



Air Conditioning TODAY



NOVEMBER 2023

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Standard Supply Golf Tournament



Pictures on page 17.

Insko Distributing Grand Opening in Arlington TX



Pictures on page B10.

Century AC Supply 50th Anniversary



Pictures on page B8.

AHR Expo Announces 2024 Innovation Awards Winners

See winning products and technology in action on the show floor in Chicago

Westport, Conn. – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) today announced the winners of the 2024 AHR Expo Innovation Awards. Winners are chosen annually in ten industry categories, representing the most innovative products and technologies in the market.

“There’s no shortage of innovation in HVACR right now,” said Show Manager, Mark Stevens. “To be recognized as an award winner is a true honor and an indication that we as an industry are responding to real problems with creative solutions. The Innovation Awards aim to highlight this innovation trajectory and celebrate those that are pushing the bar.”

The Innovation Awards draw hundreds of manufacturers to enter breakthrough designs

for new and never before seen solutions or improvements upon existing products and technologies. All entries are reviewed and selected by a panel of third-party judges made up of distinguished ASHRAE members. Evaluations are based on overall innovative design, creativity of the product or service offered, product or technology real-world application, as well as overall potential market impact.

“It’s encouraging to see so many entries and the growth the awards program brings year to year,” continued Stevens. “Manufacturers across the industry are responding with solutions for cost savings, energy savings, production efficiency and are filling performance gaps in product and technology. Congratulations to our 2024 winners, we look forward to supporting your journey of

innovation in Chicago and beyond!”

In addition to celebrating innovation in HVACR, the Innovation Awards provide a means to strengthen the industry by allowing for the AHR Expo Workforce Development program, which aims to grow the industry through programming geared to inspire future members of the HVACR community. Funds collected from the entry fees are donated to programming at the student level, including show field trips, curated introductions to professionals and manufacturers, laboratory equipment and monetary donation to student programs in the hosting city. Learn more about workforce development on ahrexpo.com.

Winners for the 2024 AHR Expo Innovations Awards are on Page B5.



2024 ASHRAE Winter Conference to Focus on Decarbonization, Climate Change, AI and More

Atlanta – ASHRAE has unveiled the preliminary technical program for its highly anticipated 2024 ASHRAE Winter Conference, taking place January 20-24, 2024, in Chicago, IL. The technical program can be found online and in the ASHRAE 365 app.

With a focus on addressing the pressing challenges of decarbonization and climate change, the conference will feature 11 technical tracks and over 100 sessions, offering attendees a wealth of knowledge and insights. Participants will have the opportunity to earn Professional Development Hours (PDHs) while exploring tracks such as Decarbonization

and Climate Change, Clean Spaces and Mission Critical Facilities, Tall Buildings Design, Artificial Intelligence, Refrigeration and Refrigerants and more.

“The conference gives attendees an unparalleled opportunity to discover practical and timely solutions to some of the greatest challenges facing the built environment,” said Suzanne LeViseur, 2024 ASHRAE Winter Conference chair. “ASHRAE’s decarbonization focus is included within all of the technical tracks, so that we can provide effective strategies on a variety of topics through the conference sessions.”

Some examples of decarbonization

related sessions include:

- Decarbonization in Cold Chain Process (Refrigeration and Refrigerants Track)
- The Logical Way to Tap Into Decarbonization: Hydronic District Energy Systems (Hydronic Systems Track)
- Beneficial Electrification (HVAC&R Systems and Equipment Track)
- Grid-Interactive Buildings for a Decarbonized World (Decarbonization and Climate Change Track)

To learn more about the 2024 ASHRAE Winter Conference and to register, visit ashrae.org/2024winter.

TACCA Greater Houston Golf Tournament



Pictures on page B6.

MEPO Golf Tournament



Pictures on page B13.

INSIDE

- | | | | |
|-----------------------------|--------------|-----------------------|-------------|
| • Consultants' Corner | 6, 10 | • Calendar | B13 |
| • Product News | 2, 6, 14, 18 | • TACCA | 21, B2, B12 |
| • ASHRAE News | B12 | • Focus Section | B15 |
| • HARDI News | B13 | | |



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Product News

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New Trane® Autonomous Control Powered by BrainBox AI®

Propels Building Performance and Decarbonization Forward with Artificial Intelligence

Davidson, N.C. – Trane – by Trane Technologies (NYSE: TT), a global climate innovator, has introduced Trane® Autonomous Control powered by BrainBox AI® to help building owners and operators increase energy efficiency. Trane® Autonomous Control reduces energy consumption and minimizes carbon emissions with the power of artificial intelligence (AI).

“For building owners and operators looking for ways to help to decarbonize and reduce energy consumption, Trane Autonomous Control continuously optimizes system performance using predictive data,” says David Molin, vice president of Trane Product Management. “Augmenting controls systems with AI-enabled solutions creates smarter systems, propels buildings to reach energy reduction goals, and accelerates the pathway to decarbonization.”

Trane Autonomous Control uses Artificial Intelligence (AI) to automatically identify and perform system optimization actions 24 hours a day, seven days a week. An enhancement to existing Trane Tracer® SC+ systems, it is self-motivated, constantly observing, correcting, and improving. Available as a secure, cloud-based service offering that requires no additional hardware, Trane Autonomous Control is a highly scalable artificial intelligence tool that can support multiple buildings with

- a single solution.
- It augments current control systems, enabling users to:
- Capture and synthesize a wealth of real-time and predictive data, including occupancy levels, weather patterns, and system performance information, to optimize efficiency and carbon reduction without sacrificing comfort.
 - Improve system performance and reduce operating and maintenance costs without investing in additional equipment or overburdening employees.
 - Support sustainability goals by reducing energy use and minimizing carbon emissions.

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ACES AC Supply	B16
AC Today	B14
Attic Tent.....	B6
CE South Texas.....	16
Century A/C Supply	19
Century HVAC Distributing	7
Coburn Supply	2
Comfortstar Solar Supply	3
Construction Data	14,B6
Elite Software.....	B15
Gemaire.....	20
HVAC On-Site	18
Insko Distributing	24
Johnson Supply.....	B4
Johnstone Supply Houston	B1,B10
Johnstone Supply Petit Group.....	8
Johnstone Supply South Texas.....	4
Keefe's AC, Htg. and Elec.....	B15
Locke Supply	B7
McDaniel Metals	14
Mitsubishi Electric	10
MORSCO	12
Pipe Prop	6
Pro Lift	B6
Quietflex	9
Searco	B19
Solar Supply	11, 23,B3
Standard Supply	17
TACCA	21,B2,B12
The Contractor School.....	13
Transtar AC Supply.....	5
United AC Supply	21
Venstar	15
Vettrus Supply	22

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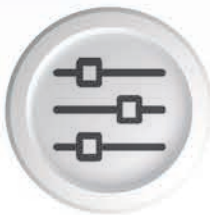
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Monday December 11 11:00am – 1:00pm	Tuesday December 12 11:00am – 1:00pm	Wednesday December 13 11:00am – 1:00pm	Thursday December 14 11:00am – 1:00pm	Friday December 15 11:00am – 1:00pm

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Aiming to Identify Slow Refrigerant Leaks into the Atmosphere, Daikin Launches *Charge Integrity*

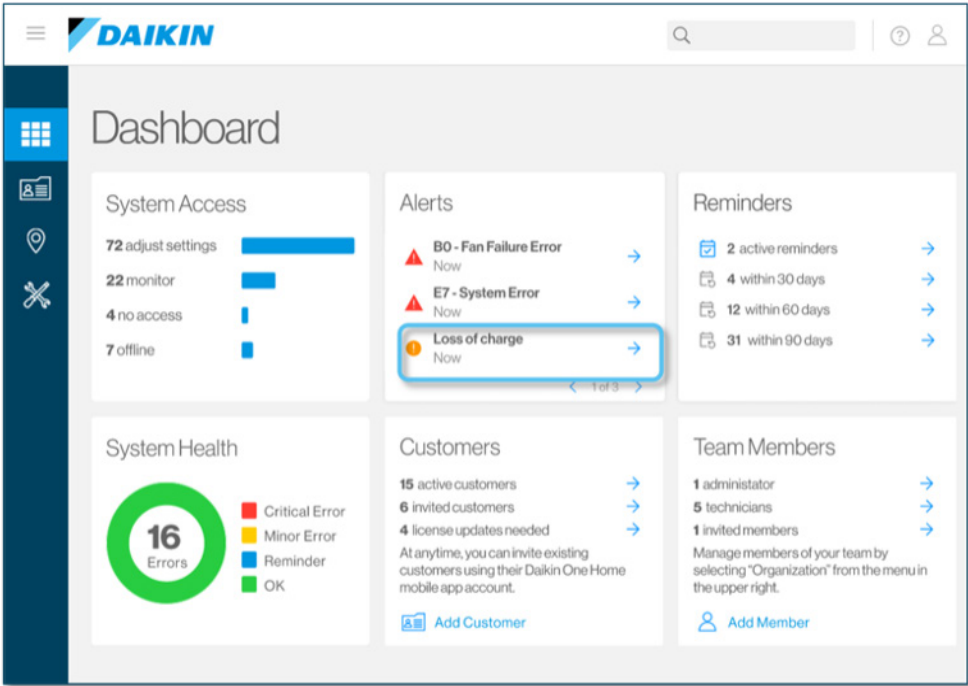
Identifying non-catastrophic loss of refrigerant charge can improve HVAC efficiencies and sustainability

Waller, Texas – As government, manufacturers and contractors address the environmental impact of hydrofluorocarbons (HFCs), there’s another issue, often lurking unnoticed, potentially raising both electric bills and greenhouse gas emissions: slow refrigerant leaks that may arise in HVAC units.

Often ignored until it becomes an expensive problem, non-catastrophic refrigerant leaks add up over a system’s lifetime. Slow leaks can diminish system performance, increasing homeowner costs to achieve satisfactory indoor comfort. Plus, refrigerant leaks from an R-410A system have a high global warming potential (GWP), according to the Environmental Protection Agency.

But Daikin Comfort Technologies North America, Inc. (Daikin) aims to help mitigate those leaks by launching *Charge Integrity*, a new feature designed for its cloud-based services that alerts HVAC contractors if refrigerant charge levels drop below optimal thresholds.

“Loss of refrigerant into the atmosphere from HVAC systems impacts performance, efficiency and operational cost, while contributing to greenhouse gas emissions,”



explains Jim Cahill, IoT Solutions Business Leader for Daikin. “Traditionally, these loss-of-charge events often go unidentified until a homeowner complains about ineffective cooling or spiking electric bills.”

By identifying slow refrigerant leaks, *Charge Integrity* enables Daikin *Comfort Pro* contractors to potentially address issues before

they become severe. The powerful feature, now part of Daikin *One* cloud services, uses smart sensing to identify a non-catastrophic loss of refrigerant charge on many Daikin systems connected to the Daikin cloud, explains Cahill.

Daikin Comfort Pros will now receive alerts, via email and/or push notification, if the refrigerant level in select Daikin unitary

inverter systems connected to Daikin *One* cloud services drops below the *Charge Integrity* alerting threshold. Alerts also provide possible causes, along with corrective actions contractors can take.

“The American Innovation and Manufacturing (AIM) Act calls on manufacturers to reduce the environmental impact of HFCs,” says Lee Smith, Vice President – Strategic Marketing & Environmental Technology Solutions for Daikin. “We are leveraging Daikin *One* cloud services to help contractors address what is an under-the-radar, but solvable issue.”

Daikin *Charge Integrity* is the latest example of the brand’s resolve to pioneer sustainability initiatives by rethinking typical heating and cooling systems and service – resulting in solutions such as Daikin *ATMOSPHERA*, the first low-GWP R-32 single-zone ductless system in North America, and Daikin *FIT*, a groundbreaking solution that enables a traditional ducted system to pair with a compact, high-efficiency, side discharge inverter heat pump and connected to the Daikin *One* ecosystem. To learn more, visit www.daikinone.com.



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Product News

Ritchie Introduces the Combustible Gas Leak Detector

Quickly Detect Gas Leaks in Hard-to-Reach Places

Bloomington, MN—Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the Combustible Gas Leak Detector.

The YELLOW JACKET® Combustible Gas Leak Detector P/N 69310 is the newest addition to our line of heating season test instruments. Combustible hydrocarbon gas (e.g. natural gases, LPG) measurements are digitally displayed in PPM, % Vol. and % LEL. With a rapid response time, the 69310 provides the ultimate detail for combustible gas leak detection. The user selected

measurement is also displayed in a bar graph ranging from 0 to 100% of full scale. Includes a convenient auto-zero drift adjustment and audible and visual indication in case of alarm. The flexible 11" wand (for hard-to-reach leaks) has the gas sensor mounted at the end for detection of low concentrations of hydrocarbons in gas appliances and pipes. An essential tool, this Combustible Gas Leak Detector ensures the safety, efficiency, and proper operation of residential and light commercial heating appliances.

For more information, visit www.yellowjacket.com/product/combustible-gas-leak-detector/

Marketing has changed. It isn't about sell, sell, sell anymore. Your job is to create a safe welcoming environment for prospects to learn more about your brand. Sharing informational content is a great way to do that.

This information, in the form of white papers, checklists, blog posts, videos and pictures gently leads prospects to the conclusion that they need to talk to someone in your organization.

When you create content, you are hoping for a payoff. The content leads people to your website. People interested in learning more put their hand up, download a form, give you their email or phone number and invite you to engage them in a conversation.

Often companies embracing this strategy see an increase in leads but not an increase in sales. Where does

Stop Selling

it fall apart? While marketers have embraced their role as information providers, the sales team is still trying to sell the way they always have. They take the lead and try to jump right into hard sell mode. This approach is extremely disorienting to the prospect, who often goes running for the hills as fast as they can.

It doesn't have to be this way.

Become a trusted advisor. In this role, you listen more than you talk. To help make this process run smoothly, create a list of standard questions to help you identify their needs and pain points.

Consider creating worksheets which you can send to prospects in advance of a sales call. Often prospects won't know the answers to the questions. That's okay; the real purpose is to get them talking so you understand what is

really important to them. This conversation is as much about discovering if they will be a good prospect for you as it is for them to discover if you will be a good resource for them.

Resist the urge to jump quickly into sales mode.

Taking a more consultative approach can be challenging because sometimes the answer to the question may not be one of your products or services. You need to be comfortable referring prospects to someone else if you really can't meet their needs.

Use content as follow-up material, too.

After a sales call, send a follow-up note with a link to more information on the topics you discussed. You will be able to see which prospects are really interested by looking at who downloads the information you are



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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NOVEMBER IS GOING TO BE BUSY!



CenturyHVAC D I S T R I B U T I N G						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 JHYT 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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Nidec/U.S. MOTORS® Names New VP of HVAC Sales & Marketing

St. Louis, MO – Morgan Silvey has been promoted to Vice President of Sales & Marketing, HVAC, at Nidec Motor Corporation. The U.S. MOTORS® brand products for HVAC systems include high-efficiency synchronous and variable-speed ECM motors with integrated controls for superior performance and energy savings.

In his new role, Silvey is responsible for driving sales growth and implementing marketing programs and strategies for both the OEM and Aftermarket HVAC business units under the U.S. MOTORS platform.

“Morgan has been instrumental in building and developing

an Aftermarket motors team that serves a strong customer base, and we are pleased to announce his promotion,” said Tim Schamel, President of the U.S. MOTORS division of Nidec. “He’s been a dedicated leader at Nidec for more than 10 years and came to us with a background in HVAC motors, so his experience has been an important factor in our success.”

Silvey started with Nidec in 2013 as a Market Manager on the HVACR Aftermarket team. He was promoted in 2016 to Director of Marketing for the Aftermarket business. Before joining Nidec, Silvey held positions in operations and OEM and distribution sales/marketing with Regal.



Morgan Silvey



Dennis Campbell

Silvey earned a Black Belt in Lean Six Sigma, and holds a BA in Communications and English from Truman State University and a MAE from Lindenwood University.

“I have really enjoyed our team at Nidec and look forward to expanding my knowledge and experience within the HVAC business unit,” Silvey said.

Replacing Silvey in his previous role is Dennis Campbell, who has been promoted to Senior Market Manager, HVAC. He is responsible for driving sales growth and implementing marketing strategies and programs for the Aftermarket Motors business group.

Campbell has more than 18 years of experience in HVAC motors. He started with Nidec in 2011 as Training Manager for the Aftermarket team, then was promoted to Regional Manager for the company’s western U.S. sales. Prior to Nidec, Campbell held positions with Emerson Electric in the motor division.

Campbell holds a Bachelor of Business Administration from the University of Illinois.

Nidec/U.S. MOTORS is an industry leader in motors featuring advanced technology, from variable speed electronically commutated motors to market-leading NEMA Premium® efficient motors. More information on the products can be found at www.usmotors.com.

The Partners Group HVAC Promotes New Partner

The Partners Group HVAC is pleased to announce and welcome a deserved promotion to our newest partner, Collin Seelye.


Collin has been working with TPG HVAC for the last 2 years. TPG has been encouraging Collin as he has come into his own in his territory. They were especially impressed with Collin introducing new opportunities last year, which advanced The Partners Group HVAC position in the marketplace.



We are sure you are just as excited for Collin as we are.

So, please join us in congratulating him and wishing him continued success in his flourishing career.

The Partners Group HVAC Team




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TEXAS DEPARTMENT OF LICENSING & REGULATION

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. When the agenda is available, it will be posted online.

It's On My Heart: What You Missed at SWE

Just got back from SWE (Service World Expo, our huge convention), which was held at the convention center in Phoenix, Az this year. We used to do this event at a hotel, but it has gotten so large that we have to go to convention centers. It goes on for several days, started this year with a golf tournament to benefit the Joseph Groh foundation. He was a Lennox employee who went over the handlebars of his mountain bike, snapped his neck, ended up paralyzed from the neck down. Not one to self-pity, he set out to start a foundation that helps people in the trades who have suffered a life-changing situation. They just passed the \$1,000,000 mark in grants, helping outfit vans and homes for people who are in wheelchairs or similar circumstances.

A high point on the Monday golf tournament was when Joe Strittmatter (Strittmatter Plumbing and

Frymire Heating and Cooling) and his wife made a pledge to match up to \$25,000 that was raised by the tournament. You can help as well, go to: The Joseph S. Groh Foundation | A Beacon of Hope (josephgrohfoundation.org)

Then on Tuesday we had our Alliance day, a day dedicated to the Alliance level membership in Service Nation. With separate keynotes and training, it is a day packed with some excellent information. We moved on to Wednesday, Thursday and Friday with new keynotes and training designed to line up with the company revenue, we had sessions designed for companies less than \$1 million dollars, then \$1-5 million, \$5-10 million, and \$10 million and up. There were meetings that were designed for the company, no matter where you are on the journey. You were not restricted in any

way, free to sit in any session, your call. Ken Goodrich started us off with his story, sharing whet he has learned and accomplished building an empire of approximately \$250 million per year, always brings value.

The keynotes were amazing, Jon Dorenbos was a highlight. He is a magician, and was amazing with cards and sleight of hand. He is a former NFL long snapper (I finally understood what a long snapper does), and he did it well for the Bills and the Eagles. He was traded to the Saints in 2017, and during his physical they discovered an Aortic Aneurysm that required immediate surgery and ended his career. The trade was rescinded, the Eagles won the Super Bowl, and he was awarded an honorary Super Bowl ring. But that was not his turning point. He told the story of his father who killed his mom

and went to prison, and how he had not spoken to him in over 35 years. When he did reconcile, he told him three words he had NEVER spoken to anyone, ever. I FORGIVE YOU. He had an emotional grip on our group, it was really powerful.

We also had Tommy Mello back as a keynote, he has built an amazing business, doing almost \$200 million a year in garage door service and replacement. Tommy has a great story, humble beginnings, he shared how he hires great talent and allows them to produce outstanding results. All of these men were generous with their time and allowed us to approach and ask questions after they spoke.

We also had a series of excellent breakouts designed as training on how to do what needs to be done today to improve results. No secret that the economy is shrinking,



Jim Hinshaw

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

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

help our members improve sales and profits offering employees a career path and strong financials, enabling owners to work on the business instead of in the business.

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

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

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

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

we are in turbulent times, harder to get the consumer to pull money out of their wallet, or even to consider replacing systems. I did a session based on the story of

Lesley Patterson, she was a Tri-athlete who won several awards for her movie "all Quiet on the Western Front".

SEE HINSHAW PG.14

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Product News

Johnson Controls’ Launches Energy Efficient Air-to-Water Heat Pump in North America

Efficient performance and low-GWP refrigerant make YMAE a sustainable heating and cooling solution for schools and offices

Milwaukee — Johnson Controls, the global leader for smart, healthy and sustainable buildings, announced the launch of the next-generation YORK® YMAE Air-to-Water Inverter Scroll Modular Heat Pump—a high efficiency air-to-water heat pump for the North American market. The YORK YMAE is a sustainable, future-ready solution for offices and schools that want to minimize their environmental impact and electrify their heating and cooling. The YORK YMAE uses R-454B, a refrigerant that cuts climate impact by nearly 80% compared with R-410A refrigerant. The YMAE will be offered in single and packaged-module configuration.

“The YORK® YMAE heat pump is a proven industry leader around the world, and

we’re proud to further optimize its design and make it available to a new market,” said Andrew Graybill, director of product management for air-cooled chillers, Johnson Controls. “Its efficient performance and low-GWP refrigerant will empower customers in North America through a sustainable, future-ready heating and cooling solution.”

By utilizing low-GWP R-454B, the YMAE is compliant with upcoming regulations by the U.S. Environmental Protection Agency (EPA) through the American Innovation and Manufacturing (AIM) Act. The AIM Act directs the EPA to phase down hydrofluorocarbon (HFC) production and use by 85% over the next 15 years, with the next major phasedown

going into effect Jan. 1, 2024. In addition to the YMAE, YORK will use R-454B across all its scroll compressor products. As a global leader in sustainability, Johnson Controls was a strong voice in support of passage of the AIM act and works hard to advance policies that spur the kinds of clean technologies that can tackle climate change.

Using the award-winning YORK Amichi™ platform as a foundation, the advanced YORK YMAE features all new hardware, including new-to-market, electronic vapor injection (EVI) scroll compressors, updated heat exchangers and an optimized frame. EVI technology significantly improves system capacity and efficiency and allows the YMAE to provide high water temperatures at

low ambient conditions.

Highly flexible, the modular YMAE features two-pipe and four-pipe versions and serves a wide range of applications. The four-pipe system makes it possible to simultaneously heat and cool different areas of a building by moving heat from one area to another, improving efficiency and occupant comfort. The heat pump’s modular design makes it possible to multiply capacity with a minimal footprint. Up to four modules can be kitted together, factory-tested and shipped as a single unit, simplifying installation and speeding up commissioning. The YMAE joins the YORK family of heat pumps which serve applications that range from small commercial buildings to district heating, and is part of the OpenBlue platform of connected equipment.

The YORK YMAE will be available on a short lead time. Units will be available to order and begin shipping this year. Product details can be found in Johnson Controls Solution Navigator, a one-stop, real-time platform that speeds up and simplifies the building management process and makes it easy to find products that best meet application needs.

To learn more about the YORK YMAE air-to-water heat pump, visit www.york.com/commercial-equipment/chilled-water-systems/ymae_heat_pump_chiller_ch or search for “YMAE” in the Johnson Controls Solution Navigator.

HINSHAW con’t

What is not typically known is the story that it took 16 years to get the movie made, spent over \$200,000 out of pocket, she showed a true commitment to her concept to get the film made and released. I then shared what is essential today to make sales in this tough environment. First you need a superior product, well-engineered to bring comfort to the consumer. The term well-engineered refers to the system design and installation, got to be top-notch. Then you need someone to promote and sell it, could be a comfort advisor or selling tech. Add in a financing component, 15 years is the new gold standard. Then you are ready to get into the crowded ring of people competing for the consumer dollars.

We also had some great parties, each night a different venue. It was good to re-connect with old friends, see how everyone is doing, and make new friends and business connections. You missed a great party. Thanks for listening, we’ll talk later.

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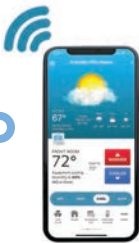
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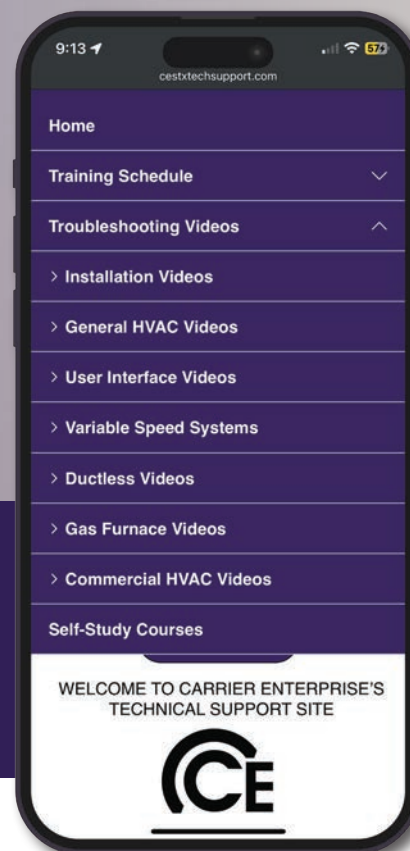
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Annual Tournament Benefits Homes For Our Troops

Standard Supply hosted their 6th Annual Homes For Our Troops golf tournament at Las Colinas Country Club in Dallas TX on October 2nd. The tournament was sponsored by Bartos, and had a full field. Lunch was served before, and a great catered dinner after the tournament, including prizes and awards. The money raised helps support Homes For Our Troops, that builds homes for veterans that have been disabled during service.



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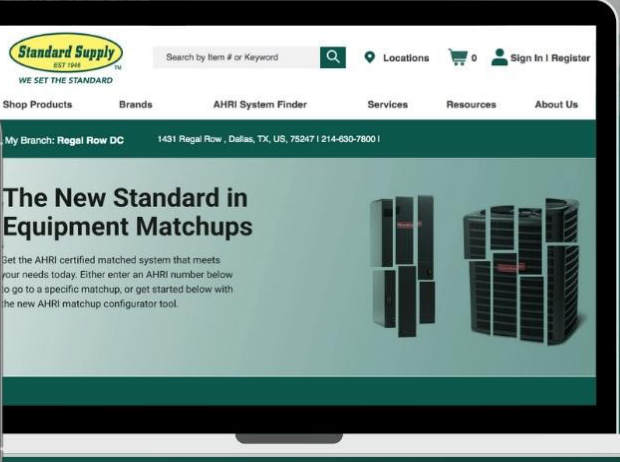
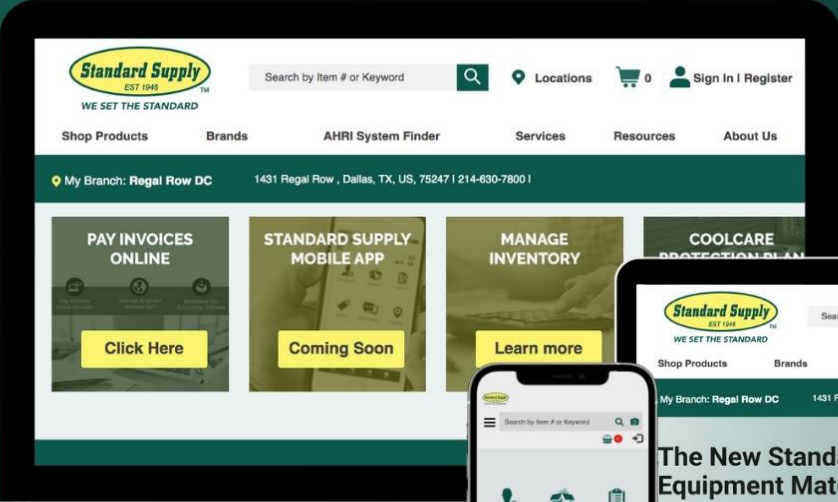
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Final Rule - Phasedown of Hydrofluorocarbons

Restrictions on the Use of Certain Hydrofluorocarbons under Subsection (i) of the American Innovation and Manufacturing Act of 2020

On October 5, 2023, the EPA signed a final rule limiting the use of higher-GWP HFCs in new aerosol, foam, refrigeration, air conditioning, and heat pump (RACHP) products. This rule addresses petitions from various groups, including industry, environmental organizations, and state governments, granted by the EPA on October 7, 2021, and September 19, 2022. The EPA has set maximum GWP limits or specific HFC restrictions for most subsectors.

This rule operates by:

- Prohibiting the manufacture, import, sale, distribution, and export of products using higher-GWP HFCs.
- Prohibiting the installation of new RACHP systems with higher-GWP HFCs.
- Requiring labeling of all new products and components using HFCs.
- Mandating annual online reporting from manufacturers and importers of covered products and components.

These restrictions vary by sector and subsector, with the earliest starting on January 1, 2025, and the latest on January 1, 2028. Legacy

RACHP components used for repairs are exempt from sales restrictions. Existing products and RACHP systems can continue to operate, and necessary components can be manufactured, imported, sold, distributed, or exported. The distinction between system maintenance and new installations is defined. Labeling requirements take effect concurrently with manufacturing and import restrictions (2025–2028).

Reporting obligations commence in calendar year 2025, with reports due 90 days after each year's end, beginning in 2026. Import and export provisions apply uniformly to domestically manufactured and imported products, with no U.S. manufacturing for export allowed for certain HFC-restricted products. Components for servicing legacy RACHP systems can be domestically manufactured and exported.

To see the Rule on the EPA website visit <https://www.epa.gov/system/files/documents/2023-10/technology-transitions-final-rule-2023-pre-publication.pdf>

This article was published by ESCO Institute / PO Box 521, Mount Prospect, IL 60056

AMCA Updates Louver Test Standard 500-L

Winners represent wide range of engineering innovation

Arlington Heights, Ill.—Air Movement and Control Association (AMCA) International Inc. announces the publication of ANSI/AMCA Standard 500-L-23, Laboratory Methods of Testing Louvers for Rating.

Superseding ANSI/AMCA 500-L-2012 (Rev. 12-15), ANSI/AMCA Standard 500-L-23 establishes uniform methods of laboratory testing air leakage, air performance (pressure drop), water penetration, wind-driven-rain and wind-driven-sand resistance, and operational torque. It may be used as a basis for testing louvers with air as the test gas.

Stakeholders are louver manufacturers, building engineers, consumers, and regulatory bodies.

Changes to ANSI/AMCA Standard 500-L include:

- The addition and clarification of definitions.
- Improvements to the water-performance test-rig and calibration procedure.
- Improvements to the wind-driven-rain test.
- The addition of a section on free-

area measurement.

- Updated constants in equations for agreement with ANSI/AMCA Standard 210-16/ASHRAE Standard 51-16, *Laboratory Methods of Testing Fans for Certified Aerodynamic Performance Rating*.

- Updated louver-leakage procedure harmonized with ANSI/AMCA Standard 500-D-18, *Laboratory Methods of Testing Dampers for Rating*.

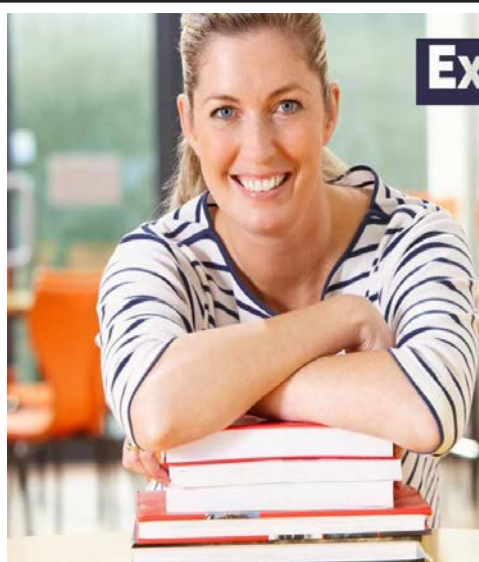
- The addition of an annex defining wind-driven-rain classes.

- Clarification of, and the provision of additional details on, louver-core-area measurement.

- The addition of discharge-loss-coefficient and class calculation.

The cost of ANSI/AMCA Standard 500-L-23 is \$90 in printed or PDF format and \$122 in both printed and PDF formats.


For more information about ANSI/AMCA Standard 500-L-23, contact Director of Publications and Standards Joe Brooks, PE, at jb Brooks@amca.org or Senior Manager, Publications and Standards, Shruti Kohli-Bhargava at shruti@amca.org.



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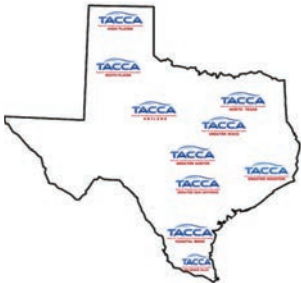
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Member Meeting - Nov 7, Dec 5
Holiday Celebration - Dec 6
www.taccagreateraustin.org

Greater San Antonio
Golf Tournament - Nov 13
Christmas Gala - Dec TBD
www.taccagreatersanantonio.org

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Tech Training - Nov 10, Dec 1
Member Meeting - Nov 21
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P P O R T – Y O U R S U C C E S S

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BUILDING AUTOMATION

Winner: 75F

Innovation: 75F HyperStat Split

AHR Booth: #S6374; S6277

The 75F HyperStat Split enables contractors to upgrade RTUs with advanced rooftop control with unprecedented ease. Using only two existing wires from the RTU to the thermostat, HyperStat Split provides dual enthalpy economizer, demand-control ventilation, and VFD control.

Finalists: Carrier, i-Vu Express Connected Building Automation Appliance (Booth #S7510); Copeland, Copeland CC200 case controller (Booth #S7110)

COOLING

Winner: Danfoss

Innovation: DSG Compressor

AHR Booth: Booth #N2510

The DSG compressor has been specifically designed for low pressure refrigerants such as R1234ze with low global warming potential. Applications include chiller systems, with a wide range of compressor capacities available to support unit design requirements. The DSG has been specifically designed for low pressure low global warming potential refrigerants such as R1234ze.

Finalists: Daikin Applied Americas Inc., WMT (Booth #S7549); Innovair, DuoTec (Booth #N3060)



HEATING

Winner: Ephoca

Innovation: Nextac - The next generation of PTAC

AHR Booth: #S9914

Nextac transforms the PTAC into a tour-de-force of total comfort control. R32, twin rotary inverter compressor, heat pump performance to -10°F, integrated ERV, MERV13, zero air leakage, self-cleaning coils, 27 dB(A) operations, STC of 40, sleek, all-metal, paintable cabinet. No drain is required for cooling or heating

Finalists: Caleffi Hydronic Solutions, Caleffi XF (Booth #S7981); Intellihot Inc., Electron iE1 (Booth #S10323)



INDOOR AIR QUALITY

Winner: WellStat

Innovation: WellStat

AHR Booth: #N3417

WellStat® is an indoor Air Quality + Energy Management Software platform used by property and facility management teams to responsibly assure healthy air quality conditions, lower operating costs, and increase operating revenue.

Finalists: ECM PCB Stator Technology, Ultra-light, Premium Efficiency 6hp PCB Stator Air Blower Motor (Booth #S10334); Sensirion, Inc., SEN6x (Booth #S6156)

PLUMBING

Winner: Rheem Water Heating

Innovation: Triton® Light Duty (50- and 75-gallon)

AHR Booth: #S7569

Triton Light Duty is the most intelligent high efficiency commercial gas water heater on the market. With a capacity ranging from 50 to 75 gallons, Triton Light Duty's patented combustion system and helical coil heat exchanger provide maximum thermal efficiency and durability. The latest Triton offers up to 97% thermal efficiency and eliminates downtime with the ability to detect and prevent water heater problems before they occur thanks to LeakGuard™ — an all-inclusive leak detection and prevention system capable of limiting water leakage outside the tank.

Finalists: Bonomi North America, Inc., LOCPOWER Energy Harvesting Control Valves (Booth #N2560); ECM PCB Stator Technology, Ultra-light, Premium Efficiency 3HP PCB Stator Pump Solutions (Booth #S10334)



REFRIGERATION

Winner: AirGreen

Innovation: AirGreen-BMIL Brine-based DX Cold Room Heat Pump

AHR Booth: #S9377

The innovative AirGreen-BMIL brine-based DX refrigerant system essentially creates a low dewpoint "heat pump" for cold room applications – providing <26F dewpoint supply air in a single process step. Because of its simplicity and efficiency, this packaged unit design provides up to 50% energy savings while also significantly reducing capital costs.

Solid desiccant products can only achieve supply air at 55F with a 40-45F dew point, and to lower the dry bulb temperature to as low as 33F it requires three or more pieces of equipment at considerable capital and energy penalty. The unique low temperature brine solution achieves this performance because it simultaneously cools and dehumidifies.

Finalists: Honeywell, Honeywell Solstice N71 (R-471A) (Booth #N2137); Mitsubishi Electric Trane HVAC US, Mitsubishi Electric Variable-Speed Scroll Compressors (Booth #S7177)

SOFTWARE

Winner: Interplay Learning

Innovation: SAM (Skill Advisor and Mentor)

AHR Booth: #S10537

SAM (Skill Advisor and Mentor) is the first AI-powered advisor for the skilled trades. SAM gives teams instant and personalized guidance so they can gain skills faster and more efficiently. Technicians can ask SAM questions and get immediate assistance while they're learning, helping enhance comprehension and sharpen critical thinking. SAM is the first of its kind.

Finalists: Conduit Tech, Conduit Tech Software (Booth #S10064); IES Ltd., IESVE Software (Booth #N3452)

SUSTAINABLE SOLUTIONS

Winner: Midea Residential Air Conditioning

Innovation: Midea PWHP

AHR Booth: #S10371

Midea's Packaged Window Heat Pump is a window-mounted cold climate air source heat pump, designed for DIY installation and high-performing, energy-efficient heating and cooling. Developed to support multi-family buildings' transition towards electrification, the Midea PWHP provides a cost-effective solution for buildings looking to quickly meet future sustainability requirements. Midea's PWHP stands out in innovation and uniqueness as a window-mounted unit. Unit performance is 9,000 BTU/hr heating and cooling, with the category's highest CEER of 16.0, as of the application date, a 2.35 COP @ 17F, up to SEER2 21.8 and HSPF2 11.6. This is done without the use of auxiliary heat.



Finalists: Blue Frontier, Blue Frontier, Liquid Desiccant DOAS (Booth #N1440); Mitsubishi Electric Trane HVAC US, Mitsubishi Electric, Hybrid VRF® (Booth #S7177)

TOOLS & INSTRUMENTS

Winner: INFICON

Innovation: FLUE-Mate™ Combustion Analyzer

AHR Booth: #N2934

FLUE-Mate Combustion Analyzer is designed to improve combustion efficiency and safety. This tool is equipped with an integrated manometer, thermometer, CO test, cracked heat exchanger test and provides draft analysis. FLUE-Mate can even generate a QR code that can be scanned with your smart device for a quick analysis report.

Finalists: MSA Safety, Legend Series HFC (Booth #S6536); Snap Drill AS, Snapdrill (N3165)

VENTILATION

Winner: HVAC Manufacturing and Technology Inc.

Innovation: SAV® - Smart Air Valve

AHR Booth: #S9220

The SAV-Smart Air Valve is an economical self-commissioning air control solution. Featuring a 100-1 turndown and precision airflow accuracy to within a few CFM operating as low .03"W.G. It matches the ventilation rate to the risk of hazard featuring advanced Demand Control Ventilation & low EUI with a single unit size. The SAV® adds value and mitigates risk by creating a new simplified and economical value chain leading to a paradigm shift by obsoleting fixed orifice plate technology.

Finalists: ECM PCB Stator Technology, High-Performance, Lightweight 12hp PCB Stator Blower Motor (Booth #S10334); LG Electronics U.S.A. Inc., LG Split Compact M3 DOAS with Multi V S® (Booth #S8345)

In addition to category winners, one overall Product of the Year winner will be announced and awarded in Chicago. This prestigious honor is awarded based on exceptional leadership in HVACR innovation.

FOR MORE INFORMATION

For more information about the 2024 AHR Expo or the Innovation Awards Competition, please visit ahrexpo.com.

TACCA Greater Houston Golf Tournament

TACCA Greater Houston held their Annual Golf Tournament at Blackhorse Golf Club in Cypress TX on September 29th. The event had breakfast, beverages, lunch, awards and raffle prizes. TACCA Greater Houston would like to thank the sponsors that make this event happen every year: Daikin, Credit Human, Johnstone Supply, Pepco, Service Nation, Ferguson HVAC, HVAC On-Site, Pro1, AC Today, JB Warranties and Transtar Supply.



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Century AC Supply 50th Anniversary

Century AC Supply celebrated their 50th Anniversary with a Trade Show and Casino Night at NRG Stadium Event Center on October 11 in Houston TX. The all day and night event had Training Sessions, Raffle Prizes, Vendor Trade Show, Grand Prize Drawing for a trip, Lunch, Dinner and Drinks and Live Entertainment by the Spazmatics.





Insco Distributing Grand Opening in Arlington TX

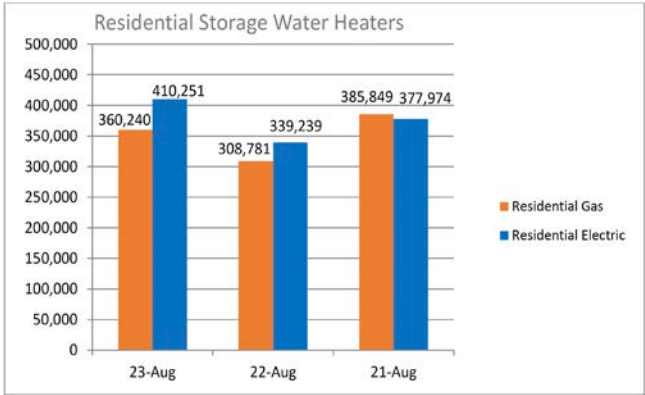
Insco Distributing held a Grand Opening for their new location in Arlington TX on Tuesday October 24. The event was from 11-2 and included a Vendor Fair, Lunch, and Door Prizes. The new store location will also serve as a distribution center for the area. The new location is at 4851 S Collins, Suite 151, Arlington, TX 76018.



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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for August 2023 increased 16.7 percent, to 360,240 units, up from 308,781 units shipped in August 2022. Residential electric storage water heater shipments increased 20.9 percent in August 2023 to 410,251 units, up from 339,239 units shipped in August 2022.

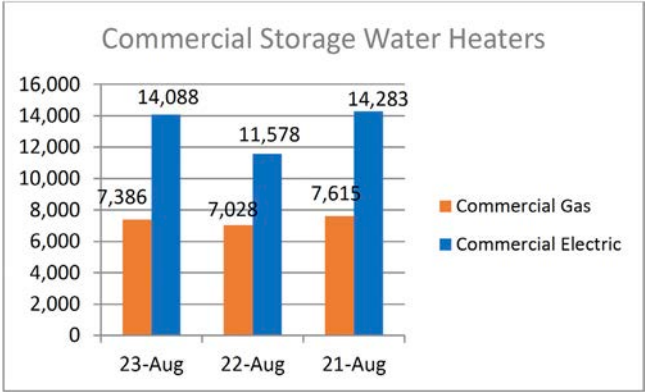


Year-to-date U.S. shipments of residential gas storage water heaters increased 2.5 percent, to 2,876,179 compared to 2,805,911 shipped during that same period in 2022. Residential electric storage water heater shipments increased 4.6 percent year-to-date, to 3,236,569 units, compared to 3,092,956 shipped during the same period in 2022.

Year-to-Date	Aug 23 YTD	Aug 22 YTD	% CHG. (From 2022-2023)	Aug 21 YTD
Residential Storage Gas	2,876,179	2,805,911	+2.5	3,261,502
Residential Storage Electric	3,236,569	3,092,956	+4.6	3,236,210

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 5.1 percent in August 2023, to 7,386 units, up from 7,028 units shipped in August 2022. Commercial electric storage water heater shipments increased 21.7 percent in August 2023, to 14,088 units, up from 11,578 units shipped in August 2022.

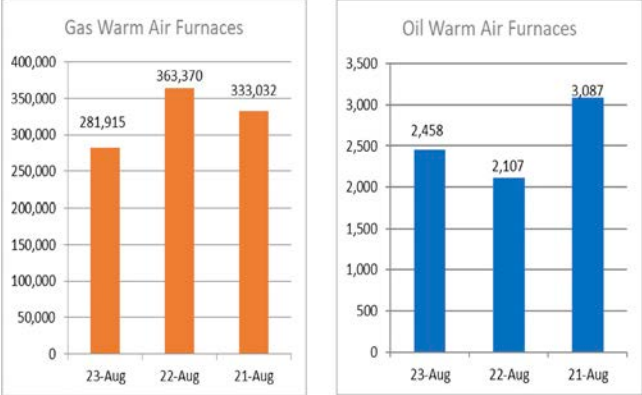


Year-to-date U.S. shipments of commercial gas storage water heaters increased 3.1 percent, to 59,155 units, compared with 57,395 units shipped during the same period in 2022. Year-to-date commercial electric storage water heater shipments increased 24.8 percent, to 98,524 units, up from 78,937 units shipped during the same period in 2022.

Year-to-Date	Aug 23 YTD	Aug 22 YTD	% CHG. (From 2022-2023)	Aug 21 YTD
Commercial Storage Gas	59,155	57,395	+3.1	61,473
Commercial Storage Electric	98,524	78,937	+24.8	101,756

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for August 2023 decreased 22.4 percent, to 281,915 units, down from 363,370 units shipped in August 2022. Oil warm air furnace shipments increased 16.7 percent, to 2,458 units in August 2023, up from 2,107 units shipped in August 2022.

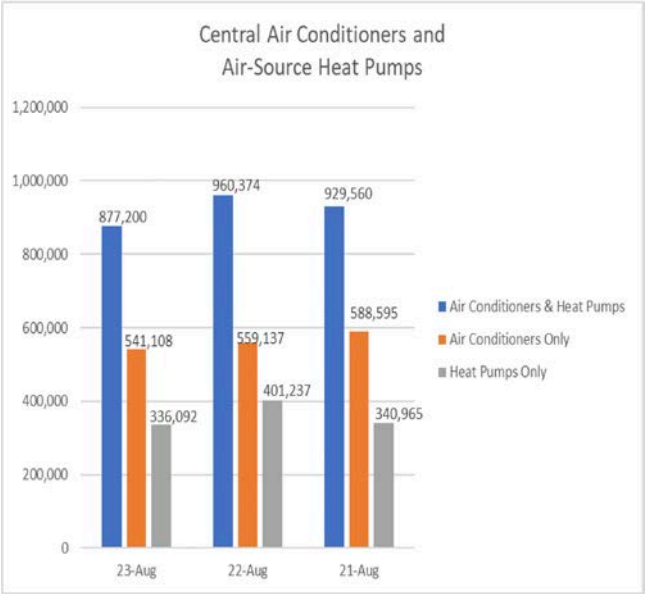


Year-to-date U.S. shipments of gas warm air furnaces decreased 24.6 percent, to 2,012,203 units, compared with 2,668,151 units shipped during the same period in 2022. Year-to-date U.S. shipments of oil warm air furnaces decreased 34.3 percent, to 11,447 units, compared with 17,416 units shipped during the same period in 2022.

Year-to-Date	Aug 23 YTD	Aug 22 YTD	% CHG. (From 2022-2023)	Aug 21 YTD
Gas Warm Air Furnaces	2,012,203	2,668,151	-24.6	2,679,872
Oil Warm Air Furnaces	11,447	17,416	-34.3	22,511

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 877,200 units in August 2023, down 8.7 percent from 960,374 units shipped in August 2022. U.S. shipments of air conditioners decreased 3.2 percent, to 541,108 units, down from 559,137 units shipped in August 2022. U.S. shipments of air-source heat pumps decreased 16.2 percent, to 336,092 units, down from 401,237 units shipped in August 2022.



Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 12.6 percent, to 6,469,355 units, down from 7,403,143 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 14.7 percent, to 3,783,265 units, down from 4,435,599 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 9.5 percent, to 2,686,090, down from 2,967,544 units shipped during the same period in 2022.

Year-to-Date	Aug 23 YTD	Aug 22 YTD	% CHG. (From 2022-2023)	Aug 21 YTD
Air Conditioners & Heat Pumps Combined Total	6,469,355	7,403,143	-12.6	7,212,309
Air Conditioners Only	3,783,265	4,435,599	-14.7	4,480,831
Heat Pumps Only	2,686,090	2,967,544	-9.5	2,731,478

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

Month			
Size Description (000) BTUH	2023 Total	% Change from 2022	2021 Total
Under 16.5	34,028	-15.2	39,452
16.5-21.9	97,069	-1.2	82,387
22-26.9	163,096	-18.7	193,368
27-32.9	127,542	-11.7	149,131
33-38.9	173,413	-12.8	194,943
39-43.9	61,781	-10.1	70,604
44-53.9	104,923	+5.0	97,540
54-64.9	85,348	+3.6	74,792
65-96.9	10,382	+2.5	9,460
97-134.9	9,152	+14.3	7,935
135-184.9	4,954	+10.7	5,274
185-249.9	2,427	+31.2	1,971
250-319.9	1,623	+14.8	1,457
320-379.9	422	+27.9	366
380-539.9	327	-6.0	327
540-639.9	273	+8.3	198
640-799.9	142	+37.9	114
800.0-899.9	46	-40.3	50
900.0-999.9	80	-22.3	51
1,000.0-1,199.9	46	+31.4	42
1,200.0 & Over	126	+29.9	98
TOTAL	877,200	-8.7	929,560

YTD			
Size Description (000) BTUH	2023 Total	% Change from 2022	2021 Total
Under 16.5	240,437	-21.2	334,557
16.5-21.9	776,431	+10.2	654,438
22-26.9	1,273,000	-14.3	1,454,790
27-32.9	984,022	-14.2	1,154,696
33-38.9	1,278,632	-19.1	1,537,742
39-43.9	445,145	-19.2	539,522
44-53.9	710,153	-12.6	770,580
54-64.9	569,269	-9.8	572,990
65-96.9	71,645	+7.5	69,244
97-134.9	55,428	+5.6	53,555
135-184.9	33,461	+5.9	33,683
185-249.9	13,041	-7.6	14,364
250-319.9	9,621	-16.0	12,546
320-379.9	2,215	+0.1	2,602
380-539.9	2,389	-0.6	2,524
540-639.9	1,851	-9.5	1,714
640 & Over	805	-1.6	892
800.0-899.9	388	-13.6	339
900.0-999.9	465	-14.0	483
1,000.0-1,199.9	282	-1.1	283
1,200.0 & Over	675	-1.7	765
TOTAL	6,469,355	-12.6	7,212,309

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.

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ASHRAE Leads the Way in Public Health Standards with Groundbreaking Resource

Atlanta – ASHRAE is the leader in the development of guidance proven instrumental in safeguarding public health.

As the world continues to grapple with a resurgence of COVID-19, along with the flu and RSV, the importance of clean air flow in buildings has never been more critical. Now, the Society’s pioneering resource, ASHRAE Standard 241, *Control of Infectious Aerosols* is empowering building owners, operators and professionals to proactively protect indoor environments during this virus season.

ASHRAE Standard 241 establishes minimum requirements to reduce the risk of airborne aerosol transmission, such as the SARS-COV-2 virus, which causes COVID-19, the flu virus, and other pathogens in buildings like single and multi-family homes, offices, schools, and healthcare facilities. Published in June and praised by former White House COVID Response Coordinator Dr. Ashish Jha as “...one of the most important public health interventions seen in years,” Standard 241 is the first consensus-based, code enforceable standard of its kind, having the potential for adoption at the federal level for all buildings.

“The world knows ASHRAE’s leadership in sustainable, energy efficient building technology, but we are also leaders in the development of public health standards that are making incredible impacts on building occupants around the world,” said 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. “The importance of improved indoor air quality and ventilation became topics of mainstream concern during the pandemic and ASHRAE remained committed to prioritizing the health and well-being of building occupants. Standard 241 is a blueprint for building designers, owners and operators with long-term benefits.”

ASHRAE Standard 241 provides comprehensive guidance on the design, installation, commissioning, and maintenance of HVAC systems to control the spread of infectious aerosols. The standard also includes recommendations for ventilation rates, filtration and air cleaning technologies, along with a *building readiness plan* that documents procedures for assessing existing or new HVAC systems to determine if they are working properly.

“With the fall and winter virus season approaching, mitigating the spread of airborne infections will be of even greater importance and incorporating the guidance in Standard 241 can be a major step forward in addressing clean air flow goals,” said Scoggins.

For more info on ASHRAE Standard 241, including related resources, visit ashrae.org/Standard241.



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Greater Houston Area

HARDI

HARDI Distributors Report 4.5% Percent Revenue Increase in August

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 4.5% percent during August 2023.

The annual sales growth for the 12 months through August 2023 is 5.7% percent.



“August is the last meaningful month of cooling season, and this summer was mixed,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “There were some unusual heatwaves in the headlines this summer, but nationally the cooling degree days were off by about 20% during May and June, then close to normal during July and August.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 40 days during August 2023. “The DSO is shortest during the summer and longest during winter,” said Loftus. “The post-Covid DSO for August has been very close to 40 since August 2020. The stability or consistency is amazing, especially after the Fed’s actions and the market’s response.”

“HARDI distributor’s peak annual sales growth rate was just before the Fed began increasing rates during March of 2022,” said Loftus. “Distributor sales growth has been under pressure as the Fed increased rates eleven times during the past eighteen months. Hopefully the Fed is about done, along with the downward pressure on distributor sales growth.”

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.

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OK City Monthly Lunch Meeting

November 8, 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

November 9, 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 Annual Christmas Meeting and Dinner

December 2, 2023 Post Oak Lodge Tulsa, OK

6:30–9:00 pm Entertainment, Dinner, Music

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

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

Text/Call 918-282-7864

MEPO Golf Tournament

Mechanical Electrical Plumbing Contractors (MEPO) of Oklahoma held their Annual Golf Tournament Fundraiser at the Forest Ridge Golf Course in Broken Arrow, OK on October 17th. The event raises funds for scholarships in the trades. Lunch, Awards, Cash Prizes and Raffles were all a part of the successful event.



Danfoss Announces the 2023 EnVisioneer of the Year Winners

Winners represent wide range of engineering innovation

Danfoss has announced the winners of its 2023 EnVisioneer of the Year competition. ThermalWorks, Polar Engineering, Canal Marine and Industrial Inc. and Weis Markets took top honors in the new, expanded format that allows for multiple winners.

ThermalWorks, based in Bloomingburg, New York, was the winner in the Original Equipment Manufacturer (OEM) category for its advanced waterless cooling system. The company built a modular, hyper-efficient, waterless chiller for the data center industry using state-of-the-art Danfoss products, including its oil-free Turbocor compressors. The fully-integrated, scalable system features a unique chilled water circuit design that rejects heat in stages – free cooling, partial free cooling, high temperature mechanical and low temperature mechanical – with one integrated unit. In addition to using no water, energy

use is greatly reduced, resulting in lower carbon emissions and low Power Usage Effectiveness (PUE) values compared to other high-efficiency systems.

Polar Engineering, based in Victoria, British Columbia, was the Engineering Consultant category winner. Its low-GWP, high-temperature heat pump, built by Fraser Valley Refrigeration using Danfoss solenoid, isolation, and electronic expansion valves, including the Colibri EEV, has helped reduce natural gas usage at the Juan de Fuca Recreation Center by 90 percent. As part of an energy recovery system, the heat pump recaptures waste heat from the ammonia refrigeration system on site and uses it to offset the boiler loop load of the facility, resulting in an annual savings 284 tons of carbon emissions and \$22,000 in fuel costs.

Pennsylvania-based Weis Markets, the End User category

winner, installed a CO2 refrigeration system at its new store in Warminster, Penn. The Danfoss AK-SM 880A controller, with its communications modules, sensors, cables and valves, provides the brains behind the system, monitoring for leaks and ensuring that temperatures remain stable at desired levels. In the first four months of operation, refrigeration energy consumption was over 100,000 kWh less than at a comparable store with traditional refrigeration, saving an estimated \$11,000. And by using CO2, with a GWP of 1, as the refrigerant, the store’s impact on air pollution is estimated to be 1500-4000 times less per pound of refrigerant compared to HFC/HFO refrigerants.

Canal Marine and Industrial won in the System Integrator category. The St. Catharines, Ontario-based company built an electric power system for

PortsToronto’s Marilyn Bell I, Canada’s first 100 percent electric lithium-ion powered ferry. Annually, this transition to renewable power is saving 530 tons of carbon emissions, reducing estimated energy and operating costs by \$150,000 on a yearly basis as well as eliminating the use of approximately 196,000 liters of diesel per year. The vessel’s propulsion system utilizes Danfoss’ air-cooled VACON® NX Series drive modules, grid converters and DC/DC converters plus filters. The components work together in common DC bus topologies to provide power conversion between the batteries and motors to power the vessel’s thrusters and other electrical systems. The batteries are charged through the common DC bus distribution system via an Automatic Shore Connection System which delivers and controls DC power via a VACON® Active Front End from the grid.

Launched in 2010, the annual EnVisioneer of the Year award competition recognizes North American original equipment manufacturers, building owners, municipalities, contractors and end users that have introduced a new product, opened a new facility or invested in a building or system upgrade in the past 18 months using Danfoss products or solutions to realize significant energy and environmental savings. Entries are judged by an independent panel of distinguished experts representing various disciplines.

“We are thrilled to recognize our EnVisioneers of the Year for their innovative work,” said Rick Sporrer, president of Danfoss North America. “Each of our winners has used Danfoss solutions to build a cleaner, more sustainable future. We applaud them for their ingenuity and their commitment to lowering carbon emissions and increasing energy efficiency.”

We are Thankful for all of our Customers and Readers



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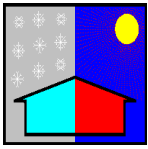
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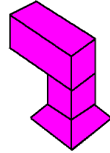
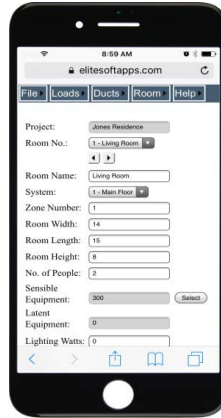
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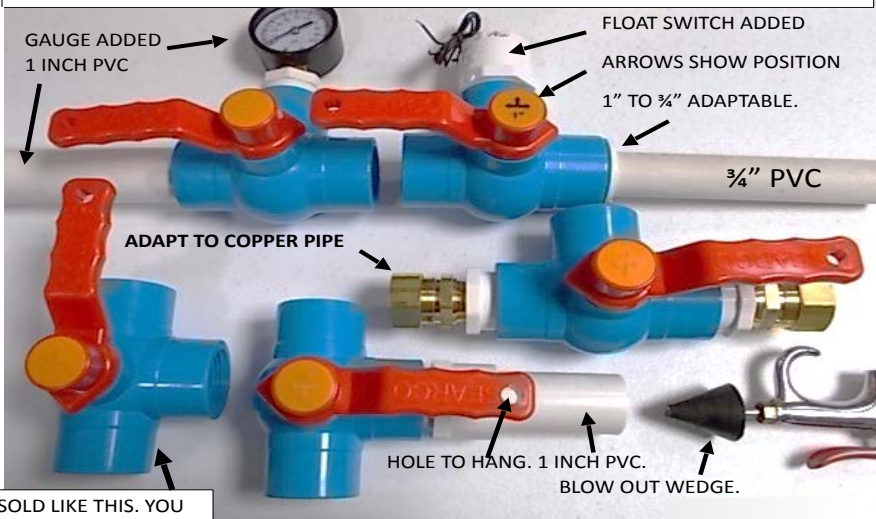
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