



Air Conditioning TODAY



DECEMBER 2023

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Robert Madden Industries Grand Opening



Pictures on page B14.

Century HVAC Distributing Chili Cook Offs



Pictures on page B5.

Vettrus Supply Grand Opening



Pictures on page B17.

AHR Expo releases 2024 Education Program

Professionals from the field provide insight and education on current practices and industry trends

Westport, Conn. – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) today released the full schedule for the 2024 AHR Expo Education Program. This year's program will feature more than 110 free seminars, a robust panel series lineup, new product and technology presentations, professional certifications, and continuing education courses.

"The Education Program has grown into a true complementary asset to the show floor experience," said Show Manager, Mark Stevens. "Inside exhibitor booths, manufacturers are displaying real solutions to improve the health of the industry, the professional work experience and to address the shifts in our wider society. As a bridge to the robust activity on the floor and attendee understanding, the education program will offer real discussions about real problems that are shared across the industry. We're working to connect the varying sectors within our industry to deepen these conversations. By inviting our associations and community leaders to the table, we can spark important

conversations that lead to smarter decision-making and customer engagement."

The AHR Expo Education Program will provide an understanding of real-world application and practice in areas of niche discipline, as well as a broader discussion of topics relating to trends happening currently and on the horizon within the industry. Workforce education and open-form communication is an important factor as developments occur across the industry.

"Our manufacturers do a phenomenal job of displaying everything new to the market," continued Stevens. "All the latest products and technologies, as well as solutions to nearly any issue attendees may encounter in their day-to-day professional HVACR efforts are there. The education program adds an added layer of understanding and knowledge building that supports what our manufacturers are bringing to market, and how professionals can work together to identify solutions throughout the full project cycle." Attendees can expect the program to address a wide variety of topics and are encouraged to explore the full program

on the website.

ABOUT THE AHR EXPO

The AHR Expo is the world's premier HVACR event, attracting the most comprehensive gathering of industry professionals from around the globe each year. The show provides a unique forum where manufacturers of all sizes and specialties, whether major industry brand or innovative start-up, can come together to share ideas and showcase the future of HVACR technology under one roof. Since 1930, the AHR Expo has remained the industry's best place for OEMs, engineers, contractors, facility operators, architects, educators and other industry professionals to explore the latest trends and applications and to cultivate mutually beneficial business relationships. The next show, co-sponsored by ASHRAE and AHRI, will be held Jan. 22 - Jan. 24 in Chicago, IL, and is held concurrently with ASHRAE's Winter Conference.

For more information, visit ahrexpo.com and follow @ahrexpo on Twitter, Instagram, LinkedIn and Facebook.

AHR EXPO *chicago* | The event for HVACR
JAN 22-24, 2024



TACCA Greater San Antonio Golf Tournament



Pictures on page B12.

WHVACR 20th Annual Conference



Pictures on page B19.

Coastal HVAC Supply Customer Appreciation Lunch



Pictures on page B13.

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AHRI Presents Awards, Names 2024 Leadership

Arlington, Va. – At its 2023 Leadership Forum in Miami, Fla., the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) recognized several HVACR industry leaders for their contributions to the HVACR and water heating industry. Awards were given in three categories: the Richard C. Schulze Award, which recognizes the industry-wide achievements of individuals also pursuing AHRI goals; the AHRI Public Service Award, for deserving individuals or organizations making a significant contribution to the HVACR industry and in furthering AHRI goals; and the AHRI Distinguished Service Award, the association’s highest honor, recognizing industry leaders who have made considerable contributions throughout their careers.

Richard C. Schulze Award winners include:

- Bob Brown, WaterFurnace International, Inc.
- David Calabrese, Daikin U.S. Corporation
- Shawn Hern, Climate Master
- Todd Michael, Trane Technologies



Bob Brown, WaterFurnace International, Inc.

Bob Brown, Vice President for Engineering and Research at WaterFurnace, is the current chair of the Water Source and Geothermal Heat Pumps Standards Technical Committee. He’s been an active participant in AHRI for many years, including in his recent work as a key developer of the new AHRI 600 test standard.

Brown’s efforts were instrumental in advancing the standard to better align with the requirements of the Department of Energy.



David Calabrese, Daikin U.S. Corporation

David Calabrese, Senior Vice President of Government Affairs and Deputy General Manager at Daikin U.S. Corporation, has been active with AHRI since 2008. He’s served as a leader in the industry at critical times, becoming the Chair of the Safe Refrigerant Transition Task Force and the Vice Chairman of the Board of the Alliance for Responsible Atmospheric Policy. His international, legal, regulatory, and legislative expertise will continue to benefit U.S. manufacturing for years to come.

SEE AHRI PG.18

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*Gunder Associates
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warm and Merry Christmas.*



*Mark, Robert, Bryan, Matt H, Willie,
Freddy, Matt J, Chris, Marty, Tracie,
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Johnson Controls Awarded DOE Grant to Accelerate U.S. Heat Pump Manufacturing

- Facilities in San Antonio, Texas, Wichita, Kansas, and Waynesboro, Pennsylvania, will expand to scale production, creating approximately 1,000 new U.S. jobs
- Updated plants will produce an estimated 200,000 residential, commercial and industrial heat pumps combined – a production increase of 200%
- Increased production will cut an estimated 25 million metric tons of CO² per year

Milwaukee — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, has been awarded a \$33 million grant from the U.S. Department of Energy’s (DOE) Office of Manufacturing and Energy Supply Chains to help increase domestic production of electric heat pumps by expanding three U.S.-based manufacturing sites. Combined, these facilities will be able to produce approximately 200,000 electric heat pumps per year, representing a nearly 200% production increase. This substantial volume will help drive energy affordability and energy security, while helping combat climate change and creating new jobs.

“We are thrilled to participate in this program and help drive the enormous impact it will have on energy security, reliability and affordability while achieving unprecedented progress in slashing carbon. We also are excited to create 1,000 new family sustaining jobs – a great boost for the communities we call home,” said Katie McGinty, vice president and chief sustainability and external relations officer, Johnson Controls.

The grant is part of the first award from DOE’s authorization by the Biden Administration to utilize the Defense Production Act

(DPA) to increase domestic production of five key clean energy technologies, including heat pumps. The Johnson Controls’ project expands production of its York product line at its plants in San Antonio, Texas, Wichita, Kansas, and Waynesboro, Pennsylvania. Within these communities, Johnson Controls is partnering with local unions, economic development groups, and community colleges to expand internship, apprenticeship and long-term full time job opportunities.

Upon completion, Johnson Controls estimates the initiative will save 1.63 million metric tons of CO² emissions from residential heating and 25 million metric tons from commercial and industrial heating per year – the equivalent to greenhouse gas emissions from more than 5.5 million gasoline-powered vehicles driven for one year. The investment also will highlight the versatility of heat pump applications, which, in North America, have historically been concentrated in the residential sector.

“As we move toward achieving nation-wide reductions in greenhouse gas emissions, it is critical that our commercial, institutional and industrial sectors have the technologies necessary for effective decarbonization,” McGinty added.

“Some of our heat pumps will help homeowners cut their energy bills, while others can play a major role in commercial industries. For example, we already are working with large scale institutions on heat pump deployments that will cut emissions by more than 70% and costs by more than 60%.”

Johnson Controls’ heat pump customers have seen incredible results and are making immense progress toward their sustainability goals, not just in terms of carbon emissions, but also in reducing water use. Johnson Controls’ heat pumps use electricity to efficiently move heat, rather than burn fuel. This makes heat pumps, which transfer three to eight times more working energy than they consume, a critical tool for reducing greenhouse gas emissions and cutting costs. Johnson Controls offers the world’s most comprehensive range of heat pumps across residential, commercial, and industrial applications, and was recently recognized on Fortune’s 2023 Change the World list for innovative and transformative heat pump technology.

Additionally, Johnson Controls’ ongoing workforce development programs across the country are helping inspire and prepare tomorrow’s talent for these high-demand and critical careers, like electric heat pump production, installation and servicing. This includes the company’s largest philanthropic initiative, the Community College Partnership Program, which is investing \$15 million in 30 colleges across the United States to graduate students from historically underrepresented groups and support them in preparing for and embarking on career paths in sustainable building practices.

To learn more about Johnson Controls heat pump technology, visit: johnsoncontrols.com/whatisaheatpump.

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From our company to yours,
We wish you a blessed
Christmas and a Prosperous
New Year

Merry Christmas

TPG
THE PARTNERS GROUP HVAC

DiversiTech® Corp. Acquires Niccons, GIA and Vorpa from Ethica Global Investments Merger Provides Extensive Manufacturing Capabilities & Distribution in Europe

Duluth, Ga.– DiversiTech® Corp., North America’s leading supplier of components and related products for heating, ventilation, air conditioning and refrigeration (HVAC/R) professionals, announced today the acquisition of Niccons of Vicenza, GIA of Trecate, and Vorpa of Riccione, Italy. These three companies will significantly enhance the product range, service and manufacturing capabilities of DiversiTech Europe. The combined company will have over 300 employees, three distribution centers and six manufacturing plants in Europe that complement its seven manufacturing operations in North America.

Andy Bergdoll, CEO of DiversiTech, expressed enthusiasm for the acquisition saying, “We are thrilled to welcome the Niccons, GIA and Vorpa teams to the DiversiTech family. These three companies, in collaboration with our teams at Rodigas, Arti plastic, Castel and Pump House/DiversiTech UK, are committed to delivering a full range of HVAC/R parts, supplies and accessories to both our European and North American wholesale channel partners. We look forward to working with our customers in Europe to explore ways we can support their growth and simplify their supply chain for HVAC/R parts, suppliers and accessories.”

For more information about DiversiTech, visit diversitech.com

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I WILL DO THAT WHEN I RETIRE

How often have you said that? When I retire, I am going to travel more, read more, exercise or spend time with family. What are you waiting for?

Imagine, you were never going to sell your business and never going to retire? How would you change your business plan and your life? You would probably start doing a few things differently.

Business Changes:

1. Delegate More - Picture this: you can spend your time on the things you truly enjoy and that add value to your business. Delegate tasks that don't need your expertise. You might even empower your team members by training them to handle these tasks. For those services that take you away

from value-added activities, consider outsourcing. This shift not only liberates you but also provides growth opportunities for your team.

2. More Clarity on What You Do - Remember the early days when you took on any project to pay the bills? Now is the time to be selective. It might be tough to turn down less-than-ideal projects, but this gives you the capacity to embrace the right ones when they come along. The clearer you are about the work you want to do, the easier it is to position your business to reach the right customers.

3. Employee Development - If your employees are in it for the long haul, hiring decisions become pivotal. Spend more time evaluating candidates

for both skills and cultural fit. Implement a formalized orientation and feedback process. Invest in continuous education and personal development for your team. After all, they're here to stay!

4. Raise Prices - A business that lasts forever needs to be profitable. So, don't hesitate to adjust your prices accordingly. While you might lose a few clients, those who stay will genuinely value what you do. Quality over quantity, right?

Life Changes:

1. Regular Vacations - With no retirement in sight, it's time to see the world. If your business can't function without you, consider revamping your business model. Take those well-

deserved breaks. After all, you're in it for the long haul.

2. Learn Something New - Remember all those things you planned to learn when you retired? Well, there's no reason to wait. Sign up for that class or set aside an hour each week for self-improvement. Learning new things keeps your mind active, making you healthier and more interesting.

Start Now:

Create your list of changes, both for your business and your personal life. You may not retire, but that doesn't mean you can't start living your best life today. Pick one change, and whether it's related to your business or personal life, make it happen now. As you embrace these changes, you'll



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.

find yourself enjoying your business and life more, and that energy will naturally flow into activities that enhance both. Welcome to the world of the forever business!

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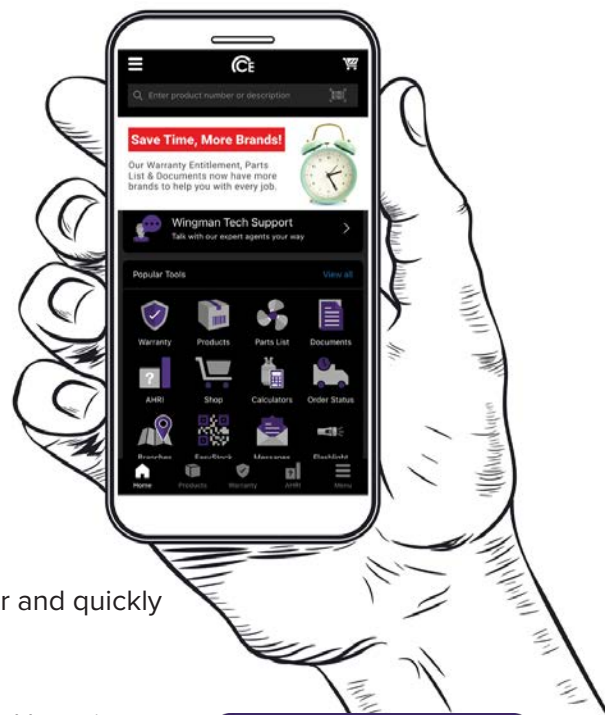
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An angel of the Lord speaking to Joseph about Mary,
“And she shall bring forth a son, and thou shalt call his
name Jesus: for he shall save his people from their sins.”
– Matthew 1:21

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Air Pros USA Honors Veterans Across America with New Home Units

HVAC company's annual Veterans Day giveaways awards free A/C units to local heroes

Davie, FL – To recognize the sacrifices made by Veterans and their families, Air Pros USA honored eight Veterans in eight cities by surprising them with new air conditioning units. Employees helped select deserving recipients through Air Pros USA's

annual Veterans initiatives and exclusive partnerships. After a careful vetting process, the company installed brand new HVAC units free of charge for Veterans in LaGrange, Georgia; Colorado Springs, Colorado; Fort Myers, Florida; Gainesville, Florida; Miami,

Florida; Auburn, Alabama; Mobile, Alabama, and Baton Rouge, Louisiana. "A recurring theme among this year's awardees was their selfless dedication to aiding others without seeking anything in return," said Anthony Perera, founder

and Chief Growth Officer of Air Pros USA. "These are the instances that will resonate within our team eternally as we contribute to creating a meaningful impact in our communities." Air Pros USA's 4th Annual Veterans Day

Giveaway awarded five Veterans: **Dillon Stewart** is a military hero from Denham Springs, Louisiana who still serves in the Army National Guard. During the floods of Hurricane Ida, Stewart rescued an elderly man from

drowning. In a separate incident, he assisted an elderly man who was having a stroke on the beach. Stewart received the Distinguished Service Cross Award for his valiant efforts, which is the second highest award one can receive from the military.

Carrier Leads with Sustainable, Next Generation Lower-GWP Refrigerant Puron Advance

Indianapolis— Carrier is continuing to lead in sustainability efforts by phasing in the lower global warming potential (GWP) refrigerant R-454B, commercially known as Puron Advance™, to its residential systems complete with new mitigation and reclamation components. Additionally, Carrier's industry-leading training programs recently opened for enrollment as distributors and dealers ramp up for the changeover in products. Carrier is part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

With a GWP of 466—a 75% reduction from R-410A – and non-ozone depleting potential, Puron Advance refrigerant was selected as the best solution to minimize environmental impact and provide longevity based on the United Nations Montreal Protocol Kigali Agreement phasedown plan. Carrier worked closely with regulators and research groups to develop standards, codes and regulations that will help ensure the safe use of R-454B.

Carrier is redeveloping its portfolio of HVAC systems, enhancing from the inside out so units are lighter, technology-enabled, and equipped with new-refrigerant specific components to support with refrigerant transportation, handling, installation, and leak mitigation and reclamation – ahead of regulatory changes.

For more info, visit our [Puron Advance FAQ page](#).

Merry Christmas and a Happy New Year!

From all of us at





Just got done with another Service Nation Premier Tour, it was really well done. Roy White and his wife Michelle are the owners of Fixed Right and Guaranteed, in Owings, Maryland. He puts on a great tour, we had about 20 in attendance. They came from all over, we had a couple from the Pacific Northwest. At the tours, the formula is simple, tell us how you do you. Roy has an excellent team, and amazing culture, it showed from the first moments after we arrived at 7 am on a Friday.

We started with a meeting for the entire company, in the training room. It is a separate room with motivational posters, graphs for recording achievements, and running systems set up for training right there in the room. Altogether we had about 45 people in attendance, still plenty of room to move around. Roy opened the meeting with sales training for the techs, featuring role-playing, a crowd favorite. His trainer was good, started with a tech who shared that he had

found that the ductwork was really filthy and needed a good cleaning. The customer asked why, and he presented the facts that he had found in his home examination. Then the same issue, another tech, and now the objection became “your price is too high”. Again, tech justified the price. Third time the customer doubted the ductwork needed cleaning. Third tech said that the home humidity was over 57%, at that level you could get organic growth. The customer went ahead and bought, then gave his personal testimony. He had a home in Maryland, found mold in the basement. Cleaned up walls, floors, everything. 2 years later his daughter started having a hard time in school, low on energy, couldn’t concentrate. The doctor finally diagnosed her, she had that same mold in her brain. Really a tough situation. Took lots of steroids to clear up. So, the tech shared that when you have oxygen, moisture and any food source, you can get organic growth. That was all present in the ductwork.

Roy had done his

homework, he had prepared a bright yellow (company colors) for each attendee, full access to anything he used in his business.

But this trip was made special by his daughter, Samantha. She is 17, but really mature. In 9th grade, she was moved to cut her hair off and donate it to a group: "Children With Hair Loss". Some lost their hair because of an illness, or treatment for cancer or other related disease. Some had Alopecia Areata, a condition that prevents hair growth. At any rate, there are a lot of young children who find themselves bald, nothing they can do to grow hair. Samantha was touched by this group, decided to cut her hair off completely. Did I mention she was in 9th grade, an amazing decision for a young woman.

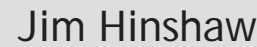
How did she put this together. She had her hair braided into several long braids. And then assembled the family at the hair collection facility. Each family member got to cut off one braid and sent them off with the family member name.

The problem I had with this story was I am allergic, and my eyes kept watering.

What were the reactions from friends and classmates. Many knew her story and were really supportive. There were some trolls who questioned why, guess they are everywhere. Her teachers asked her what happened, when she shared most were impressed that a 9th grader (or any young adult, heck, any aged person) would think of others instead of themselves. She understood she could not change their situation, but she sure made it better by giving her hair to someone that had a lot going on.

Her hair has grown out, but her heart is still tender and she thinks of others first. I watched her greet a former employee who stopped by while we were there, Samantha gave her full attention to the couple, enjoying catching up on what they had done since they worked there. Roy and Michelle have done an excellent job both in business and family.

All in all, it was a great



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!"

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trip, we all learned something to help improve the business, and I watched Roy take notes, he learned some new concepts as well.

We do these tours on a

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Danfoss Turbocor® Celebrates a Milestone

Oil-free compressor pioneer marks 10 years as a wholly owned Danfoss company



Danfoss Turbocor, manufacturer and pioneer of the world's first oil-free, magnetic bearing compressor for the HVAC industry, is celebrating its 10th anniversary as a wholly owned Danfoss company. Initially founded in 1994 and later becoming a joint venture with Danfoss in 2004, its Turbocor® compressors have delivered versatile and unmatched efficiency, with low-Global Warming Potential compatibility, helping to reduce emissions while earning strong return on investment for customers.

Ricardo Schneider, president of Danfoss Turbocor, stated: *"From the beginning, we knew this technology was transformative; the cutting-edge technology combined with our strong manufacturing and sales network enabled us to provide our customers with solutions to improve operating performance and reach unprecedented energy efficiency levels."*

The unique oil-free, magnetic bearing technology of Turbocor compressors results in zero performance degradation over the life of the compressor, reducing maintenance and replacement costs. The permanent magnet motors and variable-speed drives provide efficiency at both full and part loads. Their flexibility to be used in air cooled, water cooled or evaporative cooled chillers operating across a wide range of applications such as comfort cooling, low temperature process, ice storage and heat recovery, has resulted in over 130,000 compressors being installed around the world.

Over the years, Turbocor compressors have been recognized with multiple industry awards, including the Alliance to Save Energy's Innovative Star of Energy Efficiency award, the Air Conditioning, Heating and Refrigeration Institute's 2022 Product of the Year and the U.S. Environmental Protection Agency's Climate and Ozone Protection Award.

Globally, Danfoss Turbocor is continuing to grow its footprint, with an expanded facility in Haiyan, China opening next year, and the establishment of a configuration center in

Nordborg, Denmark, at Danfoss' corporate headquarters. The Nordborg site currently handles sales and service for Turbocor's European customers; a new production facility is scheduled for completion in 2026.

At its headquarters in Tallahassee, Fla., Danfoss Turbocor continues to build collaborations with local institutions. In 2021, the company began a five-year partnership with FAMU-FSU College of Engineering, providing \$750,000 of scholarships and research grants to first-generation or underrepresented minority students, to develop engineering talent in the local community and help students achieve their career goals. The

company has also partnered with Tallahassee Community College on workforce development programs, such as its CNC machinist apprenticeship.

Soon, the company will celebrate another milestone: its new 167,000 sq ft manufacturing facility in Tallahassee is scheduled for completion in early 2024. The new facility will increase current manufacturing capacity to meet a fast-growing demand from American and international markets for high efficiency compressors for cooling and heating. The expansion is projected to create significant additional jobs in the Tallahassee area.



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Product News

YORK® Launches First Air-Cooled Variable Speed Drive Screw Chiller in United States to use Ultra-Low-GWP Refrigerant, R-1234ze

Next-generation, YORK® YVAA Style B with R-1234ze surpasses HFC phase-down requirements and is available now to help contractors prepare for the transition

Milwaukee – Johnson Controls, the global leader for smart, healthy and sustainable buildings, today announced the launch of the first air-cooled variable speed drive (VSD) screw chiller in the United States to use ultra-low-global warming potential (GWP) refrigerant R-1234ze.

The YORK® YVAA Style B Air-Cooled Screw Chiller, an evolution of the first-generation YVAA, is engineered to drive efficiency now and meet or exceed future regulatory requirements. The R-1234ze refrigerant has a zero ozone depletion potential (ODP) and a GWP of 7, which is well below the Environmental Protection Agency's (EPA) SNAP requirement, making the YVAA Style B a future-forward solution for hydrofluorocarbon (HFC) phase-down requirements.

"The YORK YVAA Style B Variable Speed Drive Air-Cooled Screw Chiller is a win-win product that fulfills our commitment to the planet and to our customers," said Andrew Graybill, director of product management for



air-cooled chillers, Johnson Controls. "After extensive evaluation, the decision was made to integrate R-1234ze because of its outstanding performance and ability to surpass low-GWP phase-down requirements."

In addition to the use of ultra-low-

GWP R-1234ze, the YORK® YVAA Style B features next-generation condenser coils to minimize refrigerant quantity and further reduce its carbon footprint. A newly designed compressor optimizes part-load efficiency to deliver a significant reduction in annual energy

consumption. Series flow evaporators coupled with falling film technology help achieve market-leading performance.

YVAA Style B chillers are equipped with state-of-the-art technologies, allowing reliable operation for a wide range of -10 F to 130 F ambient temperatures. YVAA Style B can reach capacity ranges spanning from 100 TR to 400 TR for comfort cooling applications, and 200 TR to 500 TR compatible with data center mission critical requirements. A configurable design meets stringent data center requirements of higher leaving water temperatures up to 75 F.

YVAA Style B chillers have been tested in applications across the globe for more than a decade and offer greater flexibility and configuration options for maximum performance with a smaller footprint.

To learn more about YORK® YVAA Style B Air-Cooled Variable-Speed Screw Chillers, visit YORK.com/commercial-equipment/industries/data-centers or search for "YVAA" in the Johnson Controls Solution Navigator.



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Shawn Hern, Climate Master

Shawn Hern, Engineering Director for New Product Development at Climate Master, is an active member of the Water Source and Geothermal Heat Pump Standard Technical Committees as well as some Standard Working Groups. His work has been key to developing tools and testing standard language for the brand-new IEER test standard for geothermal and water source heat pumps. In addition, his efforts during and outside of working group meetings were instrumental in finalizing the AHRI 600 standard.



Todd Michael, Trane Technologies

Todd Michael, Heat Transfer Engineer at Trane Technologies, brings more than three decades of experience to AHRI as an expert in heat exchange coiler design and standards development. He has been the driving force for updates to Standard 410, which will soon be submitted to the AHRI Standards committee. His work ensures that the standard will detail the design and rating of air coils that are not included in other standards, further promoting energy efficiency, sustainability, and the overall value of AHRI standards.



The Public Service Award was presented to Ralph Suppa, formerly President and General Manager of AHRI partner organization the Canadian Institute of Plumbing and Heating (CIPH).

During his time at CIPH, Ralph cultivated key relationships with both AHRI and U.S. HVACR and water heating manufacturers. His expertise was a key factor in the Canadian Government's decision to accept AHRI equipment as meeting Canadian regulations. The move enabled AHRI member companies to ship products across the Northern border without performing additional efficiency testing.

His relationships within federal and provincial Canadian governments have proven invaluable to AHRI's policy team and members as a way to achieve policy goals and share industry knowledge.

Distinguished Service Awards were presented to two past AHRI chairmen for their contributions to the industry:

- Keith Coursin, Desert Aire
- Doug Young, Lennox International



Keith Coursin, Desert Aire

Keith Coursin has served as President of Desert Aire for 33 years, and recently announced his retirement effective at the end of 2023. Coursin has been extremely involved in AHRI, having served as Dehumidifiers Product Section Chair, AHRI Treasurer, and as Chairman of the AHRI Board of Directors.

He has also served on – and chaired – multiple committees, including Budget & Investment, Compensation, Nominating, and

Strategic Planning. He also was the longest serving member of the AHRI Expo Policy Committee. During his time, he helped oversee the exponential growth of the event as it became one of the largest and best-attended HVACR and water heating shows in the world.

He was honored by his colleagues and AHRI staff with a lengthy standing ovation during the award presentation at the 2023 Leadership Forum.



Doug Young, Lennox International

Doug Young joined Lennox International in 1999 as Vice President and General Manager of Lennox North American Residential Sales, Marketing and Distribution, as well as serving as the President and CEO of Lennox's residential heating and cooling segment. Prior to his work with Lennox, he held several leadership roles in the appliance division of General Electric.

Before his retirement, Young was very active in AHRI. He served as the 2016 Chairman of the AHRI Board of Directors, a member of the Rees Scholarship Foundation Board of Directors, a member of the Audit Committee, and Chairman of the Budget & Investment, Strategic Planning, Compensation, and Nominating Committees.

His knowledge and experience spanned all four of AHRI's industry sectors, providing valuable insight to his colleagues and AHRI staff.

"It is especially important to recognize the leaders who drive growth and success in the HVACR and water heating industry, as they serve as positive examples for others," said AHRI President and CEO Stephen Yurek. "AHRI congratulates this year's award recipients, and we are very appreciative for their dedication and hard work, which has helped make life better for Americans and people all across the globe."



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2023 PHCC—National Awards

PHCC Awards in our Region

2023 “PHCC Safety First!” Award (sponsored by Federated Insurance): **Greg Brenneman**, Brenneco, Lafayette, Indiana
2023 Plumbing Instructor of the Year (sponsored by Milwaukee Tool): **Tim Rutledge**, Rutledge Plumbing, Burkburnett, Texas

Association Executives Council (AEC) Chapter Awards for Excellence in Communications

Website: **Gulf Coast PHCC (Texas)**
Newsletter/E-Newsletter and Social Media: **PHCC of Texas**
Apprenticeship Marketing: **PHCC of Louisiana**

Exemplary Service Resolution

Rob Grim, retiring as InSinkErator’s Sr. VP of Sales, was recognized for his service to PHCC.

Investing in the Next Generation


Scholarships totaling \$190,000 were announced by the PHCC Educational Foundation and PHCC National Auxiliary at CONNECT. The Auxiliary awarded 14 scholarships totaling \$51,000 (full list here). The Foundation awarded \$139,000 to 57 plumbing and HVAC apprentices, trade school students,

and college students pursuing studies directly related to the p-h-c industry.

PHCC—National Auxiliary Awards 2023


Larry Dore 2023 Member of the Year (sponsored by InSinkErator) – **Carla Molinario Waguespack** of PHCC Auxiliary of Louisiana

Robert M. Cox Awards (sponsored by InSinkErator):
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New Positions on the MEPO Board Of Directors: Exciting Opportunities to Serve on the MEPO Board of Directors

Explore the chance to become a vital part of the MEPO Board of Directors! Multiple positions are currently open for interested individuals. During the two-week nomination period, we invite interested individuals to step forward and express their candidacy. Next, the voting process will commence on November 28th, exclusively for MEPO Members. To qualify, simply be a MEPO member and commit to attending our monthly meetings. Express your interest in a position by sending your name via email to mepo@mepo.org or medp.edu@gmail.com. Your involvement could shape the future of MEPO!

Commercial Cast Iron Boilers Available After DOE Standard Reversal

Recent U.S. Department of Energy (DOE) efficiency declarations were overturned, once again allowing the production and sale of Burnham Commercial boiler models with inputs of 300 MBH and above, specifically the V9A, V11H and MPC models.

Earlier in the year, a DOE ruling temporarily affected some Burnham Commercial boiler models, though they are now reversed. While the Burnham Commercial Series 8HE product line was updated during the past year, they now have the 805HE through 810HE (239-505 MBH) sizes available for sale.

For further information, please contact your local Burnham Commercial sales representative.



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

The next Air Conditioning and Refrigeration Contractors Advisory Board meeting is scheduled for **Thursday, January 18, 2024 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 is available, it will be posted online.

Product News

Carrier’s “A Tap Away” Technology, Near Field Communication, Makes Market Debut with Redesigned Gas Furnace Lineup Launch



Indianapolis – Carrier’s recently redesigned lineup of gas furnaces have begun shipping to consumers with Near Field Communication(NFC) - an innovative addition to support the installation and servicing of its gas furnace portfolio - included. Carrier is part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions. With the tap of a phone, dealers can modify installation settings and pull diagnostic information all without power

or cell phone service. NFC functionality has been incorporated into the existing Carrier Service Tech App for dealers and technicians. It offers features such as:

- Built-in verifications for a quality install and fewer callbacks.
- Detailed diagnostic information and troubleshooting tips.
- Save favorite feature for repeat floorplans or multi-unit installations.
- Export report functionality.

“Best-in-class dealers and technicians

deserve best-in-class systems and servicing technology,” said Heidi Gehring, Director of Residential Product Management, Carrier. “Our newly redesigned and relaunched gas furnaces fitted with Near Field Communication capabilities will help ensure our customers receive quicker installation and servicing.”

Near Field Communication is not the only enhancement Carrier made to its gas furnace portfolio. Following the recent 2023-regulatory changes, Carrier relaunched its entry-tier line with competitive airflows and 18-speeds,

maximizing cooling ratings. The mid-tier line-up, in addition to the entry-tier enhancements, now also features a seven-segment display for easier fault code readings. Additionally, Carrier’s deluxe gas furnace, with the entry and mid-tier enhancements updated, includes updated blower doors and Bluetooth added for improved servicing.

Carrier continues to lead the industry with digitally enabled lifecycle solutions designed with dealers and technicians in mind. For more information, visit <https://www.carrier.com/residential/en/us/>.

Thanking You for Your Business in 2023!

We wish You a Wonderful Holiday Season, & a Happy and Healthy New Year!

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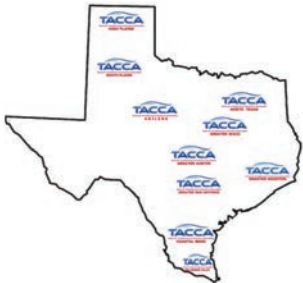
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CHAPTER EVENTS:

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Member Meeting - Dec 5
Holiday Celebration - Dec 6
www.taccagreateraustin.org

Greater San Antonio
HVAC Expo - Feb 2024
www.taccagreatersanantonio.org

Greater Houston
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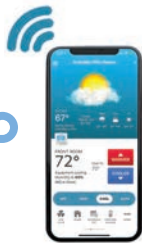
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Corpus Christi	5439 Greenwood Drive	361-851-8821
Dallas	10490 Shady Trail, Ste 100	214-350-7913
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De Soto	640 E. Centre Park Blvd	214-467-8130
El Paso	11500 Rojas Dr., Ste A & C	915-779-3475
Ft. Worth	399 North Beach Street	817-834-5542
Garland	3775 Marquis Drive #101	972-276-5532
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2023 Training Schedule

DATE	DAY	TIME	Location	CLASS NAME	
10/9/2023	Monday	8:30am-11:30am	Ft Worth	Best Brazing Practices/ Microchannel Repair	Contractor
10/24/2023	Tuesday	8:30am-11:30am	Dallas	York HMH7 Start Up & Commissioning	Contractor
11/1/2023	Wednesday	8:30am-11:30am	Dallas	HVAC For Maintenance	Multi-Family
11/7/2023	Tuesday	9:00am-12:00pm	Waco	York HMH7 Start Up and Commissioning	Contractor
11/9/2023	Thursday	8:30am-11:30am	Ft Worth	York Commercial Commissioning SSE Control Board	Contractor
11/15/2023	Wednesday	8:30am-1:30pm	Dallas	A2L Safety Review	General
11/21/2023	Tuesday	8:30am-11:30am	Dallas	Basic Electrical Troubleshooting	Multi-Family
12/6/2023	Tuesday	8:30am-1:30pm	Dallas	Advanced Troubleshooting Proper Start-up Procedures	Contractor
12/8/2023	Friday	8:30am-11:30am	Ft Worth	Airflow Diagnostics	Contractor
12/12/2023	Tuesday	8:30am-11:30am	San Antonio (Wetmore)	York HMH7 Start-up & Commissioning	Contractor
12/13/2023	Thursday	8:30am-11:30am	San Antonio (Wetmore)	York Commercial Commissioning SSE Control Board	Contractor
12/19/2023	Tuesday	9:00am-12:00pm	Waco	York HMH7 Start-up & Commissioning	Contractor
12/21/2023	Thursday	8:30am-1:30pm	Dallas	EPA 608 Review	General

Best Brazing Practices/ Microchannel Repair - This training session covers microchannel coil leak repair and proper brazing methods for A2L equipment.

York HMH7 Start Up and Commissioning - This training session covers the installation and start-up procedures of the HMH7 modulating heat pump and the proper dip switch settings of the JVT variable speed air handler control board.

HVAC For Maintenance - This class provides an overview of the refrigeration circuit and of the controls and electrical components of a residential system.

York Commercial Commissioning SSE Control Board - Provides a hands on training session for proper Start-Up and Commissioning of Control Parameters for RTUs, Commercial Split Systems.

A2L Safety Review - The Low GWP A2L Refrigerant Safety training session provides comprehensive coverage of refrigerant safety, including an introduction to low GWP refrigerants, guidelines for working with refrigerant blends, and proper installation and service techniques. The training also covers considerations for flammable refrigerants, as well as an explanation of the associated codes and standards for A2L Refrigerants.

Basic Electrical Troubleshooting - This training provides an understanding of how to troubleshoot electrical circuits and components using a multimeter. It also covers the basics of common electrical symbols and how to read wiring diagrams.

Advanced Troubleshooting Proper Start - During training session, participants will learn the proper procedures for starting up equipment. This includes obtaining all necessary measurements and interpreting the data.

Airflow Diagnostics - Airflow Diagnostics/Psychrometric Processes **EPA 608 Review** - Training session covers review of EPA material to prepare for section 608 Universal Exam.

For More Information or To Register, Scan The QR Code

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Century HVAC Distributing Chili Cook Offs

Century HVAC Distributing held a series of "chili cook-offs" at their branches the last week of October. Contractors, employees and vendors were invited to make and submit their favorite chili. Judges at each location picked the favorite ones. The winners received a smokeless fire pit as the prize. A vendor fair was also held during the lunchtime events.



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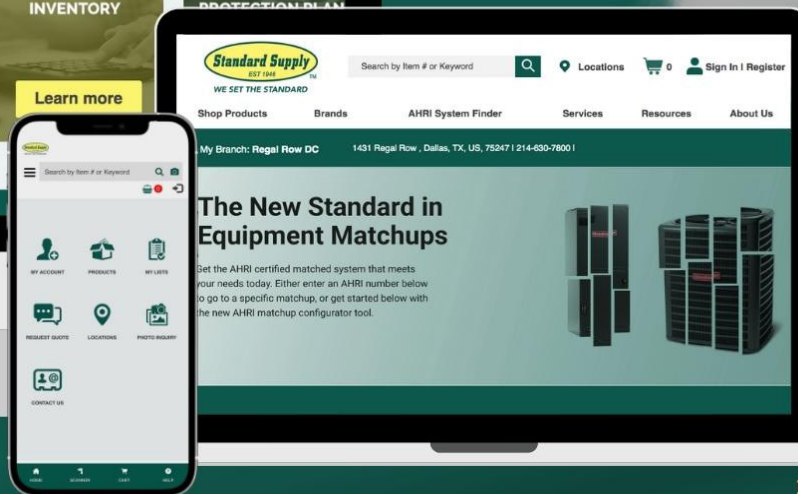
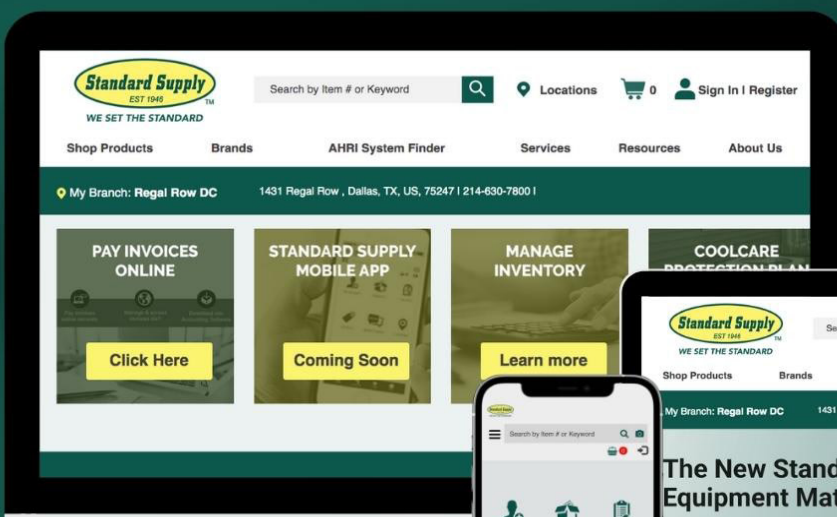
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Low GWP Spanish Certification

The transition to low Global Warming Potential (GWP) A2L refrigerants is transforming the HVACR industry, emphasizing the crucial need for proper training to ensure a safe and successful shift. ESCO Institute, a leading authority in HVACR training and certification, is proud to announce a significant enhancement to its offerings. To better serve the Spanish-speaking community, ESCO Institute's widely-recognized Low GWP Certification Exam is now available in Spanish.

As industry leaders in HVACR education, ESCO Institute has been actively engaged in shaping the future of the HVACR industry through participation in the Safe Refrigerant Transition Task Force (SRTTF) and various committees dedicated to setting and updating industry standards. This extensive involvement ensures that ESCO's training materials remain current



and relevant in the evolving landscape of refrigerants and equipment.

The ESCO Institute's Low GWP Certification Exam program focuses on crucial updates regarding the secure handling, transportation, and storage of A2L refrigerants. It is meticulously designed to align with the latest versions of ASHRAE and UL standards related to A2L refrigerants and associated equipment.

"We've heard the industry's call for accessible training and certification in Spanish, and

we're proud to respond to that need," said Daniel Mendoza of ESCO Institute. "The availability of our Low GWP Certification Exam in Spanish underscores our commitment to making essential safety knowledge more widely accessible."

The translated Spanish version of the Low GWP Certification Exam has been carefully crafted by a team of native Spanish-speakers, representing various Hispanic and Latino cultures, to ensure an accurate and representative rendition of its English

counterpart.

The ESCO Institute's Low GWP Refrigerant Safety Program aims to equip HVACR professionals with the knowledge and skills required for the safe handling, storage, and transportation of A2L refrigerants. Topics covered in this comprehensive program include general refrigerant and low GWP refrigerant safety, refrigerant properties, working with refrigerant blends, low GWP-system installation and service guidelines, flammable refrigerant concerns, and a deep

dive into the industry's codes and standards as they apply to A2L and low GWP refrigerants.

The program offers a complete training package, including an e-learning course, a textbook, and an Instructor PowerPoint, with the flexibility to license and customize components to meet specific needs. The closed-book (proctored) exam validates ones retained knowledge necessary to work with Low GWP Refrigerants.

"Estamos entusiasmados de ofrecer esta nueva oferta a nuestros clientes de habla hispana y esperamos lanzar contenido adicional en español en un futuro cercano," added [Spokesperson's Name].

For more information about ESCO Institute's Low GWP Program and the newly available Spanish exam, please visit escogroup.org or call 800-726-9696.



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NEWS

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ASHRAE Releases Guide on the Role of Grid Interactivity in Decarbonization

Atlanta – ASHRAE has released a new guide focusing on the critical role of grid interactivity in the decarbonization process.

The Grid-Interactive Buildings for Decarbonization: Design and Operation Resource Guide is the second in a series of guides developed by the ASHRAE Task Force For Building Decarbonization (TFBD) and provides information

on maximizing carbon reduction through buildings' interaction with the electric power grid.

"Grid-interactive buildings actively engage with the energy grid. They utilize smart technologies, renewable energy sources, and energy storage systems to optimize energy consumption and generation. This allows them to respond in real-time to grid signals, thereby reducing overall demand and GHG emissions," said ASHRAE TFBD chair Kent Peterson P.E., Presidential Fellow. "Integrating buildings with the electrical grid is a critical component in the decarbonization process. It's an emerging focus for building professionals, and ASHRAE is thrilled to provide new guidance as we collectively work towards a more sustainable, resilient, and energy-efficient built environment."

Decarbonizing the electric grid necessitates a fundamental shift towards a dynamic, two-way relationship between buildings and the grid. This approach enables buildings to respond flexibly to grid conditions, including time-varying carbon emissions rates. In recent years, the significance of this two-way communication has grown, driven by the integration of renewable energy sources, grid reliability concerns and the impact of extreme weather conditions. These factors have prompted utilities, grid operators and the building community to reassess the role buildings can play in supporting grid reliability and decarbonization by reshaping their energy consumption patterns.

The guide offers best practices, design considerations and operational guidelines to target the three primary value streams of grid integration:

1. Reduced Carbon Emissions: Learn how to make significant contributions to reducing carbon emissions through smart building-grid interaction.

2. Cost Savings: Discover strategies to optimize energy usage and save on operational costs.

3. Resiliency: Enhance your building's ability to withstand and adapt to changing grid conditions, ensuring uninterrupted operations.


While the guide primarily focuses on commercial and multifamily buildings, it also includes relevant aspects for the residential and industrial sectors. In addition to design guidance, the resource guide provides operational recommendations for both new and existing buildings, empowering them to optimize their available demand flexibility.

The Grid-Interactive Buildings for Decarbonization: Design and Operation Resource Guide can be purchased from the ASHRAE Bookstore or by contacting ASHRAE Customer Service by phone at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

The ASHRAE Task Force For Building Decarbonization (TFBD) webpage includes technical resources, information, videos and publications to expedite the adoption of climate change mitigation policies and reaffirms the Society's goals stated in the ASHRAE Vision 2020 report, approved by ASHRAE's board of directors, as well as the ASHRAE Position Document on Building Decarbonization, to achieve net zero GHG emissions in operation for all new buildings by 2030.

ASHRAE will host the seminar "*Grid-Interactive Buildings for a Decarbonized World*" where the guide, as well as project case studies that helped in the guide's development, will be presented. The seminar will take place at the 2024 ASHRAE Winter Conference, January 20-24, 2024 in Chicago. Conference registration is open now.

SEE ASHRAE PG.B20



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RSES Announces its 2023-2024 International Board of Directors

Schaumburg, Ill. – The RSES Annual Business Meeting was held virtually on Saturday, Nov. 4, 2023. At that time, Society business was conducted as well as voting/swearing in of several Board Members.

The 2023–2024 Board of Directors includes:

- International President Jerry Clark, CM;
- International Vice President Gary Struhar CMS, RCT;
- International Secretary and Treasurer Brynn Cooksey, CMS, RCT; and
- International Sergeant at Arms Eric Kaiser.

RSES Regional Directors elected for a two-year term include:

- Region 2: Joe Marchese, CMS, RCT;
- Regions 8 & 11: Brynn Cooksey, CMS, RCT;
- Regions 14 & 15: Ken Robinson, CMS, RCT; and
- Regions 16 & 17: Gary Struhar, CMS, RCT.

The Director replacing International President Clark’s Region 10 will be announced at a later date. Finally, the Board welcomes Past International President Michael Thompson, CMS as its 2023–2024 Parliamentarian.

Congratulations to everyone! For those who are leaving Board positions, RSES and its Members thank you for your service to our great organization!

RETA and RSES will be sending a joint press release announcing the results of the merge vote in the coming week.

RSES would like to thank all of the Members who were able to attend and participate in the Annual Business Meeting. If you are an RSES Member and you missed the 2023 Annual Business Meeting, you may view the Member Packet by logging onto www.rses.org and visiting the My RSES Homepage.

More information about each Board Member will be made available in the Winter Digital Edition of RSES Journal, expected to be released in January 2024.

Coburn’s Advances Leadership in Sales and Service, Promoting Kevin King and Darin Coker

Beaumont, Texas — Coburn Supply Company proudly announces the promotion of long-time employee, Kevin J. King, to the role of Director of Sales. King began his work in the Coburn’s waterworks division in 1994 and has since worked his way up the ranks to Division Manager in 2010 and now, Director of Sales.

In this new role, King will continue to grow partnerships in the marketplace, cultivate a strong workforce, and work with buyers and division managers to drive new ideas forward to continue to grow Coburn’s legacy. “I’ve been in this industry since 1983 and enjoy helping people solve problems,” says King. “As we celebrate 90 years of customer service in 2024, I look forward to working together for a common goal, applying my industry knowledge, and continuing to serve and help more people.”

Patrick Maloney, Coburn’s president, echoes Kevin’s sentiments. “We are happy to have such a tenured employee step into this role. His industry knowledge will help us grow

our business segments,” he says. “We look forward to his fresh ideas on how Coburn’s can become more efficient with our internal processes, as well as continuing to deliver the high levels of service our customers demand.”

King will continue to work in Denham Springs, La., as his successor Darin Coker is promoted to Waterworks Division Manager. Coker has worked for Coburn’s for five years and has built strong working relationships with co-workers and vendors, many of whom he now calls friends. “I look forward to working directly with our Waterworks team to better understand their roles, navigate market challenges, and explore growth opportunities together,” notes Coker. His past experiences working with premium brands and utility technology service companies makes him an asset to the Waterworks division as he continues to build strategic partnerships with key vendors to strengthen the Coburn’s brand. He continues, “It’s my long-term vision to continue to grow the Waterworks division through the



Kevin King and David Coker

advancement of products and services for our customers, allowing technology to improve the customer experience and bring our level of service to an all-time high.”

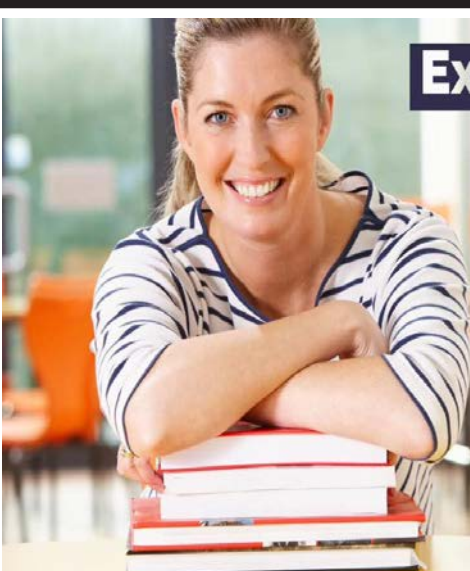
These leadership changes will not only allow for the professional development and personal growth of both of these valued employees but will also help to see that Coburn’s continues to excel as the right choice for its customers as it has been since 1934.



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TACCA Greater San Antonio Golf Tournament

TACCA Greater San Antonio held their 34th Annual Golf Tournament at The Club at Sonterra on Monday November 13th. The main Tournament Sponsor was Johnstone Supply. TACCA GSA would also like to thank the other sponsors of the event: CE, Johnson Supply, Feguson HVAC, Credithuman, Texas Air Products, TNT Crane and Rigging, American Standard, Freidrich, Lennox and MORSCO HVAC.



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5th Place Robert Madden Ind Bubba Meyer, Eli Herrera and Chris Burger

Coastal HVAC Supply Customer Appreciation Lunch

Coastal HVAC Supply held their 15th Annual Customer Appreciation Lunch at their Esplanade branch in Houston on November 8th. The luncheon was catered from 11-1 and featured chicken, catfish, sides and great desserts. This event is always looked forward to and well attended.



MERRY CHRISTMAS



Robert Madden Industries Grand Opening

Robert Madden Industries held a Grand Opening at their newest location in Kyle Texas on Wednesday November 1st. The event featured a vendor showcase, all day specials, lunch and prizes. The new location is at 19121 Marketplace Avenue, Kyle, TX 78640.



Product News

New Emerson High-Flow Solenoid Valve Increases Plant Reliability and Operating Efficiency

Emerson has introduced the new ASCO™ Series 327C solenoid valve, which features a direct-acting, high-flow design that provides superior flow-to-power ratio compared to similar valves. The Series 327C design features a balanced poppet construction that permits high flows at minimum power levels, making it ideal for use in power plants, refineries and chemical processing facilities.

Facilities like these can have hundreds, even thousands, of valves installed throughout their processes and systems. Even one malfunctioning valve can disrupt critical gas and fluid flows, impacting process quality and forcing unscheduled downtime and extra maintenance.

The ASCO Series 327C incorporates features that combine reliability and durability to increase operational efficiency and

improve process certainty. The valve features a unique, two-layer dynamic seal technology that provides low friction and excellent stiction resistance, helping ensure reliable valve operation in environments with temperatures ranging from –60 to 90 degrees Celsius. In addition, the valve is SIL (Safety Integrity Level) 3 Capable, demonstrating a high level of performance integrity and a very low risk of failure over the valve’s projected lifecycle.

“Facilities such as power plants and refineries have demanding, high-flow gas and fluid delivery processes and need valves that are efficient, reliable and easy to maintain across thousands of hours of operation,” said Anne Sophie Kedad, director of marketing with Emerson’s discrete automation group. “The ASCO Series 327C solenoid valve provides the reliable performance these facilities require, helping improve operational

efficiency by minimizing unnecessary maintenance trips and extending the intervals between proof tests.”

The ASCO Series 327C valve can help streamline supply chains and simplify specification complexities for global industrial users by providing a single, globally approved solution for high-flow solenoid valve applications. The valve also offers a unique electrical test connection to minimize field commissioning time and prevent moisture ingress in storage.

For more information visit <https://www.emerson.com/en-us/catalog/solenoid-valves/asco-327c>.

<https://www.emerson.com/en-us/news/2023/11-new-asco-series-327c-high-flow-solenoid-valve>.



NIBCO Announces Executive Leadership Appointments



Elkhart, Ind.—NIBCO INC., a leading provider of flow control solutions, today announced its Board of Directors has approved several executive leadership appointments. These new appointments are effective immediately and reflect the company's commitment to its long-term growth strategy.

The new executive appointments are:

Steve Malm has been appointed as the new chairman and chief executive officer. Malm has been with NIBCO since 1996 and has served as president and chief operating officer from 2006 to 2018 and president and chief executive officer since 2018. He has successfully led the company's growth, innovation, and profitability across various markets and industries. He will now oversee the overall vision, mission, strategy and performance of the company.

Ashley Martin has been promoted to the position

of president and chief operating officer. Ms. Martin joined NIBCO in 2012 and has most recently served as executive vice president since 2021. She represents the fifth generation of family leadership since the company's inception in 1904. She has successfully overseen the company's operating performance and profitability. She will now be responsible for the day-to-day operations of the business.

NIBCO further announces that **Rex Martin** will continue to assist the company with the title of chairman emeritus. Martin has been with the company for over 48 years and has most recently served as chairman since 1995. As a fourth-generation leader, he has been a visionary who has strengthened the company's commitment to its culture, values and mission for the future. He will continue to serve as an advisor and mentor to the executive leadership team.

"We are happy to announce that Ashley Martin has been appointed as the new president and COO of NIBCO," said Steve Malm, chairman and chief executive officer. "Ashley is a fifth-generation member of our family business and has demonstrated exceptional leadership, vision, and passion for our company's mission, core values and growth. She will continue to lead our company with excellence and integrity, as well as uphold our legacy of family ownership and stewardship. We are confident that Ashley will take our company to new heights of success and create value for our customers, associates, shareholders, and communities."

Oatey Co. Appoints Logan Weiland Senior Vice President, Chief Financial Officer



Cleveland — Oatey Co., a leading manufacturer in the plumbing industry since 1916, today announced that Logan Weiland has joined the organization as Senior Vice President, Chief Financial Officer.

Weiland comes to Oatey with more than a decade of experience in public accounting at Ernst & Young, where he most recently served as Assurance Senior Manager. As Chief Financial

Officer at Oatey, Weiland is responsible for all accounting and finance; FP&A; treasury; risk management; and mergers and acquisition activities.

"I am excited to join this growing organization, which has an excellent track record and reputation, both as a manufacturer and employer," said Weiland. "I look forward to contributing to Oatey's ongoing success as a market leader in the plumbing industry."

"Logan comes to Oatey with a broad range of experience gained from his work with a variety of global companies," said Neal Restivo, Oatey's Chief Executive Officer. "I am confident that his leadership and expertise will serve Oatey well as we continue to grow and enhance our business to support our customers."

Weiland is a resident of Copley, Ohio, and holds a Bachelor of Science in Accounting with a minor in Finance from Heidelberg University. He also holds a Master of Accountancy from Miami University. He is a board member and treasurer for Warehouse District Inc., as well as an associate board member for Greater Cleveland Sports Commission and an Engage! Cleveland Leadership Council member.



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Vettrus Supply Grand Opening

Vettrus Supply held their Ribbon Cutting and Grand Opening in Texas City on Friday November 17th. The Texas City High School MCJROTC performed a Flag Ceremony and the National Anthem. The Ribbon Cutting was hosted by the Texas City/La Marque Chamber of Commerce, as well as the Galveston Regional Chamber of Commerce. Lunch was served, tours of the new facility, as well as a special appearance by the Mayor of La Marque Keith Bell.



ACCA Members Visit Hudson Technologies Refrigerant Reclaiming Facility & Learn How to Implement Reclamation Practices at their Companies

Alexandria, VA - ACCA contractor members, industry leaders, and ACCA staff toured Hudson Technologies' reclamation facility in Champaign, IL, on October 19, 2023, following ACCA's Next Level. The tour gave the attendees a first-hand look at how Hudson Technologies is leading the way in refrigerant reclamation, which provides contractors with a long-term, viable solution to meet their customers' heating and cooling needs in the face of rapid refrigerant phase-outs and bans.

"The visit to Hudson Technologies' reclamation facility couldn't have happened at a more opportune time for contractors given that the EPA recently released a final rule that bans high GWP HFC refrigerants in various OEM equipment starting in 2025," said Barton James, ACCA president & CEO. "This tour let contractors see real options available to serve their customers when the HFC availability declines."

"We value our partnership with ACCA and appreciate the opportunity to showcase our state-of-the-art reclamation facility to ACCA

contractor members and the ACCA team," said Brian Coleman, president & CEO of Hudson Technologies. "Hudson is committed to ensuring contractors receive the full economic benefit of their efforts to recover refrigerant, and our partnership with ACCA allows us the opportunity to educate and work with some of the premiere contractors in the nation."

ACCA members in attendance were: Martin Hoover, president of Empire Heating & Air Conditioning, Inc. in Decatur, GA, Mason Hoover, CFO of Empire Heating & Air Conditioning, Inc. in Decatur, GA, Eric Jordan, manager of commercial HVAC at Lanz Plumbing, Heating & Cooling, Inc. in Champaign, IL, Jensen Lanz, HVAC project coordinator at Lanz Plumbing, Heating & Cooling, Inc. in Champaign, IL, Becky Pape, owner of Pape Services Co. in Desoto, TX, Stephen Pape, CFO of Pape Services Co. in Desoto, TX, and ACCA Board Chair, Brian Stack, president of Stack Heating, Cooling & Electric, LLC in Avon, OH and Jon Bezon, manager, association and events development at Adrian Steel in Adrian, MI.

Spectroline® Introduces New Products: GLO Seal™ Kits



Melville, NY — Spectronics is proud to announce the launch of two new kits for the GLO Seal™ product family. These new UV dye and AC sealant kits will provide customers with additional choices when it comes to selecting complete leak detection solutions.

The Advantage of Using GLO Seal

GLO-SEAL™ is fully compatible with all refrigerant types including new A2Ls, and is engineered with a non-polymer, oil-soluble formula that's safe for system components and recovery equipment. It meets ASHRAE 97 standards for chemical stability without any damage to the system.

With one quick installation, GLO Seal™ pinpoints the exact location of all leak and micro-leak areas and AC&R leaks from the

inside will be sealed. GLO Seal™ is perfect for preventing further issues and ensuring all leaks will be found, making it a strong 2-in-1, find and fix solution for AC&R systems and preventative maintenance solutions

About The Kits

The GLO Seal™ Stick Complete Fluorescent Leak Detection Kit (SPE-MVLGSDS) and The GLO Seal™ EZ-Ject™ Complete Fluorescent Leak Detection Kit (SPE-MVLEZDS) are composed of everything needed to find and fix a leak. They come with (4) GLO Seal cartridges, injector and hose assembly, UV LED leak detection lamp, Glo-Away Plus dye cleaner, and R-410a adapter. Each cartridge treats up to 3.5 tons (12.3kW) of cooling, for a kit total of 14 tons (49.2kW) of cooling.

Merry Christmas and Happy New Year!

- Lance
& Kayla

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WHVACR 20th Annual Conference

The Women in HVACR (WHVACR) held their 20th annual conference “Go Bold” in Jacksonville FL on November 6th-8th. The 3 day event keynote speakers were Mary Kelly, Amberley Snyder and Lilah Jones. The event concluded with The Black, Gold and Bold Gala with dinner, drinks and awards.





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ASHRAE con't

ASHRAE To Present Integrative Building Decarbonization Solutions at COP 28

Side event highlighting the use of global consensus-based standards in the design and operation of buildings

Atlanta – ASHRAE, a global leader in sustainable technology resources for the built environment, will present innovative building decarbonization solutions at the upcoming 2023 United Nations Climate Change Conference (COP 28). The conference, hosted by the COP 28 UAE Presidency, will take place in Dubai from 30 November to 12 December 2023 and will bring together industry leaders, elected officials, policymakers, scientists and businesses to collaborate on climate action and shape a more sustainable future.

During the conference, ASHRAE will showcase the power of design-thinking and consensus-based standards in providing integrated solutions for the entire lifecycle of buildings, aiming to decarbonize the sector as a whole. With the Society's expertise in developing standards and guidance, ASHRAE offers a scalable framework that empowers governments, building owners and

operators in adopting sustainable building practices.

"Decarbonization of our existing global building stock is one of the greatest challenges in achieving sustained reductions in greenhouse gas (GHG) emissions," said 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. "ASHRAE's commitment to developing consensus-based standards and guidance provides an excellent foundation for governments and municipalities to make the transition to a more sustainable future. We are proud to support the goals of COP28 and consider it a privilege to collaborate with like-minded industry partners from around the world on solutions that accelerate our goal for all buildings to operate at net zero by 2050 or sooner."

ASHRAE leadership will participate in an official COP 28 Side Event titled *"Design Thinking, Global Standards, & Integrative Solutions for a Net Zero Built Environment,"* 08 Dec 2023, from 15:00 – 16:30 GST (6:00 – 7:30 AM EST). During this event, ASHRAE will participate in a panel discussion focusing on how the building sector plays a leadership role in reducing GHGs and present resources available from ASHRAE to help achieve carbon reduction goals. This livestreamed side event is organized by the American Institute of Architects (AIA), ASHRAE, the Australian Forest Products Association (AFPA), the IVL Swedish Environmental Research Institute Ltd. (IVL) and the Royal Institute of British Architects (RIBA).

ASHRAE, along with the International Code Council (ICC) and Architecture 2030, will feature an exhibit titled *Buildings and Infrastructure / Core Solutions*, 01 December thru 03 December 2023. In this exhibit, ASHRAE will share information on existing building and energy codes/standards, green technologies and design solutions and how to use them in the reduction of global GHG emissions.

ASHRAE, and several of the world's leading building industry organizations, issued a letter to government representatives attending COP 28 committing to their leadership role in achieving net zero greenhouse gas emissions in all new buildings in operation by 2030 and pledging support for representatives in attendance.

"ASHRAE and the signatories of the building industry letter that we issued to governments participating in COP 28, underscores our collective commitment to advancing sustainable building practices and reducing the environmental impact of the built environment in the climate crisis. By leveraging our extensive networks of expertise and knowledge to promote the adoption of net zero technologies, we aim to drive the global building stock towards a more sustainable and resilient future," said Scoggins.

For more information about ASHRAE's participation in COP 28, including access to the livestreamed side event, a list of signatories to the building industry letter to governments and the Society's involvement in past conferences, visit ashrae.org/COP28.

HARDI

HARDI Distributors Report -4% Percent Revenue Decline in September

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by -4% percent during September 2023.

The annual sales growth for the 12 months through September 2023 is 3.5% percent.



“Distributor sales during September were off by -4% from September 2022, but that number needs some context,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “September this year had one less billing day than the prior year. We estimate the sales growth was near 1% with the same number of billing days versus September 2022 when sales were up by 17.6%. Sales this month are up by 12.9% versus September of 2021.” From that perspective it looks like distributors are treading water at an elevated level.

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 41 days during September 2023. “The DSO has a normal seasonality throughout the calendar year,” said Loftus. “The post-Covid DSO for September has remained near 41. There is still no sign of stress from distributor customers despite the Fed’s actions to slow the economy.”

The post-Covid U.S. economy has been incredibly resilient. Despite the Fed increasing rates eleven times since the spring of 2022, the 336K new jobs during September was the strongest monthly increase since 472K during January, and the latest GDP growth of 4.9% was stronger than most estimates. “The performance of our economy during the past year has been very impressive. We expect the higher interest rates will cool our economy during the year ahead,” said Loftus.

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.

CALENDAR OF EVENTS

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Annual Meeting & Dinner Event

December 2, 2023 6:30 pm –9:00pm
Bring your Spouse or Guest.

OK City Monthly Lunch Meeting

December 13, 2023 11:30 am – 1:00 pm
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OUBCC Mtgs

December 19, 2023 1:30 am –2:30 pm

Heat Pump Mtg

December 28, 2023 6:00–7:00pm

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

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PHCC Educational Foundation Congratulates Our 2023 National Apprentice Contest Winners

Falls Church, Va.— The Plumbing-Heating-Cooling Contractors — National Association's (PHCC) Educational Foundation is proud to announce the winners of the national plumbing and HVAC apprentice contests. The contests were held October 25th & 26th in Cleveland, Ohio on the tradeshow floor during the PHCC—National Association's CONNECT 2023 event. A total of twenty-one plumbing and eleven HVAC apprentices from across the nation took part in the contests.

HVAC Apprentice Contest Winners

- First place: Jacob Lee of P1 Service in Lenexa, Kansas. He was sponsored by RIDGID.
- Second place: AJ Posivak of Deluxe Plumbing & Heating in Bethlehem, Pennsylvania. He was sponsored by Milwaukee Tool.
- Third place: Raulie Rojas of Midwestern Mechanical in Rapid City, South Dakota. He was sponsored by RIDGID.

Plumbing Apprentice Contest Winners

- First Place: Cody McDonald of Van Contracting, Inc. in Columbia City, Indiana He was sponsored by the International Code Council.
- Second place: Nick Vasknetz of Local 525 in Las Vegas, Nevada. He was sponsored by Home Depot Pro.
- Third Place: Joseph Hardin of Local 333 in Lansing, Michigan. He was sponsored by Bradford White.

The plumbing apprentices were required rough-in a bathroom system. The set-up includes a toilet, sink and



shower, complete with supply, waste and vent lines, plus cleanouts and extra features designed to test the contestants' knowledge and skills. The test set-up includes a variety of pipe materials – cast iron, copper and PVC and corresponding joining methods.

The HVAC competitors were required to complete a written test, demonstrate proper brazing techniques and perform a hands-on diagnostic on an HVAC package unit, with system errors created by the Foundation's contractor volunteers for the competition. The competitors also had to perform a pressure and leak test, demonstrate proper refrigerant recovery procedures and the ability to accurately take a variety of instrument readings.

A dedicated team of contractor volunteers arrived two days before the competitions to assemble the competitor test benches, distribute the materials and supplies and set up the testing areas. They monitor the competitions, evaluate the

apprentices' work and provide constructive feedback on each competitor's performance following the event.

The contests are made possible by the generous support of several industry sponsors who provide monetary support and in-kind material and tool donations. Sponsors for the 2023 competitions include, with headline sponsors appearing in bold: **AB&I Foundry; A.O. Smith; Bradford White Corp.;** BNP-Plumbing & Mechanical Magazine; **Cast Iron Soil Pipe Institute;** Contractor Magazine; **Copper Development Association; Delta Faucet Co.;** Emerson Copeland; Home Depot Pro; **Hudson Technologies;** **International Association of Plumbing and Mechanical Officials (IAPMO);** the **International Code Council, Kohler Company;** Legend Valve; **Milwaukee Tool*;** **Moen;** North American Technician Excellence (NATE); NIBCO INC.; **Oatey;** NIBCO INC.*; PHCC Academy; PHCC-National Auxiliary, **Rheem HVAC and Water Htg. Division*;** RIDGID*; **Sharkbite;** Sioux Chief Manufacturing Co.; State Water Heaters; **Tyler Pipe & Coupling;** and **Zoeller Pump Company.** Companies marked with an asterisk sponsored both the plumbing and the HVAC competitions.

"I am proud of the Foundation volunteers and staff who pull these contests together," said Foundation Chair Kevin Tindall. "These are complicated events between getting the apprentices here and then having all the materials, tools, equipment, volunteers and judges ready to go – and all in a different city each year. It is amazing to see it all come together to create a great experience for the apprentices who are competing."

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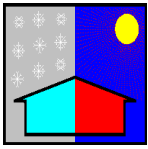
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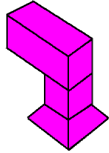
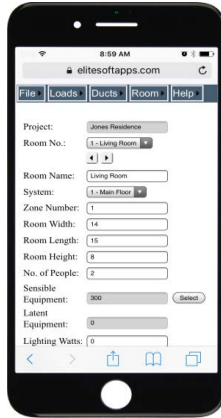
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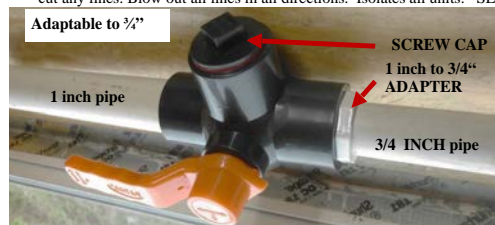
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