

Johnstone Supply South Texas Customer Appreciation Week



Pictures on page 13, B3.

HARDI 2023 Annual Conference Ascend in Phoenix



Pictures on page B4, B5.

RSES: A Better Tomorrow Starting Today

Learn how this moniker from 2024 RSES International President Jerry Clark, CM sums up so much of his outlook on life, HVACR, and in RSES and what his plans will be over the next year to continue driving this philosophy home.

A 26-year Member of RSES, 2024 RSES International President Jerry Clark, CM is no stranger to the changes our Association and entire industry have seen over the years. From a kid working in his family’s HVAC supply company, to a stint working for a distributor to owning his own company, Clark has seen and done it all in HVACR, all the while working his way up the chairs on both the RSES Southwest Regional Association and the International Boards. His experience will lend well to leading RSES through the merge process with RETA, the motion of which passed both memberships in November 2023. Clark, who was a member of the merge exploratory committee for RETA and RSES, has a busy road ahead of him now that the motion to merge has passed. This year, RSES’s 90th Anniversary, Clark will lead this great Association into the future with RETA, his term of which will appropriately conclude in his home state of Texas during the RETA Annual Conference, which is being held at the Gaylord Texan Resort in Grapevine, TX, Oct. 22–25, 2024. But before we jump into the future, let’s go back to where this all began for Clark.

When asked how Clark first became involved with RSES, he says “I cannot remember a time when RSES was not a part of my life.” This response is an understatement considering his first expo- sure was at the 1977 RSES International Conference in Las Vegas. At just six years old, Clark tagged along to the show with fellow RSES Member parents Wade Clark, CM and Linda Clark, who were both avid supporters and active at every level of the organiza- tion— Chapter, Regional and International.

“I have attended regional meetings since I was a young child, with an exception between my teens and twenties because I was in school or working and those were my priorities,” says Clark. “I stayed behind so my parents could be involved. As a child my Dad was always active and involved serving on the SWRA Board and when I started going to regional meetings again



2022-2023 Intl President Art Miller, CMS, RCT and 2023-2024 Intl President Jerry Clark, CM



President Jerry Clark, CM with his family Paige and Kathryn

as an adult, I was quickly recruited to serve on the Regional Board and various committees.

“A few years after I completed the Regional Chairs I was blessed to encourage my Mother to join the Regional Board while my Dad served the Auxiliary on its Board. Both my parents and I have been blessed to serve as Officers of both the SWRA and SWRA Auxiliary.”

Now in the International President’s seat, RSES Journal took some time to get to know more about Clark to discuss his vision for the year.

RSES Journal (RJ): For starters, please tell me how you got involved in the HVACR industry?

Jerry Clark (JC): The short answer would be I am second genera- tion HVACR; my father started in the industry before I was born. Following college, my parents began a wholesale HVACR supply company. As the business grew, I took a leading role in it. After working for another distributor for a few years, I ended up starting my own wholesale

HVACR Company and ran it for eight years. I then sold it out to my current employer.

RJ: How has your family and your career prepared you for being RSES President?

JC: My family is RSES. My career has been the embodiment of “better service through learning.” In order to better serve my contractor customers, I’ve continued my HVACR education through seminars, classes and RSES.

RJ: RSES has experienced a momentous amount of change over the past year: Bylaws revisions, E&E Board dissolution, new Committee development, HQ relocation, RETA-RSES Merge, etc. How do you see these changes positioning RSES for the future?

JC: All of the changes have been purposefully implemented to ensure that RSES could continue as a viable entity. Not-for-profit organizations like RSES must have a balanced or positive budget—it’s part of being a viable entity. Each change the Board and staff have committed us to this year has been to improve our viability and serve our mission of educating technicians.

SEE RSES PG.6

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Nidec/U.S. MOTORS® Names New VP/GM for HVAC



Tom Bourquin

St. Louis, Mo – Tom Bourquin has been promoted to Vice President and General Manager for the HVAC business segment 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, Bourquin oversees the engineering, sales, and marketing departments. Additionally, his role involves fostering collaboration within HVAC in the areas of operations, finance, quality, and procurement.

Bourquin has 22 years of experience in motors, holding various roles in engineering and sales. His most recent position at Nidec was VP of Engineering for HVAC. Prior to joining Nidec, Bourquin spent five years as a product

manager for HVAC component manufacturer Parker Hannifin – Sporlan. He holds a BS in Mechanical Engineering from Washington University in St. Louis, and an MBA from Webster University.

“Tom brings to his new role a deep understanding of the engineering side of our business, as well as a wealth of knowledge of the HVAC industry. That combination will serve us and our HVAC customers well as we head into 2024,” said Tim Schamel, President of the U.S. MOTORS division of Nidec.

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The Air Conditioning and Refrigeration Contractors Advisory Board meeting scheduled for Thursday, January 18, 2024 at 10:00 a.m. **has been canceled**. When a new meeting date is set it will be posted online.

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SMACNA Expresses Support for National Registered Apprenticeship Programs

Chantilly, Va. – The Sheet Metal and Air Conditioning Contractors’ National Association (SMACNA) is supported by more than 3,500 construction firms specializing in industrial, commercial, residential, architectural and specialty sheet metal and air conditioning construction in public and private markets throughout the United States. While many of our members are of significant size and provide a wide scope of expert construction services on major projects, most of these contractors operate family-owned businesses with a highly skilled workforce. This industry profile explains why these firms, providing expertise far above industry standards, rely on their local Department of Labor (DOL) registered apprenticeship programs to provide them with quality certified skilled workers.

SMACNA has long been a champion of National Apprenticeship standards over

decades of supporting and investing far above the industry standard in registered apprenticeship programs (RAPs). Along with other quality contractors, these extraordinary investments will help alleviate the shortage of highly skilled workers in the face of an increasing number of national construction projects. Decades ago, it was clear that a skilled labor crisis was coming and was caused by an insufficient commitment to registered apprenticeship training investment across too much of the construction industry for far too long. In addition, there has been a persistent aversion to investing in job training in any formal or consistent manner outside the organized construction employer sector. These corner-cutting and improvised sham training efforts by non-union contractors opposing the registered apprenticeship model have noticeably impacted workforce supply and quality. Without question, the industry’s

ability to meet ever changing design complexities, and owner demands for project excellence have been and continue to be compromised. Simply put, DOL has reviewed this crisis in the skilled labor marketplace and the considered owner-developer concerns and proposed long overdue RAP reforms.

On December 14th the Department of Labor took a significant step in the right direction by announcing a notice of proposed rulemaking that would make the following enhancements to apprenticeship programs:

1. Strengthening of labor standards, quality, and worker protections by making occupational skills and training more portable, enhancing alignment with postsecondary education, and providing better performance data.

2. Better defining roles for

State Apprenticeship Agencies and other stakeholders within the National Apprenticeship System.

3. Codifying the Office of Apprenticeship’s role for national leadership, promotion, and standards.

4. Promoting apprenticeship pathways, including pre-apprenticeship and apprenticeship readiness programs, by expanding performance and data requirements to improve accountability, transparency, and program outcomes.

5. Creating a student-centric model of Registered Apprenticeship, called Registered Career and Technical Education Apprenticeship designed to make them more seamless for full-time high school and community college students to enroll in a Registered Apprenticeship. This approach is modeled after high-quality youth apprenticeship systems in states across the country.

SMACNA contractors and allied quality driven contractors have invested billions of dollars of private funds to support even greater amounts of resources to provide their employees with the highest quality certified training in a safe environment. This is training that allows workers to not only graduate after acquiring first-rate marketable skills but forges the path to a lifelong career in the ever-complex construction industry. Further, we offer a leading pay and benefits package appropriate for attracting a highly skilled and trained workforce. More than 10,000 apprentices are registered in affiliated training facilities in the United States and Canada.



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RSES con't

The changes and the merger with RETA have all positioned RSES to increase our capacity and ability to fulfill our mission. I'm so excited for the future impact RSES will have in HVACR!

RJ: What would you like some of your key Presidential projects be in the coming year? What would you like to see done before you complete your term?

JC: The merger approved by both memberships has made it a primary focus during my presidency. How the merger will affect leadership down to individual Members. The RSES Board will be working closely with the RETA Board and Executive Director Jim Barron for the betterment of our combined membership.

The fact that the RETA Annual Conference had been predetermined to be held in my home Region feels like providence. I am so excited to work with our staff and combined Boards on a blended HVACR education track for RSES Members. I was blessed to attend the latest RETA Conference held in Jacksonville, FL, and I was extremely impressed with the educational sessions, trade show and the community events. I look forward to integrating RSES tracks in with the educational sessions to offer a more diverse curriculum for HVACR technicians.

RJ: Looking forward, what do you think RSES's role will be in the future of the HVACR industry? Where will RSES be in 10 years? What will be its function?

JC: The industry is changing rapidly. First,

government agencies are increasingly using their power to increase efficiency, quality of installation and reduce emissions. RSES has already been working on developing educational programs to fill the needs created by these initiatives.

Second, RSES as a non-traditional educational program for HVACR has always been successful in developing quality materials. RSES has partnered with several other organizations and companies to develop literature and programs in the past. New educational RSES materials being developed for HVACR technicians from apprentice to master will continue to improve the quality of technicians in the industry.

Lastly, changes to RSES testing and certification will help improve the quality of our examinations. RSES is looking to become the preferred provider for the industry for independent certification of technicians.

RJ: If you had to pick a motto for your Presidency, what would it be and why?

JC: "A better tomorrow starts today." My philosophy is simple: With each new day comes new challenges and an opportunity for improvement. I don't dwell on the past successes or failures. I learn from them and how to make things better. The RSES Board has been building on the successes of the past. The past three years we focused on successes and the failures of our past and present to learn how to improve our future. RSES has a better tomorrow and it starts today!

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Make Every Word Count

As a professional speaker I love when I have an hour to communicate a message. I can dive into stories, go off on tangents, and still wrap up with five minutes to spare. But when I'm limited to just 30 minutes, I tighten up. Stick to the outline, stay on point.

The shorter the presentation, the more I rehearse. In a five-minute talk, I watch the clock, cutting unnecessary thoughts to make every word count. It's a shame that many business owners don't apply that discipline to networking. At events, I see them ramble, missing the crucial points.

Salespeople make similar mistakes, caught up in discussions without getting to the key

information. They act like they have all the time, but I, like many, have the attention span of a flea. If they don't grab my attention in the first five minutes, it's hard to get it back.

Do you need to rehearse everything you'll say? Not necessarily, but having a few tight sound bites ready helps move the conversation along. Thinking about your words also improves your writing. In a world where people won't read a lengthy blog post, crafting concise, engaging content is key.

After writing, take a break. Then, read it aloud. Listen for awkward or confusing phrases. Eliminate the unnecessary. What remains is a tight post that holds the reader's attention.

When sharing on social,



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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SMACNA Chief Economist Shares 2024 Predictions for the Sheet Metal Industry

Dr. Anirban Basu, Chief Economist for SMACNA, shares his insights and forecasts about the economy and its impact on the construction industry for 2024:

• Growing Industry Employment

Given the elevated numbers of construction job openings presently and an abundance of megaprojects set to break ground, industry employment is poised to expand in 2024.

• Growth Opportunities in Megaprojects

Various metropolitan areas will experience a surge in manufacturing-related megaprojects.

Manufacturing-related megaprojects will surge in 2024 across the country as a result of reshoring in supply chains.

• Mixed Outlook for Contractors

The upcoming year will present varied challenges and opportunities for contractors. Contractors focusing on public works are poised for a successful year thanks to increased funding from Infrastructure legislation, while those working on residential properties will likely see a shore up of projects due to a tough real estate market.

• Economic Themes

The economy's focus on reshoring supply

chains will remain prominent, alongside expectations for increased publicly financed construction in the upcoming year.

• Factors to Consider

While recent good news on inflation is a tailwind there are several risks to look out for in 2024 including:

- High consumer debt
- Geopolitical uncertainty
- Stricter credit conditions
- The government's increasing debt burden

On a positive note, bond markets suggest a likely decline in interest rates by mid-2024.

This decrease could benefit by providing better support for project financing and backlog generation.

• Challenges Ahead

For many sheet metal and related contractors, the greatest challenges will continue to take the form of retaining and recruiting talent. Wage pressures will remain apparent economy-wide and in place if the economy slows at some point next year.

The team at SMACNA and their union partners at SMART will continue to advocate for students to become involved in the trades to help develop the next generation of talent.

Winsupply Acquires Milford Companies

Dayton, OH – Winsupply Inc., one of the largest distributors in the nation, has successfully acquired Milford Companies, a leading distributor of pipe, valve, and fitting (PVF) and Water Works. Milford Companies has been operating since 1972, supplying materials and rental equipment required for customers' infrastructure needs, with five locations across Texas, Oklahoma, and New Mexico. The details of the purchase were not disclosed. Sparkstone Capital Advisors and OMM represented Milford Companies during this transaction.

Chase Brown, who currently serves as the COO of Milford Companies, will continue leading the company as President. He is thrilled about joining the Winsupply Family of Companies and looks forward to leading Milford Companies through the next phase of their entrepreneurial journey. Chase stated, "It's truly rare to find two businesses that share each other's core values, like Milford and Winsupply. Milford has been part of my family for three generations, so I didn't take it lightly when we decided to find a partner. We had the privilege of exploring various options during this process, and Winsupply stood out as the clear choice to carry our legacy forward. From our first meeting, it was clear that our business styles were nearly identical. We are confident that this partnership will not only preserve the rich history of our business but also pave the way for many

more generations of entrepreneurial success."

Following the acquisition, Shawn Beard, the CEO of Milford, will continue to play a pivotal role in the business as an actively involved leader and member of the board of directors. Shawn stated, "The Winsupply partnership honestly checked all the boxes for what was important to me personally and professionally. Milford is over 50 years old. There have been many people who were critical to the success and stewardship of its legacy. Along the way, many 'Heroes' stepped up and did what was needed to ensure Milford's legacy was achieved and protected. I am honored to be one of the many over the last 23 years. For me, entrusting Milford's future into someone else's hands was almost impossible. But my impossible decision was easily made over the weeks and months of discussions. The level of confidence that my team had in Winsupply was evident. The trust and faith in their message and spirits showed me all I needed to know. There was no doubt that our people, our customers, and our strategic vendors would be in good hands. Milford and Winsupply...They are, 'The Stronger Choice'...Nationwide."

In the Winsupply business model, Winsupply is the majority owner of its companies, reflecting its shared-ownership business model in which local entrepreneurs have the autonomy to decide how best to serve their customers, and to share in the financial risks and rewards of ownership.

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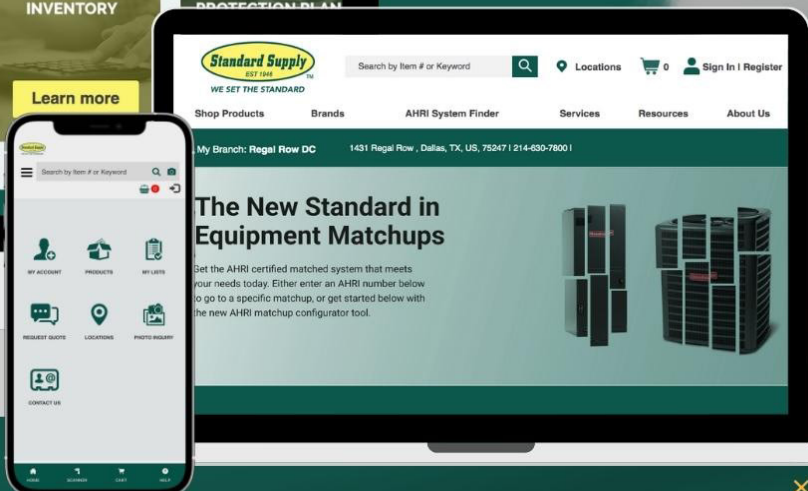
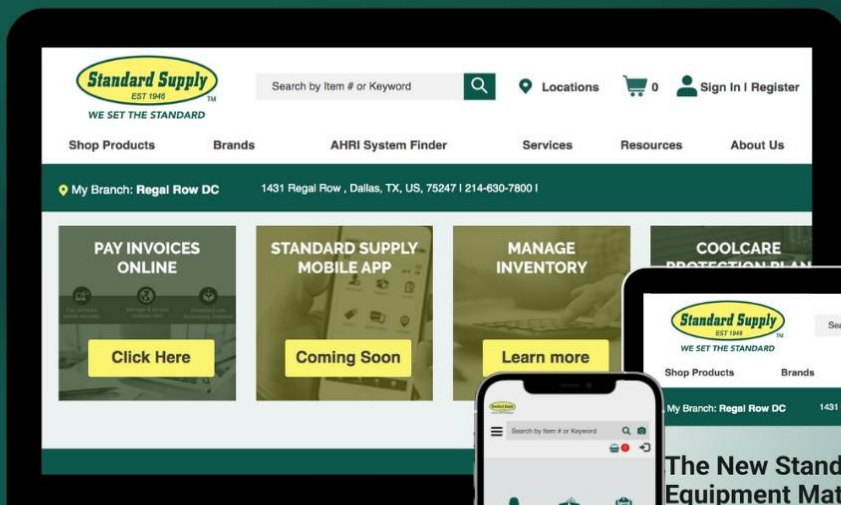


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Year End Fun and Games—Your Sales Forecast

It's that time of year—time to do your sales and budget forecast. (Actually, you should have already done it, as I recommend you do your forecasts early in the 4th quarter, but I know you're busy trying to dodge the sub-surface mines in this crazy economic sea!)

Let's walk through a simple—real simple—example. Let's do a forecast for Fester's Best Heating Company, a mid-sized outfit located in the suburbs of a large metro area.

Fester has 8 employees—he oversees the 4 installers; his wife oversees the 2 service techs. He has sales and expense records for the last 9 years by month.

Fester should begin by taking the average of his monthly sales over the last three years. There are two ways he can do this. He can simply add the three Januaries together and divide by three; repeat for the three Februaries,

and so on. Or, to be more accurate, he should do a weighted average—take last January times 3, the January before that times 2, and the third January back times 1. Add the results and divide that total by 6 (the sum of the weights). This gives half the vote to the most recent year and better reflects current economic trends.

He should then figure what each month is as a percentage of the total for the year. Here are Fester's numbers:

January	4.4%	February	1.3%	March	4.3%
April	4.7%	May	11.1%	June	14.5%
July	14.0%	August	12.7%	September	7.2%
October	9.3%	November	8.1%	December	8.5%

Last year, Fester's sales totaled \$980,000. He expects inflation to be flat, and he wants to grow sales by 15%. What should he see for sales by month in 2024?

Simple! Just take \$980,000 times 1 (for no inflation) and take that times 1.15 for \$1,127,000. (If he

wanted to assume inflation, he would multiply last year's sales by 1.x where x is the assumed inflation rate.)

January's sales would then be \$1,127,000 x 0.044 = \$49,588 (which we can round off to \$49,600). February would be \$1,127,000 x 0.013 = \$14,700 (approximately), and so on. I'll leave it to Fester to finish this task.

Next, he has to estimate his direct costs. Using last year's data, he sees that for every dollar he sold, he spent \$0.40 at the suppliers for equipment

and material. That lets Fester estimate his monthly material costs by simply multiplying the monthly sales by 0.40 (assuming no change in supplier prices... yeah, right). If suppliers raise their prices, he would need to add a factor for the price increases.

For labor, he sees that on

average in 2010, labor came to 22% of sales. Likewise, he can ballpark monthly labor costs by multiplying the monthly sales by 0.22.

Finally, all the other direct costs (such as freight, subs, warranty and so on) came to 5% of 2010 sales, so he can multiply each month's sales by 0.05 to get a ballpark figure for the rest of the costs. He can then add all of these up to get the monthly direct costs forecast. (In this case, it would come to \$1,127,000 x 0.67 or \$755,090, giving him a gross margin of \$371,910 (33%).)

For the overhead, he needs to figure it two ways—a monthly estimate tied to the sales for the variable overhead (such as fuel, postage, utilities, advertising and the like) and a fixed monthly amount for the fixed overhead (like rent, office salaries, dues, license, and the like). Fester needs to look at his overhead from 2023 and ask himself for each account what he expects

to see in 2024—more or less, and adjust his forecast accordingly. For the fixed overhead, he then divides the total of all the fixed overhead expenses by 12 and puts that in each month's budget column. For the variable overhead, he would take the total variable overhead and multiply it by the sales percentages by month to get a good idea of what those expenses will do.

Finally, if Fester expects any expense to change by a factor other than these assumptions, he must allow for that. For instance, if he expects health care costs to rise more than the 15% sales goal, he needs to bump up his insurance costs accordingly. Likewise, if he plans on a wage increase for his employees, he may need to increase labor by more than the 15% volume increase, unless the sales increase will come with the same amount of labor as last year.

The entire process can be done by hand on a few sheets



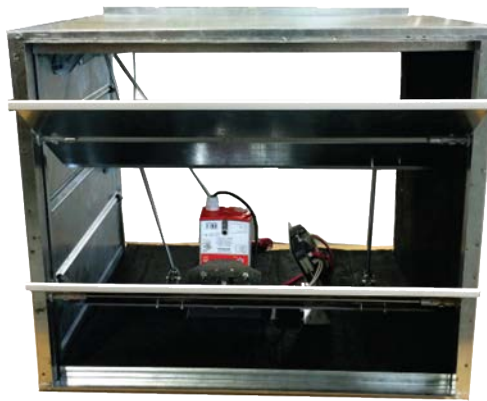
Richard Harshaw

of paper in an afternoon. It can be done on a spreadsheet in a few minutes (after you design the sheet, which may take several days).

Once done, Fester should do one final thing—figure two more forecasts off the one he just finished. He needs to run a forecast called “Holy Cow, what a Year!” (for a year much better than he thought) and another for “Oh, No, The Defecation is Hitting the Air Circulator!” (for a terrible year). Then he should watch sales and expenses month by month and see which track he seems to be on, and then adjust his plans accordingly.

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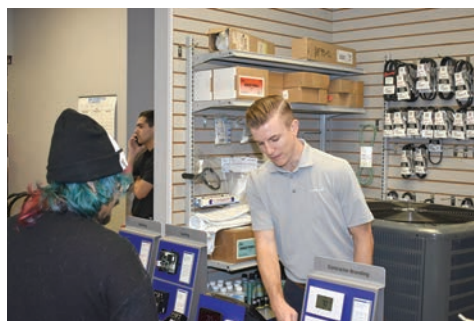
(Residential equipment included; Large stocking orders subject for review)



Corpus Christi/ Pharr/ Brownsville/ La Feria/ Victoria/ Laredo

Johnstone Supply South Texas Customer Appreciation Week

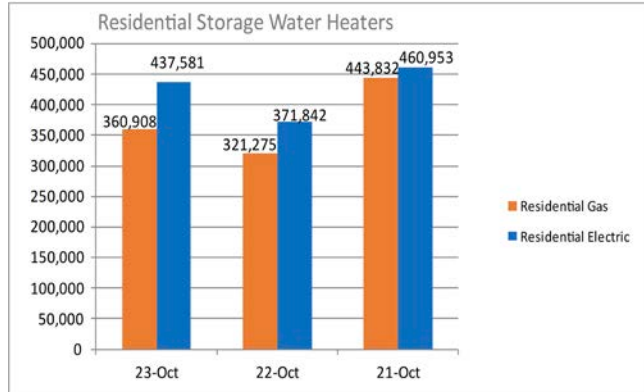
Johnstone Supply South Texas held their Annual Customer Appreciation Week December 11th -15th in their South Texas stores. The week kicked off on Monday in Laredo, then ended up in Corpus Christi on Friday. In between the stores of La Feria, Pharr and Brownsville were visited. Each day had a vendor fair, lunch, music and prizes. Each day was very well attended.



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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for October 2023 increased 12.3 percent, to 360,908 units, up from 321,275 units shipped in October 2022. Residential electric storage water heater shipments increased 17.7 percent in October 2023 to 437,581 units, up from 371,842 units shipped in October 2022.

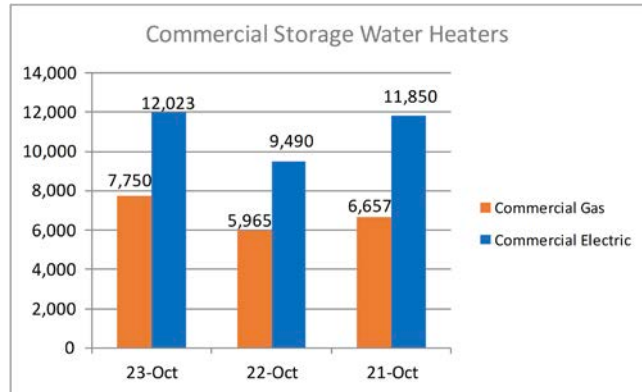


Year-to-date U.S. shipments of residential gas storage water heaters increased 4.5 percent, to 3,585,860, compared to 3,432,944 shipped during that same period in 2022. Residential electric storage water heater shipments increased 6.6 percent year-to-date, to 4,065,044 units, compared to 3,814,996 shipped during the same period in 2022.

Year-to-Date	Oct 23 YTD	Oct 22 YTD	% CHG. (From 2022-2023)	Oct 21 YTD
Residential Storage Gas	3,585,860	3,432,944	+4.5	4,130,982
Residential Storage Electric	4,065,044	3,814,996	+6.6	4,077,568

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 29.9 percent in October 2023, to 7,750 units, up from 5,965 units shipped in October 2022. Commercial electric storage water heater shipments increased 26.7 percent in October 2023, to 12,023, up from 9,490 units shipped in October 2022.

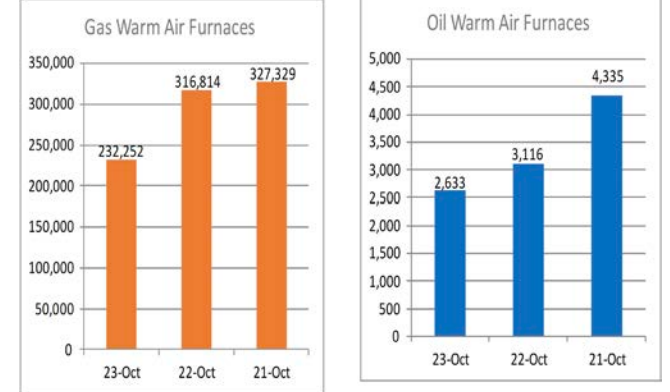


Year-to-date U.S. shipments of commercial gas storage water heaters increased 3.1 percent, to 73,140 units, compared with 70,913 units shipped during the same period in 2022. Year-to-date commercial electric storage water heater shipments increased 23.2 percent, to 122,423 units, up from 99,334 units shipped during the same period in 2022.

Year-to-Date	Oct 23 YTD	Oct 22 YTD	% CHG. (From 2022-2023)	Oct 21 YTD
Commercial Storage Gas	73,140	70,913	+3.1	75,851
Commercial Storage Electric	122,423	99,334	+23.2	128,225

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for October 2023 decreased 26.7 percent, to 232,252 units, down from 316,814 units shipped in October 2022. Oil warm air furnace shipments decreased 15.5 percent, to 2,633 units in October 2023, down from 3,116 units shipped in October 2022.

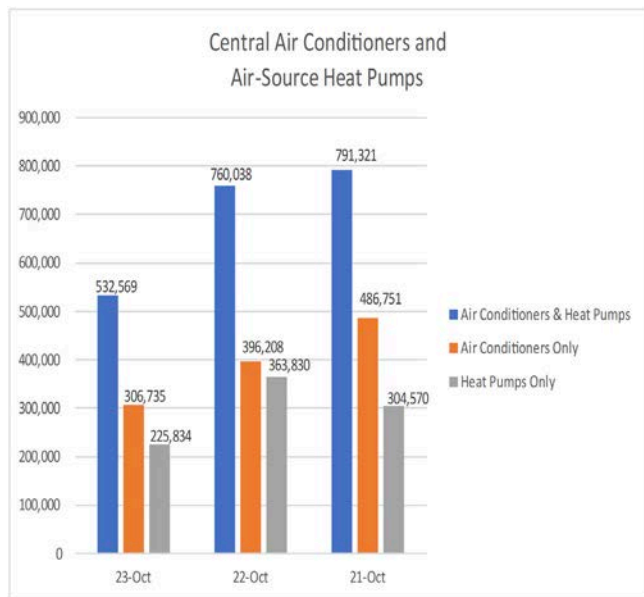


Year-to-date U.S. shipments of gas warm air furnaces decreased 24.2 percent, to 2,530,229 units, compared with 3,337,600 units shipped during the same period in 2022. Year-to-date U.S. shipments of oil warm air furnaces decreased 27.4 percent, to 17,173 units, compared with 23,668 units shipped during the same period in 2022.

Year-to-Date	Oct 23 YTD	Oct 22 YTD	% CHG. (From 2022-2023)	Oct 21 YTD
Gas Warm Air Furnaces	2,530,229	3,337,600	-24.2	3,360,248
Oil Warm Air Furnaces	17,173	23,668	-27.4	31,541

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 532,569 units in October 2023, down 29.9 percent from 760,038 units shipped in October 2022. U.S. shipments of air conditioners decreased 22.6 percent, to 306,735 units, down from 396,208 units shipped in October 2022. U.S. shipments of air-source heat pumps decreased 37.9 percent, to 225,834 units, down from 363,830 shipped in October 2022.



Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 14.4 percent, to 7,765,225 units, down from 9,074,709 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 14.7 percent, to 4,551,330 units, down from 5,335,871 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 14.0 percent, to 3,213,895, down from 3,738,838 units shipped during the same period in 2022.

Year-to-Date	Oct 23 YTD	Oct 22 YTD	% CHG. (From 2022-2023)	Oct 21 YTD
Air Conditioners & Heat Pumps Combined Total	7,765,225	9,074,709	-14.4	8,903,175
Air Conditioners Only	4,551,330	5,335,871	-14.7	5,546,135
Heat Pumps Only	3,213,895	3,738,838	-14.0	3,357,040

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

Size Description (000) BTUH	Month		
	2023 Total	% Change from 2022	2021 Total
Under 16.5	21,429	-36.6	36,888
16.5-21.9	63,574	-37.1	67,766
22-26.9	95,092	-36.6	143,399
27-32.9	71,246	-29.8	116,979
33-38.9	105,687	-31.0	171,849
39-43.9	38,651	-29.6	60,541
44-53.9	58,015	-28.1	92,414
54-64.9	52,389	-14.7	78,258
65-96.9	9,079	+11.1	7,887
97-134.9	7,670	+26.3	6,975
135-184.9	4,726	+9.3	3,804
185-249.9	1,975	-3.3	1,857
250-319.9	1,722	+10.6	1,559
320-379.9	345	+6.5	321
380-539.9	334	-5.1	339
540-639.9	279	+3.3	189
640-799.9	135	+51.7	109
800.0-899.9	40	+29.0	40
900.0-999.9	40	-35.5	52
1,000.0-1,199.9	29	-12.1	43
1,200.0 & Over	112	+47.4	52
TOTAL	532,569	-29.9	791,321

Size Description (000) BTUH	YTD		
	2023 Total	% Change from 2022	2021 Total
Under 16.5	290,406	-23.4	403,210
16.5-21.9	928,930	+1.3	792,168
22-26.9	1,514,698	-16.3	1,776,551
27-32.9	1,162,200	-16.4	1,413,700
33-38.9	1,531,896	-20.3	1,917,685
39-43.9	536,234	-20.0	667,128
44-53.9	858,264	-13.0	959,643
54-64.9	694,424	-9.3	732,248
65-96.9	91,573	+9.6	85,560
97-134.9	71,291	+7.6	67,102
135-184.9	43,279	+7.2	42,326
185-249.9	17,286	-7.6	18,199
250-319.9	12,994	-10.1	15,537
320-379.9	3,014	+6.1	3,326
380-539.9	3,046	-0.6	3,209
540-639.9	2,391	-6.9	2,163
640 & Over	1,042	+3.8	1,128
800.0-899.9	480	-9.6	453
900.0-999.9	574	-14.8	595
1,000.0-1,199.9	339	-4.0	358
1,200.0 & Over	864	+3.0	886
TOTAL	7,765,225	-14.4	8,903,175

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>.

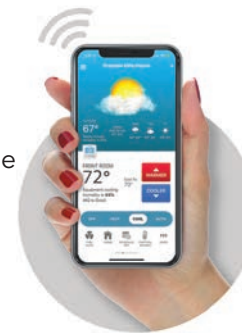
- How do my colleagues subscribe to the report?** Go to <http://www.ahrinet.org/statistics> and click on *Subscribe*.
- Does this data represent shipments to the United States only or are shipments outside of the United States included?** This data represents shipments to customers in the United States only.
- Do you provide U.S. data by state?** That data is not available publicly.
- Is historical data available in Excel?** It is available monthly reflecting exactly the data presented in the monthly public release.
- Is data available in a different format?** The only format available is provided on the website.
- Does the December YTD data equal full calendar year?** Yes, it does.
- Can I purchase additional industry data from AHRI?** No, AHRI statistical data is not for sale.
- Does AHRI provide information for academic research purposes?** AHRI is not authorized by our members to provide information other than what is listed on our website.
- 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.
- Is it accurate to use the number for year-to-date U.S. shipments as a measure of sales?** AHRI reports track shipments, which are defined as when a unit transfers ownership. While some people use the terms shipments and sales interchangeably, they may not be the same.

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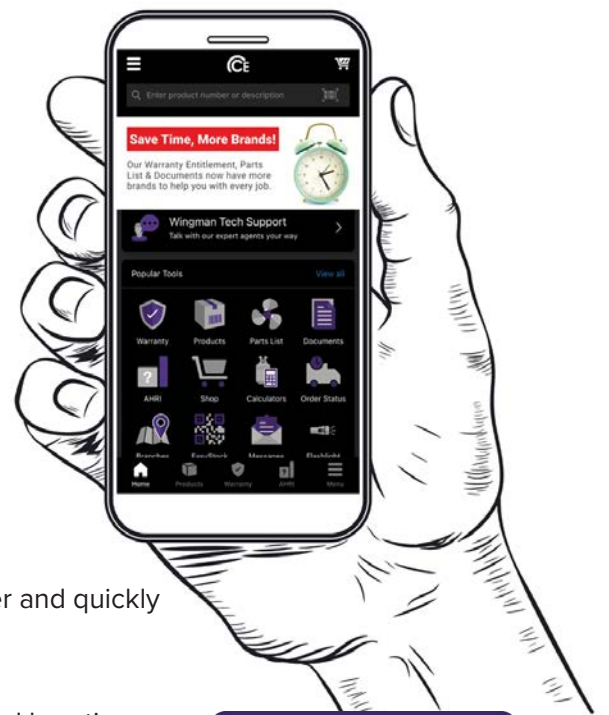
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HARDI 2023 Annual Conference Ascend Surpasses Last Year's Record-breaking Attendance



Columbus, Ohio—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) concluded its Annual Conference Tuesday, December 5th in Phoenix, AZ with another year of record-breaking attendance.

HARDI welcomed more than 1,940 attendees to Phoenix, including 519 wholesaler attendees from 180 companies, 40 Solution Center providers, 34 unique member sponsors, and a sold-out Booth Program featuring 250 vendors to its 2023 Annual Conference, Ascend in Phoenix, AZ. This year's conference surpassed all before it with the highest number of attendees to date and is a testament to the HVACR industry's enthusiasm for networking and consuming educational content. "We are beyond excited to see the members come together to collaborate and connect," said Allison Greene, HARDI's Marketing Director. "The HARDI team's hard work provided a superior collection of speaker content and networking opportunities to enable members the opportunity to elevate their strategic planning as well as their personal growth initiatives."

The event featured six keynote speakers whose presentations inspired and informed the nearly 2,000 attendees with topics focusing on innovation, workforce management, and current geopolitical factors impacting not only the industry but global affairs. HARDI welcomed Meagan Johnson, known as a Generational Humorist, who kicked off the conference with her opening keynote presentation, Zap the Gap: Generational Differences Reexamined, which explains the differing generational values that impact marketplaces and the workforce. Geopolitical strategist, Peter Zeihan, wowed attendees with his expert understanding of demography, economics, politics, and technology to help them prepare for an uncertain future. The conference concluded with Olympian and NY Times bestselling author Vince Poscente's inspiring presentation about activating one's purpose and accelerating growth, which challenged the audience to do what the competition is not willing to do.

The conference featured 26 breakout sessions, many of which showcased valuable insights on business development and benchmarking data by HARDI's Market Intelligence team. The conference's four

Regional Forecast sessions examined region-specific economic and regulatory factors that will impact the industry in the coming months.

HARDI used the event as a platform to make important announcements regarding changes to its Board of Directors. This year, it was announced that Rhonda Wight, Refrigeration Sales Corp, will be ending her second term as HARDI Chair and the Board will welcome Loran Liu, Standard Supply and Distributing Company, as the new Chair. Along with Rhonda Wight, it was announced Brian Blaushild of Famous Enterprises served his last term on the board. Both outgoing board members provided invaluable insights and expertise for members throughout their time and while their presence will be missed, they'll remain active members of the HVACR community. HARDI's newest Board Members are Todd Shaddon, Standard Supply & Distributing Company, Inc. and Layne Miller, Geary Pacific Supply. "We can't thank our outgoing board members enough as they've been vital and welcome leaders in the community. The newest Board Members, Todd and Layne, will surely do the same as they've already made valuable contributions in their short time on the Board and to HARDI's community," said HARDI CEO, Talbot Gee.

With a growing number of HARDI's LATAM members, it is even more important that there are more opportunities for them to network and connect with each other as well as the greater HARDI membership and staff. The Annual Conference is just one of those opportunities and it is a pleasure to have them on-site and in-person.

Finally, HARDI recognized 16 graduates from its Emerging Leaders program. "Program participants from both distributor and supplier member companies worked very hard to become official graduates of HARDI's Emerging Leaders program. The 3-year program curriculum developed and refined their individual executive skill sets, and the Talent Management team is honored to be able to recognize their achievements in front of such a large crowd of colleagues and friends," said Stella Keane, HARDI's Vice President of Talent.

Next year's Annual Conference will be held in Atlanta, GA at the Marriott Marquis, December 7 -10.

ACCA Celebrates One-Year Reprieve for Installation of R-410A Equipment

Alexandria, VA - The Air Conditioning Contractors of America (ACCA) celebrates a one-year reprieve for the installation of R-410A equipment following the EPA's amendment to a provision in the Technology Transition rule. This ruling allows for the inventory of higher-GWP HFC equipment manufactured or imported before January 1, 2025, to be installed until January 1, 2026.

This rule would have effectively banned the installation of R-410a systems in light commercial and residential settings as of January 1, 2025, but has now been delayed to January 1, 2026. ACCA proactively rose against this rule through numerous ACTION Alert campaigns, member surveys, and letters to Congress. Overall, ACCA members sent over 230 letters to the EPA opposing the ban on R-410a systems.

"Coming on the heels of our victory against EPA's ban on non-refillable cylinders, ACCA is proud to celebrate another win against this burdensome rule," said Barton James, ACCA's CEO and president. "ACCA Members and allies like HARDI stood together and made their voices heard. While

we celebrate the year delay on this ban, ACCA will continue to fight for our members as they prepare for the refrigerant transition over the coming years."

Almost all contractors responding to a recent ACCA survey said such a rushed transition would cause challenges for their business, with just 18% saying A2L alternatives are currently available from their primary distributor and just 14% expressing confidence that building codes in their service area allow A2Ls in residential settings.

While an encouraging 70% of survey respondents said they're already doing their part by training and equipping their teams to install A2L equipment, it's clear that contractors need more time for this transition. A whopping 72% expected "significant difficulties" transitioning to alternatives due to inventory availability and a majority were at least somewhat concerned about being stuck with unsold R-410a equipment.

For more information about ACCA's advocacy efforts or any of ACCA's programs, please contact media@acca.org or (703) 575-4477



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RETA and RSES Memberships Approve Merger

Schaumburg, Ill. – Refrigeration Service Engineers Society (RSES) is pleased to announce a merger with the Refrigerating Engineers & Technicians Association (RETA). RETA is the leader in training, education, and certification for industrial refrigeration technicians and engineers. RSES is a leader in training, education, and certification for professional HVACR technicians and contractors.

After nearly three years of discussion and planning, the memberships of both RETA and RSES have approved a merger of the Associations during their respective Annual Business Meetings in November 2023. This decision was made to help strengthen two long-standing non-profit sister associations within the HVACR industry under one management model. Jim Barron, who has worked with both Boards throughout this momentous process, will serve as the Executive Director of the combined organization.

Barron states that both organizations are “two sides of the same coin” that stand to strengthen each other and this industry through this merger. “There is much work that still needs to be done,” states Barron, “and both Boards and HQ staffs are well-positioned to take on this task over this next year. We have already done a lot of work in both Associations in order to prepare for the changes we plan to make, and everyone is looking forward to working together to make this happen. We will continue to do the right things for the right reasons, for our memberships and the industry at large.”

The moniker “Better Together” was first coined nearly three years ago by the exploratory committee first tasked with coming up with a blueprint for what a merger would look like between both organizations. This has now become the driving tag line that is bringing the two groups together. Combined, the two organizations will

provide training, testing, and certification for technicians and engineers in both Refrigeration and HVAC. These complimentary industries have similar needs so will make improvements in both areas. The combined organizations will share the strengths of each one to improve the other.

2023–2024 RSES International President Jerry Clark says, “I feel blessed to be serving as International RSES President during this time. The fact that RETA’s Conference for next year had been predestined to be held in my beloved Southwest Region [Oct. 22–25, 2024 at the Gaylord Texan Resort in Grapevine, TX] during my tenure as International RSES President is almost overwhelming! I look forward to the future and seeing RETA & RSES Members learning alongside each other in the coming year.”

“I’m honored to be serving as the RETA President during this historic moment as we are bringing our organizations back together as they once were,” adds 2024 RETA President Mike Hawkins. “Both facets of the refrigeration industry have been changing over the years and the merger puts both organizations in a terrific position to continue training and certifying the operators and technicians to Gold Standard! Both organizations have a lot of work ahead of us to implement to the merger and I’m excited to be working with RSES International President Jerry Clark to bring us together as one family.”

All professionals, students, and experts working in the HVAC and Refrigeration Industry, seeking continued education, and desiring to network with industry professionals should be members of these organizations.

Additional updates and announcements are forthcoming. For more information about RSES, email general@rses.org, call 800-297-5660 or visit www.rses.org. For more information about RETA, email membership@reta.com, call 844-801-3711 www.reta.com.

Product News

RectorSeal Introduces pH-Pro™ To Enhance Condensate Management Products

Houston, TX– RectorSeal LLC, a leading manufacturer of quality HVAC/R and plumbing products, is introducing pH-Pro condensate neutralizer products to the company’s full line of condensate management products.

pH-Pro products are code-compliant and work to safeguard drains, sewers, septic systems, and treatment facilities from the acidic condensate produced by condensing appliances, including boilers, water heaters, and gas furnaces. Condensate neutralization is a code requirement in many parts of North America. Where required, acidic condensate must be neutralized before it enters the drainage system.

RectorSeal now offers a variety of pH-Pro products, including tube style, recharge kits, and integrated condensate pumps. The tube-style neutralizers have patented, built-in unions

with O-ring seals at each end. The unions ensure ease of installation, service, and media replacement. The clear tube allows for accurate visual inspection. All pH-Pro recharge kits include a spare O-ring when applicable for a secure connection. Two sack-filled condensate neutralizing pumps are available with up to 6 million BTU/h of appliance input and feature a large diameter screw-on cap for easy installation of pH-Pro media and visual inspection.

“RectorSeal is proud to include pH-Pro condensate neutralizer products in our full line of condensate management products,” said Karina Eureste, Product Development Manager at RectorSeal. “Our entire lineup is tested and trusted to provide our customers the best solutions to avoid costly damage caused by condensate.”



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It's On My Heart: We Lost a Leader Last Month

Ron Smith, who has been described as the Godfather of HVAC passed away in December. He touched those in the HVAC industry either as a teacher, investor, coach or mentor, sharing his systems for improving business to anyone who wanted and needed his help. He perfected everything from maintenance agreements to improving the efficiency of the team in all areas, service and installation as well as dispatching and running the office.

He started Modern Air Conditioning in Florida in 1965 with \$500 of working capital, growing it to over \$15 million in revenue by 1984 (which would be over \$40 million today). From 1979 to 1984 the service side of the company grew from \$1.5 million to over \$5 million a year in volume. He went on the buy, grow and eventually sell three additional companies in Florida and Louisiana. He had the formula for success in our industry.

He founded Service America in 1985, the first HVAC franchise company, which grew to over 100 locations. He sold it to a Swiss company, bought it back 2

years later, and sold again to Roto-Rooter. In 1997 he joined Service Experts as COO, the first consolidator of the HVAC industry and a publicly traded company. When it sold in 2000 they had 116 locations and annual revenue of over \$600 million.

By 1991 he had founded a consulting business, Ron Smith and Associates, helping company owners with processes, systems and ways to improve the bottom line. His concepts are still valid today, he wrote the book HVAC Spells Wealth in 2007, and put together the sequel, "More and New" HVAC Spells Wealth in 2016. People still quote him, look to those books for ideas and answers to their questions on how to run a successful contracting business.

So you could see his history a lot of places today, but I want to share how he interacted with people. He had time to listen, and listen intently. When asked a question, he would tell you exactly what needed to happen, and how he went about solving the problem himself. His books are incredibly detailed with templates on how the

process worked and what the results would be. He held nothing back, you found out his secret sauce. He actually wanted you to be successful.

He never raised his voice, always respectful of others, he did not try to be the biggest voice in the room. Rather he reflected on the topic at hand and made condensed but impactful summations, that gave value to the conversation. He offered solutions to the problems facing the group, using principles that worked he had set into motion in his own company.

What Ron left us is a legacy of business knowledge combined with a personal commitment to help us get better in all areas of our lives. He was a pioneer in building businesses with Maintenance programs, recognizing employees as a very valuable asset, and rewarding performance at all levels. He promoted spiffs for employees, giving out \$40 to anyone in the company that turned in a lead. Not worried if it sold or not, that was the job of the sales team. If you turned in a lead, you got some money, regardless of the results.

It is not exaggeration to

say he created millionaires from business owners who followed his advice and applied his principles to their companies. It has been said by a member of a group he spoke to, he shared things I had already heard, but had not implemented yet.

Ron left us feeling better after each interaction, with an awareness of what could be accomplished. Emphasis on could be, if we just stopped doing what we had been doing for years, accepting what we would get in return. He encouraged us to change the game completely, move from 3% net to 20+% net in the residential service and replacement markets, offering value that the consumer will pay for.

My question for you is this: what will your legacy be? What will you be remembered for? I have made it my goal to be an encourager to everyone I meet, I want them to feel good about our time together. I want the interactions with our company to be the same positive experience. How about your employees, do they feel empowered to do what is needed for the customer, are they secure that you will back



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!

them and their decisions if an opportunity arises? Do they feel good about their future in the company? Heck, do they feel good about their present position in the company?

My guess is that the people who reported to Ron Smith felt good after each interface with him, they enjoyed their jobs and felt good about what

they were doing. Here is my wish for you. That you will be remembered for the value you bring to the relationship for your customers and co-workers. How you make them feel. Do you empower the employees to make good decisions, to help improve business relationships as well as make the cash register ring?

Service Experts CEO Predicts the Year Ahead in Home Comfort and Energy

Richardson, Tex. – With new tax credits and rebates available to homeowners for improving efficiency and using sustainable energy, Rob Comstock, CEO of Service Experts, is predicting the year ahead in home comfort and energy. Two years after taking the helm of the company that serves residential and commercial HVAC customers in 31 U.S. states, Comstock is bullish on renewable energy, but sees some potential challenges on the horizon.

"We're going to see heat pumps continue to gain traction and strong ongoing demand for electric products like solar, residential battery storage and electric vehicle (EV) chargers given the tax credits and new state incentives available under the Inflation Reduction Act," said Comstock. "Dual fuel heat pumps utilize technology that combines the high efficiency of an electric heat pump with the comfort

and efficiency of a high efficiency gas furnace. Also, older electric heat pump technology wasn't suited for the colder climates, but recent technological advances have prompted some manufacturers to introduce new cold weather heat pumps."

Looking at future home energy trends, Comstock sees significant growth in solar, storage, and EV chargers. The significant increase in energy costs, as well as heightened concerns regarding the stability of the electric grid, are driving growth in residential solar power options, particularly with the lucrative rebates currently in place. As more weather related power outages occur, energy storage will continue to be a product in demand. And, with EVs maintaining a solid portion of the new car market, the home-charging dilemma will require the introduction of more customer-friendly EV charging options.

Comstock expects higher consumer credit interest rates and the softening economy to tighten disposable income for consumers. However, high efficiency HVAC solutions combined with solar energy valuable options that dramatically reduce utility costs, while helping to deliver more energy independence.

"While addressing inflation challenges through sustainable energy and efficiency is becoming compelling for homeowners, most consumers don't have the time nor interest to dissect information related to HVAC efficiency, solar energy savings, alternative energy production, etc.," added Comstock. "Experts with the resources and knowledge that simplify solutions and make it comfortably affordable for consumers are the ones that will win."

SWRA White Hat Tradition

As explained in RSES News in the June 2021 issue of RSES Journal, the history of the White Stetson is a tradition that has been a part of the SWRA for more than 50 years. The hats signify those who are currently serving the Region as President or have served and are now a Past President. A hat is presented to an International President attending SWRA, as well. This honor also comes with a responsibility for the recipient to honor the tradition and never show up to an official meeting without their white hat. Those that forget their hat are fined \$50 as a penalty.

RSES President Jerry Clark, CM recalls the tradition through his lineage.

"For me and my family it became a tradition of service. My father Wade Clark, CM received his in 1983, I received mine in 2007, and my mother Linda received hers in 2012. As a boy, I recall many times trying to 'steal' the hats from those who had one to only

find them saying I would have to 'earn it just like they did' through service to the SWRA. So many of the great people of our region and organization like Steve Stevens, Ralph Becker, Shelton Babineaux, CM; JR Dick Burks, CM; Wayburn Wilson, CMS; Darwin Sharp, CM; Mac McCarthy, CM; Danny Carole; Jim Butcher, CM; Harrison Travis, CM; Wayne Young, CMS; and Greg McKendall have received this coveted token, and I've been honored to be among their ranks.

"I've been able to see so many of these people honored as they received their White Hat. It's why it is such an honor that I now get to honor those who serve with the presentations! Some time ago my dear friend Dick Burks said it was my turn to present the White Hats and to keep the traditions alive. It's with pride that I present them to honor each who serves and sacrifices their time for RSES and the SWRA."

First Published by RSES Journal

Product News

New Compact Centrifugal Heat Pump by YORK® Delivers High-Temperature Water with Superior Efficiency

- The smaller 400-ton CYK heat pump model joins the existing 600 - 2,000-ton product line to extend application to more commercial facilities.
- Can reduce water and operational costs by as much as 50% when compared to traditional boiler and chiller applications.

Milwaukee – Johnson Controls, the global leader for smart, healthy and sustainable buildings, has re-engineered the industry-leading YORK® CYK Water-to-Water Compound Centrifugal Heat Pump to deliver superior operational savings and stringent sustainability standards. Now available in a smaller 400-ton capacity, the newly launched YORK® CYK heat pump fills a North American market gap by providing a practical, right-sized decarbonization solution for use in existing commercial building applications.

“As part of our ongoing commitment to sustainability, we have evaluated our legacy equipment roster to develop future-ready solutions that meet the rapidly evolving sustainability requirements faced by today’s building professionals,” said Todd Grabowski, vice president and general manager of Applied Equipment at Johnson Controls.

“The CYK is a prime example of this innovation and supports the brand message of YORK applied equipment that ‘We’re Not Waiting for the Future. We’re Engineering It.’ The base design surpasses ASHRAE 90.1 standards for energy efficiency and provides the flexibility to further enhance efficiencies based on the unique needs of each building.”

The YORK® CYK can reduce water and operational costs by as much as 50% when compared to traditional boiler and chiller applications. The YORK® CYK heat pump is available with optional ultra-low global warming potential (GWP) refrigerants, R-1234ze and R-515b, to further support decarbonization and net zero goals.

Additionally, the heat pump delivers high-temperature hot water up to 170 degrees Fahrenheit by utilizing two electric motor-driven centrifugal compressors arranged

in series. The design achieves simultaneous hot and chilled water cooling within the same equipment making it three-to-five-times more efficient than a traditional boiler and chiller combination. With the addition of an innovative double bundle condenser technology, the CYK can effectively manage unbalanced load conditions – high cooling load with low heating load – in a more compact footprint than alternative solutions.

In addition to reduced carbon emissions, the YORK® CYK heat pump delivers significant savings through reduced annual water and operational costs, and a streamlined installation process. The innovative design is compatible with existing high-temperature hot water heating systems, eliminating the need to replace air handlers and terminal heating devices, which is often required to accommodate the lower water temperatures associated with

other heat pump products. When these benefits are combined, building professionals can expect a short-term payback on the equipment investment.

Additional YORK® CYK heat pump features include:

- Optional variable frequency drive further enhances performance and efficiency
- Energy-efficient turndown up to 30%
- Built-in capacity control for each compressor enables enhanced performance during off-design conditions

• Flexible design can be customized to reach hot water temperatures beyond 170° Fahrenheit

The YORK® CYK heat pump is ideal for medium to large commercial buildings, university campuses, hospitals, industrial processes and district energy applications and can be used in new building or retrofit applications. For additional information visit www.york.com/commercial-equipment/chilled-water-systems/water-cooled-chillers/cyk_ch/cyk-water-to-water-compound-centrifugal-chiller-heat-pump.



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Mitsubishi Electric Automation, Inc. to Exhibit in Booth #S-10147 at AHR Expo

From January 22-24th, Mitsubishi Electric Automation will be demonstrating solutions that are Automating the World and transforming the HVAC industry in ways that are efficient, sustainable, and cost-effective.



Mitsubishi Electric Automation, Inc. is proud to be in attendance at the AHR Expo 2024! Mitsubishi Electric has been demonstrating at AHR for almost 2 decades as one of the leaders in the HVAC industry. The AHR Expo this year will be held at the McCormick Place in Chicago, IL to showcase the industry's newest technologies and innovations.

This year, Mitsubishi Electric Automation will be demonstrating solutions that optimize energy efficiency and improve overall operations. In booth #S-10147, Mitsubishi Electric will be demonstrating VFD solutions including a Fan-Array demo, digital solutions for predictive maintenance, and the new slim Economical HVAC PowerGate solution. Additionally, we will

demonstrate the FR-XC Converter product that improves power factor and mitigates harmonics in your electrical system, while complying with IEEE519 standards. ICONICS will be joining us in our booth to demonstrate SCADA solutions for visualizing, monitoring, and controlling facilities.

"Visit our booth to see the Mitsubishi Electric fan array and Genesis64 demonstrations that will display easy-to-visualize operations of multiple fans with the FR-E800 VFD control configuration, monitoring of operating values via the GOT2000 HMI, remote connectivity with ICONICS Genesis64 SCADA, and energy savings power consumption trends" said Ruben Ortiz, Product Marketing Manager (VFD), at Mitsubishi Electric Automation, Inc.

AHR Expo 2024 in Chicago

Stop by booth #S7197 to learn how Lifecycle Refrigerant Management can mitigate supply constraints amidst national HFC phasedown

Bowling Green, OH – A-Gas, a world leader in responsible lifecycle refrigerant management, announces its attendance at AHR Expo 2024. The conference and exhibition will bring HVACR industry professionals together in Chicago, Illinois from January 22-24. Conference attendees can visit A-Gas at booth #S7197 in the South Building to learn how lifecycle refrigerant management incentivizes safe recovery and capture of refrigerant gases, which, in turn, enables a continued supply of HFC refrigerants in the midst of the AIM Act HFC phasedown. Utilizing state-of-the-art refrigerant gas recovery and reclamation technologies, A-Gas offers a circular solution for refrigerant gas needs.

A-Gas has been a consistent leader in the reclaimed refrigerant space for over three decades. By providing efficient and comprehensive refrigerant gas services with a focus on circularity through refrigerant reclamation, A-Gas reprocesses used refrigerants to the AHRI-700 standard and reintroduces them back into the market. In addition to supplying reclaimed HFCs, such as R134a and R410A, A-Gas also supplies reclaimed CFCs and HCFCs, including R22, to support the current install base. A-Gas Rapid Recovery® supports businesses by providing high-speed on-site refrigerant recovery to ensure every pound of refrigerant is recovered.

A-Gas' circular approach of recovery, reclaiming, and repurposing refrigerants ensures the continued availability of these resources in the face of market constraints. Utilizing reclaimed gases alleviates the pressure of relying on an already strained supply in the face of the AIM Act HFC phasedown. In fact, utilizing reclaimed refrigerants, like those that A-Gas supplies, does not use up any quota allocations while additionally ensuring the continued availability of these vital resources for years to come.

Committed to sharing information with the industry, A-Gas will livestream short informational sessions from its booth, allowing AHR attendees and those unable to make the event in person to learn. Watch them from A-Gas' booth #S7197 or from the A-Gas Americas YouTube channel (@agasamericas):

• **Refrigerant Recovery: The Foundation for Lifecycle Refrigerant Management**

Monday, Jan 22 at 11 am Central Time

Tuesday, Jan 23 at 11 am Central Time

• **AIM Act: How to Manage the Latest Stepdown**

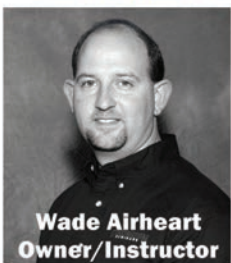
Monday, Jan 22 at 2 pm Central Time

Tuesday, Jan 23 at 2 pm Central Time

For more info about AHR Expo, visit: https://ahr24.mapyourshow.com/8_0/exhibitor/exhibitor-details.cfm?exhid=13264AHR

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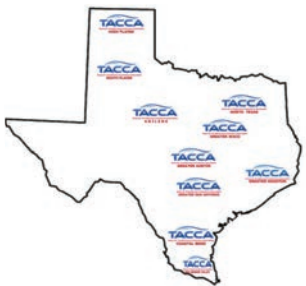
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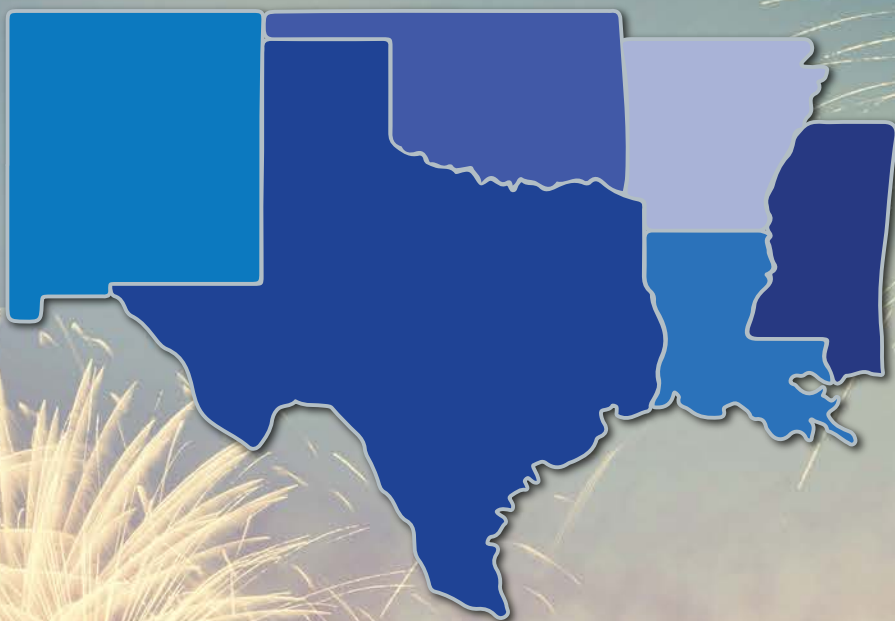
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January 11, 2024 11:30 am - 1:00 pm
 Stone Mill BBQ and Steakhouse, 2000 W Reno St,
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OUBCC Mtgs

January 16, 2024 1:30 pm - 2:30 pm

Heat Pump Mtg

January 25, 2024 6:00 pm - 7:00 pm

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AHRI to Host Education Sessions at Upcoming AHR Expo

AHRI is proud to co-sponsor the 2024 AHR Expo, which will be held January 22-24 at the McCormick Place Convention Center, in Chicago, Ill. AHRI staff and working groups have organized six different education sessions covering some of the most significant topics in the industry.

The schedule and locations are listed below.

Monday, January 22

- 9:00 a.m. in S403A: *What You Need to Know – A Closer Look at the Ongoing Implementation of the Inflation Reduction Act Incentives*
- 10:30 a.m. in S403A: *Thermal Energy Storage: Current Technologies and Innovations*
- 11:00 a.m. in S401D: *VRF Test Procedure and Efficiency Rating Update*
- 3:30 p.m. in S403A: *What Manufacturers Can Get Out of It: The Value in Partnering with Voluntary Programs*

Tuesday, January 23

- 9:00 a.m. in S401D: *What You Need to Know – An Update on the Transition to Low-GWP (or A2L) Refrigerants*

- 9:00 a.m. in S404BC: *Supporting Healthy Buildings through Humidity Control*
- 10:30 a.m. in S401D: *Adiabatic Humidification Technologies for Decarbonization*

Session Spotlight: What You Need to Know – An Update on the Transition to Low-GWP (or A2L) Refrigerants

Each week leading up to the AHR Expo, AHRI will give you an in-depth look at one of the education sessions available. “What You Need to Know – An Update on the Transition to Low-GWP (or A2L) Refrigerants” will be presented by an expert panel that will discuss the current status of the refrigerant transition. The panel will feature AHRI Senior Vice President of Government Affairs Samantha Slater, AHRI Director of Codes Thomas Deary, and Glencoe Strategies LLC founder Scott Stone. Glencoe Strategies is a law firm specializing in climate change and conservation policy issues. The session is free for all AHR Expo attendees. Contact: Adanna Le Gendre.

First published by AHRI Update Newsletter.

Product News

New Trane® Climate Changer® Solutions Support Decarbonization, Provide Climate Control for Buildings in Fast-Growing Data Center, High-Tech Manufacturing Sectors

Trane Updates, Expands Modular, Space-Saving Systems to Serve More Applications

Davidson, NC – Trane – by Trane Technologies (NYSE: TT), a global climate innovator, has debuted the new Trane® Climate Changer® solutions for data centers and high-tech industrial sectors to meet the decarbonization and climate control needs of data centers and electric vehicle and semiconductor manufacturing plants that are rapidly growing.

Trane has released the updated Trane Water-Cooled Self-Contained Model SWUD and the Modular Self-Contained™ Unit to provide flexible options for commercial building applications that require smaller footprints. The company also announced a new version of its TRACE® 3D Plus modeling software with enhanced functionality.

Trane Climate Changer for Data Centers Offers Versatility, Efficiency, and Quick Installation

The Trane Climate Changer for data centers is ideal for those seeking to reduce carbon impact and water consumption, maximize space usage, and reliably meet specific cooling needs. For data centers that rely on fan coil walls to manage heat and humidity with tight tolerances, the units provide versatility with multiple direct drive plenum fans configured into compact stackable floor modules. It is a part of Trane’s dedicated industry assembly line that offers accelerated delivery options to meet urgent construction schedules.

- Fan coil walls configured for 45,000 cubic feet per minute (CFM) to 60,000 CFM, with piping and pressure-dependent coil valves and efficient fan and coil choices for easy installation, integration, and customization.

- A compact design measuring five feet or less with narrow components that move through eight-foot doorways.

- System design that maintains customer-specific temperature requirements with cooling capacities up to 400 kilowatts (kW) and an automatic transfer switch that changes units to secondary power sources during grid interruptions.

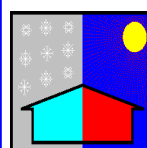
- Lower-power input fan array for improved energy efficiency and reduced carbon emissions, and a factory-installed controller for optimized energy and system performance.



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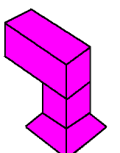
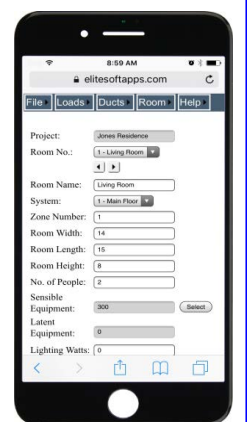
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