



## Standard Supply Field Marketing Summit



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## Century AC Supply Grand Opening



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## Century HVAC Distributing Golf Tournament



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## Moderating Interest Rates, Pent-up Demand Push Single-Family Starts Higher

Pent-up demand, moderating interest rates and a lack of existing inventory helped push single-family starts in February to their highest level since April 2022.

Overall housing starts increased 10.7% in February to a seasonally adjusted annual rate of 1.52 million units, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The February reading of 1.52 million starts is the number of housing units builders would begin if development kept this pace for the next 12 months. Within this overall number, single-family starts increased 11.6% to a 1.13 million seasonally adjusted annual rate. Single-family starts are also up 35.2% compared to a year ago. The multifamily sector, which includes apartment buildings and condos, increased 8.3% to an annualized 392,000 pace.

“The solid level of single-family production in February tracks closely with rising builder sentiment, and with mortgage rates expected to moderate further this year, this will provide



an added boost for single-family building,” said Carl Harris, chairman of the National Association of Home Builders (NAHB) and a custom home builder from Wichita, Kan. “But policymakers need to help the industry’s supply-chains in order to protect housing affordability and add much needed supply to boost inventory.”

“Single-family housing is poised for a good year in 2024 with starts and permits on an upward trend,” said Danushka Nanayakkara-Skillington, NAHB’s assistant vice president for forecasting and analysis. “The uptick in single-

family permits is good news for the industry, which was hit hard by tight monetary policy last year. However, builders still face several supply-side challenges in the form of shortages and higher prices for buildable lots and labor.”

On a regional basis compared to the previous month, combined single-family and multifamily starts are 10.3% lower in the Northeast, 50.7% higher in the Midwest, 15.7% higher in the South and 7.9% lower in the West.

Overall permits increased 1.9% to a 1.52 million unit annualized rate in February. Single-family permits increased 1.0% to a 1.03 million unit rate. Multifamily permits increased 4.1% to an annualized 487,000 pace.

Looking at regional permit data compared to the previous month, permits are 36.2% higher in the Northeast, 3.8% higher in the Midwest, 1.3% lower in the South and 6.8% lower in the West.

The number of apartments under construction fell to 983,000 in February, while the number of single-family homes under construction stood at 683,000.

## Contractor Community Celebrates Award Winners at ACCA 2024

**Orlando, FL** - The Air Conditioning Contractors of America (ACCA) recognized the best of the contracting industry during its annual Awards Reception held at ACCA 2024.

The ACCA awards are widely celebrated throughout the industry. Winners are recognized in categories ranging from community service to safety and overall excellence.

New this year, Contracting Business presented its Lifetime Achievement

Award alongside ACCA’s other traditional award categories.

Award Winners include:

- **Lifetime Achievement Award** (presented by *Contracting Business*): Lee Rosenberg of Rosenberg Indoor Comfort (San Antonio, TX)
- **Service Manager of the Year Award** (sponsored by *ACHR News*): Gerry Den Ouden of Ree Mechanical, Inc. (Temecula, CA)

- **Super S.T.A.R. Award** (sponsored by *Federated Insurance*): Rick Allgeier of Rick Allgeier and Associates, Inc., Allgeier Air (Louisville, KY)

- **Community Leadership Award** (sponsored by *Sunnova*): Joseph Oliver of Oliver Heating, Cooling, Plumbing, and Electrical (Morton, PA)

- **Marketing Masters Award** (sponsored by *Scorpion*): Reiner Group, Inc. (Fair Lawn, NJ)

## Solar Supply Manager’s Awards



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## Hunton Distribution 2024 Dealer Meeting



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## RectorSeal Adds RSH-20 Motor Protectors to its Surge Protection Product Line

**Houston, TX** – RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, now offers four RSH-20 motor protectors to shield against transient over-voltage and natural-cause voltage surges.

All RSH-20 motor protectors feature a plug-and-play installation between the existing power harness and the motor. LED technology indicates when the units are actively functioning or if replacement is needed. UL-Recognized RSH-20 motor protectors feature Thermally-Fused Movistor Technology to reduce the potential for fire hazards. RSH-20 models protect single-phase 120/240V blower motors utilizing three modes of protection. A five-year limited warranty backs the units.

Four models provide protection for a range of X-13 and ECM motors:

- **RSH-20MP-X13** – Protects X-13 and Evergreen ECM motors
- **RSH-20MP-5P** – Designed to protect 5-Pin ECM motors
- **RSH-20MP-EN** – Guards Ensite ECM motors
- **RSH-20MP-AZ** – Protects select Azure ECM motor models

“Voltage surges can cause extensive damage to indoor blower motors,” said Allen Chiang, RectorSeal’s Product Development Manager. “The easy-to-install RSH-20 surge protectors offer a solution that should be installed in every HVAC motor during initial installation, service, or maintenance procedures. I’m glad we added the RSH-20 motor protectors, which meet all UL safety standards, to our extensive line of surge protectors.”

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due

to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges professional trade contractors face. In 2015, RectorSeal became part of CSW Industrials, Inc. (Nasdaq: CSWI), and it now plays a leading role in CSWI’s Contractor Solutions segment.

Please visit [www.rectorseal.com](http://www.rectorseal.com) for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and Twitter for the latest product enhancements and news.



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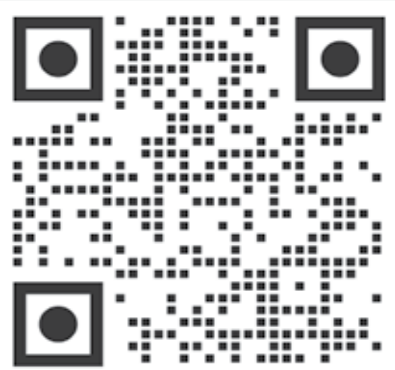
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## Walmart.com Shoppers Now Have Direct Access to Bryant's Award-Winning HVAC Solutions and Highly Trained Technicians

**Indianapolis** – Walmart.com, the second largest eCommerce provider in the U.S., will begin directing HVAC inquiries to Bryant Heating & Cooling dealers as it expands its available offering to its 120 million weekly online customers in the United States. Customers who purchase through the new platform will receive an instant 5% off at the point of sale, convenient financing options with monthly payments and flexible terms, and a 10-year warranty.

Bryant, listed among U.S. News and World Report's Best HVAC Companies, will offer Walmart shoppers access to a wide range of energy-efficient ducted and ductless HVAC systems, as well as the latest in digitally enabled lifecycle solutions through participating Bryant dealers. Bryant is part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

"At Walmart, we are committed to helping our customers save money and live better. Offering quality HVAC services to our online customers is one more way we are working to bring the goods and services people need to them in a convenient and affordable way," said Darryl

Spinks, Group Director of Walmart Everyday Services. "Offering Bryant's high-quality line of residential HVAC products through participating dealers will add incredible value to our online shopping experience for homeowners."

Starting today, customers searching for HVAC on Walmart.com in select markets will be immediately directed to a dedicated Bryant landing page to enable participating local Bryant dealers to connect with Walmart customers looking for HVAC solutions and services. Additional markets will be added as the program expands with a national rollout planned for 2025.

"We're pleased Walmart has chosen Bryant as the preferred provider of HVAC solutions for their customers," said David Meyers, Vice President Distribution and National Accounts of NA Residential and Light Commercial HVAC Carrier, of which Bryant is a part. "Our highly trained Bryant dealers and technicians are known for their passion for excellence and will proudly serve Walmart customers across the nation."

Learn more about Bryant and Walmart at <https://www.bryant.com/en/us/> and <https://www.walmart.com/> respectively.

## Century A/C Supply Relocates Angleton Branch



**Houston, TX** – Century A/C Supply, a leading HVAC distributor in the state of Texas, relocated their Angleton store. The new store is located at 2151 County Road 220, Suite 190 and replaced the location on HWY 288B in Angleton.

"The move to our new location reaffirms our commitment to the customers in the Angleton/Lack Jackson area. The efficiencies gained with this new building will enable us to stock more of the products needed, when they are needed," states Ken Schreiber, President of Century A/C Supply. The store is managed by Phil Holt, who has been with Century for over 23 years.

This location, like all Century branches, offers a one-stop shopping experience for customers and knowledgeable, friendly staff. Century customers have access to training classes and an extensive offering of quality HVAC

brands such as Ruud commercial and residential products, Honeywell, Global, Nu-Calgon, Pepco and more. In addition, contractors can easily access Century's award-winning technical support advisors who have years of experience and training. They can answer any question, quickly diagnose issues remotely, and provide on the job site support as needed.

### About Century A/C Supply

Founded in 1973 by Dennis Bearden, Century A/C Supply is a leading HVAC wholesale distributor with 14 locations throughout the Houston area. Known locally as the exclusive distributor of Ruud air conditioning and heating systems, Century has been recognized by the Houston Chronicle as a Top 100 Private company and a Top Workplace in Houston. Learn more about Century A/C Supply at [www.CenturyAC.com](http://www.CenturyAC.com).

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# TACCA San Antonio April Member Meeting

Wednesday, April 17  
11:30 am – 1:00pm  
Old San Francisco Steakhouse  
For More Information & Register Visit  
[taccagreatersanantonio.org](http://taccagreatersanantonio.org)



The Texas Department of Licensing and Regulation (TDLR) has prepared a working draft of possible changes to the rules at 16 Texas Administrative Code, Chapter 75, regarding the Air Conditioning and Refrigeration program. The working draft rules have not been finalized and have not been submitted to the Texas Register for publication. You may view the draft rules by clicking this link (PDF). At the top of the document, you will see a link to a page where you can submit your comments.

The working draft rules are aimed at implementing House Bill 1859, passed by the Texas Legislature during its most recent regular session. House Bill 1859 requires TDLR to establish standards for Texas high schools and colleges to use in career and technology education programs. The bill provides a path to an air conditioning and refrigeration technician certification for graduates of these programs.

Please note that because this is an informal request for comments, your input will not be formally acknowledged but will instead be used to finalize the draft rules before they are presented to the Air Conditioning and Refrigeration Contractors Advisory Board.

We look forward to your feedback and ask that you provide your comments no later than **April 5, 2024**.

# Taste the Difference

My husband had this dream of visiting the birthplaces of his beloved scotch. So for his birthday a few years ago I found myself strolling through one distillery after another, soaking in tales of malting, mash, and wort. I got an earful about the significance of good water, the perfect roasting temperatures for barley, and the magic that yeast adds to the mix.

Initially, I thought all distillery tours were cut from the same cloth. But as I tuned in to the tour guides, something fascinating unfolded. Each guide swelled with pride, passionately unraveling the secret behind what made their whisky stand out, that unique touch that elevated it above the rest.

The burning question remains: which one is the absolute best? Well, it boils down to personal taste. Some folks crave the smoky allure that peat brings to whisky, while others lean towards the gentler notes derived from steam heat and triple distilling. Our individual preferences are shaped not only by the type of whisky we're accustomed to but also by the delightful pairings with our favorite foods.

With such vastly different taste buds out there, crafting a one-size-fits-all whisky is an impossible feat. Instead, the top-notch distilleries grasp the essence of what sets their whisky apart. They direct your focus to that distinctive element, making you a true believer in their

concoction as you savor it. Enter the world of niche strategy. Exceptional products aren't born from trying to cater to everyone's tastes. The pinnacle of excellence is reached when you commit to discovering what makes your product or service extraordinary and then executing it with unparalleled finesse.

I know, you think HVAC is pretty basic, without the subtle differences found in scotch whiskey, but that's not true. Every industry has a range of business with varying degrees of skill, unique operating policies, and above all individual people who bring the brand to life. So if you want to sell more, you need to start by defining what makes 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.*

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## It's On My Heart: Tis the Season

So not the Christmas or holiday season, but it is the event season. Service Nation just had our Eastern Summit, we have our Western Summit coming up in April. ACCA is on in March, there was a plumbing conference in California last week, this is the time of the year that we see all sorts of conferences and expo events happening all around us.

I realize that most of us in the trades are busy, this year is not like others. We have customers worried about the economy, we have an election coming up, lots of retail operations being consolidated or closing completely. And in many cases our companies need our full-time attention. I have spoken to many of our members to encourage attending our events, or even other events, only to hear "just can't take the time".

The harsh reality, the time opportunity will be with us for a few years, the customers will need more attention than ever before, as will your employees.

What is also true is the fact that we need more tools today to solve the business problems on our doorstep. So what did you miss by not coming to the Eastern Summit in late February? Lots.

We had some excellent training sessions, organized and presented by revenue level, from 1 million per year to over 10 million per year. What made these sessions excellent was they were presented by our members, people who had actually done the heavy lifting they focused on. In several sessions the attendees set appointments for the presenter to come to their company to do a deeper dive on the subject they presented on. Right there, that day.

We got to see a opening session on AI, which is upon us now, if you have not started your research on what it can do for your company, you are behind the curve. We also had a great session on DISC, a behavioral analysis that can predict how people will act

and react, leading to more success in sales and better culture for your company.

We had taken the concept of vendor engagement to a new level, with the Rewards Partners in our main room, coffee breaks were right in the room with the partners, a new concept. It was a much more intimate concept and worked well.

We also had a fun evening at the Nascar Hall of Fame Museum, three stories of history of stock car racing, along with some great food and drink. Speaking of food, we had the most amazing bacon ever, no I really mean the best ever. Crisp, flavorful, it was smoked and really tasty. Just one example.

In summary, we met a lot of new friends, got reacquainted with some we already knew and we were introduced to some Rewards Partners who can help us improve our businesses. My advice to you is to take the time and go to an event, not only ours, any event. You will

be glad you did, and you may learn something that will help your business going forward. You may meet some people who have walked thru the same deep water you are in right now, and they can help you navigate to a safe harbor.

On an side note, I met several owners who were at the Eastern Summit without their spouses, the significant others were going to the Western Summit, they divided their resources to get more from the time away.

The phrase I say a lot, school is never our for the professional applies here. Our industry (and business in general) is changing at light speed, and accelerating. We must stay relevant and engaged, looking for new ways to be more efficient. I was just on a flight and sat next to a entrepreneur and we talked about business for a couple of hours. When he realized what I did for a living, he asked what the more progressive companies were doing today



**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](mailto: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](http://www.blurb.com/bookstore/detail/2223484) to check out the book – first 15 pages are free, sample before you buy!

to improve the bottom line. I replied that many companies were using technology to speed up the repair cycle, using smart controls and thermostats that can discover a problem, sometimes even before the

homeowner knows. They can then alert the company that a service call is needed, and in some cases can even do a diagnostic and predict what the problem is.

**SEE HINSHAW PG.13**



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**HINSHAW con't**

So the company could actually have an idea what the problem is before they ever get to the job, and may in fact be able to bring the parts needed for repair. We have tools that can monitor furnaces and air conditioning units and signal if they are not producing the required capacity. In many cases this can save a trip to the home, making that company more efficient.

Pretty nifty, how do we find out about these tools and systems? At industry events, talking to the companies that are doing it. Make a commitment to attend one conference or industry event this year, two is even better. Thanks for listening, we'll talk later. .

My point is this. While your customers for heating/air conditioning/plumbing service work are not facing surgery, but they usually are facing financial issues that they did not plan on, and maybe some time without those services working properly. Have you equipped your team to be empathetic, share compassion to your customers? If the customer says they are having a horrible day, heat went out at 10 pm, could not get any sleep the night before. You could say: that must be frustrating, let me get to work, will get the system back online as soon as possible. What you should not say: I know how you feel, cause you don't, unless your heat went out at 10 pm the night before.

Your service and installation teams are in homes on a daily basis, and if not careful they can become complacent, just another furnace install, that sort of thing. Except it is not just another install to the family that has had no heat for days, they may have never done anything like this before. The team needs to be open and transparent, here is what will happen, this is what we do on a regular basis, we got this!

It is ok to show empathy, and we should. What is needed is an ability to understand how the comfort issues may be affecting their family, as well as their health and financial situation. Let them know they are not alone, this is what your company does. The world needs more compassion and understanding, be the change needed where you can. Thanks for listening, we'll talk later.

## Air Pros USA Taps Plumbing Industry Leader to Build Drain Genie Brand

### *Debra Held brings 35 years of plunger to boardroom experience*

**Davie, Fla.** - Air Pros USA, a leading residential air conditioning company has hired industry leader, Debra Held, to be its National Director of Plumbing Services. The new executive role was established especially for Held to spearhead the expansion of plumbing services across all brands and markets within the company. The hiring of Held for this strategic position was expedited by the recent acquisition of Drain Genie's customer list.

With deep roots in the plumbing industry, Held will be responsible for leading and implementing national recruitment strategies for Air Pros USA under the Drain Genie brand. Her illustrious career spans 35 years with experience in operations management within the commercial and residential mechanical, plumbing, HVAC and electrical trade industries. Held's responsibilities will also include support for all plumbing operations and customer growth.

"With Held at the helm of plumbing

services, Air Pros USA is poised to leverage her expansive knowledge and industry insights," says Anthony Perera, Founder and Chief Growth Officer of Air Pros USA. "Debbie will be a major force in driving innovation, expanding market presence as well as enhancing customer experiences."

Held's journey in the industry commenced with her family's commercial and residential plumbing business which focused on new construction. After rising through the ranks, she eventually achieved a leadership role. Following a successful 14-year tenure, she decided it was time to venture out on her own and founded her own plumbing company focused on service, repair and remodeling. After six years of continued growth, she facilitated the sale of her company to a large mechanical firm.

"I've been incredibly fortunate to both team up and collaborate with exceptional companies throughout my career," says Debra Held, Air Pros



USA National Director of Plumbing Services. "I have learned through the years that each individual has a unique strength, that when brought together collectively can be of a greater good."

Held's professional achievements are underscored by her dynamic leadership and operational skills. She has served in leadership roles for companies ranging in revenues from \$5M to \$80M. Her multi-faceted expertise encompasses service, remodeling, retrofits, design-build, project management and new construction projects.

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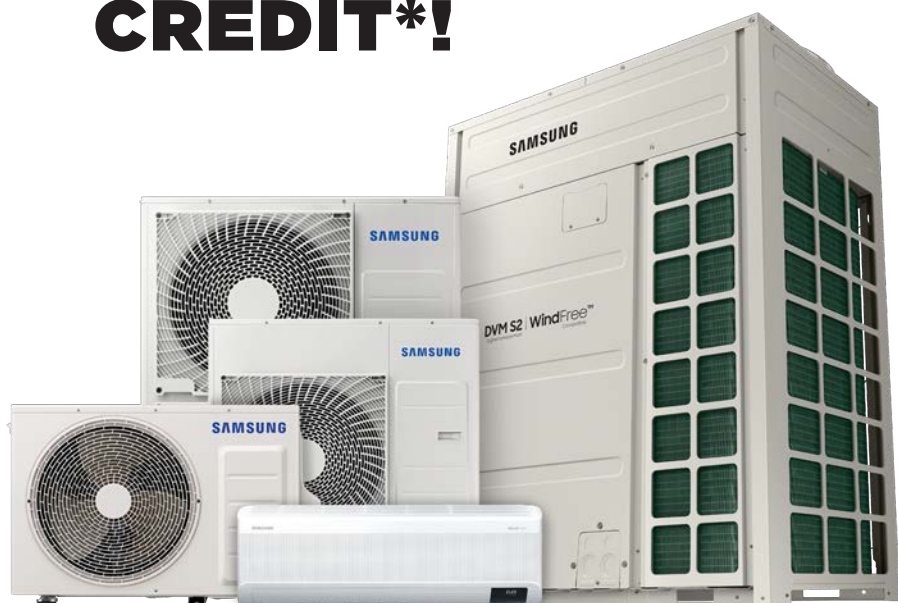




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## Delta Technical College and Arkansas State University Accreditation Announcement

HVAC Excellence is pleased to announce that Delta Technical College in Horn Lake, Mississippi, and Arkansas State University – Beebe, in Searcy, Arkansas have been granted programmatic accreditation of their HVACR Technology Programs.

### Overview

Programmatic accreditation, an independent, non-governmental third-party review, ensures that educational programs meet and exceed established standards of excellence. These standards guarantee that students receive the highest quality training necessary for success in the industry.

Accreditation standards cover the program comprehensively, including mission, administration, finances, student services, instructional design, program elements, facilities, equipment, cooperative training, and instructor qualifications. Rigorous examination of these standards assesses compliance with criteria for quality and effectiveness.

### Process

Achieving programmatic accreditation involves submitting a comprehensive self-study demonstrating compliance with all required standards. The accreditation review board compares the self-study to accepted standards. Upon approval, onsite evaluation assessors visit the school to verify compliance with established standards.

### Benefits of Programmatic Accreditation

- Assurance that the program meets industry standards.

- A powerful recruitment tool to boost program enrollment.

- Ensures course and program validity, easing the transfer of credits.

- Provides a goal-setting path for self-improvement and program growth.

- Assists in establishing articulation agreements with educational and industry partners.

- The Mechanical Service Contractors of America “MSCA” has named HVAC Excellence as its partner for technician recruitment.

- Through an articulation agreement with the United Association of Journeymen and Apprentices, Graduates may be eligible for advanced placement opportunities into their apprenticeship program.

- Accredited programs are listed in a public directory.



### Learn More About Accreditation

For further details on standards, the accreditation process, and a comprehensive list of accredited programs, visit [escogroup.org](http://escogroup.org) and click on the accreditation link.

## NTEA Releases 17th Edition of Truck Equipment Handbook

**Farmington Hills, Mich.** — NTEA – The Work Truck Association™ released the 17th edition of its Truck Equipment Handbook, a comprehensive pocket guide for commercial vehicle components and equipment.

“We are pleased to release this new version of the Truck Equipment Handbook,” said Steve Spata, NTEA senior technical assistance director. “Whether you’re new to the truck equipment industry or a long-time veteran, the Handbook is a handy, condensed reference guide for all commercial vehicle professionals to cover a broad range of technical subjects.”

The latest version includes updates to U.S. and Canadian regulations, along with an expanded set of industry definitions. This edition also covers the vehicle certification process and regulatory standards applicable in Canada.

### Topics addressed

- Fundamental concepts and selection of chassis frames, PTOs, tires and other commercial vehicle systems

- Vehicle weight analysis methods, calculations and illustrations

- Advanced vehicle and fuel technology descriptions

- Reference sections on vehicle certification and Federal/Canadian Motor Vehicle Safety Standards

- Lighting requirements and illustrations

- Weights and measures

- Glossary of commercial vehicle industry terms

The new Handbook is available for \$15 NTEA members and \$29 nonmembers. Contact us (800-441-6832 or [info@ntea.com](mailto:info@ntea.com)) to order in bulk. Find more details at [ntea.com/handbook](http://ntea.com/handbook).



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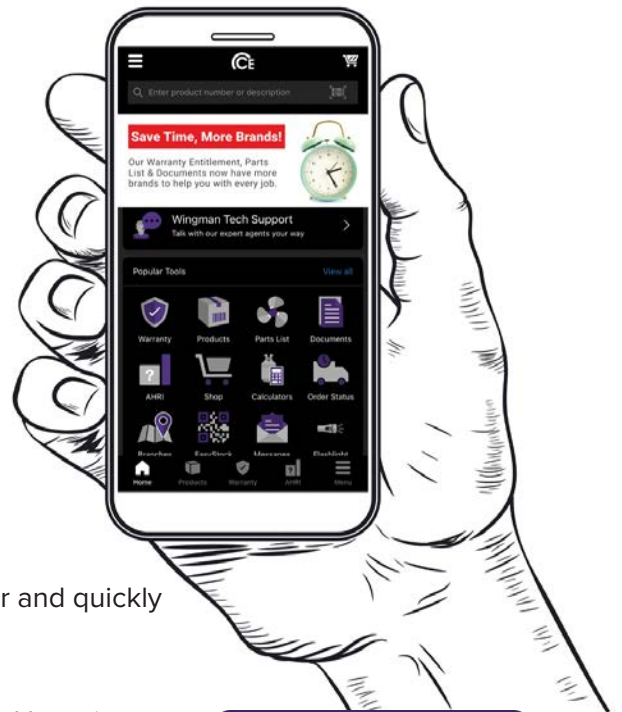
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## Matt Hinson is Named Doctor of Water



*Matt Hinson (left) receives the Doctor of Water degree from SCWUA President, Stephanie Moreno.*

Matt Hinson, Engineering Sales Representative of Taco Hydroflo Pump Solutions, recently received the Doctor of Water degree from the Southern California Water Utilities Association (SCWUA).

The SCWUA presents the award to members who have skillfully served the water industry in California for 15 years or more. Hinson's award recognizes his work and service while helping municipalities and water agencies.

"We are so very proud of Matt for the honor bestowed upon him as a Doctor of

Water," said Cheryl Merchant, President and CEO, Taco Family of Companies. "Matt has been an excellent addition to our team and his willingness and ability to mentor and share his experience has made our entire team better, smarter, and stronger."

SCWUA's announcement, though significant in its recognition of dedicated service, offers a jovial description. It states that Hinson "has completed the Course of Complaints prescribed by the customers of this industry and having given faithful and distinguished service to the Water Works Profession is therefore admitted to the Degree of Doctor of Water in Southern California."

Hinson began his career in 1979 at Johnston Pump Company as a service technician/engineer in training (EIT). He moved into the Johnston Pump Geothermal Services division in 1985 where he traveled globally as a field service technician performing services including, notably, installation of geothermal deep well turbine pumps. He also served with the General Pump Company as an applications engineer, then becoming a senior applications engineer/project manager in 2005.

He joined Taco Hydroflo Pump Solutions in 2022. "I love this industry and helping people. Everyone needs water," concluded Hinson.

## DiversiTech® Enters Into Distribution Agreement with Sanhua®

### Company Enhances Product Offering As Exclusive Supply Chain Partner

**Duluth, Ga.**— DiversiTech Corporation, the domestic market-leading manufacturer and supplier of parts and accessories for heating, ventilation, and air conditioning ("HVAC") equipment has signed an agreement to be the exclusive North American supply chain partner with Sanhua®, the world's leading manufacturer of high-quality refrigeration products and components. DiversiTech will hold all aftermarket stock for Sanhua, allowing the company to further provide a complete product line solution to their customers.

Effective at the beginning of the year, the new arrangement allows customers a more convenient and flexible way to include Sanhua products within their ongoing DiversiTech shipments. "Our partnership with Sanhua further demonstrates our commitment to simplifying how our customers and technicians do business, bolstering our comprehensive "one-stop-shop" approach. Given Sanhua's focus on advancing both present and upcoming

refrigerant technologies, their HVAC/R industry expertise will enable DiversiTech to deepen our already extensive product portfolio in the refrigeration segment," said Jim Mosman, Director of Product Management--Electrical.

While customers will still have the ability to order product directly from Sanhua, minimums and terms may be more stringent. According to Cyrus Gardner, Sanhua National Sales Manager for North America, "I'm excited to partner with DiversiTech and witness how the combined power of our production, supply chain, and R&D will pair with their expertise in distribution, support, and sales network to benefit the end user. Together, I believe both companies are in a prime position to make sure that high-quality, cost competitive refrigeration components are ready and available to the wholesale and distribution HVAC industry to support our extensive OEM install base."

*DiversiTech's Sanhua product catalog is available at [diversitech.com](http://diversitech.com).*



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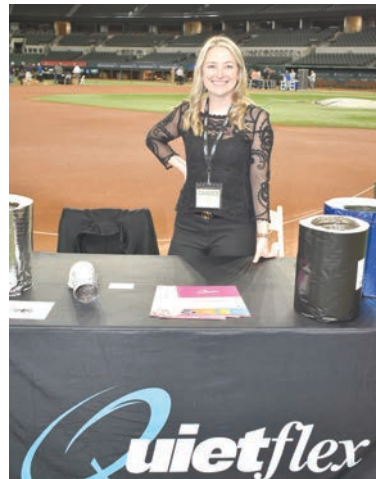
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# Standard Supply Field Marketing Summit

Standard Supply held their Field Marketing Summit at Globe Life Field in Arlington TX on Wednesday February 28th. This was their First Annual Buying Show that took place on the field. The event had multi-chance prizes, live vendor interactions, mega prizes, exclusive buying promotions and sneak peaks at the latest innovations.



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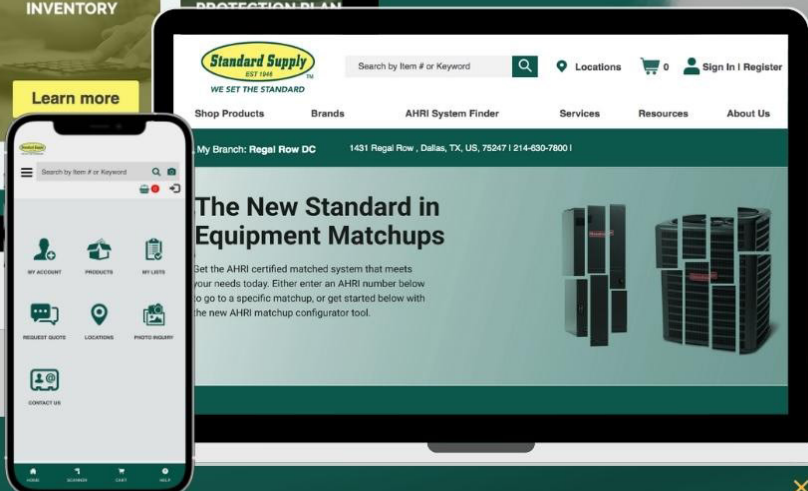
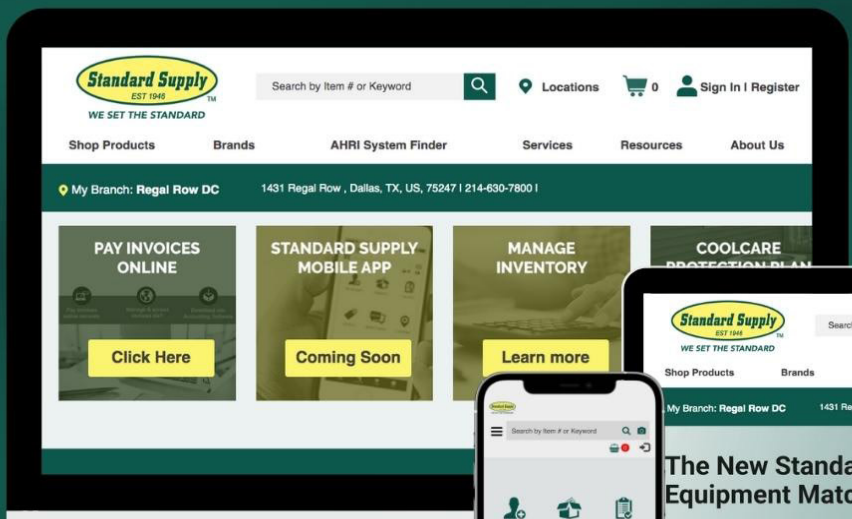


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## New Taco Hydroflo Pump Solutions Facility Opens in Lubbock, TX

Taco Hydroflo Pump Solutions has opened a new state-of-the-art facility in Lubbock, Texas. The site opened on February 21, and substantially expands the operations of the Taco Family of Companies. Taco is headquartered in Cranston, RI.

Hydroflo's new 45,000 s.f. location in Lubbock, TX, is in the manufacturing and transportation hub of northwest Texas, 40 miles north of its prior location in Brownfield, Texas. With the new facility also comes the advantage of added space for future growth, additional capabilities and team expansion.

"The opening of this new Taco Hydroflo Pump Solutions facility signifies a renewed focus on ensuring that our customers have access to the most dependable high quality vertical and submersible pumps in the market," noted Cheryl Merchant, President and CEO, Taco Family of Companies. "Our investment in the infrastructure, testing equipment and expanded workforce is just the beginning of the next phase of the Hydroflo story."

"I would like to extend my thanks and gratitude to our new landlord, Randy Teinert, the City of Lubbock, and the



Lubbock Chamber of Commerce," continued Merchant. "Family is at the core of everything we do at Taco, and I want to thank all of you for making us feel like family. Your warm welcome to this community has made all the difference."

"The Hydroflo team, along with the more than 1,200 Taco team members, are leading us into the future," she added. "A future of opportunity, a future of growth and a future of well-earned success."

According to Hydroflo's Director of Sales, Clay Williams, the facility substantially expands their manufacturing, warehouse and quality control operations. New manufacturing equipment was purchased for the facility, and a state-of-the-art test pit have expanded their testing capabilities as well.

"The new test pit is much larger and deeper and greatly improves our range of testing," explained Larry Jones, Hydroflo VP. "We now have the ability to test all current

pump models, something we previously had to outsource."

Hydroflo manufactures a wide range of submersible turbine, vertical axial-flow, vertical mixed-flow, and vertical turbine pumps for use in the agricultural, commercial, industrial, municipal, marine, mining, and power generation markets. The company uses high-quality ductile iron discharge heads and fabricated steel or 316 stainless steel L, F, and T style heads. Ductile Iron bowl castings with impellers in 201 stainless steel impellers are also used for greater strength. For applications that require resistance to corrosion, Hydroflo offers castings and impellers in 316 stainless steels in order to provide the best materials of construction to meet specific application needs.

Taco Hydroflo Pump Solutions is an integral part of the Taco Family of Companies, an expanding global network of industry-leading brands that strive to be the first source for durable, high-efficiency heating, cooling, plumbing and fluid-control solutions that help its customers save money, energy and resources while maximizing comfort and productivity.



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## Tips for Safe, Accurate Replacement of Condenser Fan Motors

By David Starich

Replacing a condenser fan motor on HVAC equipment is a relatively simple job for technicians, but it's always good practice to review the steps to make sure it's done properly and safely.

The most important thing to know is how to avoid electrical issues that could have serious consequences to your technician's safety during installation, or cause a short out later.

Contractors can be thrown off by the fact that OEM motors have three wires while aftermarket motors have four wires. The leads are different colors as well. The advice offered in this article includes how to safely wire the motors and what to know about the wire colors.

### Installation steps for a typical condenser fan motor

After troubleshooting the system and diagnosing that the motor needs to be replaced, follow these steps.

#### Removal of motor

1. Begin by turning off the power to the system at the electric panel. It's not a bad idea to pull the disconnect at the outside unit for safety.

2. Remove screws to gain access to the electrical connections. Verify that no voltage is present with your multimeter or tester.

3. Before disconnecting any wires make

note of their locations or take photos. This can help when wiring the replacement motor.

4. Disconnect the motor leads from the Contactor or Defrost control board if you are working on a heat pump, and the capacitor. Caution: Make sure to discharge capacitor to prevent accidental shock.

5. Unwire the motor and remove the top condenser grate which holds the motor. Place it upside down on the ground and inspect the fan blade for any damage.

6. Remove the fan blade from the motor by loosening the set screw. If damaged during the removal process, replace the fan blade, making sure it has the exact same number of blades, diameter, and pitch angle.

7. Turn the cover over and remove the nuts that attaching the motor to the cover. Make note of the location of the wires and the conduit as you remove the old motor, so you know the correct location for the new motor wires.

#### Mounting the new motor

The most common type of mounting is four through bolts or stud mounted to the condenser cover grate. Verify the replacement motor you are installing has the correct mounting for the system you are working on.

1. Mount the motor to the cover, remembering the location of the conduit.

2. Always rerun the wires through the conduit. A grounding lead is included and can be used if needed, but most units are grounded via the condenser cover grate.

3. Remember to remove the drain plugs from the endshield pointing downward when installed. (Shaft end for shaft down applications)

4. Verify the direction of rotation. The motor's rotation can be changed by simply reversing the connection of the reversing leads. Ensure these leads are secured in a safe location, not sticking out of the top of the grate or interfering with the fan operation.

5. Install the inspected or new fan blade, verifying the fan is in the same location when it is placed in the shroud. Place the motor and cover on top of condenser. Run wires back to the electrical box on the unit.

#### Wiring the new motor

Single speed condenser motors have one speed lead, making them simple to wire. The high voltage (typically Black) lead will go to the L1 high side of the contactor or defrost control board on a heat pump. The White (sometimes Yellow lead) goes to the L2 side of the contactor or the common terminal on the dual capacitor.

Best practice is to ALWAYS use a new capacitor when you replace a motor.

1. Verify the microfarads matches

(singular or plural?) the required rating for both the motor and compressor. Most OEM's have 3-wire installation (high voltage, common and capacitor). Aftermarket motors have 4 wires (high voltage, common, and two capacitor leads: brown, and brown with a white stripe).

2. Wire the black to L1 side of the contactor.

3. Wire the white or yellow common to the common on the Capacitor.

4. Wire the solid brown to the fan side of the capacitor.

5. The brown with the white stripe wire gets trapped off and is not used.

6. Using a separate capacitor for the motor is also acceptable however make sure the cap is mounted in the weather protected area.

7. Reattach the cover to the condenser unit and power the unit on to verify operation. Air flow direction is up through the top and not sucking back down. Confirm amp draw within motor nameplated value.

Following these steps with an eye to safety will ensure a successful fan motor replacement while also keeping technicians safe and providing optimal motor performance.

David Starich is Training Manager at Nidec/U.S. MOTORS where he provides hands-on and virtual training sessions for HVACR contractors.



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## PHCC Members Will Head to Capitol Hill During Crucial Election Year



**Falls Church, Va.** — For plumbing and HVACR contractors who are eager to make a difference, the Plumbing-Heating-Cooling Contractors—National Association (PHCC) is providing a timely opportunity for them to do so by educating lawmakers during the May 21-22 PHCC Legislative Conference in Washington, D.C.

As part of the conference, PHCC will facilitate visits between PHCC members and the offices of their elected representatives. The policy priorities for this year are:

- Protecting America's energy future through fuel choice,
- Educating lawmakers on the costs and realities of building electrification,
- And supporting workforce programs and registered apprenticeships.

First-time attendees shouldn't be nervous, as the event will provide personalized coaching by PHCC's federal lobbyists, an easy-to-use

app to help you navigate your Capitol Hill visits, and much more.

In addition to hearing from PHCC's and other industry experts, attendees will hear from this year's keynote speakers:

- Rep. Martin Frost (D-TX)
- And Rep. Tom Davis (R-VA).

These speakers will provide an objective overview of the state of politics during this pivotal election cycle. A complimentary copy of their book, *The Partisan Divide*, will be given to all conference attendees.

Register now to attend the PHCC 2024 Legislative Conference to get a chance to meet with your lawmakers and educate them on the significant role our industry can play in promoting energy, economic, and workforce policies that are important to our industry and will move America forward. Bradford White and Federated Insurance are sponsors of this event.

## NIBCO Promotes Joe Choflet to Vice President, Sales and Marketing

**Elkhart, Ind.** — NIBCO INC. has announced the promotion of Joe Choflet to vice president, sales and marketing.

In his new role, Choflet will continue to lead wholesale, retail, specialty, and international sales. He will now oversee product marketing for plastic and metal fittings and valves. Choflet will continue to report to Ashley Martin, president and COO, NIBCO.

"Joe's natural leadership skills, combined with his energy and extensive industry knowledge, make him an excellent candidate for this role that will be an integral position for NIBCO's future growth and success," said Martin.

Choflet joined NIBCO in 2017 as director, wholesale sales west. He previously held the positions of vice president, retail sales and vice president, sales, before being



promoted to his current role. Prior to joining NIBCO, Choflet held various positions at Wesco Distribution

Choflet holds a bachelor's degree in industrial engineering from the University of Pittsburgh, Pittsburgh, Pennsylvania, and an MBA from Notre Dame University, Notre Dame, Indiana.



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# Century AC Supply Grand Opening

*Century AC Supply held a Grand Opening at their new location in Angleton TX on Thursday March 21st. The event had a catered lunch, great prizes and a showcase from vendors. The new location is at 2151 County Road 220, Suite 190, Angleton, TX 77515.*



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## American Event Services Expands Manufacturing Scope and Capabilities with Acquisition of Packaged-Systems Manufacturer Canariis Corporation

Danville, Ill., – Rentalized® HVAC and pump systems manufacturer American Event Services announced today it has closed on the acquisition of Canariis Corporation, a privately owned manufacturer of custom UL-listed packaged HVAC, plumbing and fire-protection systems. Under terms of the agreement, Riverview, Fla.-based Canariis will operate as a wholly owned subsidiary of AES under the leadership of Steven St. John, President of Canariis. St. John retains a significant ownership position in the combined companies. Tony Tauer, previously President of AES, has been named CEO of AES.

“Our years of working respectfully as peers and the common culture between the companies paved the way for this partnership,” Tauer said. “With the companies joining forces, our customers will benefit from the combined expertise and economies of scale of a more efficient operation.”

AES manufactures chillers, HVAC, pumps and power distributions systems exclusively for the specialized rental equipment industry. Canariis has a nationwide distribution network that markets its packaged systems for domestic water, HVAC, chiller plants, boiler plants and fire pump applications. Combined, AES and Canariis have four manufacturing locations totaling more than 150,000 square feet and 165 employees.

“I’m excited for the future of Canariis,” St. John said. “As part of AES, we immediately expand our manufacturing capacity to capitalize on significant growth opportunities in our industry. Employees of both companies will share their unique skill sets to efficiently create best-in-class customer solutions.”



## ASHRAE Standard 90.1-2022 Receives Model Energy Code Determination from the DOE

Average site energy savings estimate increases from 9.8% to 14%, nationally

Atlanta – ASHRAE received a determination issued by the U.S. Department of Energy (DOE) stating that ANSI/ASHRAE/IES Standard 90.1-2022, Energy Standard for Sites and Buildings Except Low-Rise Residential Buildings, will increase energy efficiency in commercial buildings subject to the code.

The standard achieved this determination through the DOE’s technical analysis estimating that buildings meeting 90.1-2022 (as compared to the previous 2019 edition) would result in a national average site energy estimate savings increase from 9.8% to 14% (reference as “net” savings).

The follow are DOE’s estimates of national savings in commercial buildings:

- 9.8% site energy savings
- 9.4% source energy savings
- 9.3% carbon emissions savings

Standard 90.1-2022 marks the first time onsite generation of renewable energy systems is incorporated as a prescriptive requirement of the standard, recognizing

the role of renewables in new construction, echoing similar requirements in several state and local building codes and better positioning new commercial buildings to achieve net zero energy in the future. Other key changes include customizable energy credits, a new mechanical system efficiency performance option, requirements to address thermal bridging, expanded criteria for whole-building air-leakage testing, updated lighting power allowances, and additional guidance for using emissions in addition to traditional site, source and cost-based metrics.

States are required to certify within 2 years of DOE’s affirmative determination that the provisions of its commercial building code regarding energy efficiency have been reviewed and, as necessary, updated codes to meet or exceed the updated edition of Standard 90.1.

Learn more about DOE’s model energy code determination, including specific requirements and deadlines, at: [energycodes.gov/determinations](https://energycodes.gov/determinations).

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# Century HVAC Distributing Golf Tournament

*Century HVAC Distributing held their Annual Customer Appreciation Golf Tournament at the Cowboys Golf Club in Grapevine TX on Tuesday March 19th. The event was an 18 hole scramble style tournament that had on course contests. The event concluded with lunch, awards, and prizes.*



*Photos courtesy of Century HVAC Marketing*

# Solar Supply Manager's Awards



Ray L Dinger award, Casey Ivy ( Hattiesburg , MS ) with Larry Dubose Territory Mgr



President's Award, Gerald Geisler ( Waco , TX ) with Quitman Moon Regional Mgr



Western Region Mgr of the Year, Paul Brame ( Lake Charles ) with Quitman Moon Regional Mgr



Eastern Region Mgr of the Year, Kyle Brame ( Lafayette , LA ) with Jeff Fuentes Territory Mgr



Most Improved Eastern Region, Stephanie Lemoine ( Natchez , MS ) with Larry Dubose Territory Mgr



Most Improved Overall, Larry Taylor ( Leesville , LA ) with Quitman Moon



Most Improved Western Region, Chris Salinas ( Sherman , TX ) with Jerry Clark TM and Quitman Moon

Photos courtesy of Century HVAC Marketing

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# Hunton Distribution Hosts “Finding Your Initiative” - 2024 Dealer Meeting at The Woodlands Waterway Marriott Convention Center

**Woodlands, TX** – On January 26th, Hunton Distribution, along with its regional and national Trane and Mitsubishi partners, provided HVAC dealers with an educational, in-person experience at The Woodlands Waterway Marriott Convention Center to prepare their businesses for success in 2024.

This meeting offered dealers industry support, resources, marketing and product knowledge, as well as a review of trends and best practices. There were also over twenty-eight vendor partners in attendance. Charlie Hunton, president of Hunton Distribution, welcomed and thanked guests for their continued loyalty throughout 2023 defining “Finding Your Initiative” and how business owners must create an environment where people feel important, valued, and appreciated. Like the message from our Keynote Speaker, Michael Abrashoff, former Naval Commander of USS Benfold,” Charlie said, “Much like the Navy, you have to listen to and empower your team. Block out the bureaucracy and be open to new ideas.”

The “Top Gun Award” winners also joined the bestselling author on the stage for champagne, pictures, and book signings of “It’s Your Ship: Management Techniques for the Best Damn Ship in the Navy.”

Other Event Highlights: state of the industry, marketing and operations updates, Trane and Mitsubishi presentations from Brian Davenport, Trane’s Vice President of Independent Distribution, and Erik Gray, Mitsubishi’s Regional Sales Manager; vendor product show and meet and greet, “Top Gun” winners and incentive trips announced, and the grand finale—speaker Michael Abrashoff.

Hunton Distribution was awarded the esteemed Trane Pacesetter Award once again in 2023 for the 8th time.

*To learn more about Hunton Distribution and its locations, please visit [www.huntondistribution.com](http://www.huntondistribution.com).*



*Pictures courtesy of Hunton Distribution*



## Product News

# Danfoss Introduces New A2L Sensor Series

Danfoss is supporting the transition to low GWP refrigerants with its new DST G series of A2L refrigerant detection sensors, which feature a revolutionary patented inverted design. As HFC phasedown continues and A2L refrigerants become more widely adopted, the G series of sensors allows building owners and HVAC/R manufacturers to implement these new refrigerants with confidence.

Thermal conductivity provides the best solution for A2L gas sensing. Built with thermal conductivity technology, the DST G series excels in rapid and accurate leak detection, providing the maximum level of safety for use with A2L refrigerants. “The key advantage of building the DST G series using thermal conductivity technology, is that it allows the sensor to accurately re-calibrate itself under a wide range of operating conditions – making it the best choice for harsh environments,” explains Laís Miranda de Oliveira, product manager at Danfoss Sensing Solutions.

The DST G series has undergone rigorous testing in high humidity environments and under varying temperatures, and the sensors showed little or no signs of damage. The sensors also provide a series of self-test diagnostics to monitor sensor health and warn if they’re outside the operation range. The sensors’ Automated Self Calibration (ASC) adjusts the measurement over time to remove minor drifts



and delivers ~0% Lower Flammability Limit (LFL) level in clean air signal.

To detect drifts greater than the ASC can correct, the sensors include a built-in limit supervision self-test diagnostic that continuously monitors the measurements. Since the sensors self-calibrate, the error margin is smaller than if it needed to be calibrated by a third party. “This combination of robustness and accurate calibration make for an effective technology for detecting A2L gas leaks. And by implementing the inverted sensor design, we’ve been able to further increase the DST G series sensors’ accuracy,” says Miranda de Oliveira.

### Inverted design ensures optimal sensor protection and performance

Another key feature of the DST G series is the unique inverted design. This design protects the sensors in harsh environments, shielding them from dust, oil and water spray, and during pressurized cleaning and maintenance in commercial refrigeration units. All exposed materials are also UV-protected, meaning coils can be cleaned with UV light without damaging the sensor, and resulting in better indoor air quality for HVAC units.

### Designed for a wide range of HVAC and commercial refrigerant applications

The sensors support five different A2L

refrigerants and are designed for both HVAC applications (the DST G54B for R454B and DST GR32 for R32 refrigerants), and commercial refrigeration applications (the DST G54A for R454A, the DST G54C for R454C and the DST G55A for R455A refrigerant). Additional refrigerants are also available upon request.

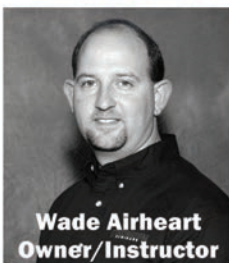
### More low-GWP refrigerant gas sensing solutions on the horizon

The DST G series of A2L refrigerant detection sensors are the only first step on Danfoss’ gas sensing journey. With the introduction of the DST G series sensors — and the ongoing expansion of the gas sensing platform to be used in the future with other (A3 and CO2) refrigerants—Danfoss has positioned itself as a trustworthy partner for HVAC/R system builders navigating the gas sensing frontier.

Mark Otten, segment manager for cooling and heating at Danfoss Sensing Solutions, affirms, “The next step will take us to Monterrey, Mexico, where we’re establishing a manufacturing footprint at our Danfoss campus. This location places us in proximity to our customers and will make it easier for us to partner with them to develop new gas sensing technologies. Our local presence will also improve speed-to-market and lead times, while reducing transport emissions, so we can effectively meet the market’s increasing demand for sensor technology and support our customers’ growth.”

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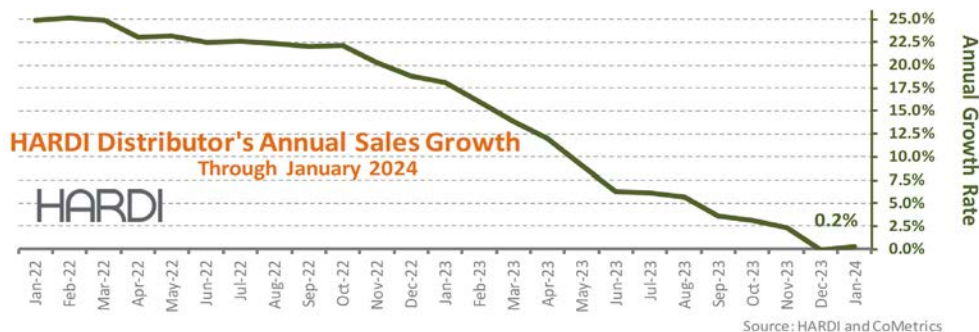
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# HARDI

## HARDI Distributors Report 9% Revenue Increase in January

**Columbus, Ohio** – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 9% during January 2024.

The annual sales growth for the 12 months through January 2024 is an increase of 0.2%.



“9% sales growth is a nice change from the 7% decline during December,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “The growth this month was helped by an extra billing day versus last year. With the same number of billing days we estimate the sales growth was closer to 4%.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 42 days during January. “We hear of additional stress in the marketplace, but there is not enough to inflame the Days Sales Outstanding for the industry,” said Loftus. “The January 2024 DSO was a bit better than January of 2023 and January of 2022. The performance is impressive after the rapid increase in rates and market adjustment during the past year.”

“It looks like we are in a different world now with no sales growth after 20% annual sales gains not that long ago,” said Loftus. “Flat sales mean comparable to the boomtimes of a year ago. This is just the next phase of the normalization process. We expect to be back in normal growth territory during the back half of this year.”

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

### ABOUT HARDI

*HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs. HARDI proudly represents more than 460 distributor members representing more than 5,000 branch locations, and close to 500 supplier, manufacturer representative and service vendor members.*

## HARDI Announces Addition of Todd Titus, Director, State and Public Affairs

**COLUMBUS, Ohio** – Heating, Air-Conditioning, and Refrigeration Distributors International is pleased to announce Todd Titus will be joining the association as Director, State and Public Affairs.

Titus will be the first at the association to serve in a full-time role dedicated to helping HARDI and its members advance policy at the state level. State Government Affairs is an increasingly complicated effort, with every state following different legislative schedules and varying degrees of regulatory autonomy that affect products sold by HARDI members. Tracking and mitigating the changes to the industry posed by state action is necessary to the success of HARDI’s total policy engagement approach.

“With the federal government increasingly handing over major policy decisions to state governments and state legislators seeking to move faster than federal policy, HARDI has recognized the need for a full-time position to cover state government affairs,” explains Alex Ayers, Vice President of Government Affairs. “Todd showed great potential based on his experience in local and state government affairs and a willingness to dive into HVACR policy. I expect Todd to be a great addition to the team at the perfect time for distribution to take advantage of the IRA funds that will soon be flowing to states.”

Titus joined HARDI from the largest trade association in the United States, and as the government affairs director in his previous role, he advocated to protect association interests and coordinated all association activities in the legislative, governmental, and political spaces. Now, as HARDI’s new Director of State and Public Affairs, Titus will apply his experience to HVACR-related issues to protect the interests of HARDI membership.

Titus’ day-to-day will involve monitoring legislative and regulatory changes across all 50 states to inform and educate HARDI membership. Along with informing membership of key issues, Titus will spearhead grassroots initiatives, advocate before elected officials, and network in person with relevant stakeholders to ensure the success of HARDI’s policy engagement approach.

This new addition to HARDI’s Government Affairs team stands to impact members’ understanding of current political issues in significant ways. Current examples of applicable policy changes affecting the HVACR industry are Congress-directed rebate programs for electrification and energy efficiency and regulated PFAS. Both issues require a deeper understanding and context for how their impact affects the distribution channel. Titus will be the eyes, ears, and distributor of key information to membership to drive state-level initiatives.

HARDI CEO, Talbot Gee adds that “Wholesale distribution, regardless of a company’s size, is a local business and our industry is more frequently becoming the focus of state regulation and legislation, so it’s time for HARDI to expand our Advocacy efforts into state affairs. HARDI has engaged in state issues when possible, but we didn’t have the bandwidth to be strategic and proactive in the states. I am excited to have Todd join Alex Ayers to build a powerhouse team to represent our members in every state and learn from one of the very best government affairs professionals in all of HVACR.”

## Construction Employment Rises In 39 States Between February 2023 And Last Month, While 31 States Add Employees From January To February

Texas and Alaska Register the Largest Yearly and One-Month Gains; New York and North Dakota Experience the Worst Declines over 12 Months, While California and Minnesota Have the Largest Decreases in the Latest Month

Construction employment increased in 39 states in February from a year earlier, while 31 states added construction jobs from January to February, according to a new analysis of federal employment data released by the Associated General Contractors of America today. Association officials said the employment figures were likely impacted by unusual winter weather conditions in many parts of the country and the fact many contractors continue to struggle to find enough qualified workers to hire.

“Exceptional winter weather can make comparisons tricky in many states, but it is clear that there is still growing demand for construction workers in much of the country,” said Ken

Simonson, the association’s chief economist. “Most contractors are more concerned about filling jobs than a downturn in activity.”

Between February 2023 and 2024, 39 states added construction jobs, while industry employment declined in 11 states and the District of Columbia. Texas added the most jobs over the year (32,200 jobs, 4.0 percent), followed by Florida (21,000 jobs, 3.4 percent), California (11,500 jobs, 1.3 percent), Arizona (8,500 jobs, 4.1 percent), and North Carolina (7,600 jobs, 3.0 percent). Alaska had the largest percentage increase (15.6 percent, 2,600 jobs), followed by South Dakota (12.4 percent, 3,400 jobs), Arkansas (10.9 percent, 6,700 jobs), Oklahoma (8.0 percent, 6,500 jobs), and Idaho (6.6 percent,

4,400 jobs). New York lost the most jobs over 12 months (-19,000 jobs, -4.8 percent), followed by Washington (-8,200 jobs, -3.5 percent), Ohio (-5,600 jobs, -3.3 percent), and Maryland (-5,300 jobs, -3.3 percent). The largest percentage losses occurred in North Dakota (-5.7 percent, -1,600 jobs), New York, Minnesota (-3.6 percent, -4,900 jobs), and Washington.

For the month, construction employment increased in 31 states, declined in 17 states, and was unchanged in South Carolina, Vermont, and D.C. Texas added the most jobs over the month (7,800 jobs, 0.9 percent), followed by Illinois (6,200 jobs, 2.7 percent) and Missouri (3,700 jobs 2.5 percent). The largest percentage pickup occurred in Alaska (4.9 percent, 900 jobs),

followed by 2.7 percent gains in Illinois and Kansas (1,800 jobs).

California experienced the largest decline in construction jobs in February (-9,600 jobs, -1.0 percent), followed by New York (-5,300 jobs, -1.4 percent) and New Jersey (-3,400 jobs, -2.0 percent). Minnesota had the largest percentage loss for the month (-2.3 percent, -2,000 jobs), followed by New Jersey and New York.

Association officials continued to call for greater federal investments in career and technical education programs that focus on teaching key construction skills. They noted that too few future workers are even aware of the many high-paying opportunities available to them in construction.

# Winsupply Corpus Christi 1 Year Anniversary

Winsupply Corpus Christi held their 1 Year Anniversary celebration on Thursday March 14th at their location in Corpus Christi TX. The event had a vendor fair, lunch, prize giveaways and even a dunking booth.



## Carrier Advances Sustainability, First to Make Lower GWP Refrigerant Heat Pumps Available for Order

**Indianapolis**— Carrier's latest single-stage heat pump launch marks the first heat pumps available to the field that are R-454B compatible well in advance of the 2025 regulatory shift. R-454B, known commercially as Puron Advance™, is Carrier's refrigerant of choice for all ducted and ductless residential and light commercial applications. Additionally, Carrier was the first to announce its refrigerant of choice in 2018 and the first to publish AHRI ratings for R-454B equipment. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

"Carrier distributors and dealers will lead the industry with our R-454B compatible units available for early training and installation," said Nick Arch, Vice President and General Manager, Residential HVAC Solutions, Carrier. "We continue to stress the importance of preparation and inventory management and are proud to be doing our part as the first manufacturer to

get R-454B systems in the field."

With a GWP of 466 – a 75% reduction from R-410A – and non-ozone depleting potential, Puron Advance refrigerant was selected as the best solution to minimize environmental impact and provide longevity based on the United Nations Montreal Protocol Kigali Agreement phasedown plan. Carrier worked closely with regulators and research groups to develop standards, codes and regulations that will help ensure the safe use of R-454B. The recent designation of its Collierville, Tennessee facility as its Center of Excellence for heat pump production further underscores Carrier's commitment to sustainability.

In addition to heat pumps, Carrier also opened orders for R-454B compatible fan coils and evaporator coils. All available units will begin arriving in warehouses across the country in early April. To learn more about Carrier's sustainable solutions, visit <https://www.carrier.com/residential/en/us/>

## Ritchie Introduces The YJACK FLOW™ Wireless Anemometer

*YJACK FLOW™ Wireless Anemometer Equipped with the Latest Technology.*

**Bloomington, Mn** – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the YJACK FLOW™ Wireless Anemometer.

The **YELLOW JACKET® YJACK FLOW™ Wireless Anemometer** P/N 67069 measures the air speed in ducts and ventilation systems. Technicians can view instantaneous air velocity readings on the integrated screen. The YJACK VIEW® app calculates volumetric readings (cfm) for rectangular and circular ducts as per ASHRA 41.2P.

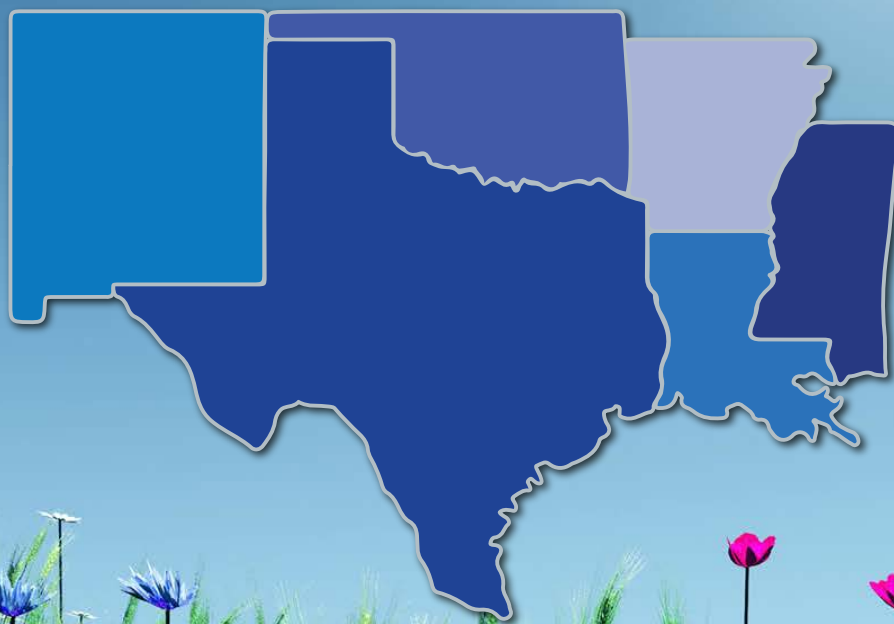
The YJACK FLOW™ includes an interchangeable, 18" telescopic probe for residential and small commercial systems. For larger systems, users can easily change to the 36" probe (PN 67082



sold separately). This lightweight, compact anemometer design includes a convenient multi-point magnetic mount to secure the probe in ducts for hands-free monitoring. It also includes a protective carrying case and two 1.5V AAA alkaline batteries.

For more information, visit <https://yellowjacket.com/product/yjack-flow-anemometer/>

# Get ready to SPRING into action...



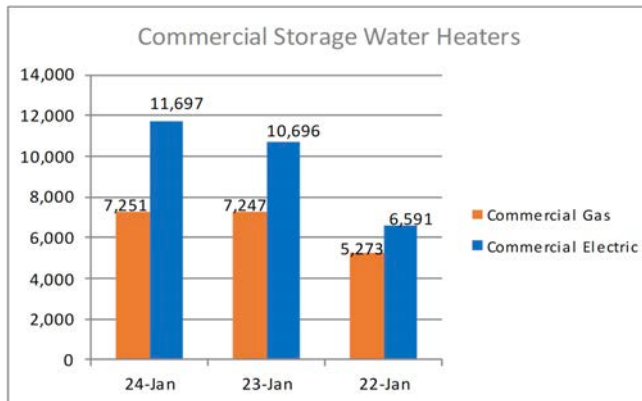
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# AHRI Releases January 2024 U.S. Heating and Cooling Equipment Shipment Data

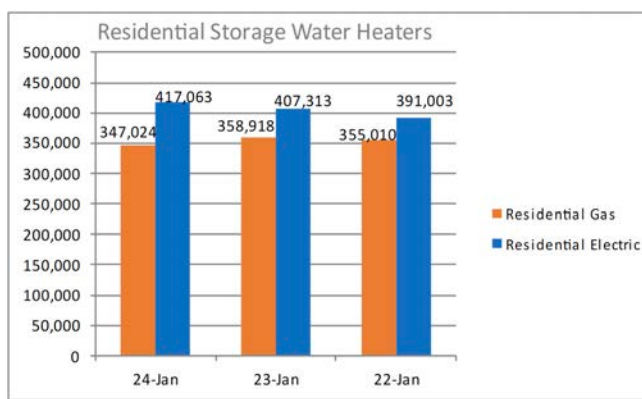
## Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 0.1 percent in January 2024, to 7,251 units, up from 7,247 units shipped in January 2023. Commercial electric storage water heater shipments increased 9.4 percent in January 2024, to 11,697, up from 10,696 units shipped in January 2023.



## Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for January 2024 decreased 3.3 percent, to 347,024 units, down from 358,918 units shipped in January 2023. Residential electric storage water heater shipments increased 2.4 percent in January 2024 to 417,063 units, up from 407,313 units shipped in January 2023.

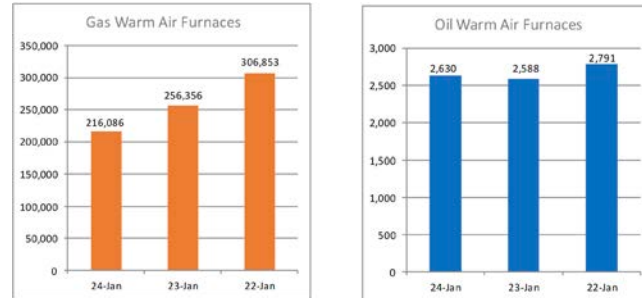


## U.S. Manufacturers' Shipments of Central Air Conditioners and Air-Source Heat Pumps

Size Description (000) BTUH	2024 Total	% Change from 2023	2022 Total
Under 16.5	22,970	-0.8	32,351
16.5-21.9	60,667	-18.5	72,615
22-26.9	97,945	-22.0	143,764
27-32.9	72,123	-19.0	119,364
33-38.9	88,157	-26.7	163,628
39-43.9	30,550	-20.1	54,964
44-53.9	44,850	-30.3	84,846
54-64.9	40,215	-28.1	65,001
65-96.9	7,476	+8.6	7,555
97-134.9	6,132	+32.1	5,666
135-184.9	4,018	+15.7	3,817
185-249.9	1,656	+38.0	1,651
250-319.9	1,385	+43.1	1,110
320-379.9	318	+33.1	217
380-539.9	312	+13.5	230
540-639.9	241	+31.7	195
640-799.9	116	+48.7	95
800.0-899.9	68	+70.0	79
900.0-999.9	54	+5.9	42
1,000.0-1,199.9	47	+88.0	10
1,200.0 & Over	74	-5.1	78
<b>TOTAL</b>	<b>479,374</b>	<b>-21.3</b>	<b>757,278</b>

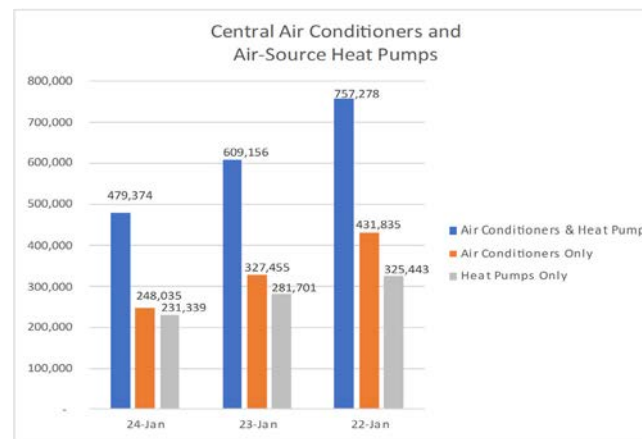
## Warm Air Furnaces

U.S. shipments of gas warm air furnaces for January 2024 decreased 15.7 percent, to 216,086 units, down from 256,356 units shipped in January 2023. Oil warm air furnace shipments increased 1.6 percent, to 2,630 units in January 2024, up from 2,588 units shipped in January 2023.



## Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 479,374 units in January 2024, down 21.3 percent from 609,156 units shipped in January 2023. U.S. shipments of air conditioners decreased 24.3 percent, to 248,035 units, down from 327,455 units shipped in January 2023. U.S. shipments of air-source heat pumps decreased 17.9 percent, to 231,339 units, down from 281,701 shipped in January 2023.



# 2024-2025 ACCA Board of Directors Takes the Helm

**Orlando, FL** - A dedicated group of ACCA member contractors stepped into their new leadership roles on the 2024-2025 ACCA Board of Directors at ACCA 2024.

Stephen Pape, Ed.D, MBA of Pape Services LLC in Desoto, TX, passed the leadership of the ACCA Board of Directors to Martin Hoover of Empire Heating and Air Conditioning, Inc. of Decatur, GA.

"I've been proud to work with ACCA's contractor leaders and staff this year to develop a new five-year strategic plan," Pape said. "I am excited that as an organization, ACCA has continued to strengthen our reputation as a resource for reliable and honest information for national and state legislators and regulators. I am looking forward to working with Martin Hoover, our new chair, to continue making that reputation even stronger in the coming year."

Volunteer leadership is at the heart of ACCA. Hoover says he has always been passionate about the work ACCA does, and that he is looking forward to working to drive membership and highlight ACCA's invaluable member resources.

"ACCA has been a helping hand to our company since the beginning in 1985," Hoover said. "Producing the manuals that help us apply our craft...being our voice in Washington and looking after the interest of all contractors... providing best practices to guide us on a steady path of improvement...creating the groundwork and format for us to create a MIX group that had a HUGE impact on our business that is now helping us guide the next generation. ACCA's resources are invaluable. ACCA has been with us all the way and we could not be the company we are today without ACCA helping and supporting us along the way. I am proud to have the opportunity to be of service and hope I can give back just a little for all the help I've received."

## Serving alongside Hoover on the Executive Committee are:

- Stephen Pape, Ed.D, MBA, immediate past chair: Pape Services LLC. (Desoto, TX)
- Eddie McFarlane, senior vice chair: Sila Services, LLC. (King of Prussia, PA)
- Tim Cropp, vice chair: CroppMetcalf Services (Fairfax, VA)
- Kurt Hudson, treasurer: LC Anderson, Inc. (Boston, MA)

## Directors on the 2024-2025 board, not serving on the Executive Committee are:

- Vince Gillette: Gillette Air Conditioning Company, Inc. (San Antonio, TX)
- Ryan Kletz: Classic Air's One Hour Heating and Air Conditioning (Virginia Beach, VA)
- Ed Lehr: Jack Lehr Heating, Cooling, and Electric (Allentown, PA)
- Matt Marsiglio: Flame Heating, Cooling, Plumbing, and Electrical (Warren, MI)
- Cody Novini (Rancho Santa Margarita, CA)
- Jennifer Pierce: Clay's Climate Control (Linwood, NJ)

ACCA recognizes and thanks Brian Stack and Keith Paton for their time and service on the ACCA Board of Directors.

## 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.

# CALENDAR OF EVENTS

MEPO OF OKLAHOMA, INC.

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

April 10, 2024 11:30 pm -1:00pm

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

### Tulsa Lunch Meeting

April 11, 2024 11:30 am - 1:00 pm

Stone Mill BBQ and Steakhouse, 2000 W Reno St, Broken Arrow, OK 74012, USA

### OUBCC Mtgs

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

### Heat Pump Mtg

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

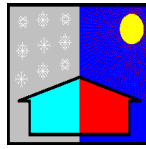
Please RSVP with your and Guests Names text 918-282-7864

You do not have to be a member to attend our MEPO meetings  
If you would like to join MEPO the Association in Oklahoma that addresses Business Development, Codes and Licensing issues that effect your lively-hood  
**Text/Call 918-282-7864**

# FOCUS

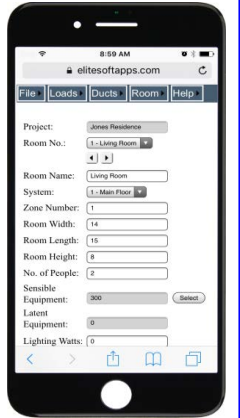
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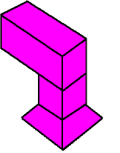


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# 2024 HARDI Southwest Regional Conference

June 9 - 11, 2024



**Announcing Motivational & Keynote Speaker Peggy Brockman**

Peggy is a founding member of the John Maxwell Team of leadership speakers. She has moved thousands of people around the world to improve their lives, step OUT of old comfort zones and reach beyond their expectations.

**Registration Open Through May 28, 2024**

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ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability. Through research, standards writing, publishing, certification and continuing education, ASHRAE shapes tomorrow's built environment today. More information can be found at [www.ashrae.org/news](http://www.ashrae.org/news).

## ASHRAE Standard 90.1-2022 Receives Model Energy Code Determination from the DOE

### Average site energy savings estimate increases from 9.8% to 14%, nationally

**Atlanta** – ASHRAE received a determination issued by the U.S. Department of Energy (DOE) stating that ANSI/ASHRAE/IES Standard 90.1-2022, Energy Standard for Sites and Buildings Except Low-Rise Residential Buildings, will increase energy efficiency in commercial buildings subject to the code.

The standard achieved this determination through the DOE's technical analysis estimating that buildings meeting 90.1-2022 (as compared to the previous 2019 edition) would result in a national average site energy estimate savings increase from 9.8% to 14% (reference as "net" savings).

"With the intensified demand for decreased energy consumption and carbon reductions in existing buildings, Standard 90.1 continues to offer essential guidance in shaping building regulations and amplified energy legislation," said 2023-23 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. "The DOE's latest determination further solidifies Standard 90.1 as the cornerstone for achieving energy efficiency goals and ultimately moves us closer towards widescale, global building decarbonization of the built environment."

The follow are DOE's estimates of national savings in commercial buildings:

- 9.8% site energy savings
- 9.4% source energy savings
- 9.3% carbon emissions savings

Standard 90.1-2022 marks the first time onsite generation of renewable energy systems is incorporated as a prescriptive requirement of the standard, recognizing the role of renewables in new construction, echoing similar requirements in several state and local building codes and better positioning new commercial buildings to achieve net zero energy in the future. Other key changes include customizable energy credits, a new mechanical system efficiency performance option, requirements to address thermal bridging, expanded criteria for whole-building air-leakage testing, updated lighting power allowances, and additional guidance for using emissions in

addition to traditional site, source and cost-based metrics.

States are required to certify within 2 years of DOE's affirmative determination that the provisions of its commercial building code regarding energy efficiency have been reviewed and, as necessary, updated codes to meet or exceed the updated edition of Standard 90.1.

*Learn more about DOE's model energy code determination, including specific requirements and deadlines, at: [energycodes.gov/determinations](http://energycodes.gov/determinations).*

## 2024 ASHRAE Annual Conference to Convene in Indianapolis

### Registration is Now Open

**Atlanta**—Registration is now open for the 2024 ASHRAE Annual Conference taking place June 22-26, at the Marriott Indy Place in Indianapolis, Ind. Early bird registration ends April 29.

"The 2024 ASHRAE Annual Conference promises to be an exceptional event, providing valuable insights and networking opportunities for professionals in the field," said 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. "The conference offers a great opportunity to forge meaningful connections and stay at the forefront of industry trends, while enjoying the vibrant city of Indianapolis."

The conference will include activities such as tours, social events, award recognitions and a comprehensive technical program featuring more than 80 sessions.

Attendees will have the opportunity to explore industry-related topics related on the following eight technical tracks:

- *HVAC&R Systems and Equipment*
- *Fundamentals and Applications*
- *Workforce Development*
- *Research Summit*
- *Artificial Intelligence and the Built Environment*
- *Building Life Cycle Assessment*
- *Legislation, Standards, Codes and Guidelines*
- *Electrification: Possibilities and Pitfalls*

The preliminary technical program will be available in the coming weeks.

The ASHRAE Learning Institute will offer 10 courses during the conference. All courses are approved for continuing education credits toward maintaining P.E. licensure. A complete schedule and registration is available now.

The plenary session will feature a keynote presentation from Julia Landauer, two-time champion NASCAR driver and advocate for STEM Education and women's empowerment.

During the President's Luncheon, on Monday, June 24, incoming 2024-25 ASHRAE President Dennis Knight, P.E., BEMP, Fellow ASHRAE, will present his inaugural address and the 2024-25 officers and directors will also be installed.

The 2024 ASHRAE Conference For Integrated Design, Construction & Operations, will be held in conjunction with the ASHRAE Annual Conference, June 24-26, also in Indianapolis, Ind. Formerly known as the Building Performance Analysis Conference, this conference provides a comprehensive look at existing tools and applied knowledge, along with the examination and integration of new technologies such as machine learning, artificial intelligence, virtual reality and robotics. Early bird registration ends April 30. For more information, visit [ashrae.org/cidco24](http://ashrae.org/cidco24).

*For complete information and registration for the 2024 ASHRAE Annual Conference, visit [ashrae.org/2024Annual](http://ashrae.org/2024Annual)*

## ASHRAE Announces Call for Abstracts for 2025 Winter Conference in Orlando

### Submission deadline is May 29, 2024

**Atlanta** – Abstract submissions are now being accepted for the 2025 ASHRAE Winter Conference to be held in Orlando, Florida, February 8-12, 2025, at the Hilton Orlando.

"Several novel technologies are emerging to improve building energy efficiency that can directly impact heating and cooling loads and indoor environmental quality," said conference technical chair Som Shrestha. "The adoption of artificial intelligence coupled with advanced controls can also influence the thermal management of buildings. This is an exciting time for ASHRAE members to be able to accelerate the new technology developments that can make our buildings more affordable, energy efficient, and resilient. The program tracks for the upcoming winter conference explore the challenges and opportunities associated with emerging technologies and their impact on decarbonization initiatives while continuing to focus on core HVAC fundamentals and equipment research and development."

Conference papers are requested for the following tracks:

The "*Energy Storage and Grid Resiliency*" track focuses on advances in cost-effective thermal energy storage materials and systems, integration of thermal energy storage in building envelopes or HVAC systems, and grid resiliency.

The "*Artificial Intelligence, Building Automation, and Controls*" track focuses on applications for AI and machine learning technology in building automation and controls to enhance energy efficiency and comfort, cyber security, fault detection, and more.

The "*Pathways to Building Decarbonization*" track highlights methods, advancements in technology and policies across the globe being developed to reduce carbon impacts on the global environment.

The "*Future-Proofing the Built Environment*" track highlights innovative technologies and strategies across the globe that reimagine our relationship with the built environment now and into the future, including design strategies for extreme climates and weather, appropriate responses to energy supply disruptions, and how these factors are tied to resilience and energy conservation efforts.

The "*Ventilation and Indoor Environmental Quality*" track covers topics of ventilation, air distribution systems, and all indoor environmental quality aspects, including noise, vibration, and lighting in residential and commercial buildings.

The "*Industrialized Construction: Opportunities and Challenges*" track explores advancements in building construction practices and workforce development, as well as opportunities and challenges associated with conventional and industrialized construction.

The "*Refrigerants and Refrigeration*" track explores refrigeration systems, which generate and use cold for a range of processes, from food preparation and conservation to vaccine preservation, to long-term protection of fragile ancient inks of historical documents and others.

The "*HVAC&R Systems and Equipment*" track focuses on the development of new systems and equipment, improvements to existing systems and equipment and the proper application and operation of systems and equipment.

Abstracts (400 words or less) are due May 29, 2024. If accepted, final conference papers (8-page maximum) are due September 4, 2024. In addition, technical papers (complete 30-page maximum papers) are also due May 29, 2024. All accepted papers will be considered for publication in Science and Technology for the Built Environment, ASHRAE's research journal.

*For more information on the call for abstracts and the 2025 ASHRAE Winter Conference, visit [ashrae.org/2025Winter](http://ashrae.org/2025Winter).*

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