



Air Conditioning TODAY



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RSES Cowtown Chapter Officers

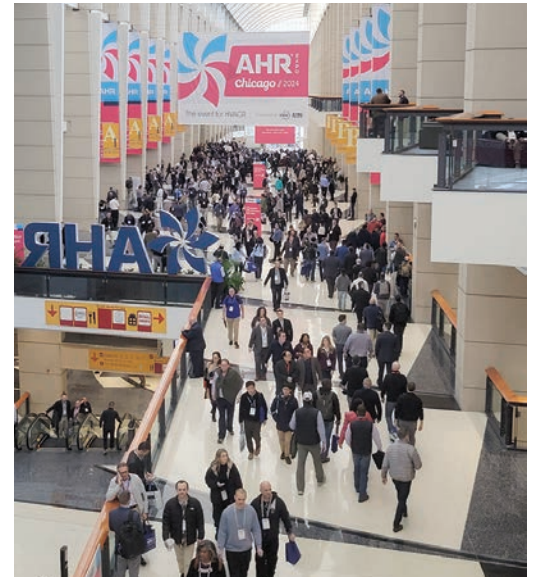
- David Gabrielson, President
- Jim Malone CMS, Vice President
- Jill Malone, Secretary/Treasurer
- Alfredo Delgado, Sargent at Arms

Officers were sworn in at the January 11th meeting.



Jerry Clark CM, International RSES President swearing in 2024 officers of the Cowtown Chapter.

Chicago 2024 AHR EXPO



The 2024 AHR EXPO was held at the McCormick Center in downtown Chicago on Monday January 22nd-Wednesday January 24th. The AHR Expo brings the top minds in the industry to keep attendees current on everything HVACR. The conference explored trending topics in all sectors of the industry

including AI and controls, decarbonization, plumbing and hydronics, heat pumps, refrigerants, workforce development, business and professional growth and more.

The event hosted more than 50,000 attendees, and more than 1600 exhibitors. More than 370 speakers presented seminars

or panels during the 3 days. There was networking, booth visits, new product theaters and educational opportunities.

ASHRAE held their 2024 Winter Conference in conjunction with the AHR Expo on January 20-24 in Chicago at the Marriott Marquis McCormick Place.



ASHRAE Concludes Chicago Winter Conference and AHR Expo with Impressive Attendance and Accelerated Decarbonization Action

Atlanta— The 2024 ASHRAE Winter Conference proved to be a dynamic convergence of HVAC&R industry leaders, experts and professionals with a central focus on critical topics such as decarbonization, climate change, artificial intelligence and more.

Held from January 20-24 in Chicago, the conference saw a robust gathering of industry professionals with nearly 3,800 people registered to attend. The conference included 458 committee meetings, 125 technical sessions and numerous engaging social events and activities. The AHR Expo, spanning an expansive 527,000 net square feet of exhibit space at McCormick Place, played host to more than 1,860 exhibitors, unveiling 344 international exhibitors, unveiling cutting-edge HVAC&R technologies, products and services. An estimated 50,000 people attended the Expo over the course of three days.

The top three most attended Winter Conference sessions are detailed below:

- Seminar 13: Thermal Energy Storage: A Critical Strategy for Decarbonization

- Seminar 19: LIVESTREAM: Beneficial Electrification

- Seminar 8: The Logical Way to Tap Into Decarbonization: Hydronic District Energy Systems

At the Conference, 2023-24 ASHRAE President Ginger Scoggins shared updates pertaining to the Society's current theme, "Challenge Accepted: Tackling the Climate Crisis" during her State of the Society address.

"We built on a declaration to be a collective body of problem solvers in tackling the global climate crisis," Scoggins said. "ASHRAE regions and chapters showed an exemplary commitment not only to understanding how climate change affects building planning, design, construction and operation, but they volunteered IMMENSE time and expertise to develop resources to support actionable, wide-scale building decarbonization practices. YOU recognized the challenge and YOU found ways to accept responsibility for making changes in your activities to make a difference. Big or small, all changes help our

efforts and we appreciate you."

Among many topics, Scoggins spoke on the expanding interest in ASHRAE's decarbonization conferences, as well as support from the U.S. federal government for ASHRAE's recently published updated energy efficiency standard for existing building, Standard 100.

President Scoggins announced the winners of the 2023 Decarbonization Challenge, a grant program to assist ASHRAE chapters in implementing decarbonization projects in their communities. An impressive 43 applications were submitted and nine chapters will receive grants ranging between \$2,000 to \$10,000 for a total of \$65,850, with additional matching funds from partnering organizations of the selected projects. The projected carbon savings will be on the order of 2.3 million kilograms of CO2 over the life cycles of the selected projects based on submitted calculations.

Decarbonization Challenge winners and photos can be found at ashrae.org/DecarbChallengeFund.

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Gripple Launches Heavy Duty Cable Suspension System

Aurora, IL- Gripple, one of the leading manufacturers of wire joining and tensioning solutions for MEP applications, has expanded its innovative UniGrip wire suspension system to now support heavy duty duct and multi-tier piping runs.

Joining Gripple's UniGrip 2, 3, and 4 Cable Hanger family is the UniGrip 6, the only single-channel cable fastener on the market capable of accommodating 6mm (1/4") cable and boasting a SWL (Safe Working Load) of 800 lbs.

The UniGrip 6 fastener features a 3/4" male thread for attaching to back-to-back strut or brackets, with both Center Exit and Side Exit versions available for the cable exit. The UG6 Cable Hanger Kit now opens up the door for the trapezing of large heavy-duty ductwork and multi-tier piping runs—all with cable hangers instead of threaded rod. UniGrip 6 offers huge contractor benefits on projects such as hospitals, data centers and other large industrial and commercial builds, by allowing contractors to replace threaded rod and the associated handling challenges.

The UniGrip 6 has been independently tested and approved to support safe working loads of 800 lbs and is ICC and UL 2239 approved for the support of conduit.

In 2017, when Gripple first introduced its UniGrip single-channel fasteners to the construction market, the subsequent UniGrip 2, 3, and 4 Cable Hanger range held the highest safe working loads of any comparable Gripple Cable Hangers to date—120 lbs, 240 lbs, and 550 lbs, respectively. Now with the introduction of the UniGrip 6, Gripple is proud to have the only single-channel cable fastener on the market capable of accommodating 6mm (1/4") cable, and boasting a hefty 800 lb safe working load per hanger Gripple's UniGrip range has already been utilized on major projects across the world

and is renowned for being up to six times faster to install than traditional suspension systems. The new UniGrip 6 can be pre-installed on back-to-back strut for off-site pre-fab, and to reduce time spent working at heights.

With its compact design, you can fit ten 10ft drops into one small box, significantly improving handling and eliminating cutting with hot works. The high strength steel cable helps lower the buildings embodied CO2, as part of enhancing sustainability. UniGrip 6 has the highest load rating capability of any wire suspension system of its type.

Easy to use, the UniGrip range features an ergonomically designed release button which allows for simple adjustments to be made. This button acts as a locking nut, featuring an indicator, which clearly highlights the wire is locked in position for the ultimate security and reassurance.

For more information about the Unigrip system visit: <https://www.gripple.com/building-services/hvac/>

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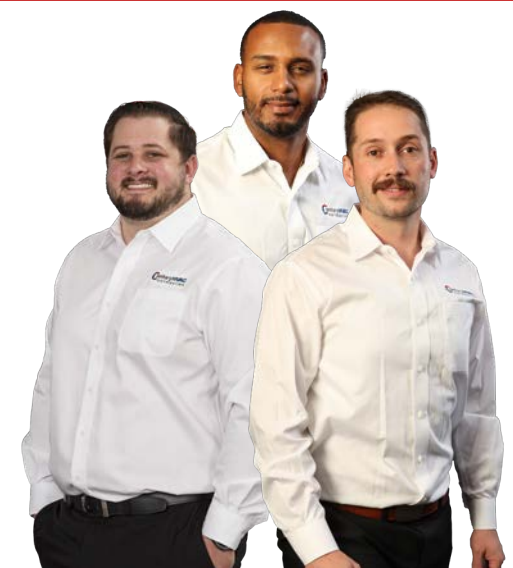
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Product News

Oxbox Expands HVAC Offerings with First-Ever Commercial Units, New Line of Furnaces and Optional Extended Warranty

Leading maker of affordable quality residential HVAC systems unveils "Oxbox 2.0" featuring new improvements to meet customers' evolving needs

Davidson, NC— Oxbox™, maker of affordable, durable residential heating, ventilation and air conditioning (HVAC) systems that are endorsed by Trane®, today announced the expansion of its product and service offerings to help meet customers' changing needs. The expanded suite, which the company has dubbed "Oxbox 2.0," features a new Light Commercial Packaged Unit (LCU) — its first ever introduction in the commercial space, a new furnace line and an improved warranty option. The improvements underscore Oxbox's commitment to adapting to the marketplace as its customers' needs evolve.

"Expanding into the commercial space with a completely new Light Commercial Packaged Unit is a significant milestone for Oxbox as we diversify offerings beyond our core residential business and strengthen our position as a key player in the HVAC industry," said Katherine Shin, General Manager of Oxbox. "From these new LCUs to our updated line of furnaces, which we also recently released, we

are constantly listening and adjusting our business to fit their needs, making it even easier to do business with us."

With easy installation, Oxbox's new Light Commercial Packaged Unit offers a turnkey solution for commercial customers. The LCU fits on a variety of competitor footprints with no adapter curb needed — saving install time and money. It meets DOE 2023 efficiency requirements, has an energy efficiency rating up to 14.8 IEER and convertible airflow. The new units, which have cabinetry and component layouts designed to enhance serviceability of key systems, may be ordered now via Oxcart, the company's ecommerce platform, for shipment from the company's distribution centers beginning February 2024.

Additionally, Oxbox is simplifying its portfolio with a newly available line of furnaces featuring expanded and optimized dual fuel ratings*. The furnaces are high quality, 100% fire tested, with efficient and variable speed ECM motors. With less SKUs to manage, the

streamlined portfolio makes it even easier for customers and vendor partners to do business with Oxbox.

Rounding out the improvements, the company is now offering an improved, extended warranty option that is next to none in the value HVAC market. Not only does it feature a competitive length of coverage, it also covers multi-family applications, has a one-year replacement pledge, and stays with the home (not the homeowner), eliminating the need for transfer paperwork or related fees.

"Oxbox continues to gain momentum in the industry. With our steadfast commitment to quality, reliability, and customer satisfaction, the company has defied market trends and is well positioned for continued growth," said Shin. "Even during times of economic downturn, Oxbox continues to invest in its customers with new offerings — at no additional cost to the consumer."

For more information about Oxbox and its full line of HVAC solutions, please visit oxboxhvac.com.

Robertshaw® promotes Shane R. Wiemers to lead USA Aftermarket Channel Sales Team

Robertshaw Controls Company, Global Headquarters, Itasca, Illinois, USA, a leader in the Commercial Refrigeration, HVAC, Appliance and Food Service Parts industry, is proud to announce the promotion of Shane R. Wiemers to Senior Manager Aftermarket Channel Sales. He will focus on Robertshaw's go-to-market strategies while leading our USA's sales team and distribution segment, along with the industry's best representative partners.

Shane brings more than 14 years of industry experience to the role. In his most recent position as Robertshaw's Key Account Manager, he demonstrated success in growing partnerships, improving market positioning, and expanding market share within the aftermarket channel spectrum. Through these strategic initiatives, he has positioned Robertshaw prominently as their top tier supplier. "Your promotion into this role has better positioned us to grow as one



sales team, with one focus, in one direction. I am confident that you possess the necessary skillset needed to excel in your new role and to continue to drive Robertshaw forward as a premier vendor." said Peter Greisinger, Senior Director of the Americas Aftermarket Channel.



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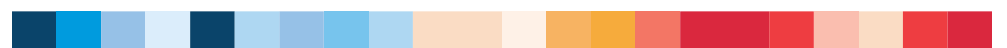
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HVACR & Water Heater Industry Generated More Than \$211 Billion for U.S. Economy in 2021; Supported More Than 700,000 U.S. Jobs

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) released the results of a 2021 economic analysis conducted on its behalf by the research firm Inforum. Using detailed census data, researchers concluded that HVACR and water heater manufacturers made significant contributions to the nationwide economy, directly and indirectly supporting 704,400 U.S. jobs, with a total economic output of \$211.3 billion.

These figures demonstrate that, despite the economic challenges of the Covid-19 pandemic, the industry maintained its status as a strong job creator. Direct employment increased by more than 10,000 jobs between 2017 and 2021, growing from

125,900 to 137,300, reversing a trend that began during the Great Recession of 2008-2009. This number excludes jobs created by other segments of the supply chain such as materials, energy, or shipping.

The report found that manufacturers are, “especially important to states where activity is concentrated.”

Texas accounted for the most direct and total output, generating \$6.2 billion and \$17.8 billion respectively.

Other states with sizable output included Missouri, Georgia, and Ohio. California mainly benefited from total output, with the industry generating \$8.3 billion in the state through manufacturing jobs, supplier jobs, and spending from industry wages.

One of the challenges in growing your business is finding the right balance of staffing and capacity. Hiring prematurely directly impacts the bottom line. If business fails to materialize, you may be faced with the uncomfortable scenario of downsizing newly acquired personnel.

Waiting too long may mean forfeiting sales opportunities as you try to fill essential positions. Worse yet, the delivery of substandard service levels could inflict lasting damage on the business. So, how do you navigate the intricacies of staffing in anticipation of growth? Here are a few tips:

Reassign staff:

Review what each team member is working on. Reallocate responsibilities so employees have more time to work on the most important projects. Be willing to let less critical things fall by the wayside until you add staff.

Do More With Less

This is a place where project management software tools can help you keep a handle on everyone’s workload.

Review your process:

Just because you have always done something a certain way doesn’t mean you need to keep doing it that way. Often when people do a job for a long time, they build habits and routines that may not really be necessary. Evaluate your processes. Look for ways to streamline, eliminate unnecessary steps and reduce the number of people who are involved in the process. This is a place where automation software can be helpful.

Use time-saving technology to help manage customer contacts:

Not every function can be automated, but some things can. From CRMs to auto-response email tools, there are ways to create the illusion of intimacy while reducing the

number of hands required to make the connections.

Overtime in limited doses is a great investment.

If you are unsure that your current spike in activity is sustainable, offer your employees the option to work a few extra hours each week. Pay them at overtime rates and account for the overtime separately. This gives them a chance to earn a little more money but be careful. If you do it for too long you will burn out your best employee. If your overtime consistently runs at 15 – 20% of your payroll, you are probably ready for a new team member.

Evaluate your pricing.

If you can only handle 10 clients and you already have nine, it is time to raise your price. You may make fewer sales, but each one will be more profitable. Then it will be easier to afford the increased staffing that lets you



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.

grow to the next level.

The key is paying attention to your business, studying trends, and making smart investment choices when the time is right.

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RenewAire Names David Rice VP of Sales & Marketing

VP brings a wealth of national technical sales leadership and project engineer experience.

RenewAire®, a Waunakee, WI-based manufacturer of HVAC and indoor air quality (IAQ) products, has named David Rice as its Vice President of Sales & Marketing.

Rice brings more than 37 years of diverse work experience that includes product development/marketing as well as consulting engineering for industry-leading mechanical and electrical companies. Rice is responsible for leading the ongoing development and implementation of RenewAire's energy recovery ventilator (ERV) and dedicated outdoor air systems (DOAS) sales channels and marketing strategies. "David is an outstanding sales executive and a talented project engineer," said Scott Forest, President, RenewAire. "His addition will help RenewAire and its channel partners continue growing and expanding market share."

Much of Rice's career

was spent at Eaton Corp. divisions. He served the Eaton Bussmann Division, Ellisville, MO, the industry leader in circuit protection in various sales, marketing and product management positions including Senior Product Manager and earlier as Business Development Manager. He was also VP of Marketing and Product Development for electrical accessories manufacturer, Eaton B-Line, Highland, IL. Rice has also held COO positions at high power battery test and formation equipment manufacturer, Bitrode Corp, St. Louis; and lighting fixture manufacturer, Baero North America, St. Louis. Rice began his career at consulting engineering firm, R. H. George & Associates and later joined CHP & Associates, Houston, where he was project engineer on a variety of performing arts centers, hospitals,



education buildings and other commercial projects.

Rice holds a BS degree from the University of Houston; and was a Charles Knight Scholar recipient while receiving his MBA at Washington University, St. Louis. His Rice Ventures LLC, St. Louis, offered business consulting services especially in the electrical field where he's a recognized expert consultant in National Electric Code (NEC) issues and compliance.

For more info, please email: marketing@renewaire.com or call 800-627-4499.

Robertshaw® Promotes Peter R. Greisinger to Lead the Americas Aftermarket Channel

Robertshaw Controls Company, Global Headquarters Itasca, Illinois, USA, a leader in the Commercial Refrigeration, HVAC, Appliance, Food Service and Agriculture Parts Industry, is proud to announce the promotion of Peter R. Greisinger to Senior Director of the Americas Aftermarket Channel. He will focus on core product positioning, new innovative go-to-market strategies while evolving pull-thru-sales initiatives by

leading our sales team in the aftermarkets distribution segment, along with industry's best representative partners, and affiliations with key organizations.

Peter brings more than 30 years of industry experience to the role. Most recently as Robertshaw's Director of Key Accounts where he successfully strengthened those partnerships placing Robertshaw among their top suppliers of choice. "I am thrilled you are in the Americas



Aftermarket leadership role. Thanks for your commitment to your team and Robertshaw. You are making a significant difference with driving the right change" said Kermit Hoffman, Chief Commercial Officer for Robertshaw Global.

Join Watts in Celebrating 150 Years of Innovation and Excellence

Since 1874, Watts has been delivering innovative water technologies that make the world's most precious resource safe and accessible. As Watts enters their 150th year in business, they would like to extend a most

sincere "Thank you" to our customers, representatives, employees, and stakeholders for being an integral part of the company's journey.

Watts plans to host several celebratory events throughout the year, including

a year-long sweepstakes for customers and a celebration at their headquarters in North Andover, MA.

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It's On My Heart: Sales and the FBI

My wife and I have been watching FBI, a series that ran from 2018 to 2023. It showed what was probably typical FBI encounters from 4 or 5 plot lines. They dealt with bombs, kidnapping, bank robberies, terrorist attacks and any crimes committed in federal buildings. While I am not an expert, I do feel like I understand what will happen next in most of those situations.

When looking at bombings, they find the bomb usually in the lower areas of the building, and cut the red wire and stop the timer with about 2 seconds left. In the cases when there is no red wire, the largest wire is cut. In the case of them not able to defuse the bomb, they move the bomb to an empty lot.

The bad guys, when confronted are told: FBI, we want to ask you some questions. They run. They always run. And if in a building, they run up the stairs, not down. Once you know that, it becomes easier to catch them, one agent goes around to the back door, another comes in the front, or up to the roof if needed. With this knowledge, put together a presentation with

collateral that will help defuse the fight or flight syndrome. Letters of recommendation and 5 star reviews are critical to your success. Let the prospect know you have done this before and with excellent results.

The most important lesson from this show is found when they are brought in for questioning. In the small room, usually chained to a table, they are hit with questions that are meant to incriminate them. When they finally confess, they are asked, why did you run, why did you lie? The answer is again, predictable, I didn't *trust* you.

So how does this apply to your business today. Take the sales appointment. We can almost predict what one objection is going to be: thanks, I will get back to you, I need to think about it. That is actually a stall, not an objection. We all have been to a sales training event, so we ask: what do you need to think about? It is our company? Is it the product? Nope, almost always it is the money. There it is, the money objection.

If that is the case, and you

are losing jobs because you are "higher than the competition", here is the solution. Don't drop your price, raise the value of your solution. Spend more time and research in their home. Like the FBI, look at all the details (send those shells to 26 FED for fingerprints). Run a load to be sure the proposed equipment is properly sized, most are not. When I talk to the comfort advisors who are at 60-80% closing ratios, almost all run a load. Some do it after the job is sold, but still counts. Make sure your solution will bring comfort to their home, maybe for the first time ever.

In the case of the kidnapping, in many cases a family member is involved. When confronted, the family member lies, says they would never do anything like that. They may have actually justified the act in their mind because of financial pressures, family pressures, or any number of things. Your prospect may deceive you by either not answering completely or telling you something that is not true. Again, the trust factor is in play. They do that because they are

forced to make a decision on a complex product, and they are not sure what to do next. A confused mind will not make a decision.

Go back to the questions you asked in your interview. Every time you go over those questions they become more valuable, and the money objection fades.

Think about the bombs that get defused. If the agent gives up before they stop the timer, bad things happen. So stay with that prospect as long as it takes. Think about this, you are giving them a solution that will be in that home for a couple of decades. A wrong decision now could be part of their lives for 7,300 days and nights, possibly frustrating them every time the system runs.

Next, the trust factor. You must get the emotional connections to raise the trust factor, in fact if they don't believe, trust and like you, it will not happen. First, you ask some questions. Not Yes or No, rather along the lines of "share with me your thoughts on..." Find out how they live, do they entertain large groups of people



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.

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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!

regularly, maybe a poker night for the neighborhood once a month, that sort of thing. These questions will get them to open up about their lives and how they run the home. And the additional benefit is that they

build trust, essential to a sale.

So there are a few lessons from the FBI show, we finished it this last week, looking for another multi-year series to get involved in. Thanks for listening, we will talk later.



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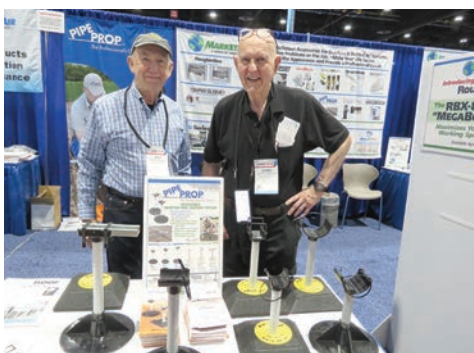
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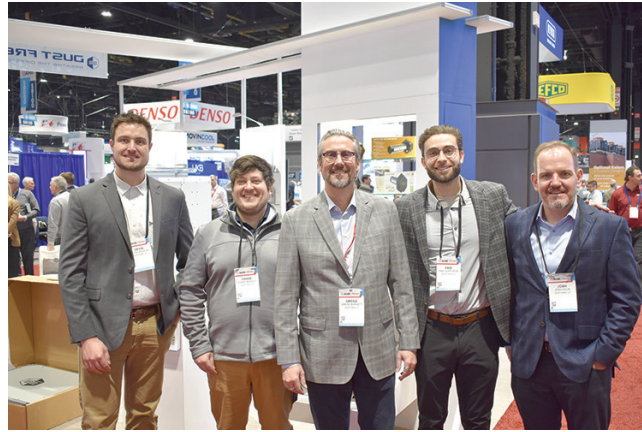
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Midea America Announces New Leadership

Industry veteran John Herrington to lead Midea America as new president; current president Kurt Jovais will take on a new global role

Parsippany, N.J. – Midea, a global leader in home appliances, is proud to announce the appointment of John Herrington as the new President of Midea America, succeeding Kurt Jovais who is set to transition into a significant global role within the organization effective as of January 4, 2024.

John Herrington, a distinguished executive in the home appliance and electronics industry, brings a notable record of revitalizing and transforming world-class brands. He has held senior leadership roles with LG, Sharp and Samsung and been instrumental in the growth of these brands. His expertise in driving product innovation, building premium brands, and achieving market leadership positions him as an ideal leader for Midea America. Herrington is well-known for his strategic approach to identifying and capitalizing on market opportunities, and for leading teams to deliver innovative products and impactful

marketing campaigns.

Expressing his enthusiasm, Mr. Herrington said, “I am honored to join Midea America at this pivotal time. Midea is making significant investments in product development, people and innovation and is uniquely positioned for expansion. I look forward to working with the talented team to build the brand and our customer relationships to drive continued growth for the company”.

Midea America’s outgoing president, Kurt Jovais, has been promoted to the role of Global Director of Product Management and Special Assistant to the President of Midea International, where he will lead global initiatives to improve product innovation and go-to-market worldwide. Jovais became president of Midea America in 2017 and oversaw its growth in the US from a niche business to a multi-billion-dollar presence across Home Comfort, Major Appliance, and Small Domestic categories.

“I am very proud of where we have taken Midea America so far, but there is still so much more growth to go after,” said Jovais. “John will be a great asset for Midea America to help unlock all our potential.”

Herrington will take the reins of Midea America starting January 4, 2024. Jovais will help with the transition through the middle of February.

“Kurt has a unique combination of experiences and successes that will have a tremendous impact in his new role at a global level,” said Lewis Fu, President of the Americas Region. “John joining Midea America will further our mission to become one of the top players in the appliance and home comfort categories in the U.S. market. We are very confident in a bright future for Midea in the U.S. and around the world.”

For more information on Midea and its full portfolio of appliances, please visit Midea.com.

Ninth Circuit Denies en Banc Appeal of Berkeley Gas Ban Decision

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) applauded the decision of the U.S. District Court of Appeals for the Ninth Circuit in denying a petition for rehearing en banc by the City of Berkeley to the unanimous opinion of the 3-judge panel of that court that ruled on April 17, 2023 for the plaintiffs in the case California Restaurant Association v. City of Berkeley. The 3-judge panel found that by preventing covered appliances from using natural gas, a Berkeley ordinance that prohibited installation of gas piping in new construction was preempted by the federal Energy Policy and Conservation Act (EPCA). The city had been sued by the California Restaurant Association, with amicus briefs filed by AHRI, the National Association of Manufacturers,

the California Building Industries Association, the National Association of Home Builders, and the Hearth, Patio, and Barbecue Association.

“Naturally, AHRI and particularly our member companies that manufacture products and equipment that use natural gas, are very pleased that the full court denied Berkeley’s appeal, thereby allowing the residents of Berkeley, and likely elsewhere, to continue to have choices with respect to energy sources for home and water heating,” said AHRI President & CEO Stephen Yurek. “We look forward to continuing to work with states and localities to formulate solutions that help them meet their energy conservation and emission reduction goals without unduly impacting consumer health, safety, comfort, and productivity,” he added.

YORK® Introduces Industry-First Screw Heat Pump Using Ultra-Low GWP R-1234ZE Refrigerant while Achieving up to 4x Greater Efficiency

Ideal for commercial and industrial facilities, the YORK® YVWH Water-to-Water Variable Speed Dual Screw Heat Pump is the first screw heat pump in North America to utilize ultra-low GWP refrigerant R-1234ze and delivers hot water up to 176° F

Milwaukee, Wisconsin – Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, announced the launch of the YORK® YVWH Water-to-Water Dual Variable Speed Screw Heat Pump, the first screw heat pump in North America to use R-1234ze refrigerant. R-1234ze is a refrigerant with an ultra-low global warming potential (GWP) of 1, enabling the YVWH to go considerably beyond the refrigerant regulations that go into effect starting January 1, 2025, as currently proposed by the U.S. Environmental Protection Agency.

The YVWH is three times more energy efficient than a typical boiler and four times more efficient than traditional boiler and chiller equipment when providing heating, cooling and hot water for light commercial buildings and industrial processes. By replacing a boiler or traditional equipment with the YVWH heat pump, commercial and industrial facilities can significantly reduce their energy use, water consumption and carbon emissions while keeping occupants comfortable and processes running effectively.

“Low-GWP refrigerants and the electrification of heating and cooling with heat pumps are two essential pieces of a successful sustainability strategy,” said Todd Grabowski, vice president and general manager of Applied Equipment

at Johnson Controls. “Our teams engineered the YORK® YVWH heat pump to help our customers meet regulations and reach their net zero goals while satisfying their end-use applications. It’s another example of how we’re engineering the future.”

With outstanding operational flexibility, the YVWH supports simultaneous heating and cooling functions and can be operated in three modes: heating only, cooling only or simultaneous heating and cooling. Especially advantageous for high-temperature hot water heating applications, the YVWH is the first screw heat pump that can provide water temperatures up to 176° F (80° C). At that temperature, the unit can provide 4,050 MBH of heating while simultaneously providing 200 tons of chilled water cooling at 41° F (5° C). The YVWH also features variable-speed drive and has excellent turndown that allows it to run with as low as 25% of the design-heating load.

Each YVWH unit is factory-tested to ensure performance and is highly scalable to meet application needs. Multiple units can be combined or work in parallel with other YORK water-to-water heat pumps like the CYK to increase capacity and application benefits.

The YVWH joins the YORK family of heat pumps, which

serve applications ranging from small commercial buildings to district heating. YVWH product details can be found in the new Johnson Controls selection tool. Solution Navigator is 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 YVWH water-to-water screw heat pump visit: www.york.com/commercial-equipment/chilled-water-systems/commercial-heat-pumps/yvwh-200_ch/yvwh-200-water-to-water-variable-speed-dual-screw-heat-pump or search for “YVWH” in the Johnson Controls Solution Navigator.



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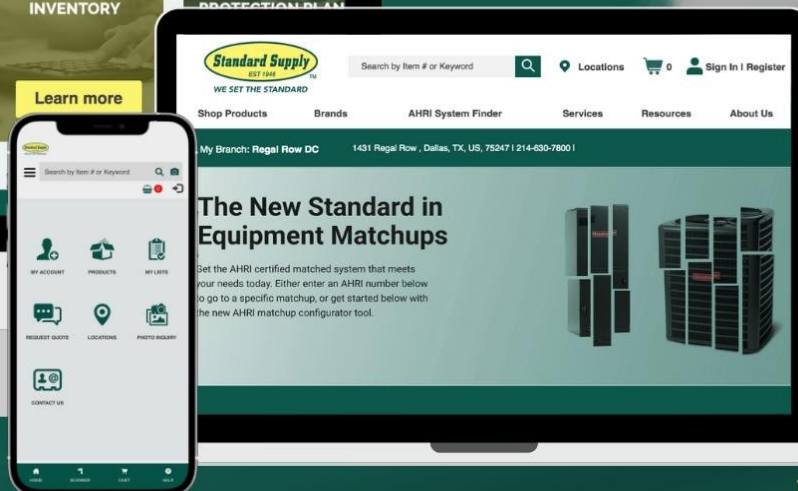
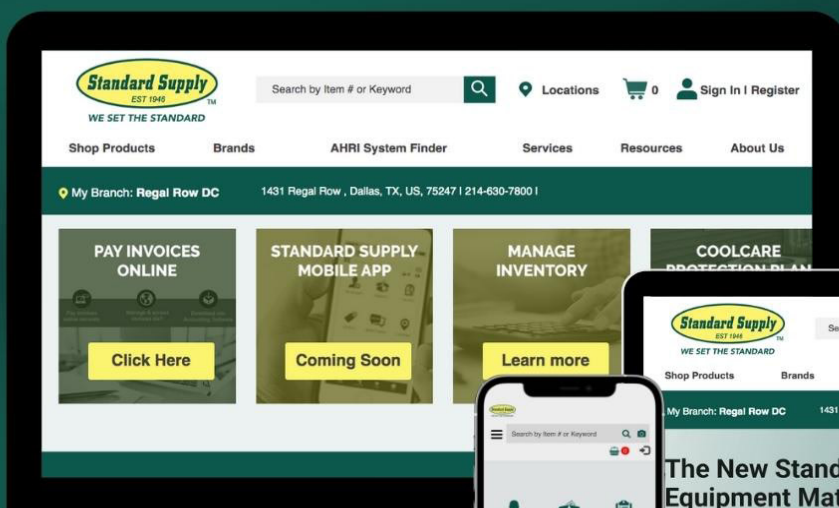
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Table with 6 columns listing Johnstone Supply locations: San Antonio #1, San Antonio #2, San Antonio #3, Lubbock, New Orleans #79, Baton Rouge #1, Baton Rouge #2, Slidell, Harvey, Lafayette, Mobile, and Mandeville, including addresses and phone numbers.

AHRI Unveils New Interactive A2L Refrigerant Building Code Map and Video Series

Arlington, Va. – The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) announced the release of a new interactive map of the United States listing state and local building codes and legislation passed to allow equipment using A2L refrigerants and a video series about the industry's transition to low-global warming potential refrigerants.

AHRI's interactive map is a valuable tool for original equipment manufacturers, authorities having jurisdiction, building inspectors, fire marshals, code or other officials, and lawmakers seeking information about applicable air conditioning, refrigeration, and warehousing codes, legislation, and standards currently referenced.

"As we learn more about US states' and territories' plans regarding the transition to A2Ls, it is important to have a trusted source of accurate, up-to-date information on building codes and legislation available to stakeholders. This is the benefit of the interactive map, which will be revised as codes and laws are updated," said Tom

Deary, AHRI Director of Codes. Access the interactive map webpage at <https://www.ahrinet.org/a2l-refrigerant-building-code-map>

The A2L video series, developed by AHRI in partnership with the International Code Council (ICC) and the Plumbing-Heating-Cooling Contractors National Association (PHCC), provides brief explanations of some aspects of the refrigerant transition that are critical for contractors, distributors, technicians, fire and safety professionals, and other interested parties to know. Topics include An Overview of A2L Refrigerants, The A2L Refrigerant Transition Timeline for 2024 and 2025, Changes Made to Future Codes and Standards Addressing A2L Refrigerants, Preparing for the Transition to A2L Refrigerants: What Building Inspectors, Code Officials, and Contractors Need to Know, Restrictions on A2L Refrigerant Use, The Basics of Handling A2L Refrigerants, and How to Find A2L Refrigerant Training Resources. See all A2L videos here.

Hannes Leichtfried Named Head of Danfoss Drives in North America

Danfoss Drives is pleased to announce that Hannes Leichtfried has been appointed head of sales and marketing for the Drives business segment in North America. With nearly 30 years of experience at Danfoss in Austria and Germany, Leichtfried, an Austrian native, is excited to continue to build the North America Drives business.

"I am thrilled about my new role in a vital market for our Drives business," Leichtfried said. "There are significant opportunities to capture market share and enhance the Danfoss brand, both in our core business and in emerging segments like Electrification. With our skilled team in North America, we aim to create a compelling value proposition for our customers, offering application leadership and support to facilitate their decarbonization efforts."

Leichtfried began his career at Danfoss in 1994 as a technical support engineer, then moved into sales and marketing roles. He was most recently the head of sales and marketing for Danfoss Drives in the Central European region. In his new role, he will be based at the Danfoss Drives' Loves Park, Ill., office.

"Our region has a strong trend of growth for Danfoss Drives," said Rick Sporrer, president



of Danfoss North America. "With high-quality products, and our experienced and competent team on the ground, we have the foundation to take a leading position in the North America region. Hannes brings a wealth of experience and a strong track record, and I look forward to working with him to increase our market share in North America."

Leichtfried has an undergraduate engineering degree from Federal Higher Technical Institute (Austria) as well as additional training in sales, marketing and strategic management.



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XOi and Daikin Comfort Technologies Introduce the Future of Field Service Technology Through Key Strategic Relationship

Waller, Texas – Daikin Comfort Technologies North America, Inc. (Daikin), a subsidiary of Daikin Industries, Ltd., a leading manufacturer of heating, cooling, and refrigerant products, and XOi, the leading provider of technician-first smart technology for commercial and residential field service companies, are transforming the possibilities of field service technology through a new strategic relationship.

Together, Daikin and XOi are working to revolutionize the way technicians interact with technology in the field. The collaboration connects Daikin HVAC technicians throughout North America with XOi's advanced AI- and data-driven solution, generating an unprecedented information and data ecosystem and delivering powerful insights that empower intelligent business decisions.

Daikin and XOi provide HVAC technicians with a suite of premium tools for managing and leveraging data from current jobs as well as historical projects, including powerful data collection, virtual support and mentoring, and

data-based insights. With XOi, technicians have access to Daikin-specific workflows and a proprietary knowledge base, equipping them to perform full-service diagnostics at any jobsite by applying data science across live video, workflow automation and artificial intelligence - all of which not only support the technician, but help deliver an incomparable end customer experience.

Features of the platform include:

- Daikin-specific smart workflows with conditional logic that guide technicians through their work
- Daikin-specific AI-driven knowledge base
- Smart push notifications which drive and deliver a streamlined technician experience
- Easily accessible asset-centric service histories
- Live augmented reality remote support direct to Daikin technical support
- Strategic trade insights that drive decisions around marketing, training, sales, service and support

Copeland's Sensi™ Smart Thermostats Now Integrated with Woosh Smart Air Filtration Solution

St. Louis – Copeland, a global provider of sustainable climate solutions, announced today that its Sensi™ smart thermostats are now integrated with Woosh's Smart Air Filtration solution, allowing Sensi users to maximize the smart capabilities of their thermostat. The Woosh solution includes an air quality monitor to deliver real-time updates of essential air-quality indicators and a smart air filter which leverages 3M™ Filtration Technology and sensors to determine filter life.


When the Woosh Air Quality Monitor and Smart Air Filter are paired with a Sensi smart thermostat, users can transform their home's HVAC system into a smart air purifier for the entire home. For example, if the Woosh Air Quality Monitor senses poor air quality in the house, it will trigger the Sensi smart thermostat to turn on the system fan to circulate filtered air throughout the home. The integration ultimately allows users to have greater control over their indoor air quality through access to real-

time data that removes the guesswork, allowing for more consistent clean air.


The partnership is part of Copeland's continued commitment to expanding its smart home integrations with the newest technologies on the market, while building on the company's deep, 100-year legacy of HVAC expertise.

Indoor air quality has never been more important. People are spending 90 percent of their time indoors, and concentration of indoor air pollutants are on the rise (Source: National Institute of Environmental Health Services). The integration of the Sensi smart thermostat and the Woosh Smart Air Filter and Air Quality Monitor allows homeowners to safeguard against poor indoor air quality through real-time monitoring and updates.

Sensi smart thermostats are available at retail stores, online marketplaces, through HVAC contractors and at www.sensicomfort.com. Woosh Smart Air Filtration products are available at www.woosh-air.com.



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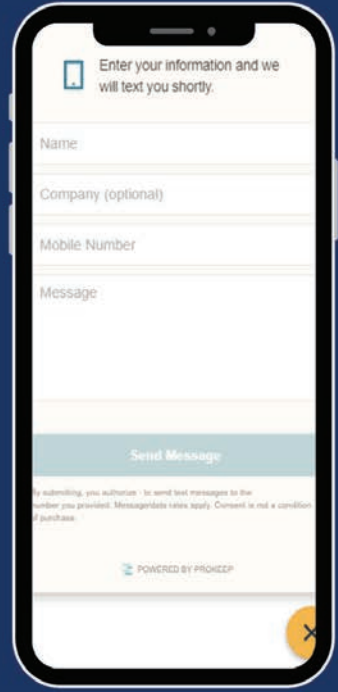


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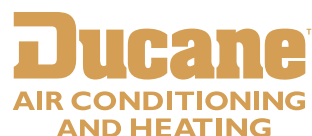
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Mitsubishi Electric Trane HVAC US Showcased Growing Suite of Heating and Cooling Solutions During AHR Expo 2024

All-electric, all-climate heat pump systems and ancillary products provide comfort and control today, while ensuring a cleaner and healthier tomorrow

Suwanee, Ga. – Mitsubishi Electric Trane HVAC US LLC (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat pump and air-conditioning systems, showcased a robust lineup of all-electric heat pump solutions and supplementary products at the 2024 AHR Expo. The annual event took place Jan. 22-24 at the McCormick Place Convention Center in Chicago.

Designed for life, inside and out, all-climate heat pumps provide unparalleled energy efficiency through their ability to vary capacity based on the heating or cooling requirements of a space.

“All-climate heat pumps are revolutionizing the HVAC market,” said Mark Kuntz, chief executive officer, Mitsubishi Electric Trane HVAC US. “The integration of our all-climate heat pumps, with their enhanced efficiency, wide operating temperature range and reduced carbon emissions, marks a crucial step towards sustainable and environmentally-friendly heating and cooling.”

Residential HVAC solutions on display

METUS showcased these residential products at AHR:

- **Deluxe Wall-mounted H2i sumo™ System** is our latest (coming late in 2024) most feature rich system. The Deluxe is a wall-mounted indoor unit connecting to the H2i sumo outdoor unit. This wall-mounted unit is wireless enabled for our kumo cloud app and features Dual Barrier Coating, Dual Barrier Fusion and Triple Action Filtration with a PM 2.5 filter. The H2i sumo™ outdoor units provide 100% heating capacity at

-10° F, and produce heating even with ambient outdoor temperatures as low as -22° F. These units offer year-round comfort even in extremely cold climates.

- **Multi-position air handlers** can serve a larger zone, like an entire floor, and are much more efficient than furnaces or boilers. They eliminate the need for a gas line or flue vent. Air handlers are completely hidden and may use shorter duct runs for maximized energy efficiency.

- **intelli-HEAT™ Dual Fuel System** consists of an exterior heat pump to replace an air-conditioner condenser and an interior a-coil installed on an existing furnace. The award-winning smart solution improves air-conditioning efficiency on hot days and determines the best source of heat – electric or gas – on cold days, so the HVAC system runs at peak efficiency and comfort.

- **Premier Wall-mounted System**, our most versatile wall-mounted ductless solution offers a wide range of applications with sizes from 6 to 24 KBTU/H. The MSZ-GS is compatible with Mitsubishi Electric’s single-zone and multi-zone heat pumps or the H2i® systems. Its counterpart, the MSY-GS, is a single-zone air conditioner for climates where heating is not necessary.

- **Ported multi-zone outdoor unit** is a M-Series multi-zone outdoor unit offering a seven-system lineup to choose from, ranging between 20,000 and 42,000 BTU/H. The ported multi-zone is available as a heat pump as well as a hyper-heating heat pump.

- **Residential Controllers** will be displayed, including kumo touch™, a wall-mounted

wireless controller featuring an intuitive touchscreen interface. kumo cloud® will also be featured. The mobile app puts enhanced control of home heating and cooling right at homeowners’ fingertips. They can adjust a room’s temperature, set schedules, manage zones, view alarms and connect with their contractor, all from their smart device. The Simple Ductless Wired (SDW) remote controller, suitable for multifamily applications, will also be featured. It features programmable presets with 7-day scheduling. The dual setpoint auto changeover and advanced installer setup options can be used to adjust settings to fit the needs of each user. Users can select their preferred humidity level with the new Auto-DRY function, which helps regulate the moisture level of the indoor air.

According to METUS’ Heat Pumps & Homeowners Index, 63% of American homeowners surveyed have heard of the Inflation Reduction Act (IRA) and 54% ranked government incentives as one of their top three reasons for considering installing a heat pump. In trying to simplify homeowners’ transition toward sustainable HVAC systems, METUS has introduced a new integration for its heat pumps with SPAN. IO, INC. (SPAN), maker of the leading smart electrical panel. The collaboration between these award-winning category leaders is anticipated to accelerate household electrification and energy efficiency.

Commercial HVAC solutions on display

METUS highlighted these commercial products at AHR:

- **CAHV Heat Pump** provides high demand hot water for commercial applications like hotels and multi-family housing. Whether used as a central hot water source in hotels or multi-family dwellings, the CAHV Heat Pump also supplies space heating capabilities, like radiant heating in occupied spaces or other applications such as pool heating.

- **Heat2O® Heat Pump Water Heaters** are designed to produce high-volume domestic hot water for commercial facilities in any climate. All-electric, energy-efficient and environmentally friendly, Heat2O uses a natural CO2 refrigerant with a global warming potential (GWP) of one and an ozone

depletion potential of zero.

- **Hybrid VRFTM** is the world’s only two-pipe hybrid variable refrigerant flow (HVRF) system that heats and cools different zones simultaneously while using water instead of refrigerant in occupied spaces. HVRF systems can be tailored to fit many use requirements and are utilized in a wide variety of applications such as hotels, offices, hospitals, multi-family dwelling, schools and senior living facilities.

- **s-MEXT Precision Cooling** helps keep sensitive information safe and secure from heat and humidity and is the ideal application for small-to-medium-sized data rooms. s-MEXT’s split

cooling package consists of the indoor high-precision unit connected to a P-Series outdoor unit. s-MEXT controls temperature and relative humidity with pinpoint accuracy, even in wide thermal variations.

- **Commercial Controllers** will be displayed, including kenza cloud™, a controls solution for light-to-medium commercial spaces where a central controller is unnecessary, but cloud access for monitoring and basic control is required. Also on display will be Trane Commercial’s Tracer® SC+, a powerful building automation system that integrates systems to simplify command and provide better control over comfort and efficiency.

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R&D Efforts at Nidec Bring HVAC Industry Closer to Decarbonization Goals

St. Louis – Robust R&D investments from Nidec Motor Corporation are paying off for the HVAC industry by delivering significant energy savings to both residential and commercial customers. The company’s newest high-efficiency products for OEM and aftermarket applications were highlighted at the 2024 AHR Expo, January 22-24, Booth #S7719.

Nidec motors, drives and controls are essential components in the operation and efficiency of air conditioning and heating equipment including furnaces, air handlers, heat pumps and condensers, as well as compressors in refrigeration. Nidec serves original equipment manufacturers and retrofitters; the company also provides aftermarket replacement motors. Nidec brands include U.S. MOTORS®, RESCUE®, Control Techniques, KB Electronics, and Embraco.

Nidec’s HVAC and appliance division has more than 50 research and development labs dedicated to bringing innovative solutions such as electronically commutated motors (ECMs), variable speed motors, integrated motors and controls, and synchronous motors.

At the Expo, Nidec prominently featured its award-winning, super-premium SynRA™ synchronous motor, which offers efficiency levels up to IE4/IE5. Also, as the company increases its focus on IAQ (indoor air quality) initiatives in 2024, Nidec is showcasing its line of ECMs which allow for a significant increase in air filtration while also offering the benefit of up to 75 percent better energy efficiency when operating in continuous mode.

New this year for fan and circulation pump motors is the patented Neptune® Hybrid, which features two motors: a high-efficiency brushless permanent magnet (BPM) motor integrated with a control, and a standard PSC induction motor. Visitors to the Nidec booth could see a demo of the circulator pump motor and learn how it meets the DOE proposed efficiency regulations that are expected to take effect in 2025.

Nidec featured the following U.S. MOTORS products at the AHR Expo:

- **SelecTech® Motor** – A durable, easy-to-integrate

Electrically Commutated Motor (ECM) solution for high-efficient direct drive blower applications. The available nine discrete 24 volt tap settings are fully programmable on your assembly line for different airflow requirements. Rugged and simple to operate, the SelecTech motor is setting a new benchmark for reliable ECM technology. Includes 460V and dual shaft configurations.

- **PERFECTSPEED® EC Motor** - The solution to meet the increasing demand for electronically commutated motors (ECM) in modern HVAC systems. With a wide range of control options, voltages and mechanical configurations (Constant CFM, Constant Torque, or Constant Speed), the PerfectSpeed motor offers the high efficiency and precise airflow control needed in a broad array of air-moving applications, all backed by Nidec’s extensive ECM experience and close application support.

- **RESCUE EZ13®** – Universal ECM Replacement: RESCUE EZ13 is a high-efficiency ECM designed as a drop-in replacement for OEM constant torque ECM. The auto rotation sensing technology automatically determines motor direction. It’s wired to the OEM equipment using the equipment’s existing connections for ease of installation. No programming required.

- **RESCUE EZ16®** - 16-Pin Universal ECM Replacement: The RESCUE EZ16 motor is a patented electronically commutated constant torque aftermarket motor developed for the HVAC residential/light commercial market. Equipped with an EZ Interface (EZI) box used to tune the motor at installation, it provides a drop-in solution for systems using legacy 16-pin variable speed EC motors.

- **RESCUE Select Pro™** – Preprogrammed ECM Replacement for Furnaces and Air Handlers: The RESCUE Select Pro is the aftermarket solution for OEM constant torque EC motors. With thousands of OEM performance profiles on a cloud-based web service app, the RESCUE Select Pro can be programmed directly through any smart phone or Wi-Fi and Bluetooth® enabled device.

- **RESCUE EcoTech®** – PSC to ECM replacement motor. Designed to be a drop-in replacement for permanent split capacitor

(PSC) motors. RESCUE EcoTech motors are multi-horsepower, dual voltage and have reversible rotation. No wiring changes are required.

- **RESCUE EcoTech® Outdoor 48** – Developed to stand up to harsh environments and temperatures found in outdoor condensing units. The RESCUE EcoTech Outdoor 48 EC Condenser Fan Motor is programmed to match the rotation and speed most preferred by major equipment manufacturers; and offers the flexibility for adjustment to speed and rotation.

- **EcoTech® EC Motor** - Upgrade to the performance and efficiency of an EC motor without redesigning systems! The ECOTECH® Line Voltage EC Motor provides benefits of ECM technology as a “drop-in” for most PSC-powered blowers. Five factory programmed torque or speed settings are controlled by line voltage speed taps allowing connection directly to existing controls and switches, simply and easily. The ECOTECH® EC motor is the simplest path to advanced technology in HVAC systems.

- **SynRA™ Synchronous Reluctance Motor** – This variable frequency motor provides the starting benefit of an induction motor, the operating benefit of a pure synchronous reluctance motor, and suitability benefit from the simple volts/hz drive. This motor provides higher efficiency and power density without risking components. A unique design gives the freedom to replace components individually instead of the entire system - leading to a lower cost of maintenance.

- **ID300 Fusion™** – This high-performance integrated motor and drive meets the demand for pump systems that are smaller, more compact than their predecessors, easier to transport, simpler to install, and quicker to integrate into existing systems.

- **Neptune® Variable Speed Fan or Pump Motor** - Multi-horsepower, dual voltage premium efficient motor, with single phase power supply and no wiring changes required. Delivers high performance and energy savings in a quiet motor.

More information on U.S. MOTORS products can be found at <https://acim.nidec.com/motors/usmotors/>.

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Recent License Revocations

The licenses below were listed as “Revoked” by TDLR between December 1, 2022 through May 31, 2023. After that date, you can verify the license status online at: <https://www.tdlr.texas.gov/verify.htm>. For more information on each order, you can look at the Safeguarding Consumers page on the TDLR website.

License Revocations

Name	Program	Location	License Type
SALINAS, RICARDO	Electricians	Portland	Electrical Apprentice
ANDERSON, ROBERT T	Electricians	Chandler	Electrical Apprentice
CELAYA, FANNY L	Mold Assessors and Remediators	Houston	Mold Remediation Worker
CHAIREZ, RAYMOND A	Electrician	Houston	Electrical Sign Apprentice
CHAVEZ,CLAUDIA	Mold Assessors and Remediators	Houston	Mold Remediation Worker
COFFER, KELLY J	Electricians	Fort Worth	Master Electrician
FLORES, SAUL	Electricians	Weslaco	Electrical Apprentice
GHAZAVY, SAMUEL	Electricians	Plano	Electrical Apprentice
GONZALEZ, JOSE R. SR.	Electricians	Edinburg	Electrical Apprentice
GUADARRAMA, EFRAIN JR	Electricians	Fort Worth	Electrical Apprentice
GUEVARA, KEYLA M	Mold Assessors and Remediators	Houston	Mold Remediation Worker
JACKSON, THOMAS ONEAL CARNEY	Air Conditioning & Refrigeration	Missouri City	Registered AC Technician
JOHNSON-WILLIAMS, IAN T	Electricians	Dallas	Electrical Apprentice
JUDKINS, DEREK JOSEPH	Electricians	Odessa	Electrical Apprentice
KING, DENZEL	Electricians	Houston	Electrical Apprentice
KROEKER, CHRISTOPHER L	Electricians	Claude	Electrical Apprentice
LEBECK, BLAKE LOGAN	Electricians	Spring	Electrical Apprentice
LEIJA, ADRIAN	Electricians	Houston	Electrical Apprentice
LIVEWIRE ELECTRIC - PRESTON LATHAM	Electricians	Burlington	Electrical Contractor
MADRIGAL, RAMON	Electricians	Houston	Electrical Apprentice
NAVARRO, ALBERTO M	Electricians	Greenville	Electrical Apprentice
NIEVES, DAVID JOHN	Air Conditioning & Refrigeration	Farmers Branch	Air Conditioning Contractor
PINALES, FRANCISCO J	Electricians	San Antonio	Electrical Apprentice
RIOS, SALVADOR J. III	Electricians	San Juan	Electrical Apprentice
RIVAS, JOVAN	Electricians	San Antonio	Electrical Apprentice
ROBLES, RANDALL A	Air Conditioning & Refrigeration	Alamo	Registered AC Technician
RODRIGUEZ, RAMON JR	Electricians	Houston	Electrical Apprentice
SMITH, STANLEY C III	Electricians	Cibolo	Electrical Apprentice
TAMAYO, ARLEN ROBERTO JR	Air Conditioning & Refrigeration	Austin	Registered AC Technician
THOMAS, TRENTEN A	Electricians	Port Arthur	Electrical Apprentice
VANDERBILT, DONOVAN J	Electricians	Cypress	Electrical Apprentice
VASQUEZ, ROBERT A	Air Conditioning & Refrigeration	Dallas	Registered AC Technician
WILLIAMS, LANCE D	Air Conditioning & Refrigeration	Mesquite	Registered AC Technician

Permanent Injunctions

Name	Program	Location	License Type
HOLLOWAY, JOSHUA J.	Electricians	Spring	Electrical Contractor
SMITH, DANNY BRYAN	Air Conditioning & Refrigeration	Spring	ACR Contractor and Electrical Contractor

NGH Announces Price Increase Up to 8% on All Equipment

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St. Louis, Mo. – Nortek Global HVAC (NGH), an industry-leading manufacturer of HVAC products, has announced an up to 8% price increase on all residential and manufactured housing equipment, parts, and accessories. The increase will take effect on new orders placed on or after February 26, 2024.

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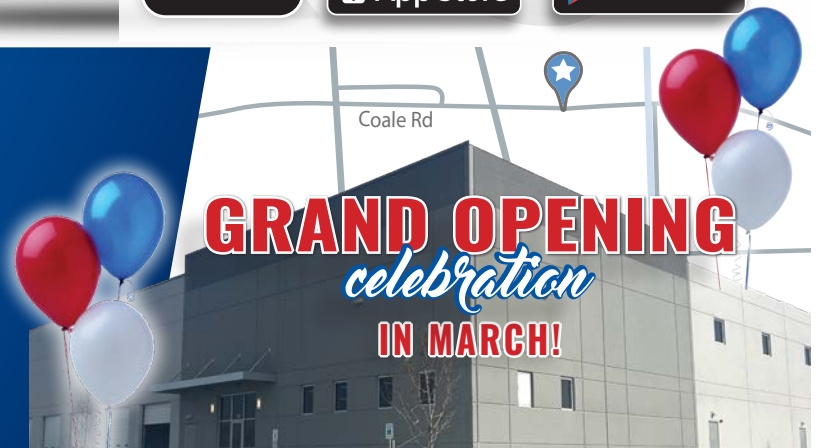
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ASHRAE Announces Nominees for 2024-25 Slate of Officers and Directors

Atlanta – ASHRAE is pleased to announce its nominees for the 2024-25 slate of officers and directors.

Nominations for officers and directors were made by the ASHRAE Nominating Committee from a list recommended by individual members and from Chapters Regional Conferences.

The 2024-25 nominees are as follows:

- **President-Elect:**
Bill McQuade, P.E., Fellow ASHRAE, LEED AP
- **Treasurer:**
Sarah Maston, PE, BCxP, LEED AP
- **Vice Presidents:**
Devin Abellon, P.E.
Ken Fulk, P.E., Life Member ASHRAE
- **Directors and Regional Chairs:**
Charles Bertuch, P.E. (Region I)
Genevieve Lussier (Region II)
Sherry Abbott-Adkins (Region III)
Rob Craddock (Region XI)
Bassel Anbari, P.E. (Region-at-Large)
- **Directors-at-Large:**
Carrie Brown, Ph.D.
Patrick Marks, P.E.
David Yashar, Ph.D.
- **Alternate Director-at-Large:**
Suzanne LeViseur, P.E., HBDP, Fellow ASHRAE

ASHRAE members will vote on the nominees via electronic ballot in May. M. Dennis Knight, P.E., BEMP, Fellow Life Member ASHRAE, will serve as ASHRAE President for the 2024-25 Society Year.

For more info on the 2024-25 slate of officers and directors, visit ashrae.org/2024-2025slate.

ASHRAE's Latest Edition Performance Standard for Existing Buildings Shifts Focus to Decarbonization

Atlanta – ASHRAE has released the latest version of its energy efficiency standard for existing buildings, with an expanded focus to incorporate building decarbonization.

ANSI/ASHRAE/IES Standard 100-2024, Energy and Emissions Building Performance Standard for Existing Buildings is a code-ready building performance standard that provides processes and procedures for reducing energy consumption and carbon emissions through improved energy efficiency and performance of all types of existing buildings, including residential, commercial, institutional, and industrial. The latest edition of the standard includes carbon emissions performance requirements for existing buildings, as well as emissions targets for dozens of building types.

“As the demand grows for reduced energy use and carbon emission in existing building, there has been heightened interest in Standard 100 within the past year for its potential to shape building regulations on an expanded level,” said 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. “The development of this revised standard underscores our commitment to advancing sustainability measures and responding to the evolving needs of the industry.”

Key updates to the standard are as follows:

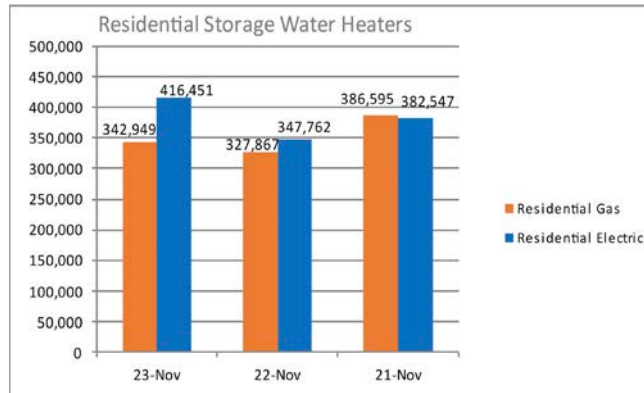
- New metrics provided for establishing greenhouse gas emissions targets, along with continued improvements to energy efficiency and performance in existing buildings.
- Building requirements to:
 - Establish an energy management plan incorporating efficient, low-carbon equipment into capital replacement.
 - Achieve energy and emissions performance goals
 - Implement an operations and maintenance program for continued building performance.
- Simple compliance mechanism for energy-efficient and low-emission buildings.
- Energy audit and decarbonization assessment and a separate compliance process for building types that do not have energy or emissions targets.
- Guidance for jurisdictions seeking to develop their own energy consumption and/or greenhouse gas emissions targets.

To purchase Standard 100-2024, visit ashrae.org/bookstore or contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada), 404-636-8400 (worldwide) or fax 678-539-2129.

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for November 2023 increased 4.6 percent, to 342,949 units, up from 327,867 units shipped in November 2022. Residential electric storage water heater shipments increased 19.8 percent in November 2023 to 416,451 units, up from 347,762 units shipped in November 2022.

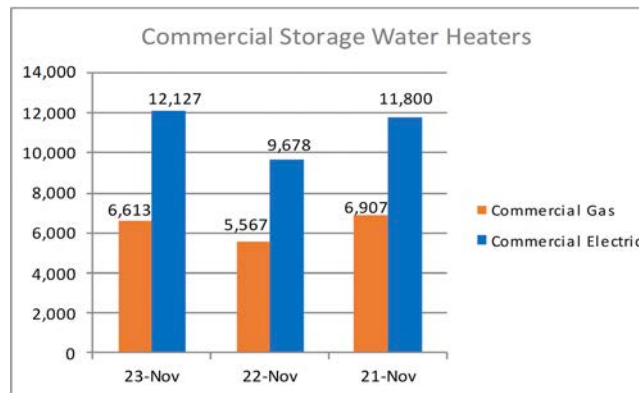


Year-to-date U.S. shipments of residential gas storage water heaters increased 4.5 percent, to 3,928,809, compared to 3,760,811 shipped during that same period in 2022. Residential electric storage water heater shipments increased 7.7 percent year-to-date, to 4,481,495 units, compared to 4,162,758 shipped during the same period in 2022.

Year-to-Date	Nov 23 YTD	Nov 22 YTD	% CHG. (From 2022-2023)	Nov 21 YTD
Residential Storage Gas	3,928,809	3,760,811	+4.5	4,517,577
Residential Storage Electric	4,481,495	4,162,758	+7.7	4,460,115

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 18.8 percent in November 2023, to 6,613 units, up from 5,567 units shipped in November 2022. Commercial electric storage water heater shipments increased 25.3 percent in November 2023, to 12,127, up from 9,678 units shipped in November 2022.

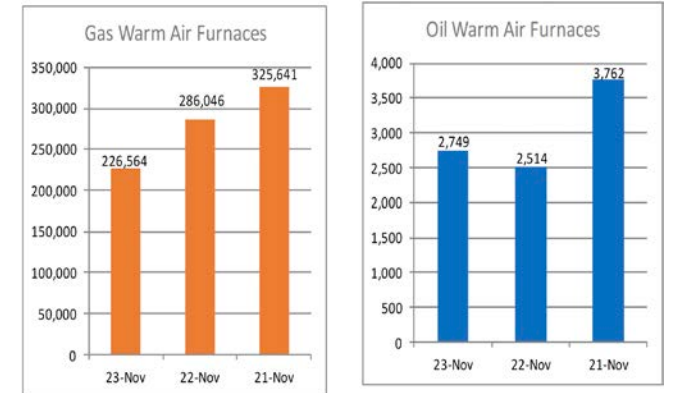


Year-to-date U.S. shipments of commercial gas storage water heaters increased 4.3 percent, to 79,753 units, compared with 76,480 units shipped during the same period in 2022. Year-to-date commercial electric storage water heater shipments increased 23.4 percent, to 134,550 units, up from 109,012 units shipped during the same period in 2022.

Year-to-Date	Nov 23 YTD	Nov 22 YTD	% CHG. (From 2022-2023)	Nov 21 YTD
Commercial Storage Gas	79,753	76,480	+4.3	82,758
Commercial Storage Electric	134,550	109,012	+23.4	140,025

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for November 2023 decreased 20.8 percent, to 226,564 units, down from 286,046 units shipped in November 2022. Oil warm air furnace shipments increased 9.3 percent, to 2,749 units in November 2023, up from 2,514 units shipped in November 2022.



Year-to-date U.S. shipments of gas warm air furnaces decreased 23.9 percent, to 2,756,793 units, compared with 3,623,646 units shipped during the same period in 2022. Year-to-date U.S. shipments of oil warm air furnaces decreased 23.9 percent, to 19,922 units, compared with 26,182 units shipped during the same period in 2022.

Year-to-Date	Nov 23 YTD	Nov 22 YTD	% CHG. (From 2022-2023)	Nov 21 YTD
Gas Warm Air Furnaces	2,756,793	3,623,646	-23.9	3,685,889
Oil Warm Air Furnaces	19,922	26,182	-23.9	35,303

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 455,860 units in November 2023, down 34.6 percent from 697,144 units shipped in November 2022. U.S. shipments of air conditioners decreased 37.2 percent, to 250,170 units, down from 398,510 units shipped in November 2022. U.S. shipments of air-source heat pumps decreased 31.1 percent, to 205,690 units, down from 298,634 shipped in November 2022.



Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 15.9 percent, to 8,221,085, down from 9,771,853 units shipped during the same period in 2022. Year-to-date shipments of central air conditioners decreased 16.3 percent, to 4,801,500 units, down from 5,734,381 units shipped during the same period in 2022. The year-to-date total for heat pump shipments decreased 15.3 percent, to 3,419,585, down from 4,037,472 units shipped during the same period in 2022.

Year-to-Date	Nov 23 YTD	Nov 22 YTD	% CHG. (From 2022-2023)	Nov 21 YTD
Air Conditioners & Heat Pumps Combined Total	8,221,085	9,771,853	-15.9	9,569,242
Air Conditioners Only	4,801,500	5,734,381	-16.3	5,930,089
Heat Pumps Only	3,419,585	4,037,472	-15.3	3,639,153

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

Size Description (000) BTUH	Month		2021 Total	YTD	
	2023 Total	% Change from 2022		2023 Total	% Change from 2022
Under 16.5	17,508	-38.5	36,408	307,314	-24.5
16.5-21.9	53,441	-37.7	65,998	982,371	-2.0
22-26.9	88,186	-41.3	118,755	1,602,884	-18.2
27-32.9	68,023	-31.0	93,634	1,230,223	-17.4
33-38.9	87,938	-30.1	131,807	1,619,834	-20.9
39-43.9	31,625	-29.0	55,319	567,859	-20.6
44-53.9	44,378	-41.1	77,099	902,642	-15.0
54-64.9	38,243	-41.0	65,407	732,667	-11.7
65-96.9	9,735	+25.8	7,502	101,308	+11.0
97-134.9	7,170	+19.3	6,133	78,461	+8.6
135-184.9	4,901	-1.8	3,880	48,180	+6.2
185-249.9	1,799	-18.5	1,551	19,085	-8.7
250-319.9	1,620	+12.8	1,348	14,614	-8.1
320-379.9	339	+23.7	324	3,353	+7.7
380-539.9	332	-10.0	365	3,378	-1.6
540-639.9	301	+49.0	239	2,692	-2.8
640-799.9	90	-20.4	90	1,132	+1.3
800.0-899.9	57	+72.7	40	537	-4.8
900.0-999.9	47	-16.1	67	621	-14.9
1,000.0-1,199.9	39	+44.4	24	378	-0.5
1,200.0 & Over	88	+6.0	77	952	+3.3
TOTAL	455,860	-34.6	666,067	8,221,085	-15.9

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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Chris Mintz with Energy Mechanical Services took these near Pearsall TX



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We are a non-profit trade association in the State of Oklahoma. We work to give our members the tools they need to succeed in the Air Conditioning, Heating, Refrigeration, Electrical and Plumbing Industries.

OK City Monthly Meeting

February 14, 2024 11:30 pm -1:00pm
 Charleston's Restaurant, 2000 S Meridian Ave,
 Oklahoma City, OK 73108, USA

Tulsa Lunch Meeting

February 8, 2024 11:30 am - 1:00 pm
 Stone Mill BBQ and Steakhouse, 2000 W Reno St,
 Broken Arrow, OK 74012, USA

OUBCC Mtgs

February 20, 2024 1:30 pm - 2:30 pm

Heat Pump Mtg

February 29, 2024 6:00 pm - 7:00 pm

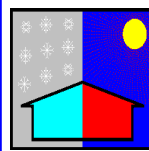
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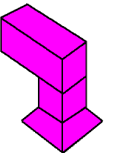


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