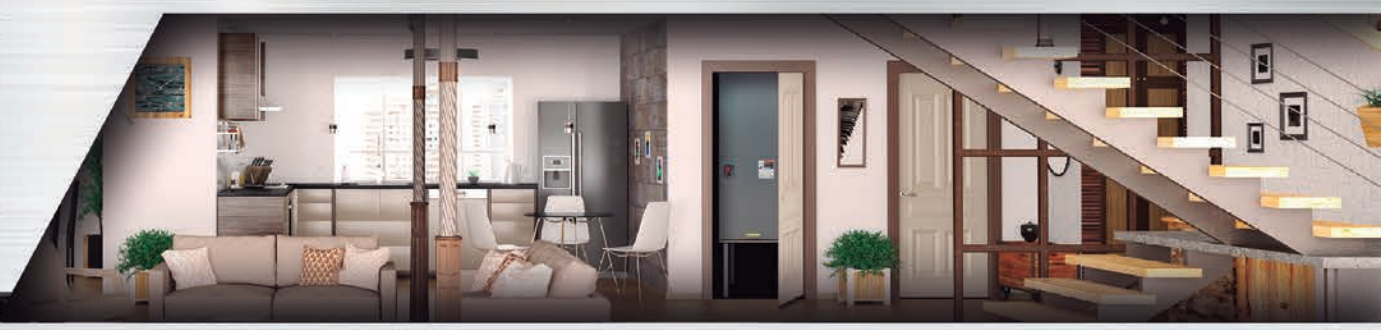

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- Filter rack: 1″ x 1″ x 16 gauge galvanized steel
- 18″, 24″ and 36″ height available

MAX LOADING 500 Lbs

Foldable structure designed to save on shipping and storage space.

MODEL	WIDTH (W)	HEIGHT (H)	DEPTH (D)	RATED LOAD	BOX QTY	PALLET QTY
AHS-18HD-26	16-26″	18″	22″	500 LBS	1	40
AHS-24HD-26	16-26″	24″	22″	500 LBS	1	40
AHS-36HD-26	16-26″	36″	22″	500 LBS	1	20

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SSB43

FEATURES:
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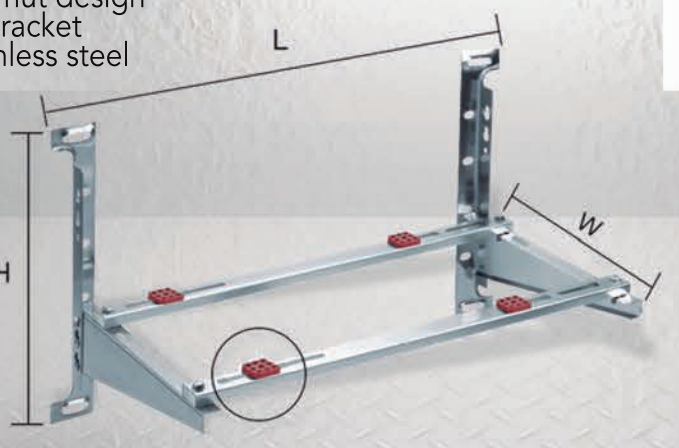
- High quality stainless steel

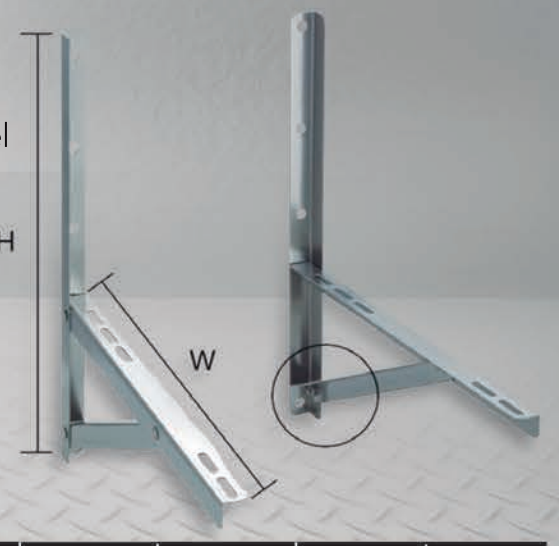


MAX LOADING 617 Lbs

PART No	DIMENTSION (LxHxW)	MOUNTING WIDTH	MOUNTING DEPTH	MAX LOADING	BOX QTY	PALLET QTY
SSB43	43.3″ x 21.7" x 19"	31.9″	16.5″	617 LBS	1	96

SSB21

FEATURES:
- Quick assembly
- Foldable structure design
- High quality stainless steel



MAX LOADING 529 Lbs

PART No	DIMENTSION (LxHxW)	MOUNTING DEPTH	MAX LOADING	BOX QTY	PALLET QTY
SSB21	22.8″ x 21.3"	14.8″	529 LBS	1	260

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A-Gas Adds Market-Leading Refrigerant Separation Tower to Bowling Green Plant

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

Bowling Green, OH – A-Gas, a world leader in environmentally responsible lifecycle refrigerant management, announces the addition of a new separation tower at their Bowling Green facility, 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 major contributor to the circular economy.

This new separation tower will increase A-Gas' gas processing capabilities by 15% in the US. This will allow A-Gas to provide more high-quality reclaimed refrigerant gases, substantially increasing the number of such gases in the market. With this new separation tower, A-Gas increases the separation capacity at the current site, which addresses a critical need highlighted by a recent NGO report: The 90 Billion Ton Opportunity: Lifecycle Refrigerant Management.

A-Gas' newest separation tower was opened with a celebration at the facility on August 9, 2023. Speaking at the event in support of A-Gas' reclamation efforts and contributions to the circular economy were Congressman Bob Latta, State Representative Haraz Ghanbari, and Mayor of Bowling Green Mike Aspacher. Other attendees included Ohio EPA representatives Archie Lunsey and Gary Deutschman, as well as Municipal Administrator Lori Tretter, Ben Otley from the Bowling Green Economic Development Council, and Mary Hinkleman from the Bowling Green Chamber of Commerce.

Year-over-year, A-Gas has nearly doubled their reclaimed refrigerant output, making A-Gas a market leader in reclaimed refrigerant in the US. Expanding the recovery and reclaim of refrigerant gases 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.

Taylor Ferranti, Commercial Vice President of Refrigerant Management at A-Gas, shared, "At the end of the day, every pound of refrigerant that is reclaimed is a pound of refrigerant that was recovered instead of harming the environment with illegal venting or equipment failure. Safe gas recovery through on-site recovery services like A-Gas Rapid Recovery® and cylinder exchange programs like Rapid Exchange® and Refri-Claim make reclaiming refrigerant possible, and we are excited that this new tower can increase this rate of reclamation. We look forward to giving more people and organizations the opportunity to participate in the circular economy."

A-Gas continues to lead the way in managing the refrigerant lifecycle process through their reclamation capability while continuing to source the next-generation products to support their customers in transitioning to alternative refrigerants.

Be Careful How You Store and Transport Your Refrigerant Drums

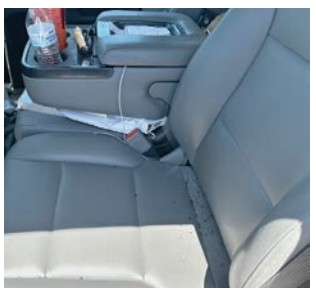
This was sent in from a contractor in Texas:

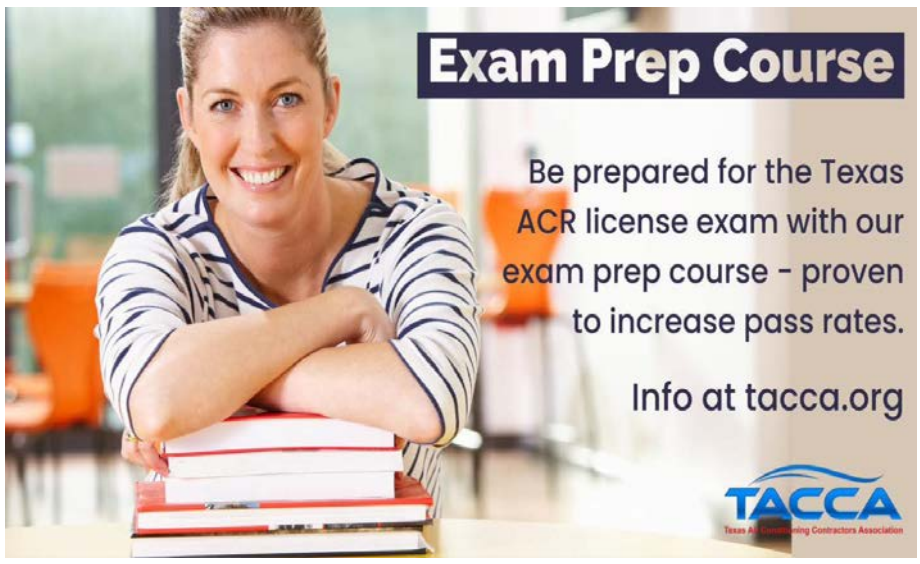
Full bottle of refrigerant sitting in back of the service truck. The outside temperature was only 100. The bottle bottom blew out. The bottle went up, bounced off an extension ladder, crushed the top of a service bed and then smashed the back of the cab of the truck.

If this had happened in an enclosed van… the results would have been devastating.

The service truck was moving at a couple of miles an hour still in their parking lot.

Watch how you store your refrigerant drums and be careful.





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RED OAK/DFW (FRI-SAT)
November 10-11

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December 9-10
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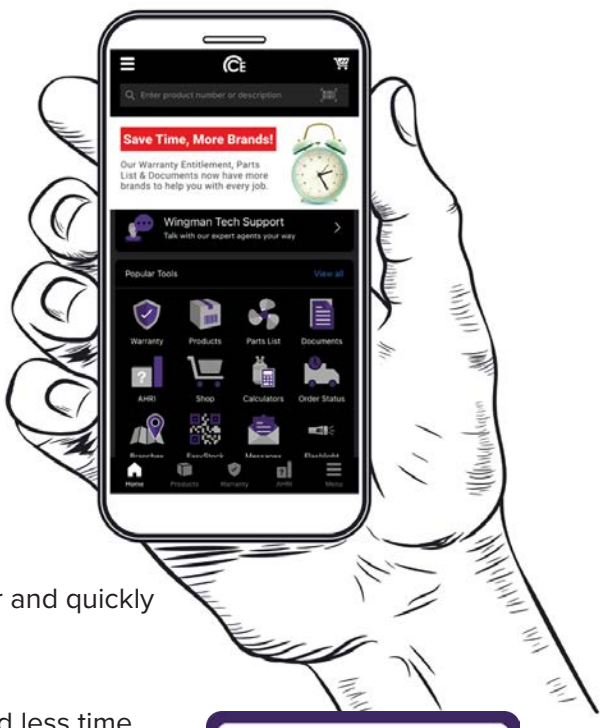

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ASHRAE® NEWS

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 Announces Call for Abstracts for 2024 Annual Conference in Indianapolis

Submission deadline is November 22, 2023

Atlanta – ASHRAE is now accepting abstract submissions for the 2024 Annual Conference to be held in Indianapolis, Indiana, June 22-26, 2024, at the JW Marriott Indianapolis.

"Legislative initiatives, electrification, artificial intelligence and other technological and social forces are impacting ASHARE members across all aspects the built environment," said technical conference chair Brian Fronk. "The program tracks for the 2024 ASHRAE Annual Conference in Indianapolis seek to explore the challenges and opportunities in responding to these changes, while continuing to focus on core HVAC&R fundamentals, equipment and research and development."

Conference papers are requested for the following tracks:

The ***"Electrification: Possibilities and Pitfalls"*** track features programs that explore the required technology to meet legislative targets as well as the challenges and consequences of rapidly electrifying the built environment in parallel with other sectors.

The ***"Artificial Intelligence and the Built Environment"*** track highlights papers that separate the hype from reality and explore the possibilities of artificial intelligence and machine learning tools for transforming how buildings and equipment are designed, optimized and operated.

The ***"Building Life Cycle Assessment"*** track explores aspects of building life cycle assessment, with a particular interest in successful applications that have extended modeling into operational phases of the building life cycle.

The ***"Legislation, Standards, Codes and Guidelines"*** track highlights recent changes and opportunities to inform new legislation, standards and guidelines and their impact on the buildings sector.

The ***"Professional Development"*** track will cover all aspects of business outside of engineering/technical applications to allow professionals an opportunity to develop in areas such as presentation skills, leadership, team building, interpersonal skills, etc. and lends itself to interactive session types such as workshops and forums.

The ***"Fundamentals and Applications"*** track will provide opportunities for papers of varying levels across a large topic base. Concepts, design elements and shared experiences for theoretical and applied concepts of HVAC&R design are included.

The ***"HVAC&R Systems and Equipment"*** track will focus on the development of new systems and equipment, improvements to existing systems and equipment and the proper application and operation of systems and equipment.

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

Abstracts (400 words or less) are due November 22, 2023. If accepted, final conference papers (8-page maximum) are due March 15, 2024. In addition, technical papers (complete 30-page maximum papers) are also due November 22, 2023.

All accepted papers will be considered for publication in Science and Technology for the Built Environment, ASHRAE's research journal.

For more information on the call for abstracts and the 2024 ASHRAE Annual Conference, visit ashrae.org/2024Annual.

ASHRAE's Announces 2023-24 Society Scholarship Recipients

Atlanta – ASHRAE has announced the recipients of 40 Society scholarships, totaling $219,500, for the 2023-24 academic year.

"ASHRAE Society scholarships are investments in the future of our industry," said 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. "By supporting the development of talented students, we empower them to drive innovation, sustainability and progress in the built environment. Congratulations to this year's recipients."

The following recipients listed are from our Region. For a complete list of scholarship recipients visit https://www.ashrae.org/communities/student-zone/scholarships-and-grants/ashrae-society-scholarship-recipients

The following awards provide one-year $5,000 scholarships:

Lynn G. Bellenger Engineering Scholarship

Sadia Ashraf, mechanical engineering, University of Houston and ***Paulina Salinas,*** mechanical engineering technology, University of North Carolina at Charlotte, are the recipient of the Lynn G. Bellenger Engineering Scholarship which recognizes female undergraduate engineering students and is named in memory of the Society's first female president, who served as the Society's president in 2010-11.

Duane Hanson Scholarship

John McCulloch, mechanical engineering, Texas A & M University and Texas University, is the recipient of the Duane Hanson Scholarship established by Gayner Engineers and is named for the company's former president.

The following awards provide one-year $3,000 scholarships:

ASHRAE Region VIII Scholarship

John Flores, mechanical engineering, Texas Tech University is the recipient of the ASHRAE Region VIII Scholarship.

High School Senior Scholarships

Marcellus Odum, mechanical engineering, Georgia Institute of Technology; ***Anthony Montagna,*** mechanical engineering, Penn State University - Behrend College; ***Gerin Moore,*** architectural engineering, University of Texas at Austin; ***Alexander Nicols,*** mechanical engineering, Kettering University, Lawrence Technological University, Mott Community College and ***Abigail Crowe,*** engineering, Oregon State University, University of Washington, California Polytechnic State University, are the recipients of a High School Senior Scholarship.

Applications are now being accepted for the 2024-25 undergraduate engineering, technology, regional/chapter, and university-specific scholarships. The application deadline is December 1, 2023.

For more information on ASHRAE's scholarships, including eligibility requirements and application materials, visit ashrae.org/scholarships.

The Partners Group Hires New Territory Manager for Louisiana

The Partners Group, HVAC is growing! We are thrilled to announce that Glaydz Soto has been appointed as the new Territory Manager for Louisiana! With her experience and dedication, we are confident she will excel in this role, driving growth and fostering strong client relationships.

Join us in congratulating Gladyz. Her passion and expertise will undoubtedly make a significant impact on our team and the Louisiana region.

Please feel free to reach out to Gladyz at gladyz@tpghvac.com to extend your congratulations and support.

Ritchie Engineering Company Hires Western Regional Sales Manager

Proven professional to lead sales in the Western Region for YELLOW JACKET®

Bloomington, Mn – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R and automotive professionals and manufacturer of YELLOW JACKET® products, announces the hiring of Bill Rackle, Western Regional Sales Manager.

With more than 10 years of experience in the HVAC industry, Bill got his start with Newell-Rubbermaid as an HVAC regional sales manager for Hilmor, Lenox and Irwin. Most recently, Bill was the National Account and Western Regional Sales Manager for Milwaukee Tool. He graduated with a B.A. in Marketing from the University of Northern Iowa.

Bill is responsible for driving sales in the Western region, as well as contributing to the marketing and business development for the YELLOW JACKET® HVAC/R Division. "We are thrilled to welcome Bill to our team," said Gary Lampasona, Vice President of Sales & Marketing. "He has a wealth of knowledge and experience that will serve our customers and brand very well."

Celebrating Excellence: PHCC Texas Awards of Excellence Recipients

Posted By Kelsey Copeland, PHCC Texas

PHCC Texas is thrilled to announce the outstanding recipients of this year's Awards of Excellence program. These remarkable individuals and companies have made substantial contributions to both our industry and our association, showcasing their commitment to excellence and innovation.

Excellence in Administration and Operations - Allie Perez, George Plumbing:

Allie Perez, Office Manager at George Plumbing, is the deserving winner of the Excellence in Administration and Operations Award. Her exceptional efforts have transformed her company's administrative practices, embracing technology to enhance invoicing, inventory management, and customer service. Her dedication to improving operations and her active involvement in the local chapter, PHCC San Antonio, make her an invaluable asset to the industry.

Excellence in Workforce Development - ClearWater Plumbers:

ClearWater Plumbers stands as a beacon of excellence in workforce development. Their pioneering in-house training program, ClearWater University, in collaboration with Interplay Learning, sets the gold standard for hands-on technical skill development. By offering a comprehensive learning environment, they are equipping apprentices to become not only exceptional apprentices but also highly skilled licensed plumbers, positively impacting their community and beyond.

Excellence in Advocacy - Doug Turner, Doug Turner Plumbing:

Doug Turner of Doug Turner Plumbing is celebrated for his unwavering commitment to advocacy on both state and federal levels. With years of experience in the industry, he passionately champions the interests of PHCC Texas and PHCC National. His active engagement, from the National PHCC Legislative Conference to his role as National Zone Director, exemplifies his dedication to advocating for our industry's vitality.

Excellence in Industry Leadership - Sherill Stanush, S & S Plumbing:

Sherill Stanush of S & S Plumbing stands as a true industry leader. Her remarkable leadership as the first female chapter president of PHCC San Antonio and her involvement in various local and state committees showcase her dedication. Her fair and considerate leadership style, combined with her active participation in industry initiatives, make her an exceptional role model for our community.

Contractor of the Year - Live Oak Plumbing:

Live Oak Plumbing earns the prestigious title of Contractor of the Year for their remarkable achievements. In just their second year of operations, they have demonstrated all-around excellence in performance. From impressive revenue figures and employee growth to professional education initiatives and specialty certifications, Live Oak Plumbing's commitment to professionalism and quality has set them apart as a shining example in the industry.

Join us in extending our warmest congratulations to these outstanding individuals and companies for their exceptional achievements. Their dedication and contributions inspire us all to strive for excellence and continue pushing the boundaries of success.

Construction Spending Grows 0.5 Percent In June To An Annual Rate Of $1.94 Trillion As Demand For Residential & Nonresidential Construction Rises

Solid Gains in Commercial, Manufacturing and Office Construction Offset Declines in Power and Highway and Street Construction Between May and June as Association Officials Call on Feds to Clarify Project Regs

Total construction spending increased by 0.5 percent in June driven by increases in most residential and nonresidential construction segments, according to an analysis of federal spending data the Associated General Contractors of America released today. Association officials noted that spending on highway and street projects declined for the month in June, however, warning that regulatory confusion around issues like Buy America rules were delaying activity on many projects.

"Despite high interest rates, private sector demand for most types of construction activity continues to expand," said Stephen E. Sandherr, the association's chief executive officer. "Ironically, demand softened in sectors like power and highway & street construction where Washington has directed significant sums."

Construction spending, not adjusted for inflation, totaled $1.938 trillion, at a seasonally adjusted annual rate in June. That figure is 0.5 percent above the May rate, which was revised up from the initial estimate. Spending on private residential construction increased for the second consecutive month in June, by 0.9 percent. Spending on private nonresidential construction was flat in June, while public construction investment increased 0.3 percent.

Spending was mostly positive among large nonresidential segments. The biggest component, commercial construction—comprising warehouse, retail, and farm construction—increased 0.1 percent in June compared to a month ago. Spending on manufacturing plants increased 0.3 percent between May and June. Spending on office construction grew by 0.7 percent for the month. Educational construction grew by 0.1 percent compared to the prior month. However, spending on power construction fell by 1.3 percent for the month and highway and street construction fell by 0.1 percent compared to May.

Residential spending grew by 0.9 percent from May to June. Single-family homebuilding contributed the majority share of the growth, expanding by 2.1 percent for the month. New multifamily construction also was up 1.5 percent compared to May.

Association officials said the spending increases for most categories were welcome news and a sign of continued economic strength. But they warned that confusion about some of the regulatory requirements associated with the federal construction funding – including incomplete guidance on new Buy America rules – was delaying many construction projects where funding has been announced, but construction has yet to start.

"Confusion about some of the strings that come with the new federal construction funds is limiting the economic impact of these investments for now," said Sandherr. "The sooner the administration clarifies questions around Buy America and the rules around clean energy investments, the sooner construction can begin on many infrastructure and power projects across the country."

DOE Awards Refrigerant Research Project to AHRTI

Arlington, Va. — The Air-Conditioning, Heating, and Refrigeration Technology Institute (AHRTI), the research arm of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), has been selected by the U.S. Department of Energy for a $1.8 million funding award negotiation to conduct essential research on low-global warming potential (GWP) refrigerants. AHRTI will lead a research project to characterize heat transfer and pressure drop performance of new low-GWP refrigerants.

"This research will support the implementation of The American Innovation & Manufacturing (AIM) Act and provide U.S. manufacturers with accurate refrigerant correlations to help them design and commercialize efficient air conditioning and heat pump products using more environmentally friendly refrigerants," said AHRI President & CEO Stephen Yurek, adding that, "the research will focus on next- generation refrigerants having a GWP of less than 150 with an eye toward helping make U.S. manufacturers more competitive in the global market."

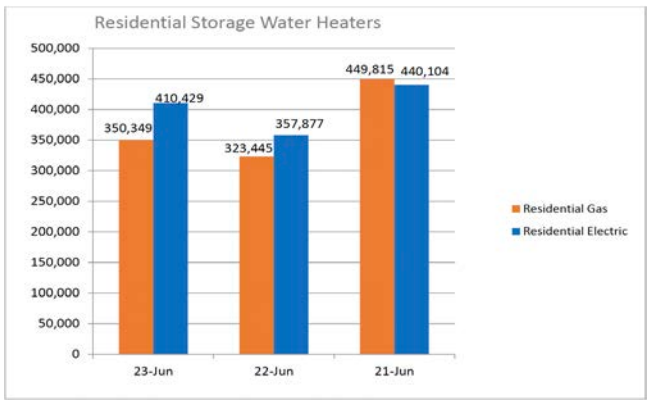
Through this research project, AHRTI will develop accurate heat transfer and pressure drop correlations for lower-GWP refrigerants covering a range of key factors, such as heat exchanger tube diameters, materials, inner surfaces, and operating conditions. The developed correlations will be implemented in publicly available models for system design and optimization. This project is one of the 29 projects selected by DOE through its Buildings Energy Efficiency Frontiers and Innovation Technologies (BENEFIT) funding opportunity to develop advanced building technologies and retrofit practices that enable healthier households and communities and reduce energy waste.

"The combined outcome will help our industry overcome the hurdles of introducing new refrigerants and will build a foundation for our manufacturers to design and optimize more innovative and efficient products," said Yurek.

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for June 2023 increased 8.3 percent, to 350,349 units, up from 323,445 units shipped in June 2022. Residential electric storage water heater shipments increased 14.7 percent in June 2023 to 410,429 units, up from 357,877 units shipped in June 2022.

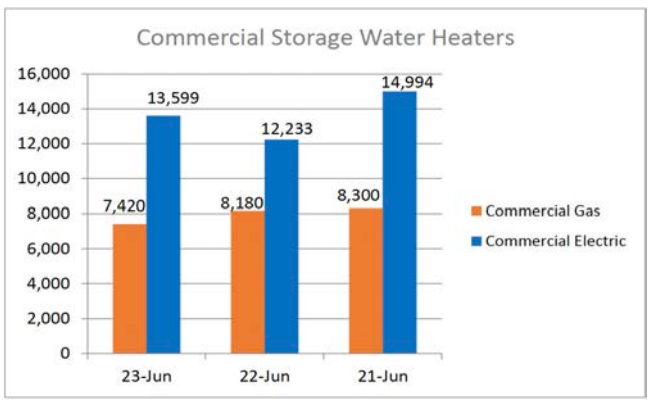


Year-to-date U.S. shipments of residential gas storage water heaters decreased 0.1 percent, to 2,229,320 compared to 2,232,521 shipped during that same period in 2022. Residential electric storage water heater shipments increased 1.8 percent year-to-date, to 2,494,677 units, compared to 2,450,936 shipped during the same period in 2022.

Year-to-Date				
	Jun 23 YTD	Jun 22 YTD	%CHG. (From 2022-2023)	Jun 21 YTD
Residential Storage Gas	2,229,320	2,232,521	-0.1	2,471,772
Residential Storage Electric	2,494,677	2,450,936	+1.8	2,445,529

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 9.3 percent in June 2023, to 7,420 units, down from 8,180 units shipped in June 2022. Commercial electric storage water heater shipments increased 11.2 percent in June 2023, to 13,599 units, up from 12,233 units shipped in June 2022.

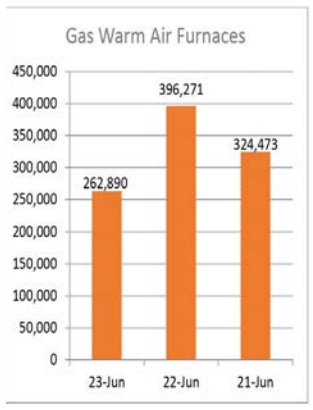


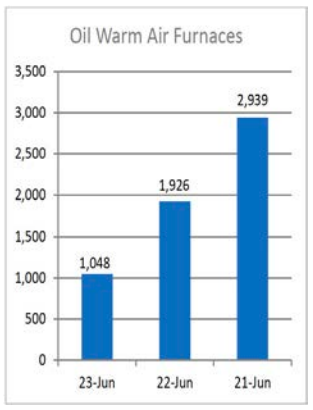
Year-to-date U.S. shipments of commercial gas storage water heaters increased 5.2 percent, to 45,748 units, compared with 43,502 units shipped during the same period in 2022. Year-to-date commercial electric storage water heater shipments increased 30 percent, to 75,063 units, up from 57,758 units shipped during the same period in 2022.

Year-to-Date				
	Jun 23 YTD	Jun 22 YTD	%CHG. (From 2022-2023)	Jun 21 YTD
Commercial Storage Gas	45,748	43,502	+5.2	46,549
Commercial Storage Electric	75,063	57,758	+30.0	76,011

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for June 2023 decreased 33.7 percent, to 262,890 units, down from 396,271 units shipped in June 2022. Oil warm air furnace shipments decreased 45.6 percent, to 1,048 units in June 2023, down from 1,926 units shipped in June 2022.



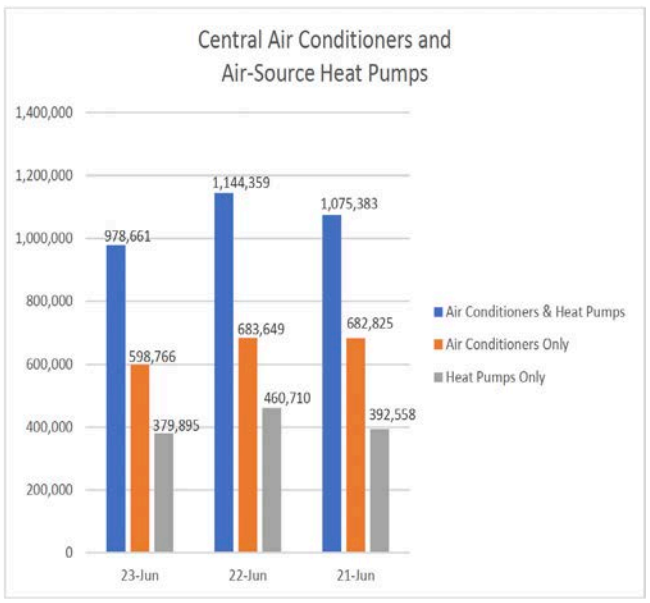


Year-to-date U.S. shipments of gas warm air furnaces decreased 24.3 percent, to 1,517,798 units, compared with 2,004,958 units shipped during the same period in 2022. Year-to-date U.S. shipments of oil warm air furnaces decreased 41.7 percent, to 7,907 units, compared with 13,555 units shipped during the same period in 2022.

Year-to-Date				
	Jun 23 YTD	Jun 22 YTD	%CHG. (From 2022-2023)	Jun 21 YTD
Gas Warm Air Furnaces	1,517,798	2,004,958	-24.3	2,036,226
Oil Warm Air Furnaces	7,907	13,555	-41.7	16,342

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 978,661 units in June 2023, down 14.5 percent from 1,144,359 units shipped in June 2022. U.S. shipments of air conditioners decreased 12.4 percent, to 598,766 units, down from 683,649 units shipped in June 2022. U.S. shipments of air-source heat pumps decreased 17.5 percent, to 379,895 units, down from 460,710 units shipped in June 2022.



Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 14.6 percent, to 4,735,684 units, down from 5,542,560 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 18.7 percent, to 2,712,457 units, down from 3,338,316 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 8.2 percent, to 2,023,227, down from 2,204,244 units shipped during the same period in 2022.

Year-to-Date				
	Jun 23 YTD	Jun 22 YTD	%CHG. (From 2022-2023)	Jun 21 YTD
Air Conditioners & Heat Pumps Combined Total	4,735,684	5,542,560	-14.6	5,330,426
Air Conditioners Only	2,712,457	3,338,316	-18.7	3,276,376
Heat Pumps Only	2,023,227	2,204,244	-8.2	2,054,050

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

Size Description (000) BTUH	Month 2023 Total	Month % Change from 2022	Month 2021 Total	YTD 2023 Total	YTD % Change from 2022	YTD 2021 Total
Under 16.5	37,357	-32.1	49,637	176,283	-22.8	249,723
16.5-21.9	113,267	+5.8	89,435	591,274	+12.6	489,793
22-26.9	189,687	-15.6	226,400	935,151	-15.1	1,074,708
27-32.9	149,577	-14.8	180,149	729,781	-16.3	852,174
33-38.9	196,203	-18.9	228,949	940,328	-20.8	1,134,487
39-43.9	75,971	-12.9	74,615	320,356	-23.5	397,206
44-53.9	106,873	-15.6	111,388	502,064	-17.8	572,354
54-64.9	81,749	-18.3	83,460	403,781	-13.0	420,088
65-96.9	9,396	+10.5	11,032	52,403	+10.3	50,813
97-134.9	8,356	+7.3	8,544	38,303	+1.9	38,410
135-184.9	5,078	+15.3	5,879	24,134	+5.0	23,720
185-249.9	1,842	-9.4	2,413	8,690	-17.5	10,459
250-319.9	1,479	-4.5	2,072	6,700	-23.8	9,521
320-379.9	321	+0.6	413	1,496	-8.6	1,883
380-539.9	380	+26.7	371	1,753	+3.8	1,827
540-639.9	220	-23.9	241	1,347	-11.9	1,249
640-799.9	114	+14.0	130	569	-6.4	663
800.0-899.9	46	-39.5	43	292	-12.0	248
900.0-999.9	43	-21.8	58	328	-11.1	375
1,000.0-1,199.9	38	+52.0	47	198	-2.5	187
1,200.0 & Over	64	-15.8	107	453	-14.5	538
TOTAL	978,661	-14.5	1,075,383	4,735,684	-14.6	5,330,426

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.

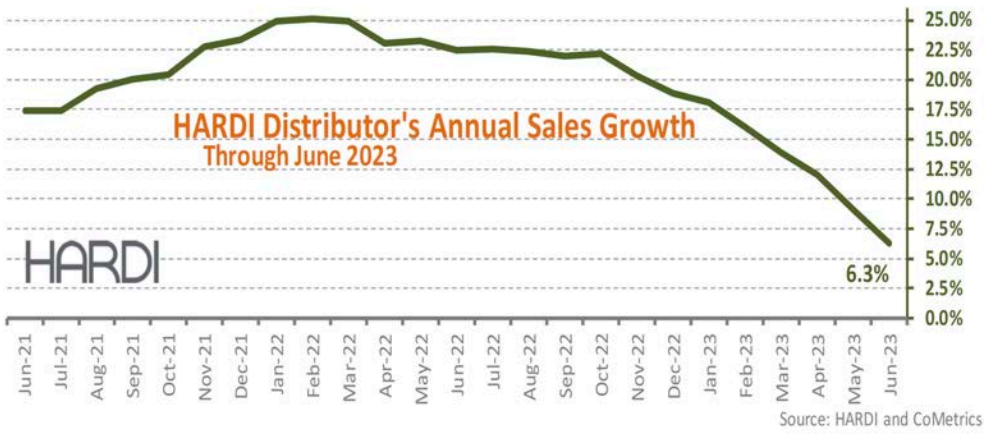
1. **How do my colleagues subscribe to the report?**
   Go to http://www.ahrinet.org/statistics and click on Subscribe.
2. **Does this data represent shipments to the United States only or are shipments outside of the United States included?**
   This data represents shipments to customers in the United 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.

HARDI

HARDI Distributors Report -6.4% Percent Revenue Decline in June

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by -6.4% percent during June 2023.

The annual sales growth for the 12 months through June 2023 is 6.3% percent.



Source: HARDI and CoMetrics

"We have sales declines during two of the first three months of cooling season versus the boom times of 2022," said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. "The weather has not helped. Cooling degree days were off by -22% in April, by -41% in May, and then by -23% during June."

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was at 39 days during June. "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 39 during June of 2021, June of 2022, and June of 2023. No warning signs here."

"Weather is not the only headwind for distributors this year," said Loftus. "The annual pace of existing home sales has declined for 19 consecutive months and by 25% during the twelve months through June 2023. The broken supply chains allowed the annual pace of industry price increases to surge to 26% last spring. Passing through those price increases helped boost the reported sales growth. The annual price increase being passed through right now is less than 5%. The annual sales growth of Building Materials and Supplies Dealers in the Retail Sales report has been an effective leading indicator for TRENDS. That indicates this cycle is not close to the bottom yet.

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

ABOUT HARDI

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

TDLR TEXAS DEPARTMENT OF LICENSING & REGULATION

The next Air Conditioning and Refrigeration Contractors Advisory Board meeting is scheduled for **Wednesday, October 4, 2023 at 10:00 a.m.** The meeting will be held via videoconference and will be viewable on TDLR's YouTube channel. Sharing of pre-recorded audio or video is not allowed during the public comment period. When the agenda and staff reports are available, they will be posted online.

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Harlingen	September 9
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Lubbock	September 14
San Antonio	Oct 7, Dec 2
Waco	October 7

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September 14, 2023 11:30 am - 1:00 pm
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Please RSVP with your and Guests Names text 918-282-7864

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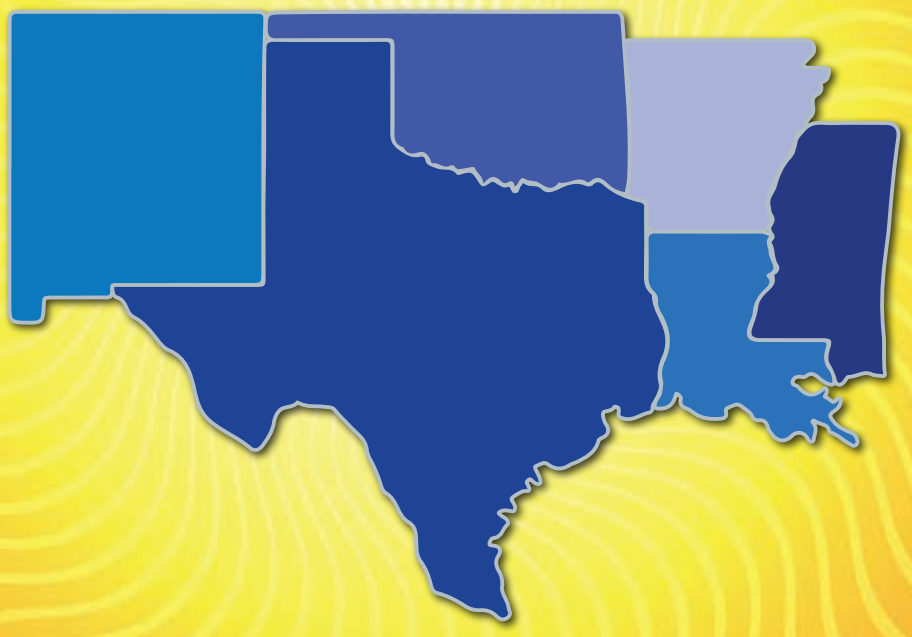

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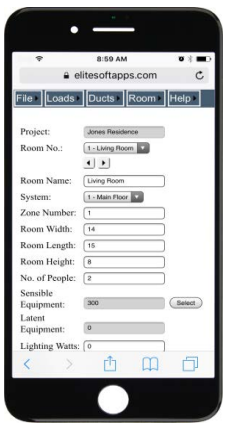

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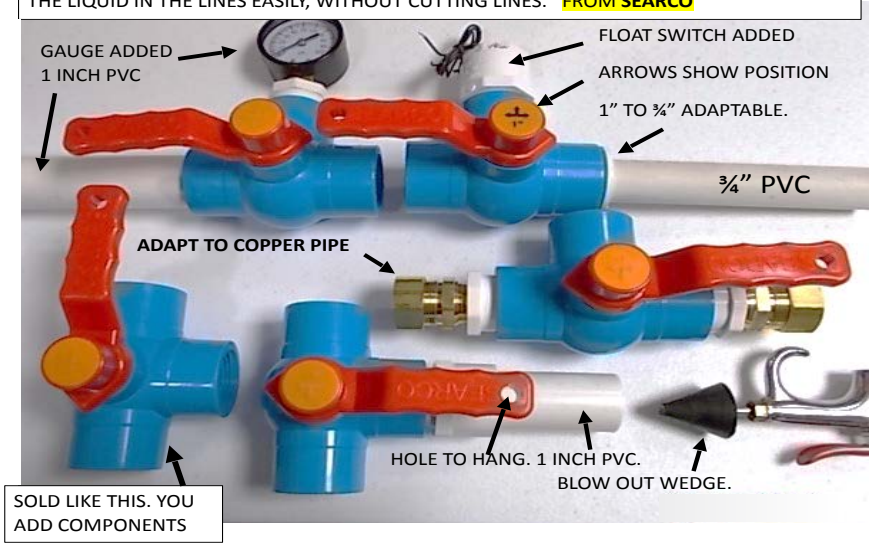

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