



T Air Conditioning TODAY



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Housing Starts Lower on Rising Mortgage Rates



Higher mortgage rates averaging above 7% put a damper on single-family production in August, as builders also continue to face supply-side challenges in the form of elevated construction costs, a lack of skilled labor and a shortage of buildable lots.

Led by a sharp decline in multifamily production, overall housing starts fell 11.3% in August to a seasonally adjusted annual rate of 1.28 million units, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The August reading of 1.28 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 4.3% to a 941,000 seasonally adjusted annual rate. Single-family starts are 2.4% higher than a year ago. The multifamily sector, which includes apartment buildings and condos, decreased 26.3% to an annualized 342,000 pace.

“High mortgage rates above 7% combined with low resale inventory and higher home prices are slowing housing production, as many first-time home buyers and younger households are struggling

to purchase an affordable home,” said Alicia Huey, chairman of the National Association of Home Builders (NAHB) and a custom home builder and developer from Birmingham, Ala. “With high mortgage rates sending buyers to the sidelines, and a nationwide shortage of 1.5 million units, we need to increase the housing supply to get this market back into balance to meet the pent-up demand for when market conditions improve.”

“Despite higher demand for new construction stemming from a lack of resale inventory, home builders are feeling pessimistic about the housing market because of elevated

mortgage rates hovering above 7%,” said Danushka Nanayakkara-Skillington, NAHB’s assistant vice president for forecasting and analysis. “Unfortunately, we expect mortgage rates to remain at higher levels as the Federal Reserve is likely to increase rates one more time later this quarter.”

The number of single-family units under construction is down 16.3% compared to a year ago at 676,000. Meanwhile, the number of apartments under construction increased to 1.01 million.

On a regional and year-to-date basis, combined single-family and multifamily starts are 22.8% lower

in the Northeast, 13.6% lower in the Midwest, 8.8% lower in the South and 16.5% lower in the West.

Overall permits increased 6.9% to a 1.54 million unit annualized rate in August. Single-family permits increased 2% to a 949,000 unit rate. Single-family permits are also up 7.2% compared to a year ago. Multifamily permits increased 15.8% to an annualized 594,000 pace.

Looking at regional permit data on a year-to-date basis, permits are 22.9% lower in the Northeast, 17.2% lower in the Midwest, 13.3% lower in the South and 18.2% lower in the West.

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Copeland Introduces the White-Rogers Universal Hot Surface Ignition Module

New universal product replaces over 325 part numbers to reduce truck inventory and increase efficiency

St. Louis— Copeland, a global provider of sustainable climate solutions, announced today the launch of its White-Rogers™ 50E47U-843 universal hot surface ignition (HSI) module, an innovative control that is designed for maximum capability with existing HSI systems.

This product offers new features not typically found in universal HSI modules, such as combustion blower/pressure switch functionality; 24, 120 or 240-volt ignitor capability; and real-time flame current display.

These features allow contractors the ability to streamline inventory as it replaces over 325 part numbers across many common applications, including pool heaters, water heaters, gas furnaces, boilers and cooking and laundry equipment. An easy-install harness allows the transfer wiring connections before removing the existing module, providing contractors with an easier installation process.

The control is equipped with innovative features, including near field communication (NFC), which enables a wireless connection between the control and a mobile device. Using the White-Rogers™ Connect mobile app, the module can be configured without power before installation. A newer feature within the app, Auto-Set, allows users to enter the replacement part number to configure to preloaded OEM settings, saving

time and increasing efficiency. Once installed, the app provides fault codes with troubleshooting tips for quick and accurate diagnostics without having to count on flashing LEDs.

The HSI module is the latest in a growing portfolio of universal part offerings, enabling technicians to stock fewer parts on the truck and ensuring that the right part is always readily available. Additional products in the portfolio include the universal single stage HSI integrated furnace control and the White-Rogers All-Spark intermittent pilot/direct spark ignition module, which replace more than 550 and 1,000 parts, respectively.

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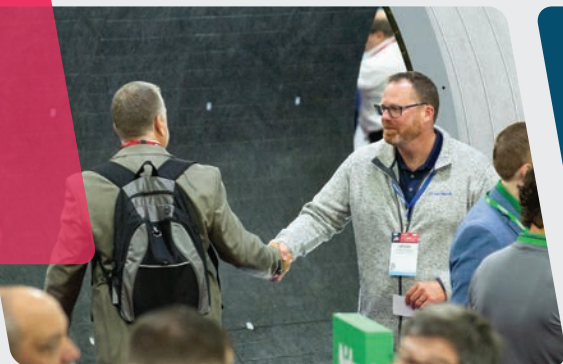


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Copeland Partners With Enersponse to Assist Grocery Stores in Claiming Energy Incentives

Energy resource management program provides rebates for hardware and software upgrades, helps companies meet ESG goals

St. Louis - Copeland, a global provider of sustainable solutions, announced a partnership with Enersponse, a top provider of distributed energy resource (DER) management services for commercial and industrial customers. This collaboration offers a unique chance for food retailers to effortlessly improve their energy conservation efforts through involvement in demand response initiatives that assist in stabilizing the power grid during times of high electricity consumption.

Enersponse's intelligent automation system sends a secure signal to reduce electricity when the power grid is at risk of outages or when energy prices spike. In addition to stabilizing the grid, these programs provide a passive revenue stream through incentives and automated demand response (ADR) rebates, decrease energy consumption and utility bills, and reduce carbon emissions, which supports meeting corporate sustainability and environmental, social and governance (ESG) objectives.

To enable ADR, these food retailers must have a comprehensive energy management system (EMS) on premises. Copeland control solutions deliver seamless energy management and ADR deployment. The Copeland E3 supervisory control is used to enable web-accessible control over critical building and refrigeration systems, including compressor groups, condensers and walk-in units, HVAC and lighting systems. The Copeland ProAct™ Connect+ enterprise management software is used to provide near real-time access to manage multi-site food retail operations. This provides access to rich data to perform root cause



analysis and prescriptive, corrective actions to help save time and costs. Finally, the Copeland CC200 case controller is also a part of this, and communicates with the E3 supervisory control and Copeland's companion Cold Chain Connect mobile app.

Copeland and Enersponse solutions together allow grocers to create customized parameters for responding to energy demand events, according to their specific requirements, ensuring critical operations, food safety, customer and employee comfort remain unaffected.

"Customers have the power to allow small adjustments to heating, ventilation, air conditioning and refrigeration (HVACR) systems and refrigeration temperatures or to dim lights during high-demand periods. Enersponse simplifies the entire process, from program enrollment to the end of a power reduction event and provides automation through a secure connection to the current Copeland building controls to make participation effortless," said James McPhail, CEO of

Enersponse. "Our goal is to make the process so seamless that customers and employees remain unaware that electricity usage has been reduced. Integration partners like Copeland allow this to happen through a secure connection with their cost-effective control systems."

Copeland and Enersponse have been collaborating with major grocery store chains in California for over a year, overseeing their demand response participation. These food retailers have obtained rebates to cover the cost of upgrading Copeland hardware and software, such as supervisory and building management controllers, AC and refrigeration compressors, and enterprise monitoring and building controls. The grocers have enrolled in an auto-demand response program and are receiving ADR rebates. In 2022, one of the grocers managed to avoid approximately 220,000 lbs. of carbon emissions, reducing carbon dioxide (CO₂) and securing rebates totaling over \$500,000.

"This is a simple way to enhance building automation in the commercial refrigeration space while meeting ESG goals," said Corey Wheat, Energy and Utility Solutions Business Development Manager at Copeland. "Through this program, we can conduct a building and site survey to determine where savings can be enhanced."

To learn more about this energy resource management program or other Copeland HVACR technologies, please visit Copeland.com.

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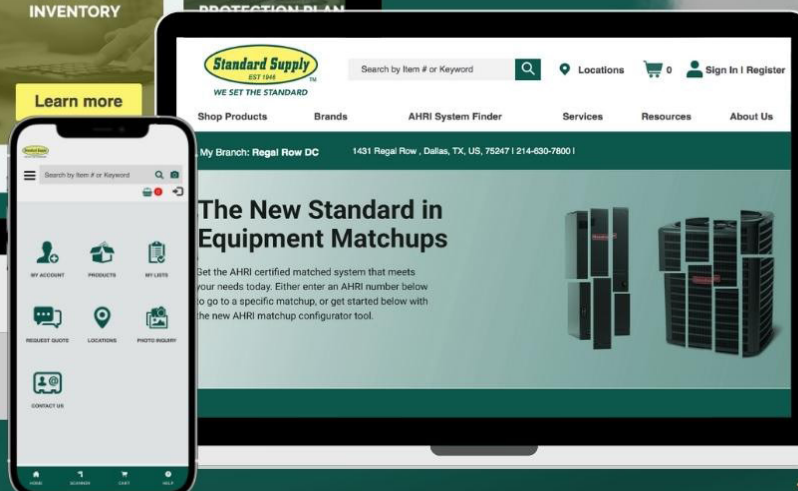
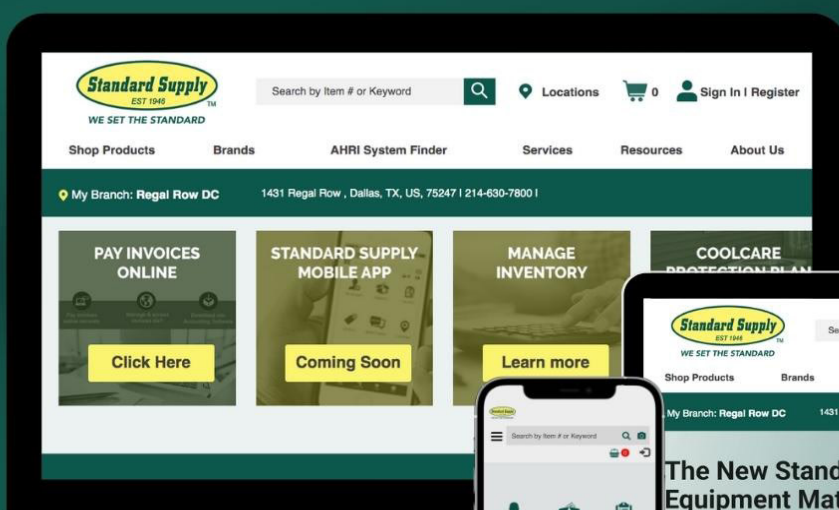
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If you are like me, there are way too many things on your “to-do” list to get done in a day, week or even a month. There are lots of little tasks which can take over your days and keep you from running a business if you let them.

These little tasks are easy to cross off your to-do list, but they often keep you from working on the big things. Unfortunately, it is the time-consuming, big things, which have the potential to dramatically change your business.

So, if you are serious about changing, improving and growing your business you need to get serious about the big things. Here’s how:

1. Create a complete issue list. It should contain all the tasks large and small which you need to work on. Divide the list into two groups.

The first group contains all the little things which have to get done to keep the business running. The second should consist of the bigger tasks, things like revising your pricing structure, redoing your website, creating formal job descriptions.

2. Prioritize the List. Yes, it would be nice to get all these things done at once, but it is not happening, so stop kidding yourself. Rank order the big issues and pick the one thing you will work on for the next 90 days.

3. Focus on one thing. Once you have picked the one thing you’re going to work on, give yourself permission to take the rest of the items off your current to-do list. You can have another list that you add to as things pop up, but you only need

to focus on one thing for the next 90 days.

4. Become accountable. Tell people such as your team, boss or peer group what your 90- day goal is. Share your plan with people who can help, may have great ideas or simply will keep you accountable to work toward completion.

5. Work on it every day. If the goal is to revise your pricing model, don’t wait until the last week of the 90-day period to work on it. This isn’t high school and you won’t pass if you cram the night before it is due. Schedule time to work on this. Put it on your calendar just as you would any other important meeting.

6. Turn off. Eliminate distractions by turning off your phone, email and even social media while you work on

your project. Close your door, put headphones in and focus. I can feel your withdrawal pains even as I suggest turning it off. Do it anyway. Unless you are on call as a fireman or EMT no one is going to die if they can’t reach you for 30 minutes a day.

7. Break the project down into small bites which can be accomplished in one sitting. Some of the steps may require setting appointments or delegating tasks to others. Be sure you get these identified early because this task may be on the top of your list, but it may not be for others who are involved. Be sure to get their buy-in so you can stay on track.

8. Celebrate the little wins. As you work through important pieces of the plan, take time to reward



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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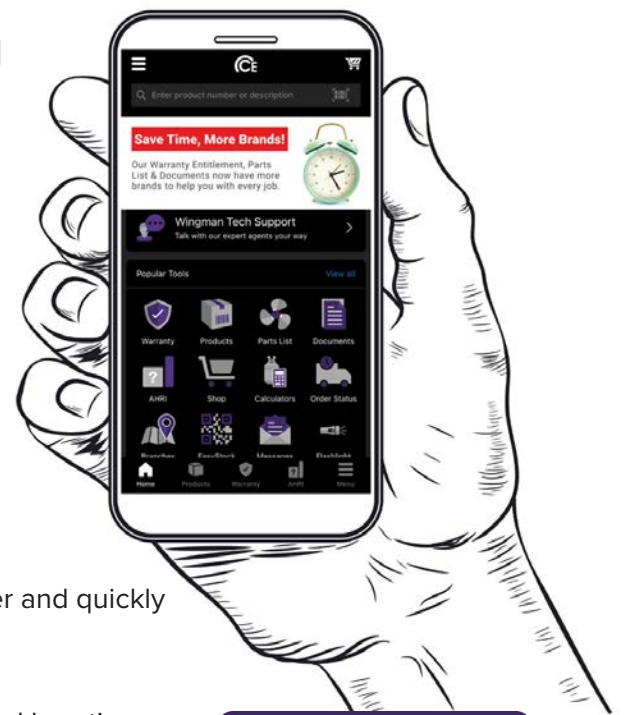
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Carper, Kennedy Celebrate One Year of Reducing HFCs Under the Kigali Amendment

Washington, D.C. — U.S. Senators Tom Carper (D-Del.), Chairman of the Senate Environment and Public Works (EPW) Committee, and John Kennedy (R-La.) today joined environmental, industry, and business leaders to celebrate the one-year anniversary of the Senate's ratification of the Kigali Amendment to the Montreal Protocol. The Kigali Amendment is a global treaty to phase down the use of hydrofluorocarbons (HFCs), super-polluting refrigerants that are thousands of times more powerful than carbon dioxide at trapping heat in our atmosphere.

"Nearly one year ago, the Senate did something historic for our nation and our planet by voting to ratify the Kigali Amendment to the Montreal Protocol," said Senator Carper. "In addition to avoiding up to 0.5 degrees Celsius in global warming, the Kigali Amendment is going to help spur billions of dollars in additional investment in the U.S. economy — all while creating jobs in Delaware and around our country. I am thankful to my colleague and friend, Senator Kennedy, as well as all of our partners, in the effort to phase down the use of these super pollutants known as HFCs."

"Sen. Carper and I have worked hard to protect American jobs by keeping the U.S. competitive in global industry," said Senator Kennedy. "Our investment in next-generation refrigerants is creating thousands of jobs, saving billions of dollars and safeguarding the environment, all of which matter deeply to Louisianians."

"For four decades, Congress and seven presidential

administrations have worked in a bipartisan manner with environmental and industry stakeholders to replace the ozone-depleting and climate-warming chemicals used for refrigeration, air conditioning, and many other applications," said David Doniger, Senior Strategic Director, Natural Resources Defense Council. "U.S. leadership has enabled this remarkable transition here at home and world-wide. Together, we have saved millions of people from skin cancer, cataracts, and other illnesses. Together we have done more to slow climate change than any other action to date. Passing the AIM Act and ratifying the Kigali Amendment to phase down HFCs are just the latest successful steps we've taken. NRDC salutes the leadership of Sens. Carper and Kennedy in this effort."

"The Alliance would like to thank Senators Carper, Kennedy, and Capito, and all of our policy supporters, for the amazing effort to achieve ratification of the Kigali amendment, as well as the previous passage of the AIM Act, which assured the authority to implement Kigali in the United States," said Kevin Fay, Executive Director of the Alliance for Responsible Atmospheric Policy. "Kigali ratification along with AIM Act implementation, is one of the most consequential environmental policy achievements of the last two decades. And to realize these environmental benefits tied to significant economic benefits, including jobs, exports, and US technology leadership, is a testament to the possibilities when we can come together in such strong bipartisan fashion."

"Ratification of the Kigali Amendment represented the

second leg of the HFC phase down triad, the first of which was passage of the AIM Act in 2020 and the third of which is implementation, which is ongoing through the EPA," said Stephen Yurek, President & CEO, Air-Conditioning, Heating, and Refrigeration Institute. "We are proud of the work of our industry and its Senate and environmental partners."

Carper and Kennedy's Leadership in Phasing Down HFCs:

- **November 2019:** Senators Carper and Kennedy introduce the American Innovation and Manufacturing (AIM) Act, bipartisan legislation that would direct EPA to implement an 85 percent phasedown of HFCs over 15 years — the timeline required under the Kigali Amendment.
- **September 2020:** Carper and Kennedy announce a bipartisan agreement with Senator John Barrasso (R-Wyo.), creating a path forward for Congress to enact a nationwide phasedown of HFCs.
- **December 2020:** Carper and Kennedy secure the inclusion of the amended AIM Act in the Consolidated Appropriations Act of 2021, enabling the United States to join the rest of the world in phasing down HFCs.
- **April 2022:** Carper and Kennedy pen a joint op-ed and send a letter to Senators Robert Menendez (D-N.J.) and James Risch (R-Idaho), Chair and Ranking Member of the Senate Foreign Relations Committee, calling for ratification of the Kigali Amendment.
- **September 2022:** Senators Carper and Kennedy lead the Senate to ratify the Kigali Amendment by a vote of 69-27.



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It's On My Heart: Never Forget. And Plan Ahead.

By now we have passed another anniversary of one of the worst disasters to ever hit our nation, we call it 9/11. I am in Cross Timbers Rotary in Flower Mound, Texas, and we had a retired fireman speak to us this last week. He brought us up to date with what has happened since that fateful day in 2001. We lost 2977 that day, not counting 19 terrorists. We found out that another 43 additional firefighters and support crew members have died due to illnesses related to the rescue and recovery efforts from the attack. That brings the total of NYFD members who have passed to 331 souls since the day of the attack, almost the same number we lost that day.

The reality is that over 400,000 first responders, clean up crews and survivors spent days and weeks breathing in toxic dust from over 400 tons of debris, causing them life-long problems. Cancers are the most common problem, taking 20 years in some cases to

appear. We now know we have lost more in the years after the attack than on that day, a total of 4343 according to the World Trade Center Health Program.

The fireman retired from Lewisville Fire Department a few years ago. He told us that he and two of his best friends in the department decided to go to help the teams there in New York. 10 days after the attack they boarded the first flight out of Dallas, landed in New York in the late afternoon. Spent some time getting oriented, stopped by the Fire Department closest to the towers to see what had happened there. A huge crowd had gathered across the street, there was a giant banner across the front of the building of that department who had passed trying to save others. That department had 100% loss, every member was lost in the collapsed buildings.

They made their way across the street, found several firemen

inside the building cleaning up equipment, everything had 4" of concrete dust on it. They then realized that the team inside the building were from the Dallas Fire department, they had driven up a couple of days before. Later on they walked down the street to find something to eat, a man stepped out of a very fancy restaurant and insisted they join them for dinner. They were filthy, in jeans and t-shirts, everyone else had formal attire on, best meal ever.

I am glad that I got to hear from him, brought back some memories, and re-enforced the concept that we should "never forget". Also got me to thinking, the people that passed had friends and family waiting for them to come home. They had plans for that evening, week, month and many had plans for the year. Those plans were interrupted instantly, never to be started up again.

I was involved with a group of consultants back a few

years ago, we were at a hotel getting ready to head out for dinner. Except we were missing one of our party, he did not come down to dinner. We went to his room; it was locked from inside. After a brief discussion with the manager (who said that he would have to get maintenance to cut the lock), we kicked down the door. He had passed laying in the bed, turns out his heart had stopped electrically. Got to the hospital, we went to call his wife, not one of us had her number. Finally, one of our members remembered he had a number for his daughter, we called and told her to go to her mom's house, stay by her side while a tough call was made. That was the week that we decided to put our emergency contact numbers in our phones and passed them on to the rest of the team.

The conclusion our group came to was that we cannot ever predict what will happen, but there are some things we can do to help us get through the



Jim Hinshaw

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

Jim Hinshaw, Vice President, Vertical Markets, HVAC for Service Nation. Jim works with hvac and plumbing companies of all sizes. Service Nation has members from 2 man shops to several hundred. We

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

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unexpected events that we find ourselves in with no warning. I will never forget that night, nor the lesson: appreciate your friends and family, let them know you love them. In fact,

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R.E. Michel Leads TRC's Banish Mercury Off the Planet Contest

New York — R.E. Michel leads Thermostat Recycling Corp.'s (TRC) Banish Mercury Off the Planet (BMOP) contest after almost three months of the competition. In second place is Johnstone Supply, followed by Refrigeration Sales Corp.

"We have seen a slight decrease in contest results compared with last year at this time," said Danielle Myers, Executive Director, TRC. "However, it is clear that our wholesale partners continue to recover and safely recycle mercury-containing thermostats. Their collective effort demonstrates the will and a continued effort to remove these older units wherever they remain."

The collections from the front-runner wholesalers include:

Top 3 Wholesalers	Pounds of Mercury
R. E. Michel Co.	24.1
Johnstone Supply	20.0
Refrigeration Sales	6.3

TRC reports that 96.2 pounds of mercury, including 8,954 mercury-containing thermostats, have been recycled from 44 wholesalers and over 150 branches through July in the BMOP contest, which began May 1 and ends Oct. 31.

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

During HARDI's annual conference, TRC publicly acknowledges the top three recyclers in various categories. The conference is in Phoenix this year, from Dec. 2 to 5.

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

"We are pleased to see the continued participation of so many wholesalers during this initial part of the contest," Myers said. "Still, we shouldn't forget that the competition is ongoing until Oct. 31. I hope this notice spurs the competitive instincts of our partners to enter or add to their results before the contest deadline. The motivation of a safe environment for all should be an earnest motivator for all."

NTEA releases fall 2023 U.S. Commercial Vehicle Market Report

Farmington Hills, Mich. — NTEA – The Work Truck Association™ released the third edition of the U.S. Commercial Vehicle Market Report – Powered by Commercial Truck Trader, NTEA and S&P Global Mobility. This semi-annual industry report, which was launched in 2022, delves into the details, data and trends around the commercial vehicle life cycle — from chassis sales to truck registration to later stages when used vehicles re-enter the sales market.

"Navigating market and business challenges and opportunities is something our industry organizations do day in and day out," said Kevin Koester, NTEA managing director. "As an Association, we value the opportunity to serve these companies by sharing data and insights in the U.S. Commercial Vehicle Market Report they can use — and put to work — in their strategic operational planning."

"Understanding the industry is crucial. With the insights shared in the fall 2023 U.S. Commercial Vehicle Market Report, Commercial Truck Trader's data will arm industry professionals with the right information to make more strategic and informed business decisions," added Charles Bowles, director of OEM & strategic initiatives at Trader Interactive, parent company of Commercial Truck Trader. "We are thrilled to once again discuss the insights from the report at the Executive Leadership Summit alongside NTEA and S&P Global Mobility."

"As we move into the back half of 2023, some rebalancing in the U.S. truck market is evident," notes Andrej Divis, executive director, global heavy truck research at S&P Global Mobility. "Two quick examples are shifts in the mix of GVW ratings compared to a year ago, and in the sizes of the fleets driving the market. In the year to date, we have really seen large fleets return to the market in a big way. We look forward to sharing more details at NTEA's upcoming Executive Leadership Summit."

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

Topics covered include:

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

Learn more

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



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Product News

Bluon Introduces MasterMechanic, an Innovative AI Based on 50,000 Tech Support Calls to Help HVAC Technicians Diagnose Problems in the Field

MasterMechanic is the 'ChatGPT for HVAC techs' — providing them actionable, real-world answers to very specific diagnostic questions in language they can understand

Irvine, Calif. — Bluon, Inc., an innovative software company focused on bringing productivity gains to HVAC contractors and their service technicians, today introduced MasterMechanic, a breakthrough AI tool for HVAC technicians that allows them to instantly diagnose and solve problems in the field, using only natural language. The beta product is available publicly to the entire industry for a limited time at bluon.ai.

MasterMechanic is the first generative AI tool created to assist HVAC technicians. It represents the next stage of tools for service technicians and the beginning of a fundamental shift in how they will handle challenges in the field. MasterMechanic is an assistive application, designed to give HVAC technicians step-by-step answers to specific, complex problems in language that is easy to follow and very specific to the issue at hand.

MasterMechanic is similar to ChatGPT, but instead of being trained on generic internet content, it's trained on Bluon's brand-agnostic and comprehensive body of HVAC data. Bluon's HVAC data includes nearly 50,000 problem-solution scenarios experienced in the real world and the knowledge of some of the top mechanics in the trade. As a result, the system understands a huge breadth of HVAC issues, in virtually every system type from residential to complex commercial units. It

knows how technicians describe problems, and how to provide immediate, practical guidance. Bluon's data is unrivaled, making it uniquely suited to develop AI solutions, particularly in the complex and nuanced world of HVAC equipment.

"You can think of MasterMechanic as the collection of Bluon's vast HVAC knowledge. It's like a superintelligence for the industry. This early beta version has been very impressive and even shocking at times. We have an ambitious roadmap for it and are excited to continue expanding its capabilities," said Peter Capuciat, chairman and CEO, Bluon.

"We've been really impressed with the progress in the machine learning community; it's helped us maximize the possibilities of Bluon's immense set of HVAC data. Under the hood, MasterMechanic uses a combination of machine learning approaches including reinforcement learning with human feedback (RLHF), retrieval augmented generation (RAG) in high dimensional vector space, and large language models (LLMs)," said Adam Curry, SVP, Bluon.

Bluon sets the standard for data in the HVAC industry. The launch of MasterMechanic demonstrates Bluon's innovation and leadership in the HVAC space, and its emphasis on making all facets of the industry more efficient.

Carrier Strongly Supports U.S. Governors' Heat Pump Initiative

Palm Beach Gardens, Florida — As a global leader in intelligent climate and energy solutions, Carrier Global Corporation (NYSE: CARR) strongly supports the U.S. Climate Alliance's commitment to helping decarbonize U.S. buildings through the use of heat pumps.

The Climate Alliance, a bipartisan coalition of 25 governors across the U.S., has announced a collective target to drive a four-time increase in heat pump installations by 2030 across their states. This initiative will advance the governors' goal of planning for a transition to a zero-emissions building future as soon as practicable.

Globally, heat pumps are recognized as a key solution in the fight against climate change. RePowerEU, a European Commission proposal to end reliance on fossil fuels before 2030, is aiming to add 10 million additional heat pumps over the next five years. Seventeen European countries have announced or implemented bans on fossil fuels; 19 countries have implemented incentives supporting heat pump adoption and 12 have banned fossil fuel boilers in new builds.

Heat pumps are typically powered by electricity and are more energy-efficient than standard furnaces or boilers. According to Rewiring America, if all single-family homes in the U.S. adopted heat pumps, the total annual emissions reduction would be at least 160 million metric tons — the equivalent of taking 32 million cars off the road.

Carrier's commitment to heat pump innovation and access includes its prior commitment to investing \$2 billion by the end of 2030 on sustainable solution innovation, with a focus on electric heat pumps, among other solutions; field testing of prototype cold climate heat pumps in harsh climates as part of the Department of Energy's Cold Climate Heat Pump Challenge; and the recent designation of its Collierville, Tennessee facility as its Center of Excellence for high-efficiency heat pump production.

Learn more at corporate.carrier.com.



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Fujitsu General Announces Partnership with Sensibo

Sydney and Tel Aviv – Fujitsu General Australia and Fujitsu General New Zealand have partnered with Sensibo to provide Smart Home Air Conditioning (AC) solutions. Sensibo is a leading climate technology Internet of Things (IoT) company that develops smart AC and heat pump solutions, using data and Artificial Intelligence (AI), for a more sustainable world.

The strategic partnership will further strengthen Fujitsu General's anywAiR® technology product lineup through the integration of Sensibo's technology into Fujitsu General's air conditioners and heat pumps, allowing Fujitsu customers to control their devices from anywhere using Sensibo's suite of mobile smart AC functions such as smart scheduling; geo-fencing; climate react; and voice control* via Siri, Alexa, and Google Assistant. Customers will also be able to take advantage of Sensibo's machine-learning algorithms to help them conserve energy and enjoy greater comfort and control.

Sensibo's Operating System (OS) solution, which will be integrated into Fujitsu General's air conditioners under the anywAiR technology brand, is a premium end-to-end smart heating, ventilation, and air conditioning (HVAC) solution. Sensibo's smart HVAC

products allow users to control their ACs by utilizing AI, data, and sensors while leveraging cloud computing that processes more than 1.2 million HVAC actions a day.

"The OEM (original equipment manufacturer) partnership between Fujitsu General and Sensibo is not only a major step for Fujitsu but also for the smart AC sector," said Kyle Rafter, Head of Product ANZ, Fujitsu General. "We are excited to partner with Sensibo, a company that puts sustainability and technological innovation at the top of their agenda, which aligns with ours."

"Together with Fujitsu General, we were able to create an air conditioner that is different from anything else that exists on the market. We cannot wait to see how Sensibo's OS will diversify Fujitsu's product capabilities and create a huge leap toward the relationship between technology, energy management, and climate control," said Ran Roth, CEO and Co-Founder of Sensibo. "Smart air conditioners are the next innovation of the industry, with the potential to deliver a reduction in energy consumption and mitigate CO2 emissions. We are proud to partner with Fujitsu General to empower users to use their air conditioning unit more efficiently to contribute to protecting our planet."

Copeland Introduces the White-Rodgers Universal Hot Surface Ignition Module

New universal product replaces over 325 part numbers to reduce truck inventory and increase efficiency

St. Louis – Copeland, a global provider of sustainable climate solutions, announced today the launch of its White-Rodgers™ 50E47U-843 universal hot surface ignition (HSI) module, an innovative control that is designed for maximum capability with existing HSI systems.

This product offers new features not typically found in universal HSI modules, such as combustion blower/pressure switch functionality; 24, 120 or 240-volt ignitor capability; and real-time flame current display.


These features allow contractors the ability to streamline inventory as it replaces over 325 part numbers across many common applications, including pool heaters, water heaters, gas furnaces, boilers and cooking and laundry equipment. An easy-install harness allows the transfer wiring connections before removing the existing module, providing contractors with an easier installation process.

The control is equipped with innovative features, including near field communication (NFC), which enables a wireless connection between the control and a mobile device. Using the White-Rodgers™ Connect mobile app, the module can be configured without power before installation. A newer feature within the app, Auto-Set, allows


users to enter the replacement part number to configure to preloaded OEM settings, saving time and increasing efficiency. Once installed, the app provides fault codes with troubleshooting tips for quick and accurate diagnostics without having to count on flashing LEDs.

The HSI module is the latest in a growing portfolio of universal part offerings, enabling technicians to stock fewer parts on the truck and ensuring that the right part is always readily available. Additional products in the portfolio include the universal single stage HSI integrated furnace control and the White-Rodgers All-Spark intermittent pilot/direct spark ignition module, which replace more than 550 and 1,000 parts, respectively.

"Every year, we're seeing more technicians retiring than entering the trade," said Tom Buescher, platform leader, wholesale and new technology, Comfort Control for Copeland. "We remain committed to helping overcome that gap in the field by ensuring technicians have the right products to efficiently service and troubleshoot – saving time on each job site. Through the combination of our new HSI module and White-Rodgers Connect, the setup process is simple and more efficient."



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Johnson Controls CMS-2000 Central Monitoring Station Helps Ensure Occupant Safety in Healthcare and Lab Settings

- CMS-2000 plays an integral role in airborne infection control by monitoring differential pressure, air changes, air flow, temperature, humidity and carbon dioxide (CO2)
- Supports safer spaces like operating rooms, patient isolation rooms and laboratories

Milwaukee — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, today announced the release of the CMS-2000 Central Monitoring Station. The CMS-2000 helps ensure laboratory and healthcare settings are safe for occupants by providing instant status verification of room pressure, airflow and other important room parameters.

“Monitoring and controlling airflow in critical spaces is a vital component of any healthy buildings strategy,” said Tyler Smith, vice president, healthy buildings for Johnson Controls. “The CMS-2000 provides industry-leading features and functionality so lab managers, nurses and other stakeholders can rest assured that their spaces are safer and healthier.”

The CMS-2000 Central Monitoring Station provides instant status verification for up to eight rooms, eight fume hoods, or a combination of rooms and hoods. The CMS-2000 can be used as a nurse station annunciator or to monitor

multiple spaces in large laboratories.

Users can access vital information on a single screen to quickly make informed decisions, ensuring that critical spaces are safe for occupancy.

Central Access to Critical Information

The CMS-2000 creates a centralized location to easily access critical information like room pressure, isolation mode, exhaust air flow, face velocity, and alarm status of multiple spaces and fume hoods. If a monitored parameter goes outside its prescribed range, it activates an audible and visual alarm that alerts staff to the alarm condition.

The CMS-2000 features the patented 360° Safety Halo edge lighting that is easily visible down long corridors. The system includes multiple ease-of-use features, including a snooze button that can silence an alarm for a set time to help reduce audible alarm fatigue, and an easily accessible tutorial video that helps quickly train new nursing staff.

“The CMS-2000 provides an intuitive user experience comparable to navigating a mobile device,” said Bill Schwebel, vice president, building automation systems, Johnson Controls. “This reduces the time required to configure the device and simplifies daily interactions by nurses, safety officers and facility managers.”

The CMS-2000 offers several new features, including:

• An Innovative User Interface

The CMS-2000 offers an updated user experience with an intuitive navigation menu and an easily customizable home screen with enhanced graphics including a 5-inch touchscreen display that offers high-definition resolution and operates even when wearing rubber gloves. The updated menus feature larger, easier to read status and sensor readings. The interface is also available in 18 languages.

• Improved and Simplified User Guides

A new, easily accessible QR code located on the display leads to a tutorial video viewable

on a mobile device, supporting frequent staffing rotations. The newest version also offers improved literature with an added troubleshooting guide.

• Non-volatile Memory and Password Protection

The CMS-2000 automatically retains user settings in case of a power outage and offers two levels of password protection to prevent unauthorized access.

• Ability to Create Flexible Facilities Through the Building Automation System (BAS)

The CMS-2000 utilizes BACnet® MS/TP for easy installation, commissioning, control, monitoring and data analytics. It seamlessly integrates into Johnson Controls Metasys and third-party building automation systems.

The CMS-2000 communicates on its own subnet with the FMS-2000C and HMS-1655 family of controllers.

Note: The CMS-2000 does not monitor the FMS-2000M Critical Environment Monitor.

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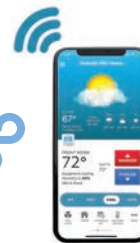
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Joseph Sullivan Joins the PHCC Educational Foundation Board of Governors

Falls Church, Va. –The Plumbing-Heating-Cooling Contractors — National Association’s (PHCC) Educational Foundation has named Joseph Sullivan to the organization’s Board of Governors. This distinguished group – composed of leading contractors, manufacturers, and other industry partners who are major donors to the Foundation – is responsible for guiding the development of industry education and training programs for contractors and their employees.

After graduating from Boston College with a degree in accounting, Joe Sullivan served on active duty and then in the Army Reserve for six years. He then started on a career in finance at a national public accounting firm. In 1968, Joe’s father convinced him to come work at the family business – J.J. Sullivan Plumbing. When his father passed away two years later, Joe found himself in charge of the family business at 28 years old.

To help get the knowledge he needed to be successful, Joe joined a local plumbing association – PHCC. In time, he took on leadership roles, including becoming president of the state association. He continued to be active and served as the PHCC of Massachusetts state treasurer for 20 years.

In 2001, Joe was asked about serving on the PHCC Educational Foundation’s Scholarship

Committee – a role he took on without hesitation. For the next 22 years, Joe would spend his summers reviewing the application materials of thousands of apprentices and students looking to earn a scholarship award.

J.J. Sullivan Plumbing and Heating is thriving as the firm takes on commercial and institutional jobs, working in schools and labs in the Cambridge, Massachusetts area. Joe’s two sons, Patrick and Mike, are now helping to run the business as the third generation for the company. Joe’s wife Ann passed away in 2005, and he remarried in 2008 to Jacqueline Piret, a retired microbiology professor. He still shows up for work regularly, but makes his own hours as he likes.

When asked about why he is joining the Foundation Board of Governors, he simply stated “I value the organization and I want to support it, to be a part of something bigger that is helping the industry that had supported my family for all these years.”

“Joe is one of the Foundation’s great volunteers,” shared Foundation Chair Kevin Tindall. “His work on the Scholarship Committee for more than 20 years is a reason the Foundation has been able to help so many apprentices with their training expenses. We are happy to welcome him to our Foundation family.”

Winsupply Local Companies in Texas Sponsor Aaron Jones’ Yards for Shoes Campaign

Dayton, OH– Winsupply Local Companies Sun City Winnelson and Winsupply El Paso TX have decided to team up to become the primary sponsor of Aaron Jones’ Yards for Shoes, benefitting The A&A All The Way Foundation.

Aaron Jones is the starting running back for the Green Bay Packers. During his second year in the NFL, Jones led the league in yards per carry with an average of 5.5 yards per attempt. In recognition of his outstanding performance on the field and his charitable work, Aaron was nominated for the highly esteemed Walter Payton NFL Man of the Year award in 2021.

For several years, Aaron and his family have been organizing shoe drives in their hometown of El Paso. In 2020, they decided to expand their efforts by launching the Aaron Jones’ Yards for Shoes campaign.

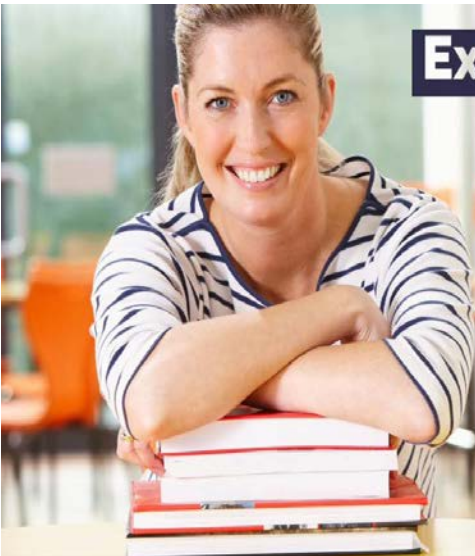
For the fourth year, the Aaron Jones’ Yards for Shoes campaign will be active for the 2023/2024 NFL Green Bay Packers’ regular season, which runs for 17 games. For every rushing yard Aaron Jones has during

the Packers’ games, a pair of shoes will be donated to an elementary or middle school child in El Paso, with a maximum of 1,500 pairs. Since its inception, the campaign has produced an inspiring total of 1,996 pairs of shoes.

Fans also have the opportunity to make monetary contributions for additional shoes to be purchased for the children on the A&A All The Way Foundation website at <https://www.aaalltheway.org/yards-for-shoes>

“Yards for Shoes isn’t just about football; it’s about the power of teamwork, both on the field and in our communities,” said Jones during the kick-off. “These shoes are a symbol of our commitment to helping kids and creating a brighter future together.”


“Investing in the well-being and future of our communities is at the heart of everything we do at Winsupply,” says Dean Moore, president/general manager of Sun City Winnelson. “We are honored to be part of Yards for Shoes and to witness the power it brings to children in the community.”



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Applications Now Open for Expanded Propane Construction Incentive Program

Propane Council expands program funding aimed at reducing greenhouse gases while increasing a homebuilders bottom line

WASHINGTON – Residential homebuilders can apply now for the Propane Construction Incentive Program and take advantage of money for installing propane appliances. Supported by the Propane Education & Research Council (PERC), the expanded program amplifies efforts to install propane appliances in new homes and remodels.

“Homebuilders are being told that electric or solar are the only clean-energy options for homes, but this simply isn’t true,” said Bryan Cordill, director of residential business development at PERC. “Propane—a clean energy option that works in tandem with other energy sources or on its own—should be considered when building or remodeling.”

The Propane Construction Incentive Program encourages the installation of propane appliances by offering a baseline incentive of up to \$1,000 to builders or remodelers who upgrade to propane appliances in a new build or a remodel. To qualify, at least one of these propane appliances must be installed:

- \$500 Incentive: Boiler, Furnace, Hydronic Air Handler, Combi Boiler (not a heat pump).
 - \$300 Incentive: Water Heater (tankless or storage tank).
 - \$300 Incentive: Hybrid Heat Pump with propane emergency heat.
- Additional propane applications:

- \$100 Incentive (Per Appliance): Cooktop or Range, Clothes Dryer, Standby Generator, Fireplace or Gas Log Set, and/or Propane Gas Piping for Outdoor Equipment.

Applicants can also earn a \$500 bonus for installing a propane appliance specific to their region of the country.

The 2022 incentive program helped eliminate more than 18 million pounds of carbon dioxide (CO2) equivalent from the environment. Last year, PERC awarded \$1 million in funding to construction professionals who provided data from the Energy Planning and Analysis Tool comparing the emissions of the propane appliances in their new build and remodeling projects to their electric alternatives. Installations included propane furnaces, water heaters, fireplaces, cooktops, ovens, clothes dryers, outdoor grills, and standby generators.

“Participants are not only creating a competitive advantage for themselves, but they are also helping decrease greenhouse gas emissions,” said Cordill. “Propane is available right now and its use is having an immediate and positive impact on the environment. I’m excited to see how many pounds of greenhouse gases we reduce with the help of the expanded program.”

Learn more about the additional incentive program funding and qualifications, and complete an application at [Propane.com/ConstructionIncentive](https://www.propane.com/ConstructionIncentive).



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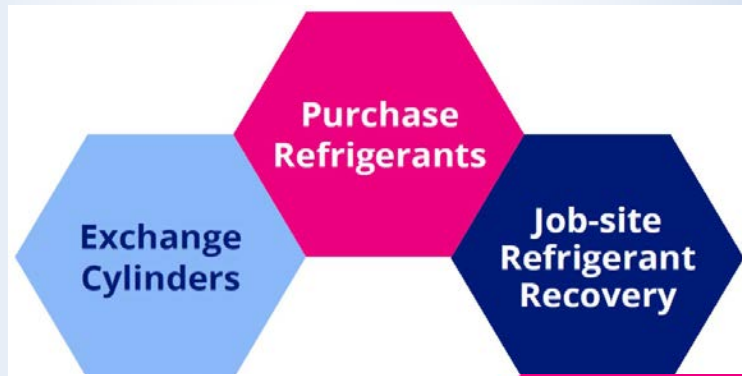
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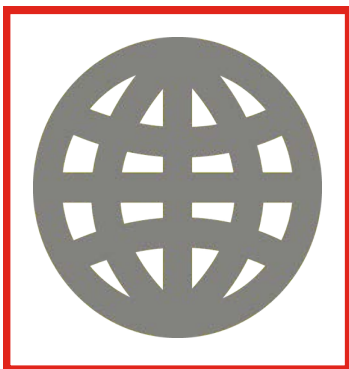
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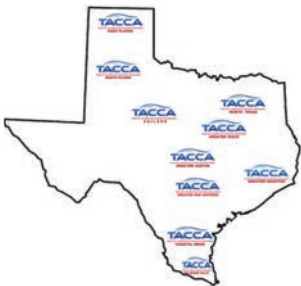
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ASHRAE Wraps Up Successful 2023 Building Performance Analysis Conference

Conference Drew 240 Attendees



2023-24 ASHRAE President-Elect Dennis Knight moderated the Fishbowl session where attendees participated in a discussion on AI.

Atlanta – Embodied Carbon and Operational Energy were the focus of the 2023 ASHRAE Building Performance Analysis Conference held recently in Austin, Texas.

The theme of the conference “Holistic Building Analysis: Linking Operational Energy, Embodied Carbon and Comfort” centered on a comprehensive approach of evaluating and designing buildings.

“This year’s conference emphasized the importance of considering not only a building’s energy consumption during

operation, but also its carbon footprint throughout its lifecycle, while keeping occupant comfort and well-being in mind,” said John Bynum, Conference Chair. “This theme challenged building professionals to rethink traditional building practices and adopt integrated strategies to create more sustainable and livable buildings.”

The two-and-a-half-day conference drawing 240 building industry professionals, included keynotes, paper sessions, seminars, vendor demonstrations, panel discussions and debates from more than 90 presenters.

Keynote sessions featured presentations from Jason DeGraw (*Extreme Events and the Role of Modeling in a Resilient Future*), Duncan Cox (*Whole Life Carbon, is This the Right Approach?*) and Alejandra Menchaca (*Early Design: The Greatest Opportunity to Influence Performance*).

Top attended sessions were:

- **Modeling for Carbon and Embodied Energy I** – This session covered important aspects related to building and construction decarbonization.
- **Fishbowl Session** – This session allowed members of the audience to freely “join and exit” a panel discussion on a topic introduced by the panel moderator, 2023-24 ASHRAE President Elect Dennis Knight.
- **Occupant Health, Wellbeing and Comfort** – This session included three presentations on occupant comfort in indoor and outdoor settings and from thermal and visual perspectives.

In conjunction with the conference, the 2023 LowDown Showdown modeling team competition was held where integrated teams of architects, engineers, designers and energy modelers worked together to create outstanding designs that solve real-world building efficiency challenges. This year’s competition asked teams to envision a new creative reuse of the Houston Astrodome to provide needed urban amenities and to do so within the constraints of reduced fossil fuel use and reduced carbon emissions.

First place was awarded to team “Carbon Lighters.” See the team’s complete project overview on the Modeling Challenge webpage, ashrae.org/2023LDSd.

All sessions will be recorded and posted for on-demand viewing within 72 hours of the originally scheduled session. Presentations will remain available online for approximately 12 months after the conference has taken place.

Next year’s conference will be rebranded as the 2024 ASHRAE Conference For Integrated Design, Construction & Operations, June 24-26, 2024 in Indianapolis, Ind. The conference will be hosted in conjunction with the 2024 ASHRAE Annual Conference. For more information, visit ashrae.org/cidco24.

Register Now for the 2024 ASHRAE Winter Conference in Chicago

Atlanta – Registration is now open for the 2024 ASHRAE Winter Conference, to be held from January 20-24, 2024, in Chicago. The conference will provide attendees with the opportunity to learn about the latest technology in the built environment, as well as network with other professionals in the industry.

In addition to the conference, registration also includes entry to the co-sponsored AHR Expo, which will be held from January 22-24, 2024, at McCormick Place. The AHR Expo is the world’s largest HVAC&R marketplace, featuring over 2,000 exhibitors and attracting more than 60,000 attendees from around the world.

“We are thrilled to host the 2024 ASHRAE Winter Conference and AHR Expo in Chicago,” said 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. “Chicago, with its rich history and vibrant communities, is the ideal location for these cornerstone events to the built environment industry. The Winter Conference and Expo provide a great opportunity for experts, innovators and professionals from around the world to explore new concepts and trends, exchange knowledge and continue our mission of shaping a sustainable future for all.”

The ASHRAE Winter Conference technical program will feature over 80 technical sessions. Tracks include:

- HVAC&R Systems and Equipment
- Refrigerants and Refrigeration
- Decarbonization and Climate Change
- Hydronic Systems
- Ventilation, Indoor Air Quality, and Air Distribution Systems
- Comfort, Indoor Environmental Quality and Energy Efficiency
- HVACR Controls
- Labs, Clean Spaces, and Mission Critical Facilities
- Tall Building Design

Attendees will also have the opportunity to earn professional development hours (PDHs) and continuing education units (CEUs) for attending technical sessions. The full technical program will be available later this year.



INSCO Training Class in Lubbock

Paul Groce led the RUUD Mid-Tier Inverter System Training with Brandon Vandever in Lubbock TX on August 23rd.



Carrier's New Indianapolis Technical Training Center Launches to Address HVAC Technician Shortage

Indianapolis-Carrier launched its new 6,000-square-foot training center on the West Side of Indianapolis with a ribbon cutting ceremony and several local distributors and public officials present. The event was hosted at one of the largest gas furnace manufacturing plants in the world, Carrier's Center of Excellence for gas furnace production. The launch of the technical training center marks the completion of a multi-million-dollar investment by Carrier in training the next generation of skilled HVAC technicians. The center is opening in advance of the 2025 refrigerant phasedown where Carrier technicians will be trained on products using Puron Advance™ (R-454B), Carrier's next generation lower-GWP refrigerant, in preparation. Carrier is part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

Over the next 10 years, it is estimated that there will be a 400,000 HVAC technician shortage that may negatively impact homeowner experiences, increase wait times for installation and maintenance of units, and leave business owners with the challenge of finding qualified employees.* Carrier's new technical training center aims to address this challenge by training more technicians with



Nick Arch, JT Holtschlag, Lindsay Bull, Andre Carson, Braden Cook, Judith Thomas, Christian Senu

state-of-the-art technology and labs. The center includes six distinct labs featuring 41 fully functional systems; including three ducted system labs, operational two-pipe and the future three-pipe VRF labs, and a ductless lab, which includes Crossover systems to train on the latest ducted and

ductless combinations. Carrier's existing self-paced, online training courses average 11,000 hours of technical training consumed each year. As a result of this new, in-person technical training center, annual capacity for an additional 30,000 hours of hands-on training has been added.

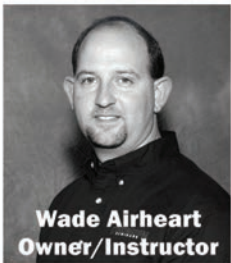
Carrier focuses on making the highest quality HVAC solutions that matter for people and the planet for generations to come. The network of Carrier distributors and factory authorized dealers will have exceptional training available through the lab to help ensure home HVAC systems are installed properly, alleviating some of the training challenges facing the industry and ensuring homeowner satisfaction. Carrier's commitment to addressing the technician shortage is further exhibited by its Tech Up program, an ongoing effort to develop and empower the next generation of HVAC technicians.

"Bringing this enhanced technical training center to our dealers has been top of mind as we consider the effects the ongoing technician shortage is having on the industry," said Braden Cook, Senior Director of Product Management, Training and Service, Carrier. "Offering our complete suite of industry-leading products for comprehensive, hands-on training is just another way we are ensuring our dealers have the best technicians and installers supporting homeowners everywhere."

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

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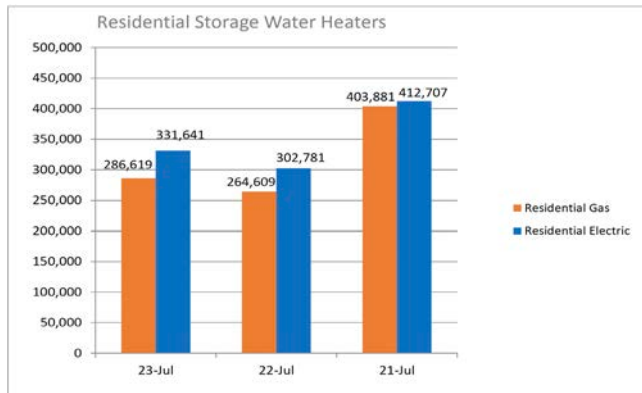
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AHRI Releases July 2023 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for July 2023 increased 8.3 percent, to 286,619 units, up from 264,609 units shipped in July 2022. Residential electric storage water heater shipments increased 9.5 percent in July 2023 to 331,641 units, up from 302,781 units shipped in July 2022.

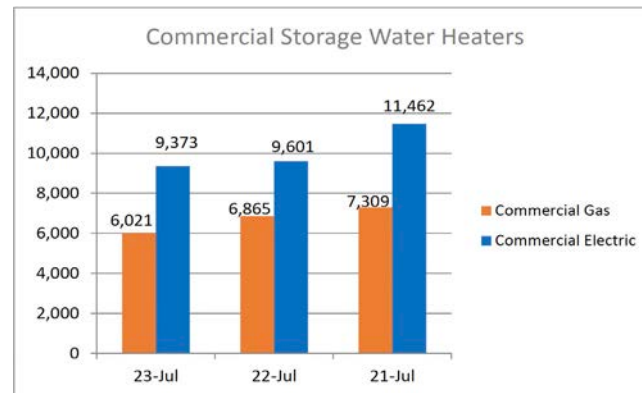


Year-to-date U.S. shipments of residential gas storage water heaters increased 0.8 percent, to 2,515,939 compared to 2,497,130 shipped during that same period in 2022. Residential electric storage water heater shipments increased 2.6 percent year-to-date, to 2,826,318 units, compared to 2,753,717 shipped during the same period in 2022.

Year-to-Date	Jul 23 YTD	Jul 22 YTD	%CHG. (From 2022-2023)	Jul 21 YTD
Residential Storage Gas	2,515,939	2,497,130	+0.8	2,875,653
Residential Storage Electric	2,826,318	2,753,717	+2.6	2,858,236

Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased 12.3 percent in July 2023, to 6,021 units, down from 6,865 units shipped in July 2022. Commercial electric storage water heater shipments decreased 2.4 percent in July 2023, to 9,373 units, down from 9,601 units shipped in July 2022.

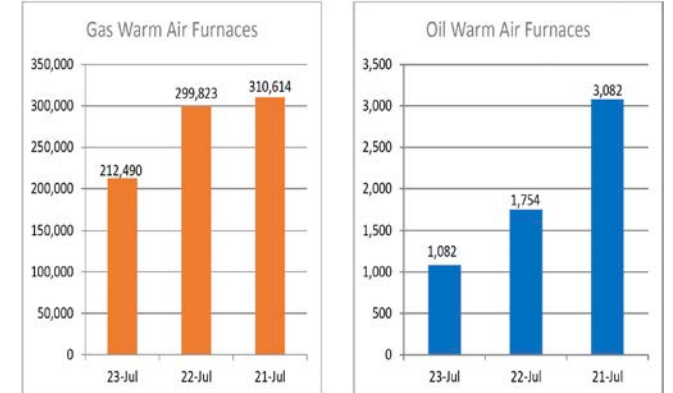


Year-to-date U.S. shipments of commercial gas storage water heaters increased 2.8 percent, to 51,769 units, compared with 50,367 units shipped during the same period in 2022. Year-to-date commercial electric storage water heater shipments increased 25.4 percent, to 84,436 units, up from 67,359 units shipped during the same period in 2022.

Year-to-Date	Jul 23 YTD	Jul 22 YTD	%CHG. (From 2022-2023)	Jul 21 YTD
Commercial Storage Gas	51,769	50,367	+2.8	53,858
Commercial Storage Electric	84,436	67,359	+25.4	87,473

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for July 2023 decreased 29.1 percent, to 212,490 units, down from 299,823 units shipped in July 2022. Oil warm air furnace shipments decreased 38.3 percent, to 1,082 units in July 2023, down from 1,754 units shipped in July 2022.

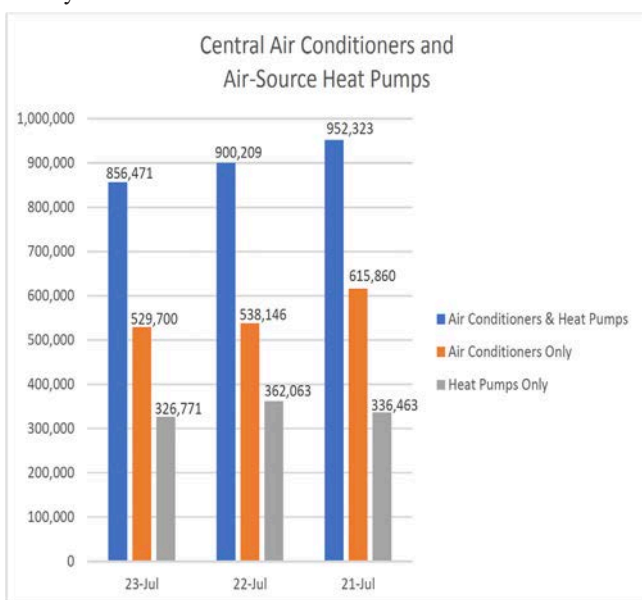


Year-to-date U.S. shipments of gas warm air furnaces decreased 24.9 percent, to 1,730,288 units, compared with 2,304,781 units shipped during the same period in 2022. Year-to-date U.S. shipments of oil warm air furnaces decreased 41.3 percent, to 8,989 units, compared with 15,309 units shipped during the same period in 2022.

Year-to-Date	Jul 23 YTD	Jul 22 YTD	%CHG. (From 2022-2023)	Jul 21 YTD
Gas Warm Air Furnaces	1,730,288	2,304,781	-24.9	2,346,840
Oil Warm Air Furnaces	8,989	15,309	-41.3	19,424

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 856,471 units in July 2023, down 4.9 percent from 900,209 units shipped in July 2022. U.S. shipments of air conditioners decreased 1.6 percent, to 529,700 units, down from 538,146 units shipped in July 2022. U.S. shipments of air-source heat pumps decreased 9.7 percent, to 326,771 units, down from 362,063 units shipped in July 2022.



Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 13.2 percent, to 5,592,155 units, down from 6,442,769 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 16.4 percent, to 3,242,157 units, down from 3,876,462 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 8.4 percent, to 2,349,998, down from 2,566,307 units shipped during the same period in 2022.

Year-to-Date	Jul 23 YTD	Jul 22 YTD	%CHG. (From 2022-2023)	Jul 21 YTD
Air Conditioners & Heat Pumps Combined Total	5,592,155	6,442,769	-13.2	6,282,749
Air Conditioners Only	3,242,157	3,876,462	-16.4	3,892,236
Heat Pumps Only	2,349,998	2,566,307	-8.4	2,390,513

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

Size Description (000) BTUH	Month		2021 Total	YTD	
	2023 Total	% Change from 2022		2023 Total	% Change from 2022
Under 16.5	30,126	-17.3	45,382	206,403	-22.1
16.5-21.9	88,088	+8.1	82,258	679,362	+12.0
22-26.9	174,753	-4.6	186,714	1,109,904	-13.6
27-32.9	126,699	-3.5	153,391	856,480	-14.6
33-38.9	164,891	-15.0	208,312	1,105,219	-20.0
39-43.9	63,008	-0.2	71,712	383,364	-20.5
44-53.9	103,166	+1.1	100,686	605,230	-15.1
54-64.9	80,140	-5.2	78,110	483,921	-11.8
65-96.9	8,860	-1.7	8,971	61,263	+8.4
97-134.9	7,973	+15.9	7,210	46,276	+4.1
135-184.9	4,373	+5.6	4,689	28,507	+5.1
185-249.9	1,924	+10.8	1,934	10,614	-13.5
250-319.9	1,298	+3.3	1,568	7,998	-20.4
320-379.9	297	+20.2	353	1,793	-4.8
380-539.9	309	-15.6	370	2,062	+0.3
540-639.9	231	-12.5	267	1,578	-12.0
640-799.9	94	-12.1	115	663	-7.3
800-899.9	50	+25.0	41	342	-8.1
900-999.9	57	-17.4	57	385	-12.1
1,000.0-1,199.9	38	-19.1	54	236	-5.6
1,200.0 & Over	96	+60.0	129	549	-6.9
TOTAL	856,471	-4.9	952,323	5,592,155	-13.2

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.

Malco Announces 2023 HVAC Trade-Pro of the Year Winners

HVAC professionals from across the U.S. celebrated with national recognition, \$1,000 tool kit



Lee Fores, Instructor and HVAC Owner, Southwest Texas Junior College & Air-Tek Heating & Cooling, Uvalde, TX

Annandale, Minn.— Malco Products announced the winners of its annual HVAC Trade-Pro of the Year Award program. The 2023 HVAC Trade-Pro of the Year Award recognizes and honors exceptional HVAC professionals who are dedicated to the industry, on-the-job safety and their communities.

The 2023 program recognized five top HVAC contractors and technicians from across the U.S.:

- Jared Alexander, Lead HVAC Installer, DeZiel Heating & Air, Buffalo, Minnesota
- Jennifer Manzo, Owner, Valeriani Air Conditioning, Naples, Maine
- Ricky Meyers, Owner and Operator of Meyers Heating and Air, LLC, Fredericksburg, Virginia
- Lee Fores, Instructor and HVAC Owner, Southwest Texas

Junior College & Air-Tek Heating & Cooling, Uvalde, Texas

- Bob Kler, Instructor, Brownson Technical School, Anaheim, California

“Malco is proud and inspired by the 2023 HVAC Trade-Pro of the Year winners for their commitment to their trade and communities,” said Malco president and CEO Rich Benninghoff. “These HVAC professionals go above and beyond to share their talents with the industry and support important causes.”

Each of the winners will receive a Malco tool kit valued at \$1,000, awarded by their local distributor. Nominations for Malco’s 2024 HVAC Trade-Pro of the Year program will open in January 2024.

As a strong supporter and advocate of careers in the trades, Malco donates significant quantities of in-kind products and apparel annually to a variety of skilled trade education programs, competitions and events across the country, including high school, post-secondary technical and apprenticeship programs, regional apprenticeship contests and SkillsUSA state and national conferences. Malco also coordinates the “Head of the Class” Student Recognition Program that partners with education programs across the country to recognize high-achieving students and entire graduating classes in the HVAC/ sheet metal, and building construction industries.

For more information about Malco Products, visit www.malcoproducts.com.

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Taco Comfort Solutions has partnered with Contractor Rewards, a free program designed to reward professional contractors, plumbers, builders, and remodelers for buying the industry’s leading products.

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TACCA Greater San Antonio 30th Annual Fishing Tournament

TACCA Greater San Antonio held their 30th Annual Fishing Tournament at Doc's in Corpus Christi TX on September 8th and 9th. The tournament had 30 guided fishing boats. There was a Captain's meeting on Friday. The weigh-in on Saturday had lunch, raffle prizes and cash prizes.

TACCA GSA and their Executive Director Dawn Thompson would like to thank the sponsors: Johnson Supply, Alamo Crane, Air Conditioning Today, Lennox, Ridout Barrett & Co, Comfort Air Engineering/Primo Plumbing and Mitsubishi Electric Cooling and Heating.



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DRUM POT WINNER - Chasin' Tail
Bob Carifee, Climate Express, Brian Dunn, SW Mechanical, Jordan Willey, Johnson Supply, Anthony Ruiz, Air Dynamics



5th Heavy Stringer Chasin Tail
Anthony Ruiz, Air Dynamics, Bob Carifee, Climate Express, Jordan Willey, Johnson Supply, Brian Dunn, SW Mechanical



Not pictured:
1st Heavy Trout – Team Legacy Home Services #2, Skyler Childress

1st Heavy Red – Standard Supply Green Team, Trevor Dillard
2nd Heavy Red – Team Legacy Home Services #1, Eric Martinez

EPA Update: Determination 38

In a recent ruling, EPA has issued Determination 38 under its Significant New Alternatives Program (SNAP).

This determination will help equipment manufacturers comply with EPA's proposed Technology Transition Rule, which is due to be finalized in October 2023, by giving them more approved refrigerant options to choose from.

The two refrigerants covered in the rule are:

- R-471A: An A1, low GWP (144) blend for use in new equipment only, in specific applications.
- R-515B: An A1, low GWP (287) blend for use in new equipment only, in specific applications.

EPA has approved R-471A as a substitute for use in:

- Retail food refrigeration—stand-alone equipment (new equipment only)
 - Retail food refrigeration—refrigerated food processing and dispensing equipment (new equipment only)
 - Retail food refrigeration—remote condensing units (new equipment only)
 - Retail food refrigeration—supermarket systems (new equipment only)
 - Industrial process refrigeration (new equipment only)
 - Cold storage warehouses (new equipment only)
- EPA has approved R-515B as a substitute for use in:
- Retail food refrigeration—refrigerated food processing

and dispensing equipment (new equipment only)

- Retail food refrigeration—remote condensing units (new equipment only)
- Retail food refrigeration—supermarket systems (new equipment only)
- Commercial ice machines (new equipment only)
- Cold storage warehouses (new equipment only)

It is our goal to keep you apprised of these changes as they happen. Should you have questions, don't hesitate to reach out to our team at 800 726-9696. In addition, don't forget to join the EPA at the National HVACR Education Conference, March 25-27, 2024 as they discuss changes in refrigerant regulations.

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ANSI Approves ACCA Manual S® - 2023 (Residential Equipment Selection)

Alexandria, VA - The American National Standards Institute (ANSI) recently issued approval of proposed revisions to ANSI/ACCA Manual S® - 2014, Residential Equipment Selection. The approved standard will be designated as the 2023 edition. The standard is maintained by the Air Conditioning Contractors of America (ACCA) under the auspices of the ANSI-accredited ACCA Standards Task Team (STT).

America is moving toward increased use of heat pumps to support the migration toward electrification. Additionally, there is an ever-increasing use of variable-capacity equipment. To address these changes, ACCA has updated accordingly. Along with setting clear requirements, the revised standard expanded its guidance for variable-capacity equipment.

"This new edition of Manual S is the culmination of several years of development with cooperation from contractors, users, OEMs, utilities, and other experts focused on equipment selection and sizing," said Anthony Maynor, RightTek HVAC Training's president and review committee chair. "We're very grateful for the collective effort provided by the experts who contributed; the revised standard is something for which everyone can be proud."

The Manual S standard provides procedures for selecting and sizing residential heating, cooling, dehumidification, and humidification equipment. The Normative Sections of the

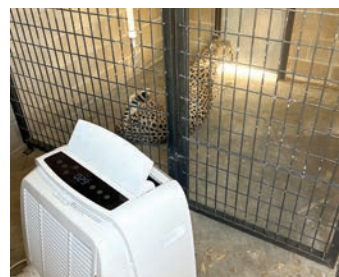
standard provide the equipment selection and equipment sizing criteria necessary to implement the standard's requirements.

It is anticipated that the Normative Sections will be made available online for free. A User's Manual will also be available at a later date, containing informative guidance and examples based on the Normative Sections.

"We are pleased that the 2023 edition of Manual S was ANSI approved in time to be referenced by the International Code Council's (ICC) 2024 edition of the International Residential Code (IRC)," said Barton James ACCA president and CEO. "The National Institute of Standards and Technology (NIST) research shows the impact of over-sizing HVAC equipment and under-sizing the ductwork; it creates a huge energy penalty. The Environmental Protection Agency estimates that half the homes in county have poorly installed HVAC systems, some losing as much as 40% of their energy efficiency. I think we can all agree we need to be able to 'prove it' to our customers. To show that we can deliver predictable results because we've followed proven industry standards like ACCA's Manual S."

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

Donation to the Fossil Rim Wildlife - Olympia Splendid cools the Cheetahs



Olimpia Splendid, an Italian based HVAC manufacturer since 1956, was thrilled to provide a generous donation to the Fossil Rim Wildlife Center in Glen Rose, TX. Olympia Splendid donated six 10,000 BTU Dolceclima Compact portable air conditioning units, that were used to provide temporary cooling in the cheetah enclosures during the recent scorching Texas summer months. Fossil Rim Wildlife Center, is a 501(c)(3) non-profit organization dedicated to the conservation and welfare of endangered species, public education, scientific research, and natural land management. Their dedicated team of caregivers, led by the Senior Carnivore Care Specialist, works tirelessly to ensure the health and well-being of a variety of carnivorous species, including cheetahs, red wolves, Mexican gray wolves, black-footed cats, and maned wolves.

This summer the scorching Texas temperatures often exceeding 100+ degrees

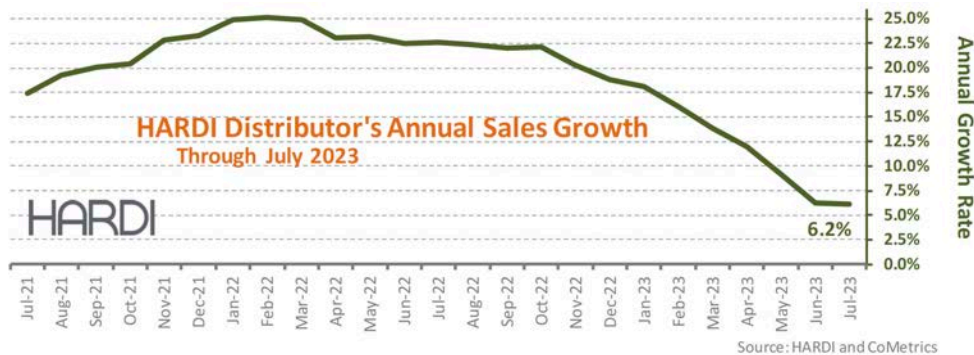
Fahrenheit, became a major concern for some of these animals. The Dolceclima AC units were strategically placed in the animals' enclosures, creating cool retreats where they can seek reprieve from the sweltering heat. Jessica Rector, Senior Carnivore Care Specialist - Carnivore Department said about the 2 cheetahs staying cool with Dolceclima comfort, "Segosi, he loves the new air conditioning and sleeps here everyday to keep cool and out of the Texas heat and "Kemba, (pictured above) doesn't like sitting directly in front of the blowing air but still enjoys the building being much cooler." Diego Stefani, Executive Director of Sales & Marketing - North America of Olympia Splendid stated "We are proud to support Fossil Rim's mission and their dedication to preserving endangered species and we are grateful for the opportunity to make a meaningful contribution of our Designed in Italy Dolceclima AC units, to provide a more comfortable environment for the cheetahs."

HARDI

HARDI Distributors Report 5.2% Percent Revenue Increase in July

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 5.2% percent during July 2023.

The annual sales growth for the 12 months through July 2023 is 6.2% percent.



“Unusually warm temps were in the headlines during the past month but July 2022 was very warm also,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “July 2023 had 4% more cooling degree days than normal, but that was off by -4% from July 2022. Under those conditions, the 5% sales gain with only a modest price benefit, and after the -6% decline in June, looks like a solid report and helped preserve the six-handle on the annual rate for one more month.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, remained at 39 days during July as it was in June. “The normal DSO for this time of year pre-Covid was in the mid-40s,” said Loftus. “I was expecting the DSO to revert to the pre-COVID levels by now. Either this is the new normal for summer or the economy is steady and the financial fitness of customers remains solid. It could be both.”

“The annual pace of existing home sales, an important leading indicator of home HVAC equipment replacement demand, has dropped from 4.6 million in the spring to 4.3 million which is off by -25% since last summer. The current demand is off by about 20% from the 5.3 million pre-Covid normal pace,” said Loftus. “Replacement demand is likely to remain subdued after home mortgage rates pushed through 7.5% while more than 60% of home mortgages are 4% or less.”

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.

Unico Announces North American Distribution of High-Efficiency Chiltrix Air-To-Water Heat Pumps

St. Louis— Unico, Inc., the market leader in small-duct central heating and air conditioning systems, announced they will distribute Chiltrix air-to-water heat pumps throughout North America. “This joint venture will bring our customers the very best in indoor comfort and energy efficiency,” said Unico brand marketing manager Ashton Gavelek.

Chiltrix produces the CX35 and CX50 series of smart heat pumps, providing optimized heating performance and capacities ranging from 2.0 – 3.5 tons cooling, and 3.4 – 4.8 tons

heating, making them ideally sized for residential applications. While traditional condensing units measure efficiency in SEER, air-to-water heat pumps measure efficiency using IPLV (Integrated Part Load Value), measuring equipment operating efficiency at various capacities. The CX35 has an IPLV of 23.27, and the CX50 has an IPLV of 21.2, ranking these units as the most efficient hydronic units available today.

Pairing Unico’s unique small duct system with a Chiltrix air-to-water heat pump will provide an unparalleled indoor comfort system

for homes, pushing the boundaries of HVAC technology, comfort and efficiency. “For years our customers – HVAC distributors, contractors, and designers, builders, and owners of older or custom homes - have been looking for the best way to match the Unico System with the high efficiency of air-to-water heat pumps. There is no better hydronic match up than these Energy Star-awarded Chiltrix models,” adds Ms. Gavelek.

Unico provides design services to HVAC contractors, building professionals and homeowners, including plans and material

lists for heating, air conditioning, ventilation, underfloor heating, domestic hot water, and radiant cooling. Unico also supports all installing contractors with comprehensive installation and operational training.

States Ms. Gavelek, “In the pursuit of Net Zero energy and the advancement of ‘Electric Home’ HVAC systems, our collaboration with Chiltrix takes residential HVAC comfort and efficiency to the next level and continues our commitment to provide the very best indoor comfort solutions on the market.”

CALENDAR OF EVENTS

MEPO OF OKLAHOMA, INC.



Social Dinner Meeting

October 5, 2023 6:30 pm – 8:00 pm

Shogun Steak House of Japan, 6808 S Memorial Dr # 224, Tulsa, OK 74133

Bring your Spouse or Guest.

Please RSVP with your and Guests Names. text or call 918-282-7864

OK City Monthly Lunch Meeting

OK City Monthly Lunch Meeting "Town Hall"

October 18, 2023 11:30 am – 1:00 pm

Charleston's Restaurant, 2000 S Meridian Ave, Oklahoma City, OK 73108, USA

Please RSVP with your and Guests Names text 918-282-7864

Tulsa Lunch Mtg

Service Nation/Service Round Table

October 12, 2023 11:30 am – 1:00 pm

Tulsa Country Club, 701 N Union Ave, Tulsa, OK 74127, USA

Please RSVP with your and Guests Names text 918-282-7864

MEPO Golf Tournament

October 17, 2023

Forest Ridge, 7501 E Kenosha St, Broken Arrow, OK 74014, USA

Starts at 12. Shotgun Starts at 1:30pm

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

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

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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. The agenda and staff reports are available online.

Summary of Proposed Rule Changes

The Texas Department of Licensing and Regulation proposes changes to the rules at 16 TAC, Chapter 60, Procedural Rules of the Commission and the Department. For information on the proposed rule changes and how you can submit public comments, please visit www.tdlr.texas.gov

The Department will accept comments on the proposed rule changes until **October 30, 2023.**

The next Texas Commission of Licensing and Regulation meeting is scheduled for **Tuesday, October 10, 2023, at 8:30 a.m.** When the agenda is available, it will be posted online. The meeting will be held at 1106 Clayton Lane, Suite 125E Austin Texas 78723 and will be broadcast live on TDLR's YouTube channel.

The Texas Commission of Licensing and Regulation adopted amendments to an existing rule at 16 Texas Administrative Code (TAC), Chapter 59, §59.3, regarding the Continuing Education Requirements. The adopted rule is necessary to implement rules being concurrently adopted which removed the requirement for registered accessibility specialists to meet continuing education requirements with an approved course provider. The adopted rules modify the list of occupations which are subject to the continuing education requirements of 16 TAC, Chapter 59, by removing registered accessibility specialists.

The adoption justification was published in the August 25, 2023, issue of the *Texas Register* (48 TexReg 4641) and is available online. The updated rule chapter will be available on the Secretary of State website upon its effective date of September 1, 2023.



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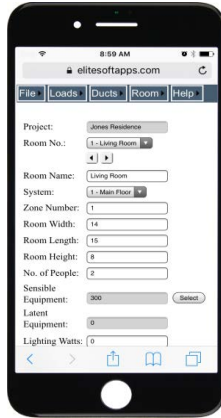
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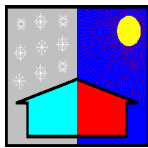
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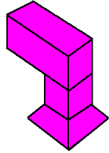
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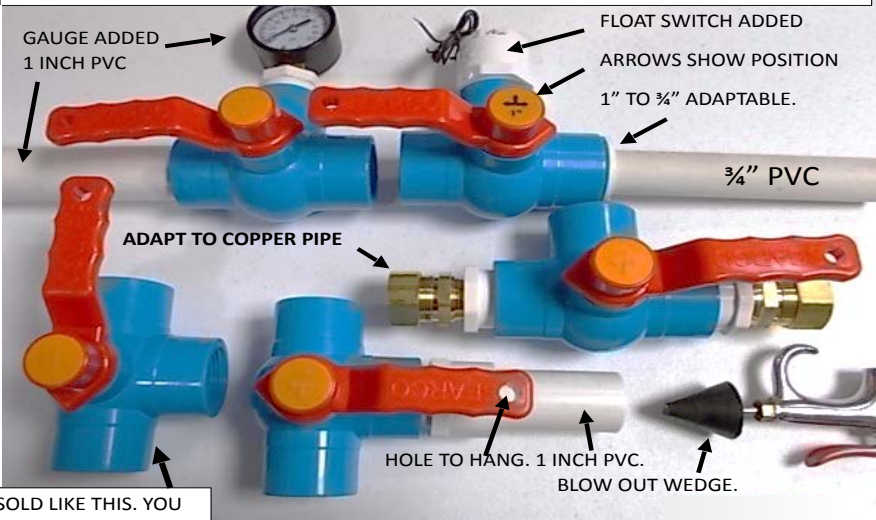
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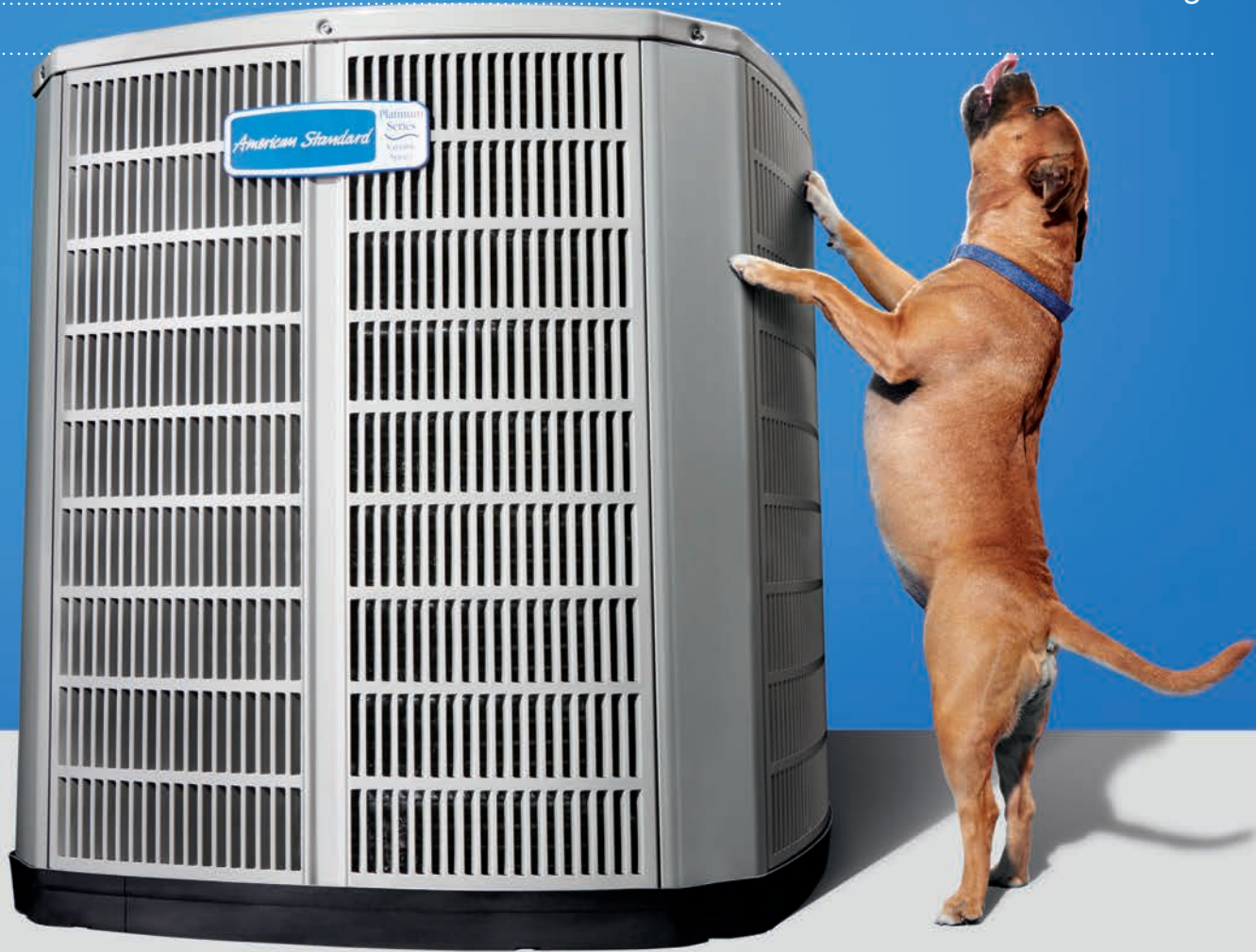
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