



T Air Conditioning TODAY



MAY 2024

www.AC-Today.com | Serving the HVACR and Plumbing Industries Since 1986 | Vol. 38, No 5

Century HVAC Distribution Vendor Days



Pictures on page B3.

M & M Manufacturing Open House



Pictures on page 9.

Insko Dallas Dealer Meeting



Pictures on page B18.

Johnstone Supply South Texas Customer Appreciation Days



Pictures on page B4.

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."

The full 2024-2025 ACCA Board of Directors includes:

- **Martin Hoover, chair:** Empire Heating and Air Conditioning (Decatur, GA)
- **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, secretary/treasurer:** LC Anderson, Inc. (Boston, MA)

- **Vince Gillette, vice chair:** Gillette Air Conditioning Company, Inc. (San Antonio, TX)

- **Matt Marsiglio, vice chair:** Flame Heating, Cooling, Plumbing, and Electrical (Warren, MI)

- **Ryan Kletz:** Classic Air's One Hour Heating and Air Conditioning (Virginia Beach, VA)

- **Ed Lehr:** Jack Lehr Heating, Cooling, and Electric (Allentown, PA)

- **Cody Novini** (Rancho Santa Margarita, CA)

- **Jennifer Pierce:** ACE Hardware Home Services (Linwood, NJ)

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

Fujitsu General Opens Training and Software Development Center in TX



On April 16, Fujitsu General America, Inc. celebrated the opening of its new innovation and training facility in Addison, TX. The AIRSTAGE Innovation & Learning Center is a dual-purpose facility that provides training opportunities and research and development capacity.

The training center includes a dedicated

lab for hands-on experiences with various AIRSTAGE systems and controls to refresh and enhance the skills of sales, design, installation, and service professionals. Its central location in the country provides shorter travel for many who are not close to Fujitsu's Pine Brook, NJ or Martinez, CA facilities.

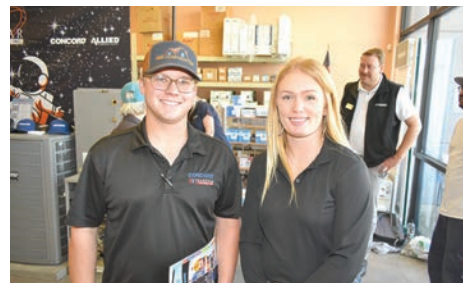
SEE FUJITSU PG.B12

Winsupply BBQ Cook-Off



Pictures on page B8.

Transtar AC Supply Open House



Pictures on page 6.

Ferguson Annual Fishing Tournament



Pictures on page B6.

INSIDE

- Consultants' Corner 10, 18
- TACCA B14, B15
- Product News 2, B8, B10, B12
- ASHRAE News B15
- Calendar B19
- Focus Section B19
- HARDI News B13



PPRST STD
U.S. POSTAGE
PAID
AC TODAY LLC

Check here if your address has changed. Print the corrected address and mail to the return address above. Or you may fax to (830)627-0614 or e-mail to llaclkey@ac-today.com

Air Conditioning Today, Inc.
P.O. Box 311776
New Braunfels, TX 78131-1776
CHANGE SERVICE REQUESTED

Advertisers Directory

Soler & Palau Ventilation Group Acquires United Enertech



Soler & Palau Ventilation Group (S&P), Barcelona, Spain, a global leader in the manufacturing and distribution of air movement products has acquired United Enertech Corp, Air Performance LLC, Air Conditioning Products LLC and Metal Form Manufacturing LLC, previously held under United Enertech Holdings, Chattanooga, TN. The addition of these prestigious brands expands the S&P portfolio adding grilles, registers, diffusers, air terminal units, and specialty HVAC sheet metal products to its already comprehensive product offering of mechanical ventilation products.

The acquisition further enhances S&P's "single-source" ventilation solution strategy for customers, engineers, contractors, and sales channel partners. This carefully crafted portfolio of complimentary ventilation products provides solutions to create healthy, safe, energy efficient and comfortable residential, commercial and institutional facility environments.

The +450 people from the United Enertech group of companies will now complement S&P's current North American team headquartered in Jacksonville, FL.

The United Enertech team's air control and product knowledge combined with S&P's mechanical ventilation product portfolio will provide our customers with an ideal single source ventilation system solution," said Eugene Scotcher, Soler & Palau Ventilation Group's – North American Divisional Managing Director.

The current United Enertech group senior leadership teams, which include Darby Benroth, President; and Carol Black CFO; will remain as critical partners in supporting S&P's future growth in North America. The United Enertech senior management will report to and be supported by Walter (Buddy) Doll III, CEO, S&P–North America.

The Publisher of Air Conditioning Today, AC Today LLC, does not assume responsibility of statements made in press releases or by advertisers, and reports the opinions as expressed by suppliers, wholesalers, state agencies, trade organizations, manufacturers and individuals as quoted.

Reprinting or other duplication of articles is not permitted without prior written permission from the editor of Air Conditioning Today.

Serving the HVAC/R Industry Since 1986
 P.O. Box 311776 New Braunfels, Tx. 78131-1776
 (830)708-5646
 www.ac-today.com
Publisher AC Today
Editor & Ad Director Lance Lackey
 llackey@ac-today.com

ACES AC Supply	B20
AC Today	B18
Aspen Manufacturing	21
Attic Tent	B17
Carlisle Hardcast	17
CE South Texas	15
Century A/C Supply	3
Century HVAC Distributing	B2
Coburn Supply	10
Construction Data	9,B17
Elite Software	B19
Ferguson	B7
Gemaire	12
Hunton Distribution	4
Insco Distributing	24
Johnson Supply	13,16,B13
Johnstone Supply Houston	18,B1
Johnstone Supply South Texas	B5
JB Industries	B10
M&M Manufacturing	8
McDaniel Metals	18
Metal Zinc	B9
Mitsubishi Electric	B12
MORSCO	7
Olimpia Splendid	19
PRO 1	B11
Pro Lift	B17
Pipe Prop	B6
Quietflex	5
RGF Environmental	23
Robert Madden Ind	11
Spectroline	9
Standard Supply	22
TACCA	B14
TACCA Greater San Antonio	B15
Transtar AC Supply	6
United AC Supply	B9
US Motors	14
Venstar	20
Zebra Instruments	2

Zebra Instruments™

Industry Leader in Motor & System Protection
Over 10 Years

Protects Investment

Fast Installation

Saves Equipment

888-HI-ZEBRA

✉ Support@ZebraInstruments.com

📺 [@ZebraInstruments](https://www.youtube.com/@ZebraInstruments) 📘 [@ZebraInstruments](https://www.facebook.com/ZebraInstruments)

THE ORIGINAL ECM MOTOR PROTECTOR

Plug-In Transient, Surge, Lightning, & Spike Protectors with Proven Success

VZPRO

X13PR

ZAP-PRO

MSPRO

ENPRO

AZPRO

Plug-N-Play | LED Indicating | 120v or 240v

ZebraInstruments.com

LAST CHANCE!

GET A \$400 INSTANT REBATE

WHEN YOU PURCHASE ANY **RA15AZ CONDENSER**

Limited Time Offer - Contact your local branch for details.



RUUD PRO PARTNER DEALERS:
SPRING CASH BACK ENDS THIS MONTH!

Spring CashBack Rebates

CenterPoint & Entergy Utility Rebates

Extended Warranty Program

0% Consumer Financing with little to no dealer fee

Ask your sales rep for details.

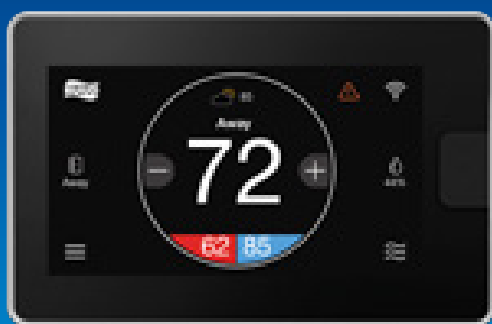


Set up, troubleshoot, & control through the Ruud contractor app!

Available on the iPhone

ANDROID APP ON

LAST CHANCE!



FREE ECONET THERMOSTAT

WITH PURCHASE OF A 15 SEER AND HIGHER COMPLETE RUUD SYSTEM

Limited Time Offer - Ask Your Sales Rep for details!



Call your sales rep or local branch and place your order today!





Spring Ahead
WITH QUALITY PRODUCTS

TAKE ADVANTAGE OF STACKABLE CONSUMER REBATES

MARCH 1ST - MAY 31ST

Trane designs quality products that will **KEEP YOU COOL, KEEP YOUR AIR CLEAN, KEEP ENERGY COSTS DOWN,** and most of all - **KEEP YOU COMFORTABLE!**

Contact hdmarketing@huntinggroup.com to learn more.



Housing Starts Fall on Interest Rate, Financing Concerns

Housing starts fell in March with interest rates somewhat higher than expected last month as the latest inflation readings failed to show improvement. Builders are also still facing higher supply-side costs and tighter lending conditions.

Overall housing starts decreased 14.7% in March to a seasonally adjusted annual rate of 1.32 million units, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The March reading of 1.32 million starts is the number of housing units builders would begin if development kept this pace for the next 12 months.

“Builders are grappling on several fronts as the inflation fight continues,” said Carl Harris, chairman of the National

Association of Home Builders (NAHB) and a custom home builder from Wichita, Kan. “Higher interest rates are increasing the cost of housing for prospective home buyers and raising the development and construction cost for builders of homes and apartments. At the same time, shelter inflation is rising faster than overall prices due to supply-side challenges.”

“Single-family starts were down in March as interest rates increased and multifamily production fell as builders faced tighter financing conditions,” said Danushka Nanayakkara-Skillington, NAHB’s assistant vice president for forecasting and analysis. “And with single-family permits also down in March, single-family production will likely decline again in April.”

On a regional and year-to-date basis, combined single-

family and multifamily starts are 21.7% lower in the Northeast, 6.0% higher in the Midwest, 0.4% lower in the South and 14.0% higher in the West.

Overall permits decreased 4.3% to a 1.46 million unit annualized rate in March. Single-family permits decreased 5.7% to a 973,000 unit rate. Multifamily permits decreased 1.2% to an annualized 485,000 pace.

Looking at regional data on a year-to-date basis, permits are 34.5% higher in the Northeast, 11.3% higher in the Midwest, 0.9% lower in the South and 1.0% higher in the West.

The number of single-family homes under construction totaled 689,000 in March, down 2.7% from a year ago. The number of apartments under construction totaled 957,000 in March, down 1.6% from a year ago.

While apartment construction starts are down, the number of completed units entering the market is rising due to prior elevated construction levels. The pace of completions for apartments in buildings with five or more units is up 27.4% for the first quarter of 2024 compared to the first quarter of 2023. A higher pace of completions in 2024 for multifamily construction will place some downward pressure on rent growth.

Noritz America enlists Tipton Company to expand its sales coverage in Texas, Oklahoma, and Arkansas

Fountain Valley, Calif. — Noritz America, a leader in tankless water heaters and high-efficiency combination boilers, is pleased to announce the appointment of Tipton Company as its new sales agency for the Southcentral region of the United States. With this strategic partnership, Noritz aims to strengthen its market presence and provide enhanced support to customers in Texas, Oklahoma, and Arkansas.

Founded in 1935 and headquartered in Conroe, Texas, Tipton Company is a third-generation family business with deep roots in the industry. Led by Ty Tipton, who boasts nearly 30 years of experience, the company employs a dedicated team of professionals committed to delivering top-notch service to wholesalers, contractors, engineers, and builders.

Tipton Company’s extensive network and proven track record make it an ideal partner for Noritz America. With 12 employees and seven sales representatives covering critical territories in the Southcentral region, Tipton Company is well-positioned to promote Noritz’s full range of residential and commercial products.

Winsupply Recognizing Outstanding Performers and Showcasing Commitment to Innovation

Dayton, Ohio - More than 650 Winsupply local companies, numerous support service employees, and more than 200 vendor partners from across the country will attend Winsupply’s 2024 Annual Meetings and Vendor Showcase this week in Orlando, Florida. The event aims to provide a platform for participants to network and gain insights into the latest trends and innovations in the industry. Throughout the week, there will be an Awards Gala where Winsupply’s Company of the Year and other distinguished awards will be presented, a Town Hall meeting with Winsupply Inc. leadership to discuss their perspectives on the future, a Vendor Showcase, numerous training classes, and more.

Get the latest updates and pictures by following Winsupply Inc. on social media and using the hashtag #AMVS2024. More information will be available at the conclusion of the event.



Find your reliable, efficient HVAC solution at quietflex.com.

GET YOUR DUCTS IN A ROW.



- Johns Manville formaldehyde-free fiberglass insulation
- Available in R4.2, R6.0 and R8.0
- Oversized core to fit on collars and register boxes
- Agion™ antimicrobial duct designed for residential and commercial
- 10-year warranty

Transtar AC Supply Open House

Transtar AC Supply held an Open House at their Stafford location on Tuesday April 2nd. The event had a vendor fair, prizes and lunch.



TAILORED TO YOUR CUSTOMER'S NEEDS.

CONCORD equipment is US manufactured by ALLIED AIR - a LENNOX company.



CONCORD **ALLIED**
Commercial

New Dealer Program

Become a CONCORD dealer today and earn up to \$15K!
Find out more on how to become a CONCORD dealer by emailing us at esavage@transtaracsupply.com

Robertshaw **PRO**



BUY 5 GET 1 FREE

PROMOTION RUNNING ALL MAY & JUNE
Sale only applies to same models only.

Stop by 1 of our 7 Houston-Area branches to stock up on our number 1 selling thermostat.

Store Locations

VISIT OUR WEBSITE FOR MORE INFORMATION
www.transtaracsupply.com

I-10
10814 East Freeway
Houston, TX 77029
713-671-0114

1960
10509 FM 1960 W
Houston, TX 77070
281-890-2108

ALVIN
225 West Coombs Drive
Alvin, TX 77511
281-585-2600

AIRLINE
4315 Airline Drive
Houston, TX 77022
713-681-97877

BREHAM
1700 Buchanan Street
Brenham, TX 77833
979-830-5056

GULF FREEWAY
8485 Gulf Freeway
Houston, TX 77017
713-920-2222

STAFFORD
3535 S. Main
Stafford, TX 77477
281-499-3377



Buy a part, get a partner.

Every Comfortmaker® product you buy comes with a Reece HVAC product specialist.

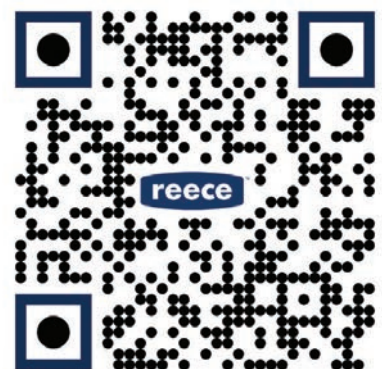
Exceptional equipment.

Expert service.

Job well done.



Seller of **Comfortmaker**
Air Conditioning & Heating



Find a location.

Start your job at Reece HVAC
or visit buyhvacsupply.com today.



YOUR TRUSTED PARTNER FOR COMMERCIAL DUCT SOLUTIONS



COMPREHENSIVE PRODUCT RANGE

Our commercial division manufactures a diverse range of essential products, from rectangular duct and spiral pipe to custom fittings, curbs, and adapters, tailored to meet each project's unique specifications.

EXPERT ESTIMATORS

At M&M, our experienced estimators adhere to SMACNA standards, providing accurate and competitive pricing to help clients make informed budget-conscious decisions.

PROFESSIONAL PROJECT MGMT

Our dedicated project managers provide precise takeoffs and collaborate with mechanical contractors to optimize labor and streamline project timelines from planning to delivery.



Experience the Difference with M & M Manufacturing

2 Convenient Locations

Dallas Facility:
360 S. Shiloh Road
Garland, TX 75042
(972) 485-1504

Fort Worth Facility:
200 Adolph Street
Fort Worth, TX 76107
(817) 334-0034

M & M Manufacturing Open House

M & M Manufacturing held an Open House and Jambalaya lunch at their Adolph Street location in Ft Worth TX. The Open House and lunch took place on March 27th from 11-1. The Open House showcased M & M's rectangular duct, spiral duct, roof curbs and adapters and their custom fabrication.



SPECTROLINE
LEAK DETECTION

LESS HEADACHES, MORE PEACE OF MIND.

Do the job right with Spectrolin's leak detection products. Trusted by industry leaders since 1955, they are compatible with all **A2L refrigerants** and **always safe for the system.**

- ✔ R-1234yf
- ✔ R-1234ze
- ✔ R-32
- ✔ R-452B
- ✔ R-454A
- ✔ R-454C

- ✔ EXTEND EQUIPMENT LIFESPAN.
- ✔ PREVENT COSTLY BREAKDOWNS.
- ✔ ELIMINATE CALL-BACKS.

Spectrolin's Best-Selling GLO Seal™ UV Dye + Sealant – **Working for you 24/7. Once in, Always on.** Perfect for ongoing leak detection and preventative maintenance.

CONSTRUCTION DATA

TEXAS HVAC/R TEST PREPARATION

3 DAY LIVE INSTRUCTED

SCHEDULE

IRVING	May 16 - 18
HOUSTON	June 27 - 29
IRVING	July 25 - 27

HELPING TEXANS SUCCEED
FOR OVER 20
YEARS

888-500-PASS

www.constructiondatainc.com

Stop Interrupting

Before someone can buy from you, they have to notice you. The challenge is to get them to notice you. For years businesses relied on advertising to get noticed. Unfortunately today we view advertising as an interruption.

Days of interruption as a marketing strategy are over

Interrupting people is expensive. Creating invasive television commercials which break into the middle of programs or giant billboards on the side of the road which disrupt the peaceful landscape are a large investment with a shrinking pay off. Consumers skip the ads in their social feed, fast forward through the ads on television, change the station on the radio and look the other way as they drive down the road. They don't want to be interrupted.

In addition to the dwindling responses, the

costs of advertising continues to rise putting interruption strategies beyond the reach of most small business owners. Even if you have a budget for traditional advertising there is always a bigger, more well funded competitor out there. It is almost impossible to win the race to outspend your competitors. If you do, the victory is short lived. As soon as you stop spending, your ads disappear and you fall behind again.

The alternative is Inbound Marketing.

You probably can't outspend your competitors but you can out teach them. Sharing educational, informative and relevant information is the key to successful Inbound Marketing. This is a process which starts with content, such as blog posts, videos or podcasts, white papers, workbooks and check lists,

broadly designed to answer questions your prospective customers are likely to have.

The content, hosted on your web site, is then shared across a wide range of platforms, from social media to email and placement on related websites. This content increases the chances that prospective customers will find your company when they look to find products and services like yours.

Your customers are looking for information.

Although it doesn't happen as often as it did a few years ago, every now and then someone will tell me their customers aren't on line. There is no nice way to say this, but if you believe that you have your head up your... well you know what I mean.

Even in non-tech, like HVAC, people are looking for information online. They will find it from you or your

competitor. The data supports this assertion. Companies with a content program to their site see significantly more traffic and sales leads.

It isn't magic. More content gives people more ways to stumble on your website when they are in research mode. Offer more information in exchange for an email, give them what they came looking for, and give you a way to stay in touch.

Quality content is built over time.

Don't rush to put a lot of information stuffed with keywords out there. While high volume, low quality content may fool search engines it won't fool people. Ultimately, you need people to buy from you, so focus on building helpful, interesting content so people want to download, share and eventually call you.

Unlike advertising,

this is an asset which builds value over time. The content you wrote a week or two ago or even a month ago will continue to be found in niche services and continue to drive traffic for months or years to come.

Search engines may or may not notice the first article you wrote on brown, square widgets. However once you have a series of articles about those widgets you begin to be seen as an authority and your content is more likely to be found when someone searches for brown, square widgets.

It doesn't happen over night. Websites aren't launched with enough rich content to get ahead of the competitors. But slowly, as you consistently add quality information, your foot print on the internet grows. The trick is to keep doing it. Just when you aren't sure anyone is reading, you will



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.

get an email or download notification or someone will tell you they found your site in a Google search. Then you know your inbound marketing program is working.



Are You Ready to Go Pro?

The Ruud® Pro Partner™ Program recognizes and rewards HVAC contractors like you for your superior dedication to the sale, installation and servicing of Ruud products. Built on contractor feedback and a philosophy of mutual success, this program seeks to provide the best contractor loyalty experience in the industry driven by product innovation, program advancements and the partnership approach.

- Quality Consumer Experience
- Contractor Incentives
- Tailored Training
- Marketing and Business Support



TX · LA · MS · TN · AL

Learn more today at your local Coburn's!

COBURNS.COM/LOCATIONS



Robert Madden Industries 45th Anniversary All Dealer Meeting Choctaw Casino & Resort | Durant, Oklahoma



Thank you to all who participated and contributed to the success of this milestone celebration. We celebrated 45 years with an array of training classes, a fabulous vendor showcase, insightful breakout sessions, and our awards dinner, it was an unforgettable experience.

BUILDING DEPENDABLE PARTNERSHIPS

LUBBOCK-CORPORATE OFFICE

6021 43rd St
Lubbock, TX 79407
Main: 806-797-4251

LUBBOCK-EAST

702 E 46th St.
Lubbock, TX 79404
Main: 806-776-3200

AMARILLO

801 South Hayden
Amarillo, TX 79101
Main: 806-373-3700

MIDLAND

3000 N. FM 1788
Midland, TX 79707
Main: 432-687-1443

SAN ANGELO

3430 Foster St
San Angelo, TX 76903
Main: 325-655-6666

MARBLE FALLS

710 Industrial Blvd.
Marble Falls, TX 78654
Main: 830-693-9560

GEORGETOWN

5120 Airport Rd.
Georgetown, TX 78628
Main: 512-688-5422

AUSTIN-NORTH

1100 Kramer Ln
Austin, TX 78758
Main: 512-837-8521

BRYANT DEALER SOLUTIONS

2500 McHale Ct #B
Austin, TX 78758
Main: 512-501-8531

AUSTIN-SOUTH

5900 E. Ben White Blvd #A-110
Austin, TX 78741
Main: 512-442-9000

KYLE

19121 Marketplace Ave, #1-100
Kyle, TX 78640
Main: 737-404-6095

CEDAR CREEK

244 FM 1209
Cedar Creek, TX 78612
Main: 512-332-2852

SAN MARCOS

2110 Clovis R Barker Rd
San Marcos, TX 78666
Main: 512-754-9019

WACO

1000 Schroeder Dr #203
Waco, TX
Main: 254-633-4373

KILLEEN

4101-A Trimmier Rd
Killeen, TX 76542
Main: 254-634-0670

SAN ANTONIO

11035 Landmark 35 Dr
San Antonio, TX 78233
Main: 210-967-5500

SAN ANTONIO-WEST

7007 Fairgrounds Pkwy #126
San Antonio, TX 78238
Main: 210-595-8053

HOUSTON

15080 Sommermeyer St
Houston, TX 77041
Main: 281-506-1884

SEQUIN DC

920 Schriever St.
Sequin, TX 78155
Main: 830-463-0663

DALLAS

2419 Walnut Ridge St.
Dallas, TX 75229
Main: 469-749-3930

MCKINNEY

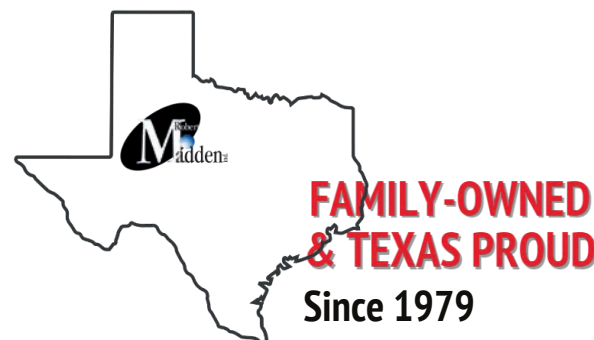
801 Harry McKillop Blvd #200
McKinney, TX 75069
Main: 469-749-3931

Follow us on Social Media



Robertmaddenindustries

WWW.RMADDEN.COM



GEM/AIRE
D I S T R I B U T O R S



Select series

Enjoy **Savings**
and **Simplicity** with

Rheem Select Bundles



NOW IN STOCK

and readily available at your local
Texas Gemaire location.

Experience the convenience of purchasing a complete
Electric, Heat Pump or Gas System at a **competitive price!**



Shop Now!

gemaire.com/brands/rheemselect

Visit your local Texas branch

Houston NW.....713.466.6261
Houston Westpark.....713.787.6666
Pasadena.....713.477.8292
Carrollton.....214.390.5076
Haltom City.....817.916.1277
Dallas.....214.381.7899
Arlington.....817.652.3272
Plano.....972.424.5222

Longview.....903.758.3181
Texarkana.....903.832.3562
San Antonio.....210.495.4933
San Marcus.....210.495.4933
Austin.....512.836.6646
South Austin.....737.931.0678
Killeen.....254.526.3028
College Station.....979.774.5390

Temple.....254.773.0809
Waco.....254.751.7766
Harlingen.....956.423.8513
McAllen.....956.668.1147
Corpus Christi.....361.854.7591
Rosenberg.....346.843.8040

GEM/AIRE.COM

Oatey Co. Promotes Scott Voisinnet to Executive Vice President, Chief Operating Officer



Cleveland, Ohio — Oatey Co., a leading manufacturer in the plumbing industry since 1916, announced today that Scott Voisinnet has been promoted to Executive Vice President and Chief Operating Officer.

Voisinnet joined Oatey 13 years ago and has since held roles with increasing responsibility in supply chain management, including Director, Supply Chain & Logistics; Vice President, Sourcing; and, most recently, Senior Vice President, Supply Chain. Prior to his tenure at Oatey, Voisinnet held a range of roles in supply chain, logistics and marketing at Matco Tools, Dealer Tire and General Motors.

As EVP and Chief Operating Officer at Oatey, Scott will provide strategic oversight to the company's domestic operations including manufacturing, distribution, supply chain and engineering. In addition, Scott will develop and drive the execution of strategies to improve efficiencies and further enhance service to Oatey's customers.

"It has been a privilege to be a part of Oatey's growth journey over the past decade," said Voisinnet. "Oatey has exceptional operations teams in place, and I look forward to working closely with them as we continue to grow our business and serve our customers in the years to come."

"Scott's leadership and vision have made a significant impact at Oatey, including enhancing our supply chain capabilities and building an excellent team," said Neal Restivo, Oatey's Chief Executive Officer. "I look forward to his continuing contributions as we remain focused on enhancing our capabilities and delivering outstanding service to our customers and end users."

Oatey Co. Taps Wyatt Kilmartin as Executive Vice President, Chief Commercial Officer

The seasoned plumbing industry executive will lead the company's marketing and sales functions, including retail, wholesale, commercial and e-commerce



Cleveland, Ohio — Oatey Co., a leading manufacturer in the plumbing industry since 1916, announced today that Wyatt Kilmartin has joined the organization as Executive Vice President and Chief Commercial Officer, responsible for the company's U.S. Marketing and Sales functions.

As a seasoned global business executive, Kilmartin has more than 20 years of experience across sales, marketing and operations in the manufacturing industry. He comes to Oatey from Scott Fetzer Consumer Brands, where he served as President and whose portfolio consisted of plumbing pumps, electrical fittings and outdoor power equipment service.

Previously, Kilmartin spent nearly two decades with Emerson Commercial & Residential Solutions supporting the

RIDGID plumbing and Greenlee electrical tool product lines. During his time with RIDGID, Kilmartin held a range of positions in the U.S., China, and Singapore – with responsibility for functions such as branding, sales, marketing, business development, operations management and more – most recently serving as Vice President and General Manager of Pipe, Electrical and Underground Technologies.

As EVP and Chief Commercial Officer at Oatey, Kilmartin will build upon the company's industry-leading track record to expand sales, customer relationships, and marketing strategies within the retail, wholesale, commercial, and e-commerce channels.

"Oatey is well-respected throughout the plumbing industry for its high-quality, reliable products," says Kilmartin. "I am thrilled to be joining such a reputable organization with a commitment to delivering for its customers and end users, and I'm excited to work with Oatey's talented associates to continue to grow together."

"Wyatt has an exceptional track record of driving business results and achieving growth within the manufacturing and plumbing industries," says Neal Restivo, Oatey's Chief Executive Officer. "I am pleased to welcome him to Oatey, and I look forward to the positive impact he will make on our business and customers."



LIQUIDATION SALE

30% OFF 2023 PRICING

ON ALL MITSUBISHI ELECTRIC INVENTORY!

Limited Time Offer
April 1st- June 30th



Contact your local Johnson Supply branch or Territory Sales Manager today!

[johnsonsupply.com](https://www.johnsonsupply.com)

ALLEN | AUSTIN | BEAUMONT | BRYAN | CARROLLTON | CLUTE | CORPUS CHRISTI
DEER PARK | FORT WORTH | GARLAND | HUMBLE | HUNTSVILLE | JENSEN
LAFAYETTE | LAKE CHARLES | PHARR | ROXBURGH | SAN ANTONIO | STAFFORD
STELLA LINK | STONEY BROOK | WACO | WEBSTER | WOODLANDS

CE South Texas Dealer Meetings

The South Texas region kicked off its dealer meeting season with two dealer meetings in one week – the first serving the Rio Grande Valley Market on South Padre Island and the second for our Houston Market, centrally located in downtown Houston, Texas.

The region then wrapped up its season with one final stop in San Antonio, Texas. The meetings were hosted over two days – the first being a similar agenda to their first two stops in Houston and Rio Grande Valley, but the second was pioneering a new approach to our dealer meetings – hosting the meeting entirely in Spanish.

The second day of meetings hosted in San Antonio was delivered entirely in Spanish– every presenter, every discussion, every “Dad Joke”, and every form of gratitude for this partnership. It was incredible to see not only the response from the marketplace in engagement, but also the synergies that came together to deliver an incredible message by fellow CE team Members and our partners with Watsco Ventures, Carrier Corporation, and RC, to name a few. Another highlight of this meeting was the keynote speaker, Gaby Natale, an Emmy-

award-winning entrepreneur, whose message and energy resonated to every guest.

All meetings were well attended, and the customer interaction, feedback, and takeaways were invaluable as South Texas leaders engaged in business opportunities with our customers to ensure we were serving up all of the ingredients they needed to be successful in 2024. The region is thrilled to present a new platform to lead this evolution of continuing to connect with our customers.



Pictures courtesy of CE South Texas

Rely on US™ For All Your ECM Truck Stock Needs

The Motor brand that **redefines** the industry standard for quality, service and knowledge

- Dedicated to the success of our customers through training
- Constantly innovating
- Highly respected products industry-wide

- Leading energy efficiency solutions
- More responsive with product availability
- More knowledgeable and collaborative



New and Improved RESCUE Select Pro app now available!

• HEATING

• VENTILATION

• AIR CONDITIONING

• REFRIGERATION

• AGRICULTURE



TEMPSTAR®

Heating and Cooling Products

CE is now offering a full line of
TEMPSTAR RESIDENTIAL
in the **Austin** market.



[SHOP ONLINE](#)



Visit our Austin branch today for details.

CE (Carrier Enterprise)
2216 Rutland Drive Suite 2216-A
Austin, TX 78758
512-640-4677

CLOSE MORE DEALS WITH ARMSTRONG AIR PROTEAM DEALERSHIP

1. 10-Year Unit Replacement
2. 12-Year Parts and Labor Coverage
3. Consumer Instant Discount up to \$2,000
4. Annual Volume Rebate
5. 100% Marketing Co-Op Funds
6. MORE REWARDS Points Program

Contact your Johnson Supply representatives for details or email marketing@johnsonsupply.com



GET \$100 INSTANT CREDIT



For a limited time, get \$100 instant credit on a complete unitary system bundle or \$50 instant discount on every Ducane unit purchased* or Ducane mini-split system.



*Condensing Units, Heat Pumps, Furnaces and BCE5E Air Handlers. No limit. While supplies last.

Don't just tape it. Seal It.

With Hardcast®
Rolled Mastic Sealant



Did you know that improper sealing of ductwork results in 24–40% loss in HVAC Systems?

Leakage is serious — it affects air quality, can reduce system capacity and the life of an HVAC unit. To reach maximum efficiency, you need a seal that lasts. Hardcast's high-performance rolled mastic sealants are designed specifically to seal metal or flexible duct work for the life of the system.

Don't trust tape to do the job — seal the deal with Hardcast rolled mastic sealants.



**Zero Dry Time,
Zero Mess**



**Easy Install with
Waterproof &
Airtight Seal**



True Zero-VOC



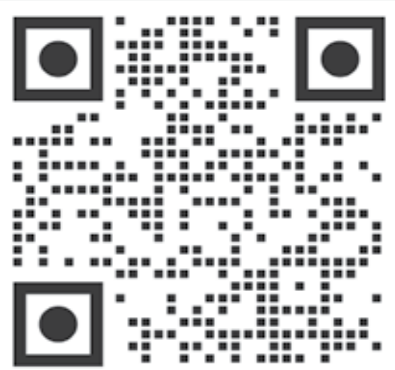
**Superior
Performance**



**Backed by
Third-Party
Testing**

SCAN TO REQUEST A FREE SAMPLE

IDEAL FOR EQUIPMENT CHANGEOUTS!



www.carlislehvac.com

It's On My Heart: Define Leadership

Simon Sinek has said that Leadership is not about being in charge, but it is all about taking care of those in your charge. He is referring to Servant Leadership, a concept we embody at Service Nation.

Our President, Tom Peregrino defines Servant Leadership for us, he takes it to a new level. When he comes in it takes him 20 minutes to walk back the 200 feet to his office, he stops and talks to anyone who is at their desk that morning. At the end of the week, he uses our internal communication app to request: Tell Me Something Good. And we do. The great thing is something good can be anything. Maybe your son won a pinewood derby race at school, another shared the joy she had with her toddler at a Tulip farm. Some share a business success, or losing weight, or reaching a goal of working out for 30 days straight. It just needs to be "something good"

My good friend Justin Deese recently sold his well-run HVAC and plumbing business and has launched his

podcast: Freedom Blueprint. I just listened to episode 23, the Essence of Leadership Through Serving and Caring. I pick it up on Facebook, search for Justin Deese, or Freedom Blueprint, it will come up and you have several episodes to look at. For a closer look at Justin, he and his lovely wife Kristen will be at our Reno Summit, which may have already passed for some of you reading this. Another great reason to listen to his podcast. Here is what I heard on this episode.

First, Justin said he was young when he got involved in his first business. Like 21. He thought that being a leader was simple, he had played sports in the school years and the coaches were leaders. He soon realized that it is not possible to be a leader in today's business climate using the concepts the coaches used years ago. You will get a letter from HR for yelling and screaming at the employees, and if you are using punishment, it will not be effective at changing behavior.

Side bar: my wife and I had a beautiful Doberman back

when we lived in Colorado. We hired a woman to help us train the dog, since he a 100 pounds and had a 3- foot vertical jump. She told us her package, it was so much per hour, several hour minimum, 1 hour sessions. I told her I googled it, the dog can only pay attention for a fraction of that time. She said, the first 20 min is for the dog, the remainder is for us. She was clear, punishment will not work to motivate that sort of dog, rewards will help them learn what actions we want to see. Still true today, employees will not respond to threats, scolding or chastisement, rather catch them doing something good and thank them, they will repeat.

Simon also said that we do not need a title to be a leader, they can appear from within our team with the right environment. An additional benefit of being a servant leader is that the team knows you have their back. If a dispatcher is having a bad day and a difficult customer uses improper language, that dispatcher needs to know they don't have to take the verbal

abuse which has shown it's ugly face in the last few years. They can put them on hold, turn the call over and let the servant leader handle the opportunity. When you realize the employees are truly your best asset, and treat them with respect, protect them from situations that were out of their control, you will be amazed how well they do the job they are supposed to do. You can hold them accountable, and get great results as well.

When you have a culture of empowerment, where the team is able to make a decision and they don't feel isolated, they are happier. And happy employees mean happy customers. Happy employees also stay longer, attend training to get better at their job or prepare for the next one, and they share the fact they are working for a great company with others. Lowers your cost of labor when you are constantly having to train new employees.

So here are Justin's 5 pillars of Servant Leadership:

1. Foster a culture of support and empowerment



Jim Hinshaw

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

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

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

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

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

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

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

2. Enhance team morale and cohesion.

3. Improve customer satisfaction through employee satisfaction

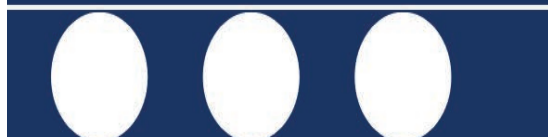
4. Build strong company reputation

5. Driving long term success through employee retention.

These are the elements of a Servant Leader serving those who they lead. Thanks for listening, we'll talk later.



Did you know you can text us? That's right! Text (713)-868-8967 for faster service on all your HVAC/R needs!



The McCall Group



HVAC Accessories That Make Life Comfortable

Are you "equipped" for the summer heat?

Preparing for the busy summer season has never been easier with accessories and knowledgeable service from McDaniel Metals. Stay ahead of the heat with plenums, drain pans, heater stands, and filter housings for all your summer HVAC needs.



Drain Pan

Filter Housing

Standard Plenum

1318 Buschong St. • Houston, TX 77039
281-987-8400 • mcdanielmetals.com



NEW IN THE USA

BEAUTIFUL OUTSIDE



Maestro Wi-Fi App available

COMFORTABLE INSIDE



MAESTRO TOWER

NEW PRODUCT!



Maestro Tower Features:

- Inverter Compressor and Variable Speed Motor
- Heating & Cooling Capacity up to 12,000 btu/h
- Installation Versatility: Low and High Wall
- Easy Installation & Maintenance
- Remote Control (standard)/Wall Thermostat (optional Wired & Wireless) 230V
- Ability to operate with 3rd party heating systems (Thermostats Required: #B1126 or #B1127)
- Energy Recovery Ventilator (ERV) - Tower Model
- 2kW electric heat (230V) - Tower & Pro Models



Model # 2475 Heat Pump (230V)
2476 Heat Pump with 2kW EH (230V)



B/W WIRED SQUARE THERMOSTAT
TOUCHSCREEN PROGRAMMABLE THERMOSTAT
#B0987



B/W WIRELESS ROUND THERMOSTAT
-WIFI READY
WIRELESS COMMUNICATION
#B1127

B/W SMART PROGRAMMABLE THERMOSTAT:
WIRELESS COMMUNICATION CONTROLS TEMPERATURE, HUMIDITY, ADJUSTABLE LOCALLY AND VIA 3RD PARTY APP COMPATIBLE WITH ALEXA AND GOOGLE HOME.



COLOR WIRED ROUND THERMOSTAT
- WIFI READY
WIRELESS COMMUNICATION
#B1126

COLOR SMART PROGRAMMABLE THERMOSTAT: WIRELESS COMMUNICATION CONTROLS TEMPERATURE, HUMIDITY AND AIR QUALITY, ADJUSTABLE LOCALLY AND VIA 3RD PARTY APP. COMPATIBLE WITH ALEXA AND GOOGLE HOME.

MAESTRO PRO



Pro Inverter 12 HP 115V (Model #2452)
Pro Inverter 12 HP 230V (Model #2450 & #2451 w/EH)



Austin Office: 512.462.4777
Dallas Office: 972.570.4700
Longview Texas: 903.686.9823

Houston Office: 832.342.7000
San Antonio Office: 210.499.0004
Lubbock Office: 806.745.6691

Rio Grande Valley Office: 956.566.9540
Fort Worth Office: 817.838.7400

OLIMPIA SPLENDID
HOME OF COMFORT
sales@olimpiasplendidusa.com
Olimpiasplendidusa.com

ITALIAN COMPANY
SINCE 1956

Not Just Smart, Venstar Smart.



Explorer Mini

Explorer IAQ

ColorTouch

Our connected thermostats are packed with innovative features and value to satisfy every customer's needs.

- Professional, contractor grade
- Residential, Commercial, and School models
- Easy to install, simple to program
- Can help reduce energy costs
- Reliable, feature rich, and better value
- Free Skyport Mobile App controls comfort from virtually anywhere
- Advanced geofencing, reporting, and alerts



Over 30 Years
of Innovation and Excellence



www.venstar.com



We are your #1 Source for Venstar Thermostats and Accessories – Visit us today!



www.inscohvac.com

Texas

Abilene	1810 Pecan Street	325-673-2660	Grapevine	1300 Minters Chapel, Ste 500	682-223-6700	San Angelo	914 Arroyo Drive	325-224-4276
Arlington	4851 S. Collins Ste 151	817-649-7866	Harlingen	3409 Mississippi Street	956-425-1120	San Antonio	1302 S. Alamo	210-223-2681
Austin	2929 Longhorn Blvd, Ste 103	512-837-3091	Houston	10460 S Sam Houston Pkwy West	713-335-5475	San Antonio	15938 University Oak	210-581-7350
Austin	6301 E. Stassney Lane	512-441-9893	Houston	11102 Beltline Road, Ste 300	713-358-3737	San Antonio	222 Recoleta	210-824-9551
Brownsville	224 Industrial Drive	956-546-8800	Houston	14900 Hempstead Rd., Ste 300	713-462-3737	San Antonio	2403 Freedom Drive	210-828-8311
Corpus Christi	5439 Greenwood Drive	361-851-8821	Houston	5921 South Loop East	713-645-6726	San Antonio	6896 Alamo Downs Pkwy, Ste 900	210-523-1244
Dallas	10490 Shady Trail, Ste 100	214-350-7913	Hutto	100 TK Industrial Dr. Ste 101	512-521-0564	Tyler	3805 Timms Street, Ste 300	903-561-8080
Del Rio	2307 N. Main	830-774-1545	Kerrville	1905 Junction Hwy	830-895-2800	Victoria	3803 N John Stockbauer	361-576-4101
De Soto	640 E. Centre Park Blvd	214-467-8130	Laredo	5714 Cerrito Prieto Court	956-726-0541	Wichita Falls	206 Waco Street	940-766-0225
El Paso	11500 Rojas Dr., Ste A & C	915-779-3475	Leander	1633 US Hwy 183	512-900-3921	Oklahoma		
Ft. Worth	399 North Beach Street	817-834-5542	Lubbock	5833 50th Street	806-762-4088	Oklahoma City	3100 Thomas Rd.	405-670-1326
Garland	3775 Marquis Drive #101	972-276-5532	McAllen	1218 East Laurel Ave	956-686-3786			
Georgetown	40110 Industrial Park Circle	512-863-0525	New Braunfels	1223-B Industrial Drive	830-625-7743			

TACCA Welcomes Victoria Schaefer as New Executive Director



Austin, TX— TACCA - Texas Air Conditioning Contractors Association is proud to announce the appointment of Victoria Schaefer as its new Executive Director. TACCA, a non-profit trade association dedicated to promoting and supporting the Heating, Ventilation, Air Conditioning, and Refrigeration (HVAC/R) industry in Texas, looks forward to Schaefer's leadership as they continue their mission of empowering members and advancing the industry.

Roland Arrisola, 2024 TACCA President and General Manager of Stan's Heating and Air Conditioning, expressed enthusiasm about Schaefer's appointment: "We are pleased to announce Victoria Schaefer as the new Executive Director of TACCA. With the 2025 Texas Legislative Session on the horizon and the esteemed ACCA Annual Meeting gracing Texas in the same year, we recognize the importance of bringing strategic initiatives and collaborative efforts now to ensure Texas remains at the forefront of innovation and excellence in HVAC services."

Schaefer brings a wealth of experience to her new role, having previously served in association leadership and the Texas HVAC industry. Her commitment to growing membership, expanding member services, and enhancing brand communication aligns seamlessly with TACCA's goals of fostering industry excellence and supporting its members' success. She will begin her new role at TACCA on April 8, 2024.

"As a lifelong Texan, Victoria is a great fit to serve a Texas-based trade association," noted Arrisola. "She will bring additional leadership, energy, and creativity to the organization's programs along with a deep sense of commitment to the HVAC industry."

Schaefer's return to TACCA signifies a pivotal moment for the association as they continue to navigate the dynamic landscape of the HVAC industry. Her leadership will undoubtedly play a vital role in elevating TACCA's effectiveness and ensuring Texas remains a leader in HVAC innovation and service.

For more information about TACCA and its initiatives, please visit TACCA.org.

National HVACR Education Conference

The National HVACR Education Conference, hosted by HVAC Excellence, witnessed a historic turnout as HVACR educators, trainers, and industry professionals gathered in Las Vegas to explore the dynamic changes shaping the HVACR sector.

Organizing an international training event demands thousands of hours of meticulous planning and coordination, alongside a significant financial investment. However, turning these plans into reality requires exceptional partnerships - bringing together companies that may typically compete for sales but unite around the common goal of advancing HVACR education.

Among the many leading manufacturers, associations, and groups present, HVAC Excellence gives special recognition to Daikin Comfort Technologies. They showcased an unwavering commitment to HVACR education with a team of over fifty (50) members dedicated to enlightening attendees.

Established in 2007, the HVAC Excellence National HVACR Education Conference was designed to support those on the frontline of HVACR education, to keep their programs current and relevant. As the industry continued to experience rapid changes, the conference's mission expanded to include professionals seeking to stay informed about equipment, controls, refrigerants, regulations, codes, teaching strategies, and technologies.

Recognizing the swift pace of technological advancements, Daikin took a significant step in enhancing its support for education by co-sponsoring the conference. Their fifty plus team members engaged attendees with valuable insights, innovations, and educational resources aimed at empowering professionals to thrive in the evolving HVACR landscape.

To ensure an unforgettable experience for all, Daikin hosted an opening reception celebrating their 100 years of excellence and innovation in the HVACR industry. Attendees were treated to a performance by Taiko drummer, symbolizing both the company's 100th anniversary and its rich cultural heritage.

Over the subsequent three days of the event, the Daikin Technical Training Team, alongside professionals from various manufacturers, associations, and industry groups, delivered over 100 sessions and showcased the future of the HVACR industry through an exposition.

As the 2024 National HVACR Education Conference drew to a close, preparations for the 2025 event, scheduled for March 16-19, 2025, are already in full swing. Leading professionals interested in contributing to the future of our industry can find more information at escogroup.org.



FOR PEAK PERFORMANCE, ALWAYS ASK FOR ASPEN!



Aspen is A2L Refrigerant-Ready!

- Enhanced Coils and Air Handler Designs
- Factory ready A2L Coils and Air Handlers with R-454B and R-32 detection and mitigation systems
- A2L Field-Installed Kits for Air Handlers, Cased and Uncased Coils
- A2L Field-Installed Kits for Aspen R-410A Coils and Air Handlers
- Full Line of Coils and Air Handlers Convertible from R-410A to R-454B or R-32
- Higher Efficiency Coils Ready to Outperform with All Refrigerants



Aspen delivers when you need it!
Ask your Aspen Sales Team about A2L products today.
www.aspenmfg.com

Construction Employment Increases In 39 States From March 2023 To March 2024, While 36 States, D.C. Add Jobs Between February And March

California and Alaska Lead Rankings of Year-over-Year Increases, While New York and Washington Lag; New York Posts Largest Number and Percent of Monthly Increases, While Oregon Has Largest Declines

Construction employment increased in 39 states in March from a year earlier, while 36 states and the District of Columbia added construction jobs between February and March, according to a new analysis of federal employment data released by the Associated General Contractors of America today. Association officials hailed widespread gains in construction jobs, but warned that a dearth of available workers may imperil timely completion of many projects.

“Most states have experienced no letup in demand for construction projects, as these numbers reveal,” said Ken Simonson, the association’s chief economist. “In fact, even more states would have posted an increase in construction employment if contractors could find enough qualified workers.”

Between March 2023 and March 2024, 39 states added construction jobs,

10 states and the District of Columbia shed jobs, and employment was unchanged in Vermont. California added the most construction employees (33,900 jobs, 3.8 percent), followed by Texas (28,600 jobs, 3.5 percent) and Florida (23,000 jobs, 3.7 percent). Alaska had the largest percentage increase over 12 months (16.2 percent, 2,700 jobs), followed by South Dakota (10.9 percent, 3,000 jobs), and Arkansas (9.7 percent, 6,000 jobs).

New York lost the most construction jobs during the past 12 months (-9,700 jobs, -2.5 percent), followed by Washington (-8,400 jobs, -3.6 percent), Maryland (-4,700 jobs, -2.9 percent), and Pennsylvania (-4,100 jobs, -1.6 percent). The largest percentage loss was in Washington, followed by Maryland, North Dakota (-2.9 percent, -800 jobs), D.C. (-2.6 percent, -400 jobs), and New York.

For the month, construction

employment increased in 36 states and D.C., declined in 13 states, and was unchanged in Rhode Island. New York added the largest number and percentage of jobs over the month (9,500 jobs, 2.5 percent). Other states with large monthly increases include California (4,600 jobs, 0.5 percent), Michigan (4,000 jobs, 2.0 percent), and Florida (3,600 jobs, 0.6 percent). States with large percentage gains include Wisconsin (2.2 percent, 3,100 jobs) and Minnesota (2.1 percent, 2,700 jobs).

Oregon lost the largest number and percentage of construction jobs from February to March (-2,300 jobs, -2.0 percent). Other states with substantial job losses include Colorado (-1,500 jobs, -0.8 percent) and Washington (-1,200 jobs, -0.5 percent). States with notable percentage losses for the month include Wyoming (-0.9 percent, -200 jobs), Oklahoma (-0.8 percent, -700 jobs) and Colorado.

Association officials urged federal officials and lawmakers to increase funding for construction training and education programs and to allow more people to lawfully enter the country to work in construction. They pointed out that few students receive exposure to construction as a career opportunity during school, which makes it difficult for firms to find workers pursuing high-paying construction careers. The lack of a dedicated temporary work visa program for construction adds to the challenge of filling the record level of openings.

“In order to keep up with demand for infrastructure and private construction, it is essential to enable more students to learn about and prepare for careers in the industry,” Jeffrey D. Shoaf, the association’s chief executive officer, said. “In addition, there should be legal routes for qualified people to work in the industry.”

WELCOME TO THE NEW SSDHVAC.COM

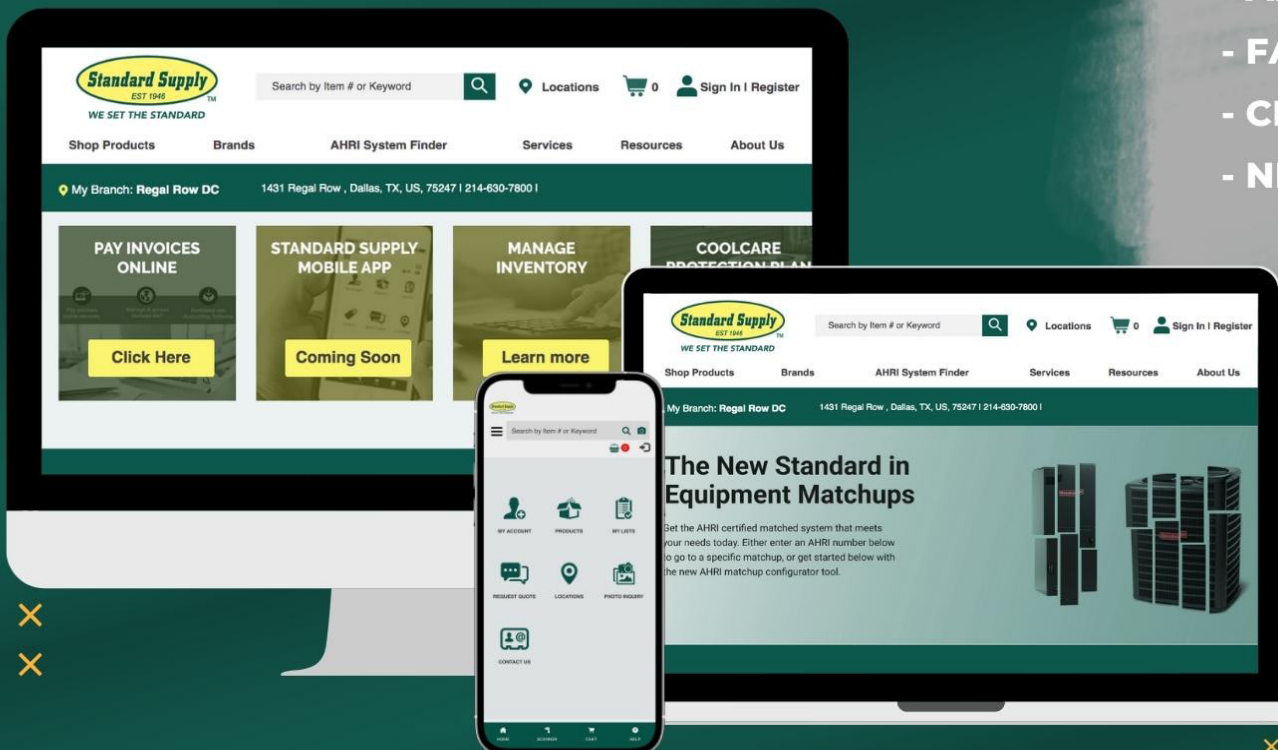


WELCOME TO THE NEW SSDHVAC.COM

NEW FEATURES

- AHRI MATCH-UP SYSTEM
- FAST & EASY ORDERING
- CREATE SHOPPING LISTS
- NEW MOBILE APP

EXPLORE NOW





**DON'T
GET STUCK
WITHOUT
PRODUCT THIS
IAQ SEASON**

BUY LOCAL!

In stock! Ready to ship out of West Palm Beach, Florida



Clean Air is Life™

LET US HELP PROTECT YOURS

RGF®
ENVIRONMENTAL GROUP, INC.

TO LEARN MORE, VISIT: RGF.COM

TRUCK STOCK

BE READY FOR ANY JOB

April 1 - June 30

1. CHOOSE YOUR STOCK ITEMS.
2. TEXT YOUR ORDER TO THE BRANCH.
3. PICK IT UP!

Exclusions: Equipment/Accessories (residential and commercial), Copper (ACR/Rolls), Duct Board/Liner/Flex, Sheet Metal Products, Grills/Registers, Concrete/Plastic Condenser Pads, Tools/Instruments, Communicating Controls, Floor Plans, Special Orders, Refrigerant. *T3 points will not be reflected until the end of the promotion.

Technician Tool Bucks
EARN PUNCHES.
SAVE MONEY!
Earn 1 punch per every \$50 spent
on qualifying purchases*

\$10 OFF
Your next tool purchase
upon completion.

\$50 \$50 \$50 \$50 \$50
\$50 \$50 \$50 \$50 \$50

*Restrictions apply. Expires 12/31/24. See website for complete terms.

SUPPORT³

TOOLS TRAINING TRAVEL **T³**

TRIPLE T3 POINTS
DOUBLE PUNCHES
EXTENDED PAYMENT TERMS

**TEXT US
YOUR ORDER!**

SCAN TO FIND A
BRANCH NEAR YOU

www.Insco.com/locator



Abilene / Arlington / Austin / Brownsville / Corpus Christi / Dallas / Del Rio / Denton / Desoto / El Paso / Fort Worth / Garland / Georgetown / Grapevine / Harlingen / Houston / Hutto / **INSCO.COM**
Kerrville / Laredo / Leander / Lubbock / McAllen / New Braunfels / Oklahoma City / San Angelo / San Antonio / Tyler / Victoria / Wichita Falls

Product lines subject to market restrictions



BEST PRODUCTS. BEST SERVICE. BEST PEOPLE.



/inscodistributing
@inscohvac



The Ultimate Locator



PART to PART

Find over 300,000 cross-referenced parts.
No matter the brand!

Learn more at: www.johnstonesupply39.com/parttopart

The McCall Group

<p>BEAUMONT 675 M.L. King Pkwy, 77701 Phone: (409) 832-7409 Fax: (409) 832-1462</p>	<p>HOUSTON 2120 Shepherd Drive, 77007 Phone: (713) 868-8967 Fax: (713) 868-3045</p>	<p>HOUSTON 8304 Westpark, 77063 Phone: (713) 952-4601 Fax: (713) 952-0865</p>	<p>HOUSTON 6630 Roxburgh Dr Ste #175, 77041 Phone: (713) 466-5716 Fax: (713) 466-7530</p>	<p>KATY 22110 Merchants Way, Ste. 100, 77449 Phone: (713) 803-6240 Fax: (713) 803-6250</p>	<p>WEBSTER 16910 N Texas Ave Ste. A-14, 77598 Phone: (346) 444-3879 Fax: (832) 476-2450</p>
<p>CONROE 800 Old Montgomery Ste 200, 77301 Phone: (936) 230-5040 Fax: (936) 242-0178</p>	<p>HOUSTON 5935A South Loop East, 77033 Phone: (713) 645-0085 Fax: (713) 645-7498</p>	<p>HOUSTON 15631 Blue Ash, #160, 77090 Phone: (281) 872-5200 Fax: (281) 872-4848</p>	<p>HUMBLE 19396 Kenswick Dr, Bldg C 77338 Phone: (832)-408-8593</p>	<p>STAFFORD 10650 W. Airport Blvd Ste. 180, 77477 Phone: (281) 988-5584 Fax: (281) 988-9533</p>	<p><i>Stop by and see us!</i></p>

CenturyHVAC DISTRIBUTING™

HAVE A COMMERCIAL PROJECT?

- COMPETITIVE PRICING
- INVENTORY IN STOCK.
- GIVE US A CHANCE!



Sun™ Pro Packaged Rooftops Units
Sun™ Pro Rooftop Units are service-friendly and life-cycle cost optimized, with the most complete range of features and options in this tonnage size.



Sun™ Core Rooftop
Sun™ Core Rooftop Units are your go-to product to economically meet building codes for first-cost-conscious customers.



Small Sunline™
Small Sunline™ Packaged Rooftop Units deliver simplicity and performance that give you an advantage on almost every rooftop project.

At Century HVAC Distributing, we've beefed up our York Commercial offering. With a larger selection of units in stock & competitive pricing, we mean serious business when it comes to your commercial needs. Contact your local branch or a Trusted Advisor for more information.

CenturyHVAC DISTRIBUTING™

Cedar Park

1700 La Jaita Dr.
Cedar Park, TX 78613
512-528-9675

Mansfield

619 S. Wisteria St
Mansfield, TX 76063
817-435-9675

San Antonio West

515 Richland Hills Dr Bldg #2
San Antonio, TX 78245
210-591-1910

Dallas

2646 Manana Dr
Dallas, TX 75220
972-241-7007

Mesquite

2900 Live Oak
Mesquite, TX 75150
972-270-2465

San Marcos

1551 Clovis Barker Rd. Ste 201
San Marcos, TX 78666
512-392-1114

Fort Worth

4600 Airport Freeway
Fort Worth, TX 76117
817-831-9675

Richardson

1451 Exchange Drive
Richardson, TX 75081
972-470-9119

South Austin

1711 Frate Barker Rd
Austin, TX 78748
512-280-9675

La Feria

212 E Express 83
La Feria, TX 78559
956-507-7968

San Antonio

12375 Wetmore Rd
San Antonio, TX 78247
210-377-3991

Waco

4530 Speight Ave.
Waco, TX 76711
254-296-0505

Century HVAC Distributing Vendor Days

Century HVAC Distributing held one of their Vendor Days on April 23rd at their Richland Hills location in San Antonio TX. There were product demonstrations, door prizes, sales promotions and a taco truck for lunch.



SMACNA Issues Fifth Edition of Its HVAC Systems Duct Design Manual

Chantilly, Va. — The Sheet Metal and Air Conditioning Contractors' National Association (SMACNA), the leader in promoting quality and excellence in the sheet metal and air conditioning industry, published the fifth edition of its HVAC Systems Duct Design Manual, which is available digitally and in print. This edition presents the methods and procedures for properly designing an HVAC air distribution system, with new detailed information on duct design, duct fitting selection, examples, calculations, and tables.

In addition to the basic engineering principles for the sizing of HVAC ductwork systems, the manual also provides detailed information on: air distribution materials; methods of construction; economics of duct systems; duct system layout; fan selection; duct leakage; acoustic considerations; and testing, adjusting, and balancing.

The updated 404-page standard was revised to provide contractors, designers, and facility owners with the information they need to apply effective and efficient solutions to their projects.

“Our technical team works tirelessly to ensure HVAC contractors, design professionals, and building code officials have access to the latest design information to enable them to create and complete a project per the plans and specs with full conformance to the building codes for cost effective delivery to the client,” said Aaron Hilger, SMACNA’s Chief Executive Officer. “As the needs of our clients change, we adapt with them and the construction projects they design.”

Technical standards and manuals

developed by SMACNA members have worldwide acceptance by the construction and code community, as well as local and national government agencies. SMACNA standards and manuals address all facets of the sheet metal and HVAC industry – including duct construction and installation, indoor air quality, energy recovery, roofing and architectural sheet metal, welding, and commissioning – and advancements are made possible by those in the industry who provide suggestions for improvement based on knowledge, experience, and research. All of SMACNA’s standards manuals are available in print or PDF format via SMACNA’s online bookstore.

For more information on SMACNA’s industry-leading standards, visit www.smacna.org/resources/technical/technical-standards.

ABOUT SMACNA:

SMACNA is an international trade association representing 3,500 contributing contractor firms and is a leader in promoting quality and excellence in the sheet metal and air conditioning industry. SMACNA members are responsible for effectively delivering the clean air Americans breathe in offices, homes, and hospitals; for many of the attractive facades you see on today’s stadiums and office buildings; and for the comfortable, healthy, and safe living environments in which our citizens live out their daily lives. SMACNA has national offices in Chantilly, Va., outside of Washington, D.C., and on Capitol Hill. For more information, visit www.SMACNA.org.

Product News

Introduces Lucidium® Fusion Ceiling Mounted, Fan Powered Continuous UV-C Air Treatment System Proven to Reduce MS-2 Bacteriophage by 99.9% in Independent Testing

Port of Palm Beach, FL- RGF® Environmental Group, Inc., a leader in indoor air quality and manufacturing, introduces the Lucidium® Fusion, best-in-class continuous UV-C air treatment systems for indoor environments. Lucidium® Fusion is designed for all environments including schools, hospitals, rehabilitation/recovery centers, assisted living facilities, conference rooms, common areas, business centers, airports, commercial spaces, offices and more.

With over 39 years of UV research and development, this innovative product combines unique proprietary components to deliver the most effective fan powered, single-pass, high-flow, pathogen reduction air purifier on the market. Lucidium® Fusion safely and quietly delivers the highest UV dose of any ceiling-mounted unit. Third-party tested by CSA (Canadian Standards Association) Group in their Toronto Facility, Lucidium® Fusion has been proven to reduce MS-2 Bacteriophage, a surrogate for SARS-CoV-2, by 99.9%, producing 200 cubic feet per minute of disinfected air at less than 20 decibels. Efficacy testing was performed pursuant to the new ASHRAE 241 Standard.

“Lucidium® Fusion is a valuable solution to improve Indoor Air Quality and is exceptional for noise sensitive environments, protecting occupants against exposure to airborne pathogens” said Larry Fletcher, Technical Director, “Our rigorous research,



development, and testing of the Lucidium® Fusion is another example of RGF’s commitment to providing the world with the cleanest, safest air.”

Lucidium® Fusion is manufactured at RGF’s vertically integrated, environmentally friendly ISO 9001:2015 certified facility. For more information on the Lucidium® Fusion, visit <https://rgf.com/products/air/lucidium-fusion/>.

DISCLAIMER: The summary and any comments herein are based on the results from an independent laboratory study performed under controlled conditions and are not in any way medical claims. The product(s) and technologies described are not medical devices and are not intended to diagnose, treat, cure, or prevent any disease, virus or illness.

For more information about testing on the Lucidium® Fusion, or to inquire about becoming a manufacturer’s sales

rep, please contact Larry Fletcher at lfletcher@rgf.com.

RGF® Environmental is committed to the principle that “Clean Air is Life”. For more than 39 years, we have manufactured safe and effective IAQ devices that reduce the risks of airborne microbial contaminants, including SARS-CoV-2. We will continue our efforts to develop innovative IAQ devices and conduct scientific research with leading government, private and academic laboratories to provide documentation on the safety and efficacy of our products.

About RGF® Environmental Group, Inc.

RGF® manufactures over 500 environmental products and has a 39+ year history of providing effective solutions that improve air, water, and food quality without the use of chemicals. RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF® Headquarters span 10 acres, with 220,000 square feet of manufacturing, warehouse, and office facilities. RGF® continues to upgrade its facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best-engineered products on the market.

Johnstone Supply South Texas Customer Appreciation Days

Johnstone Supply South Texas held their Annual Spring Customer Appreciation Days on April 17th and 18th. The events were held in Corpus Christi at the Agnes Branch, and in Victoria the following day. The 2-day event had a vendor fair, lunch, and raffle prize giveaways.





CORPUS CHRISTI - PHARR - BROWNSVILLE - LA FERIA - VICTORIA - LAREDO

SCAN TO SHOP!



2024 MAY MOTOR FLYER

PURCHASE 5 OR MORE MOTORS ON ONE INVOICE DURING THE MONTH OF MAY TO QUALIFY FOR SPECIAL PRICING THROUGH SEPTEMBER 30TH
ONLINE ORDERS RECEIVE 10% OFF YOUR STANDARD PRICING DURING PROMO PERIOD

PROMO CODE "MOTOR10"
 (UNLIMITED USE THROUGH 09/30/2024)

<i>The Economaster (70°C ambient)</i>		
Stock #	Mfg. #	Description
S82-164	EM3458F	1/3 - 1/6 HP, 230V, 1075 RPM
S82-165	EM3459F	1/3 - 1/8 HP, 230V, 825 RPM
S81-290	ORM4688BF	1/3 - 1/8 HP, 460V, 825 RPM

<i>High Temperature Condenser Fan Motors - 70°C</i>		
Stock #	Mfg. #	Description
S82-140	EM3403F	1/6 HP, 825 RPM
S82-141	EM3404F	1/4 HP, 825 RPM
S82-142	EM3405F	1/3 HP, 825 RPM
S82-143	EM3746F	1/2 HP, 825 RPM
S82-144	EM3727F	1/6 HP, 1075 RPM
S82-145	EM3728F	1/4 HP, 1075 RPM
S82-146	EM3729F	1/3 HP, 1075 RPM
S82-147	EM3730F	1/2 HP, 1075 RPM
S82-148	EM3731F	3/4 HP, 1075 RPM

<i>Evaporator Fan Motors - 3 Speed, 1075 RPM Reversible Rotation</i>		
Stock #	Mfg. #	Description
S82-123	EM3583	1/4 HP, 115V
S82-124	EM3585	1/3 HP, 115V
S82-125	EM3587	1/2 HP, 115V
S82-126	EM3589	3/4 HP, 115V
S82-127	EM3584	1/4 HP, 230V
S82-128	EM3586	1/3 HP, 230V
S82-129	EM3588	1/2 HP, 230V
S82-130	EM3590	3/4 HP, 230V

<i>High Temperature Condenser Fan Motors - 460V</i>		
Stock #	Mfg. #	Description
S82-149	EM3736F	1/4 HP, 1075 RPM
S82-150	EM3737F	1/3 HP, 1075 RPM
S82-151	EM3738F	1/2 HP, 1075 RPM

<i>ECM Evergreen Replacement Blower Motor - 5 Speed - 208V</i>		
Stock #	Mfg. #	Description
S83-698	6203X	1/3 HP, 1075 RPM
S83-699	6205X	1/2 HP, 1075 RPM
S83-700	6207X	3/4 HP, 1075 RPM
S83-701	6210X	1 HP, 1075 RPM



THAT'S THE POWER OF
JOHNSTONETM



CORPUS CHRISTI: 2701 AGNES ST. - 361-882-8896
 CORPUS CHRISTI: 8051 S.P.I.D. - 361-986-0613
 PHARR: 3107 N. SUGAR RD. - 956-783-1036
 LAREDO: 4114 AIRPARK DR. #4A - 956-727-2235

BROWNSVILLE: 4635 MAR ST. - 956-838-0542
 LA FERIA: 13422 EXPRESSWAY 83 - 956-797-2035
 VICTORIA: 3704 BILLY DR. - 361-574-8349

QUALIFYING ORDER MUST BE 5 OR MORE MOTORS FROM FLYER ON ONE INVOICE. PRICING ENDS 05/31/2024 FOR ACCOUNTS THAT DO NOT QUALIFY.
 PRICING ENDS 09/30/2024 FOR QUALIFYING ACCOUNTS. RESTRICTIONS MAY APPLY. PRICE SUBJECT TO CHANGE.
 JOHNSTONE SUPPLY RESERVES THE RIGHT TO CHANGE OR CANCEL THIS PROMOTION WITHOUT ADVANCED NOTICE.

Ferguson Annual Fishing Tournament

Ferguson Enterprises held their Annual Fishing Tournament at Mile Marker 37 in Corpus Christi TX on April 12th-13th. There was a Friday night check-in, and Saturday tournament. Lunch and Awards and Raffle prizes were all a part of the day.



PIPE PROP
The Professional's Choice

PIPE PROP
8th Wonder of the World!

Introducing the NEW RUB Models

Drop & Go
No Adhesive Required

Well, maybe not, but it's pretty darn handy!

- > Made with recycled rubber
- > Features a low aerodynamic design for reduced wind resistance
- > Textured non-slip grip
- > No adhesive required
- > Plus all the quick adjustable features found in our standard Pipe Props

For more information, Visit www.pipeprop.com Call 1.888.590.0120 for a distributor near you.



Not all products depicted are Miami-Dade tested/approved.



Ferguson Annual Fishing Tournament



Sergio Rodriguez Jr Heaviest Other Fish



Jerry F Winterroth 1st Place Redfish



Amanda Coleman 2nd Place Redfish



Jerry M Winterroth 3rd Place Redfish



George Gatea 1st Place Trout



Tommie Lee 2nd Place Trout



Spud O'Neal 3rd Place Trout



Kayak Raffle Winner



BREATHE EASIER WITH AKTIV8™ FOR FRESH, CLEAN AIR



AVAILABLE AT FERGUSON HVAC LOCATIONS

Fresh-Aire UV specializes in whole-home UV light and activated carbon air purifiers, effectively cleansing the air within residences or commercial spaces. These units are seamlessly integrated into central air systems, actively eradicating microbes and eliminating odors as air circulates through the system repeatedly.

ACTIVE AIR TREATMENT FOR THE WHOLE HOME

AKTIV8™ is a reliable solution for enhancing indoor air quality and optimizing the efficiency of HVAC equipment in both residential and commercial settings. Its advanced technology actively targets and neutralizes biological contaminants like mold, bacteria and viruses that circulate through ventilation systems. With a patent-pending design, AKTIV8 is proven to be highly effective in preserving a clean coil, preventing the formation of odor-causing mold and biofilm, and ensuring optimal efficiency.

FEATURES & BENEFITS

- Actively treats the whole system
- Activated carbon catalyst
- Advanced 2-year UV germicidal oxidizing quartz lamp
- Certified to UL 2998
- Easy installation



Serving Texas statewide with more than 40 locations. Scan the QR code to find your nearest location.



FERGUSONHVAC.COM

Winsupply BBQ Cook-Off

Winsupply held their First Annual Mechanical Man Barbeque Cook-Off on April 5th-6th at the Fields Event Venue in Cibolo TX. The cook-off had 27 teams entered and competed in cooking brisket, chicken and sausage. There was Live Music on Friday, and a Washer Tournament on Saturday during the competition. The event benefitted the St. Jude's Children's Hospital.



Product News

Trane® / Mitsubishi SMART MULTI® Line Expands with Three-Phase System Ideal for Light Commercial Applications Synexis® Sentry XL Expands Air Purification and Surface Cleanliness Coverage up to 3,000 Square Feet

IntelliPak® and Voyager® Rooftop Units Transition to A2L Refrigerant

Davidson, N.C. – Trane – by Trane Technologies (NYSE: TT), a global climate innovator, has introduced new innovations to provide outdoor heat pump technology to multi-zoned buildings, optimize indoor environments, and empower customers to start their transition to next-generation refrigerants.

• Mitsubishi Electric Trane HVAC U.S. (METUS) has expanded the Trane® / Mitsubishi SMART MULTI® line to include 6-, 8-, and 10-ton outdoor units ideal for light commercial buildings with space constraints.

• The new Synexis® Sentry XL joins the

Synexis family of air and surface purification solutions, providing air purification and surface cleaning in occupied spaces up to 3,000 square feet.

• The company is transitioning its IntelliPak® and Voyager® lines of packaged rooftop units to A2L refrigerants as part of Trane Technologies' climate commitment.

Trane / Mitsubishi SMART MULTI Three-Phase System Offers Long-Term Performance

• Mitsubishi Electric Trane HVAC U.S. has added three new capacities to its line of Trane

/ Mitsubishi SMART MULTI multi-zone heat pumps for light commercial buildings requiring individual zoning. New capacities include 6-, 8-, and 10-ton pump systems. The three-phase, 208/23-volt system provides occupant comfort, efficient operation, superior air filtration, and high efficiency with an Integrated Energy Efficiency Ratio (IEER) of up to 24.2.

• A cost-effective option for light commercial applications with space constraints, the system is ideal for one- to three-story multifamily buildings, churches, offices, and other commercial buildings. The system features:

- A side discharge arrangement with a slim outdoor unit profile for reduced footprint.
- Capacities in 72 kilo British thermal units per hour (KBTU/H), 96 KBTU/H, and 120 KBTU/H.
- High-efficiency systems with ENERGY STAR® ratings.
- Coefficient of performance (COP) ratios up to 4.3 at 47 degrees Fahrenheit and up to 2.7 at 17 degrees Fahrenheit.
- Access for multi-directional piping from the front, bottom, right, or back of the unit requires less physical space for piping.

Product News

Johnson Controls Launches New Low-Gwp Residential Portfolio Ahead of 2025 Regulations

Milwaukee – Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, has launched a brand-new suite of redesigned, innovative and environmentally friendly residential products that have been optimized for use with the low-GWP refrigerant R-454B, with delivery dates this quarter.

“Designing future-ready technologies to meet upcoming standards reflects our overall commitment to driving sustainability while reducing install time and maintenance costs for our customers,” said David Budzinski, president, residential and light commercial, global products at Johnson Controls. “Working together with our customers, partners and suppliers, we are excited to deliver a planned refresh of our residential and light commercial portfolio, staying ahead of upcoming regulations. We added differentiated features and simplified the overall user experience of our products.”

Johnson Controls has long been a champion of the transition to lower-GWP refrigerants and is one of the first in the market to have launched more than 70% of their product portfolio, preceding the 2025 regulatory shift by more than half a year. The launch includes a majority of the company’s residential portfolio of heat pumps, air conditioners, air handler units and indoor evaporator coils.

“The entire portfolio has been redesigned with a

new modern color scheme and enhanced features that address increased efficiency, improved serviceability and installation with a significant focus on increased ratings for customers incentivized by federal rebates and tax credits,” stated Sophia Bellos, vice president of product management for residential and light commercial systems at Johnson Controls. “I am especially excited that our new heat pump portfolio will qualify customers for increased tax credits and rebates, not only when paired with our air handlers but also with our furnaces, regardless of whether they are new or retrofit systems.”

Among the products launched are Johnson Controls entry, mid- and high-efficiency heat pumps, as well as the entry and mid-tier air conditioners. These new systems feature the latest technology in refrigerants with low GWP. These products have improved features, making them faster to install and service, and smaller form factors for ease of stocking and installation, and they have been designed to ensure qualified tax credit and rebate ratings across multiple use applications. The newly launched air handler portfolio features higher-efficiency motors for improved energy savings and comfort, similar to our coil portfolio. To ensure the safety of our customers, a refrigerant leak detection sensor is now available in a multi-position form factor that allows customers to conserve inventory space by

stocking one model.

The American Innovation and Manufacturing Act mandates an 85% reduction in hydrofluorocarbon gases by 2036. For stationary air conditioning and heat pumps, the final rule calls for a 700-GWP limit for most new comfort cooling equipment, starting Jan. 1, 2025. The R-454B refrigerant chosen by Johnson Controls for residential and commercial ducted systems equipment has a GWP rating of 466, well below the requirement and nearly an 80% reduction from conventional refrigerants.

Johnson Controls developed a proactive strategy to ensure customers can not only stay ahead of regulations but make the transition as simple as possible. It has spent years testing, evaluating and implementing a variety of next-generation refrigerant options capable of meeting future demands to deliver a low-carbon footprint with high-performance outcomes across its suite of products. Every refrigerant Johnson Controls selects is optimized to be safe, reliable, efficient and affordable. The refrigerants used in multiple Johnson Controls products have among the lowest GWP on the market.

To learn more about Johnson Controls and its holistic approach to meeting the evolving needs of the industry, visit <https://www.johnsoncontrols.com/navigating-the-refrigerant-transition>.

Dual Filter Return Air Plenums

**One Product.
Takes the
Place of
Three.**

Plenum, Filter Box &
Transition. Cabinet for
4" Media and 1" Filters.



**Call Metal Zinc Today
to Find Out How This
Helps You and Your
Customers.**

(281) 630-0224

MetalZincMFG.com

**Metal
Zinc**

High quality.
Low cost.
People who care.
That's Metal Zinc.

UNITED AC SUPPLY
HVAC WHOLESALER
SERVING THE INDUSTRY FOR 33 YEARS

ONE STOP DOES IT ALL!

ASPEN
Everything's Right Here™

Proudly offering all sizes
of ASPEN COILS



SPECIALIZED PARTS AND SUPPLIES
GRILLES • CONTROLS • MOTORS • COILS
ALL TYPES OF REFRIGERATION

- MORE IN STOCK THAN ANYBODY ELSE!
- WE TAKE OUR TIME WITH ALL CUSTOMERS
- AFTER-HOURS HELP AVAILABLE
- EPA CLASSES AVAILABLE IN-HOUSE
- CALL THE OFFICE FOR DETAILS AND SCHEDULE



Call, stop in,
or visit us
online today!

9920 Westpark
Houston, TX 77063
Phone: 713-952-5191
Email: kmintl@wt.net
www.unitedacsupply.com

CHECK WITH US ON OUR WIDE SELECTION OF HEATING/AC PARTS
AND ACCESSORIES PRICED RIGHT AND IN STOCK!

New Ruskin® BTD830 Single-Bladed Bubble Tight Isolation Damper Meets Requirements for Extremely Low Leakage

Grandview, MO – Ruskin® announces the BTD830 bubble tight isolation damper, the company's newest addition to its bubble tight product series. The BTD830 is a rectangular bubble tight damper ideal for applications where extremely low leakage is required. The rectangular design offers more free area, lower pressure drops, better airflow compared to round or oval dampers, and is a lower-cost alternative to other bubble tight dampers.

Typical applications include biotech labs, food processing operations, industrial process systems, laboratories and nuclear power plants, along with medical, military and pharmaceutical facilities.

The BTD830 is bubble tight according to the AMCA 500-D standard with a maximum velocity of 4,000 FPM, a static pressure of 10.0" w.g. (2.5 kPa) and a temperature range of -40°F to 250°F (-40°C to 121°C).

Damper sizes range from 6" x 6" (15.2cm x 15.2cm) to 36" x 16" (91.4cm x 40.6cm). The flanged dampers can be mounted for horizontal or vertical airflow, and standard or custom mounting hole configurations are available.

Standard features include:

- Rectangular flanges
- Painted steel channel frame and blade
- Center-pivoted, double-skin blade with 12ga minimum thickness welded to a full-length axle

- Stainless steel sleeve bearings bolted to the damper frame
- Axle seal integrated with the bearing assembly
- Field replaceable solid silicone blade seal that is mechanically fastened to the blade
- Polyamide epoxy finish

Optional features include square flanges, a mil-spec frame or blade (304SS, 304LSS, 316SS, 316LSS) and mil-spec axle (316 SS, 316L SS) or finish (304SS, 304L SS, 316SS, 316L SS).

Ruskin can supply and mount actuators and limit switches as needed, including:

- Manual worm gear with handwheel
- Direct-mount, commercial grade
- Electric, quarter-turn rotary (fail in place, battery backup, spring return – 24V, 120V, 230V)
- Pneumatic, quarter-turn rotary (double acting or spring return)

Each BTD830 damper is fully cycled and tested at the factory prior to shipment in accordance with AMCA Standard 500-D. Ruskin performs bubble leak testing to 10.0" w.g. (2.5 kPa) before shipment to ensure leakage performance. See the product data spec sheet for pressure drop information, per the AMCA 500-D-18 test standard.

The BTD830 is manufactured in an ISO9001 certified factory and comes with a 5-year limited warranty.

For more information about Ruskin, visit www.ruskin.com.

Uponor Wins Two Supplier Awards

Apple Valley, Minn. — Uponor North America has been named the 2024 Plumbing – Rough-In Vendor of the Year by Winsupply, a leading supplier of materials for residential and commercial construction as well as industrial use, and the 2023 Mechanical Supplier of the Year by DSG, a top distributor of innovative products and services in the Midwest.

Uponor was honored with Winsupply's Plumbing – Rough-In Vendor of the Year Award during the company's 2024 Vendor Showcase Awards to celebrate the success of Winsupply local companies and vendors.

The DSG award was presented live at a Circle of Excellence Awards ceremony as part of their 2024 FMS Virtual Summit. Uponor received top honors from a field of 120 suppliers for being an all-around top supplier who is helping DSG grow sales and profitability as well as exemplify DSG's core values.

"The entire Uponor team is honored to receive these awards from Winsupply and DSG," says Matt Bahr, vice president of Sales at Uponor North America. "These recognitions reflect our commitment to providing outstanding customer experiences — it's what they've come to expect from the Uponor brand. We look forward to growing our partnerships with these organizations in 2024 and beyond."

PREPARE FOR THIS SEASON AND BEYOND WITH JB INDUSTRIES

A2L refrigerants will soon be adopted by the industry due to EPA policy changes. While A2Ls won't fundamentally change the way you operate, they will require more attention to some basic service principles.

Despite the misconception that all new tools will be needed to service A2L systems, there are really only a few tools you will need to work safely and efficiently. **JB's got you covered.**



ESSENTIAL SERVICE TOOLS FOR WORKING WITH A2L REFRIGERANTS



MANIFOLDS/GAUGES
SHOWN:
PATRIOT 22633
2-Valve Brass Manifold



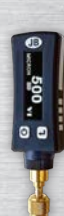
VACUUM PUMPS
SHOWN:
PLATINUM PRO
DV-240DC 8.4 CFM



RECOVERY
SHOWN:
F6-BOOST
BLDC Ignition-proof
Refrigerant Recovery
Machine



LEAK DETECTORS
SHOWN:
PROWLER LD-5000
Electrochemical Leak
Detector



MICRON GAUGES
SHOWN:
CLIMATE CLASS
DV-22W Wireless Digital
Vacuum Gauge



WIRELESS TOOLS
SHOWN:
CLIMATE CLASS
WP-2 Wireless Digital
Probes and DM4-ZW
ZEPPELIN Wireless
Digital Manifold

Want More A2L Facts?

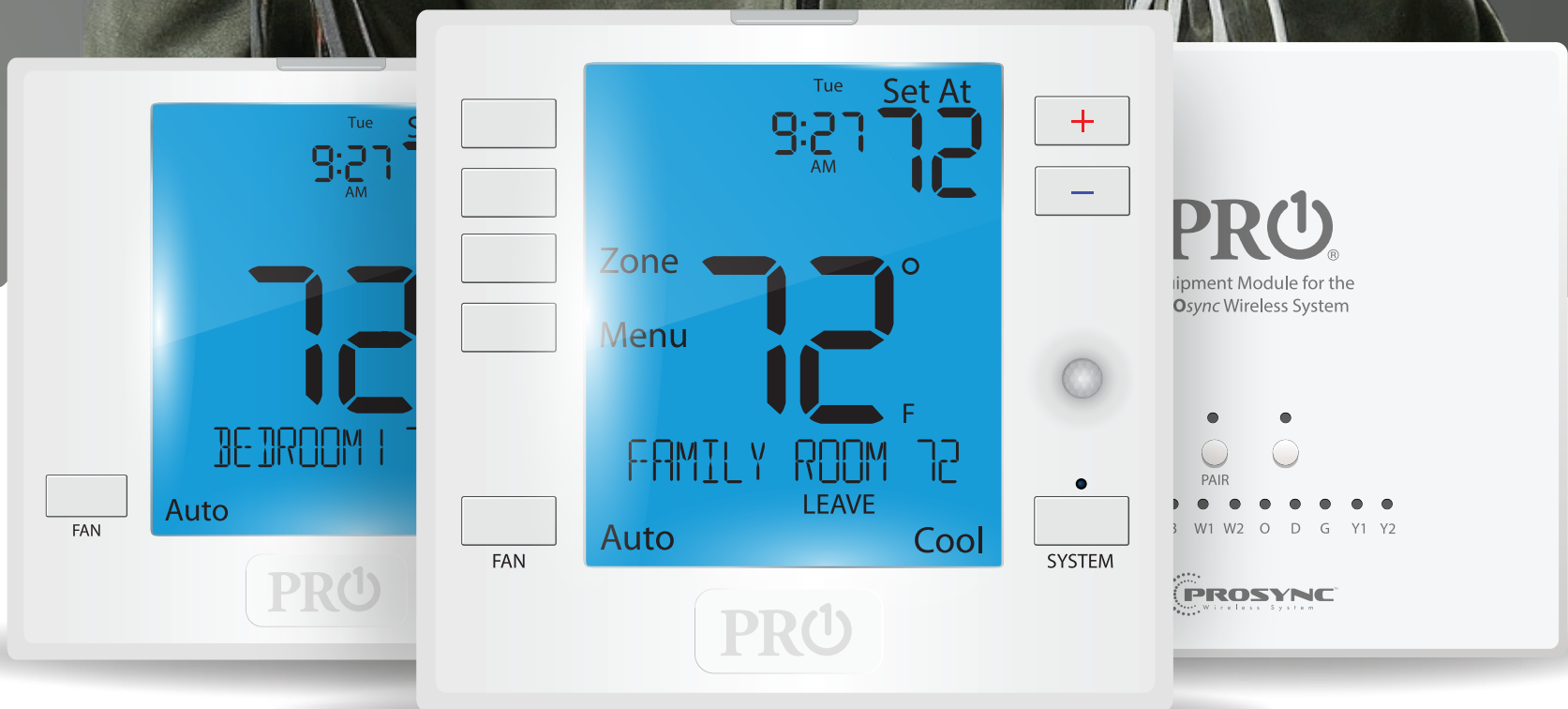
Scan to download the JB A2L Cheat Sheet.



FOLLOW US!
f in y o

JB INDUSTRIES
800.323.0811 JBIND.COM SALES@JBIND.COM





Install with Ease: **NO WIRES NEEDED**



SCAN HERE
FOR MORE INFORMATION

PRO
www.pro1iaq.com/prosync

Honeywell and Bosch Collaborate for Low Global Warming Heating and Cooling Solutions

Charlotte, N.C.— Honeywell (Nasdaq: HON) announced that Bosch's newest line of heat pumps will incorporate Honeywell's energy-efficient Solstice low-global warming potential (GWP) refrigerant. As part of this collaboration, Bosch technicians will be trained in the safe maintenance and installation of these next generation low-GWP solutions. The collaboration with Bosch also supports Honeywell's recently announced plans to align its portfolio around three compelling megatrends, including the energy transition.

Bosch's Florida Heat Pump series will use Honeywell Solstice® 454B refrigerant, designed to reduce greenhouse gas emissions in residential and light commercial heating and air conditioning by 78% compared to traditional refrigerants. With the integration of Honeywell Solstice, Bosch's heat pumps will be able to use a combination of both electricity and refrigerants to move heat, providing an energy-efficient alternative to heating and cooling via traditional furnaces and air conditioners.

"Honeywell continues to pioneer next-generation refrigerants for the industry that enable our global partners to meet their carbon footprint targets," said Jeff Dormo, president of Honeywell Advanced Materials. "Bosch's selection of Honeywell's low-GWP refrigerant reflects our joint commitment to environmental responsibility and underscores our strategic alignment in assisting companies with their energy transition, mitigating the environmental impact of heating and cooling systems."

The heating and cooling industry is undergoing a significant

change in refrigerants, driven primarily by regulations under the EPA American Innovation and Manufacturing (AIM) Act in the United States. To help installers prepare for the transition, Honeywell and Bosch are also partnering together to share important technical information on the refrigerant change, and to ensure technicians know the best practices for safe handling, maintenance and installation of these new refrigerants.

"Bosch Home Comfort deeply values professional training on both the technology and best practices for safely installing the equipment as designed," said Dr. Alexander Wuthnow, president and CEO of Bosch Home Comfort North America. "As the industry pivots to lower global warming potential refrigerants, contractor education will become even more critical in 2024 and beyond. We are proud to partner with Honeywell to make critical resources easily accessible to installers and to further drive excellence and innovation in the industry."

Honeywell has invested more than \$1 billion in research, development and the creation of new capacity for its Solstice technology, which currently has applications in refrigerants, blowing agents, aerosols and solvents, and is also being evaluated for expanded use in metered dose inhalers. Since its introduction in 2011, the use of Honeywell Solstice technology has helped avoid the potential release of the equivalent of more than 326 million metric tons of carbon dioxide into the atmosphere or the carbon emissions from nearly 70 million gasoline-powered passenger vehicles per year.

FUJITSU con't

"We're thrilled to announce a milestone that marks a new era of HVAC technological advancement in the heart of Texas," said Fujitsu's Vice President of Product Management, Karim Yasin. "The new facility is a testament to our commitment to innovation and bringing Fujitsu technology to our contractors and customers. We look forward to welcoming 'All Ya'll' at our Texas home!"

Located 15 miles north of Dallas and minutes from DFW and DAL airports, the 7,200-square-foot facility will initially be staffed by 10 Fujitsu employees, including R&D engineers and North American product management teams. The new facility offers an excellent training environment for gaining expertise selling, installing, and supporting Fujitsu products.

For more information, please visit www.FujitsuGeneral.com



**Help your customers
prepare for hurricane
season.**

**Give them an all-climate heat
pump so efficient, they can
run on generators.**

**Place your
orders today!**

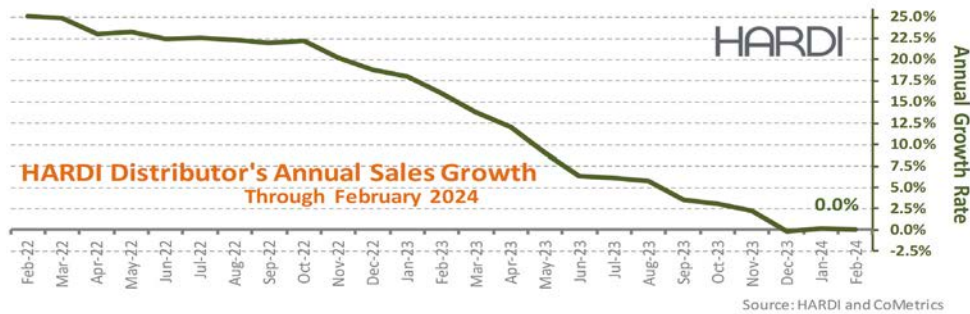


HARDI

HARDI Distributors Report 7.7% Revenue Increase in February

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 7.7% during February 2024.

The annual sales growth for the 12 months through February 2024 is an increase of 0.02%.



“After the flat sales during 2023, it looks like we are off to a good start with 9% sales growth during January and 7.7% during February,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “The sales growth during February had the benefit of one more billing day than February of 2023. With the same number of billing days we estimate the sales growth for the month would have been closer to 2.6%.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 42 days during February. “42 this month was comparable to February of 2022 and better than 43 the previous two years,” said Loftus. “Eleven fed fund rate increases have not been able to subdue GDP growth or job growth or dealer’s bill paying ability.”

“The TRENDS annual growth rate line has been resistant to break below zero and it may not need to,” said Loftus. “The economy has been resilient while interest rates were increasing and now rates are turning lower and the housing market is showing signs of life.”

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.

AMCA Updates Fans-and-Systems Publication 201

Arlington Heights, Ill.—Air Movement and Control Association (AMCA) International Inc. announces the release of AMCA Publication 201-23, **Fans and Systems**.

Superseding AMCA Publication 201-02 (R2011), **Fans and Systems**, AMCA Publication 201-23 includes general information about how fans are tested in laboratories and how their performance ratings are calculated and published. Also, it reviews some of the more important reasons for decreased performance once a fan is installed in a system. Allowances, called system-effect factors (SEF), are given. SEF must be taken into account by system designers, if a reasonable estimate of fan/system performance is to be determined.

AMCA Publication 201-23 includes findings from several research projects performed by AMCA and other laboratories. As a result of the research, the definition of outlet system effect was revised.

The cost of AMCA Publication 201-23 is \$45 for AMCA members and \$90 for non-members in printed or PDF format and \$61 for AMCA members and \$122 for non-members in both printed and PDF formats. To purchase a copy, click [here](#).

For more information about AMCA Publication 201-23, contact Director of Publications and Standards Joe Brooks, PE, at jbrooks@amca.org or Senior Manager, Publications and Standards Shruti Kohli-Bhargava at shrutik@amca.org.



- 1. SIGN UP AS A SAMSUNG DEALER.**
- 2. PURCHASE AND REGISTER YOUR FIRST SAMSUNG SYSTEM.**
- 3. GET \$1500 IN JOHNSON SUPPLY CREDIT*!**



Scan this QR Code to
Become a Samsung
HVAC Dealer

SAMSUNG

*Must have a Johnson Supply account. Credit never expires. Credit can be applied towards account balance. Credit can be used immediately towards purchases. Non-transferable.

johnsonsupply.com

ALLEN | AUSTIN | BEAUMONT | BRYAN | CARROLLTON | CLUTE | CORPUS CHRISTI
DEER PARK | FORT WORTH | GARLAND | HUMBLE | HUNTSVILLE | JENSEN
LAFAYETTE | LAKE CHARLES | PHARR | ROXBURGH | SAN ANTONIO | STAFFORD
STELLA LINK | STONEY BROOK | WACO | WEBSTER | WOODLANDS

Register Today! AHRI to Host Three-Part Webinar Series on A2L Refrigerants

AHRI is hosting a three-part webinar series on A2L refrigerants designed to assist authorities having jurisdiction (AHJs) and members of the fire service by providing background, context, and the current landscape of the A2L refrigerant transition. The one-hour webinars will cover topics such as:

- Properties of A2L refrigerants,
- Regulatory changes that have led to this refrigerant transition,
- Research on A2L refrigerants,

- Recent updates to relevant standards and model codes,
- Current landscape of state and local code updates and legislation regarding the use of A2L refrigerants, and
- Resources that are available for more information on A2L refrigerants and relevant regulatory activity.

The initial session, "Introduction to A2L Refrigerants," will take place Wednesday, May 1 from 3:00 p.m. – 4:00 p.m. EDT. Hosted by Tom Deary, AHRI Director of

Codes, the session will also feature Stephen Spletzer, the Chemours Company's Global Technical Service Manager of Thermal & Specialized Solutions, and Allison Skidd, Rheem's Director of Global Regulatory Affairs for Air.

Visit https://ahrinet-org.zoom.us/webinar/register/WN_O3M-xkzyRymwH-xR5Oct0A#/registration to register.

Sessions two and three will follow in late May and early June. Each webinar will be recorded and posted on AHRI's website.

Hayden Clark James IV



Hayden Clark James IV, known affectionately to many as "Little Hayden," was called home to the Lord on April 12, 2024, at the age of 44. Born on December 16, 1979, in San Marcos, Texas, to Hayden C. and Shirlene James, Hayden grew up in Geronimo, Tx with his siblings Dustin Robert James and Amy Nicole James West. A man known for his infectious laugh and unwavering dedication to family, Hayden left a lasting impression on everyone he met. To know him was to love him.

Hayden graduated from Navarro High School in 1998, and after some time of fun, was compelled to serve his country in the United States Air Force for 2.5 years as a weather journeyman in Germany. After returning home, Hayden married the love of his life, Lauren Marie Travis, in 2006 at Landa Park in New Braunfels, Texas. He was a devoted husband and a loving father to his children, Natalie Elizabeth Taylor and Samuel Austin James. Hayden cherished spending time with his family, whether it was smoking his famous brisket, belting out tunes near the pool, or reeling in a big one at the beach. When he wasn't spending time with his family, Hayden could often be found perfecting his swing on the golf course.

He studied Heating, Ventilation, and Air Conditioning at St. Phillips College of San Antonio and was a respected and valued member of the HVAC community, well-known for his expertise in sales and business relationships. Hayden was a man of many curiosities, forever fascinated by the mysteries of ancient world history and theories, yet Hayden's faith in Christ never wavered. He was a believer in the power of laughter, often lightening the mood with his uncanny ability to imitate accents and actors or crack a joke that left everyone in happy tears.

Many of Hayden's HVAC colleagues were in attendance at his memorial.



gofundme



Texas Air Conditioning Contractors Association

797 Sam Bass Road, Suite 2575 Round Rock, Texas 78681

512-320-0616

TACCA is a non-profit trade association that promotes and supports the Heating, Ventilation, Air Conditioning and Refrigeration (HVAC/R) industry in Texas. We work to give our members the tools they need to succeed in the industry.

SPECIAL OFFER FOR NEW TACCA MEMBERS!

Buy a new TACCA Membership today and get FREE TACCA SkillMill Technician Training. This offer won't last long, join today to receive training to recruit, train and retain technicians. Email services@tacca.org for more information, or visit WWW.TACCA.ORG to join online.



REGISTRATION NOW OPEN

November 6-8, 2024
Texas A&M Hotel & Conference Center

Experience more than just another conference – join TACCA at the largest, annual signature event uniting Texas HVAC/R professionals for unparalleled education and collaboration. Discover invaluable insights, forge impactful connections, and return with actionable ideas to propel your business forward.

NEW CONTINUING EDUCATION CLASS

Ready to turbocharge your career? TACCA proudly presents our latest CE Class, [Back to Basics: The Fundamentals!](#) Dive into the core principles crafted to elevate your expertise – In-person or online. Don't miss out! Check out more information at TACCA.org/CE

5/18/2024 Houston Continuing Education

5/18/2024 Hutto Continuing Education

5/18/2024 Grapevine Continuing Education

Visit us at www.tacca.org or call 512-320-0616 to learn more about TACCA – Texas Air Conditioning Contractors Association membership, register for a class or sign up to receive news and information.

Follow us on:



TACCA LOCAL CHAPTERS

- Abilene
- Coastal Bend
- Greater Austin
- Greater Houston
- Greater San Antonio
- Greater Waco
- High Plains
- North Texas
- Rio Grande Valley
- South Plains

UPCOMING CHAPTER EVENTS

Greater Austin
www.taccagreteraustin.org
Austin Clay Shoot
May 3, 2024

HVAC Common Code Violations with City of Austin
May 7, 2024

Greater Houston
www.taccagh.org
2024 Annual Clay Shoot-Out & Crawfish
May 10, 2024

Greater San Antonio
www.taccagreatersanantonio.org
Sporting Clay Shoot
May 22, 2024

North Texas
www.taccantx.org
May 9, 2024



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.

Technical Program Released For ASHRAE 2024 Conference for Integrated Design, Construction & Operations *Decarbonization, digital twins, AI, distributed energy resources and workforce development among topics presented*

Atlanta— ASHRAE has released a comprehensive technical program for its 2024 Conference for Integrated Design, Construction & Operations (CIDCO), taking place June 24-26, 2024 in Indianapolis, IN. Early bird registration is available through April 30.

Rebranded from the former Building Performance Analysis Conference, CIDCO provides an in-depth look at existing tools and applied knowledge, as well as the study and introduction of new technologies including machine learning, artificial intelligence, and virtual reality to design, construct and operate buildings.

“This conference will present a holistic approach to building sustainability, merging design, construction, and operations to maximize efficiency and minimize environmental impact,” said conference chair John Bynum. “Conference attendees will learn how leveraging integrated analysis and digital practice management to make informed decisions throughout the building lifecycle, from conceptualization to operation.”

The two-day conference will include keynotes, seminars, panel discussions and debates from more than 60 presenters.

Keynote sessions will feature presentations from ASHRAE Presidential Fellow Kent Peterson, P.E. and Vice President of P2S Inc. on *Technology's Evolving Role in Advancing Decarbonization in Building Design, Construction and Operation* and ASHRAE Member and President of Setty & Associates International Rajnish B. Setty on *Data Driven Future for Integrated Design, Construction and Operations*.

CIDCO will include these highly anticipated panel discussions:

- ASHRAE HQ Project: Lessons Learned

Moderator: Ginger Scoggins, Engineered Designs Inc, Cary, NC,

Panelists: Stephanie Reiniche, ASHRAE, Peachtree Corners, GA, Stanton Stafford, PE, LEED Fellow, Member, Buro Happold, Atlanta, GA and Darren Draper, PE, LEED AP, Epsten Group, Atlanta, GA

In this panel, former building committee chair and 2023-24 ASHRAE President Ginger Scoggins will moderate a discussion among project contributors on lessons learned from the renovation ASHRAE's current net-zero energy-efficient global headquarters.

• President's Roundtable on Workforce Development
Moderator: Dennis Knight, P.E., Fellow ASHRAE, Whole Building Systems, LLC, Mt. Pleasant, SC.

Panelists: Darryl Boyce, Carleton University, Kemptville, Canada, Luke C H Leung, PE, Fellow Member, Skidmore Owings & Merrill, CHICAGO, IL, Luke Moylan, Pipefitters Local Union No. 533 and Martin Dieryckx, Fellow Member, Daikin Europe N.V., Torhout, Belgium

The panel will discuss the challenge of Workforce Development in the HVAC&R industry and how to compete with other tech savvy industries to attract new workers, as well as engage and upskill the existing workforce.

• The Importance of Optimizing Distributed Energy Resources in Grid Interactive Buildings for Carbon Neutrality

Moderator: Snowil Lopes1

Panelists: Ramtin Hadidi1, Miles Hunter Martschink Jr, P.E., Associate2 and Wayne Johnson3, (1) Clemson University, Clemson, SC (2) RMF Engineering, Clemson, SC (3) Duke Energy

Panel participants will explore how commercial and institutional buildings would benefit from newer technologies in distributed energy resources such as small hydro/wind turbines, solar PV, batteries and on-premises recovery systems.

The 2024 CIDCO Showdown (formerly the LowDown Showdown) offers the opportunity for teams to compete using BIM tools, processes and strategies to design, construct and operate a proposed model building. This year, teams will design a holistic mixed use, multilevel medium-sized office building in Indianapolis that purposefully considers all spatial, environmental and human factors.

CIDCO will be held in conjunction with the 2024 ASHRAE Annual Conference, June 23-26 in Indianapolis. All Annual Conference registrants have access to CIDCO conference sessions.

For more information about CIDCO, including the full technical program and registration, visit ashrae.org/cidco24.

Great Sponsor
Opportunities
Available!



SPORTING Clay Shoot

EVENT SCHEDULE

12:30pm Registration &
Lite Lunch

1:30 pm Flight Out

Awards & Dinner
Immediately Following

Wednesday, May 22, 2024

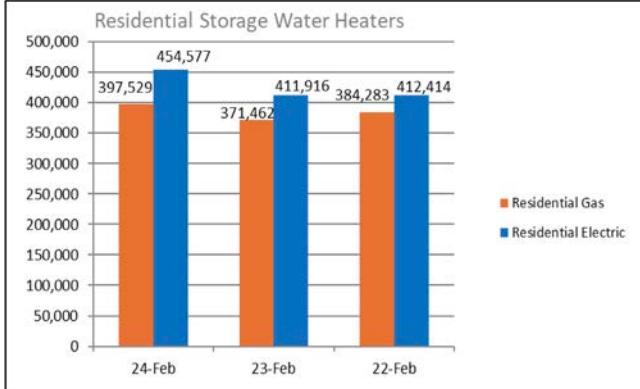
National Shooting Complex

For More Info & Register Visit
www.taccagreatersanantonio.org

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for February 2024 increased 7 percent, to 397,529 units, up from 371,462 units shipped in February 2023. Residential electric storage water heater shipments increased 10.4 percent in February 2024 to 454,577 units, up from 411,916 units shipped in February 2023.

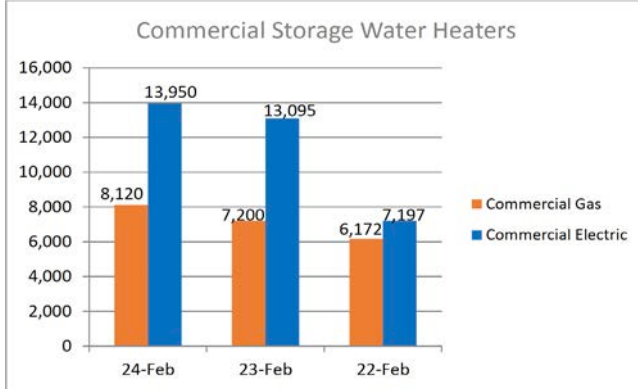


Year-to-date U.S. shipments of residential gas storage water heaters increased 1.9 percent, to 744,553, compared to 730,380 shipped during that same period in 2023. Residential electric storage water heater shipments increased 6.4 percent year-to-date, to 871,640 units, compared to 819,229 shipped during the same period in 2023.

Year-to-Date	Feb 24 YTD	Feb 23 YTD	% CHG. (From 2023-2024)	Feb 22 YTD
Residential Storage Gas	744,553	730,380	+1.9	739,293
Residential Storage Electric	871,640	819,229	+6.4	803,417

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 12.8 percent in February 2024, to 8,120 units, up from 7,200 units shipped in February 2023. Commercial electric storage water heater shipments increased 6.5 percent in February 2024, to 13,950, up from 13,095 units shipped in February 2023.

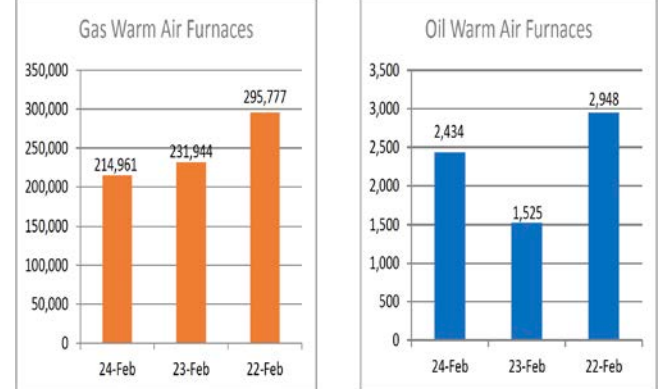


Year-to-date U.S. shipments of commercial gas storage water heaters increased 6.4 percent, to 15,371 units, compared with 14,447 units shipped during the same period in 2023. Year-to-date commercial electric storage water heater shipments increased 7.8 percent, to 25,647 units, up from 23,791 units shipped during the same period in 2023.

Year-to-Date	Feb 24 YTD	Feb 23 YTD	% CHG. (From 2023-2024)	Feb 22 YTD
Commercial Storage Gas	15,371	14,447	+6.4	11,445
Commercial Storage Electric	25,647	23,791	+7.8	13,788

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for February 2024 decreased 7.3 percent, to 214,961 units, down from 231,944 units shipped in February 2023. Oil warm air furnace shipments increased 59.6 percent, to 2,434 units in February 2024, up from 1,525 units shipped in February 2023.

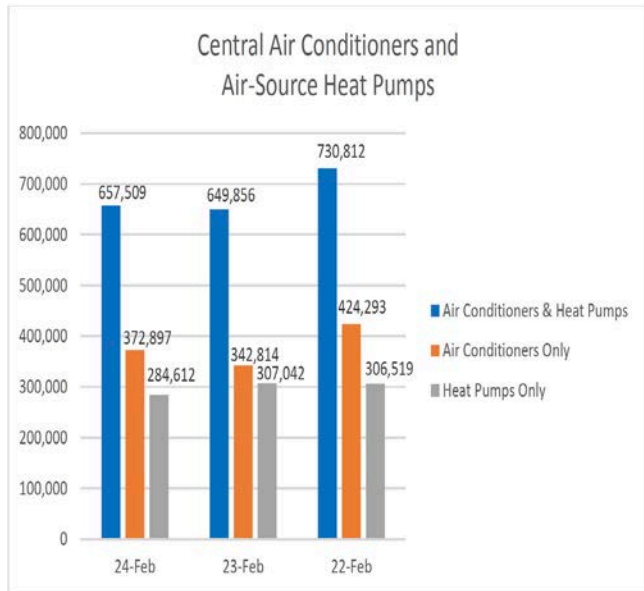


Year-to-date U.S. shipments of gas warm air furnaces decreased 11.7 percent, to 431,047 units, compared with 488,300 units shipped during the same period in 2023. Year-to-date U.S. shipments of oil warm air furnaces increased 23.1 percent, to 5,064 units, compared with 4,113 units shipped during the same period in 2023.

Year-to-Date	Feb 24 YTD	Feb 23 YTD	% CHG. (From 2023-2024)	Feb 22 YTD
Gas Warm Air Furnaces	431,047	488,300	-11.7	602,630
Oil Warm Air Furnaces	5,064	4,113	+23.1	5,739

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 657,509 units in February 2024, up 1.2 percent from 649,856 units shipped in February 2023. U.S. shipments of air conditioners increased 8.8 percent, to 372,897 units, up from 342,814 units shipped in February 2023. U.S. shipments of air-source heat pumps decreased 7.3 percent, to 284,612 units, down from 307,042 shipped in February 2023.



Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 9.7 percent, to 1,136,883, down from 1,259,012 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners decreased 7.4 percent, to 620,932 units, down from 670,269 units shipped during the same period in 2023. The year-to-date total for heat pump shipments decreased 12.4 percent, to 515,951, down from 588,743 units shipped during the same period in 2023.

Year-to-Date	Feb 24 YTD	Feb 23 YTD	% CHG. (From 2023-2024)	Feb 22 YTD
Air Conditioners & Heat Pumps Combined Total	1,136,883	1,259,012	-9.7	1,488,090
Air Conditioners Only	620,932	670,269	-7.4	856,128
Heat Pumps Only	515,951	588,743	-12.4	631,962

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

Size Description (000) BTUH	Month	
	2024 Total	% Change from 2023
Under 16.5	21,610	-11.8
16.5-21.9	69,693	-15.2
22-26.9	140,859	+16.4
27-32.9	101,214	-3.8
33-38.9	133,507	+1.2
39-43.9	44,195	+4.0
44-53.9	66,958	+0.6
54-64.9	54,718	-6.1
65-96.9	8,011	+23.2
97-134.9	7,398	+48.2
135-184.9	4,302	+32.2
185-249.9	1,995	+90.7
250-319.9	1,638	+94.1
320-379.9	350	+101.1
380-539.9	406	+93.3
540-639.9	305	+33.8
640-799.9	109	+51.4
800.0-899.9	50	-20.6
900.0-999.9	67	+24.1
1,000.0-1,199.9	44	+7.3
1,200.0 & Over	80	+1.3
TOTAL	657,509	+1.2

Size Description (000) BTUH	YTD	
	2024 Total	% Change from 2023
Under 16.5	44,580	-6.4
16.5-21.9	130,360	-16.8
22-26.9	238,804	-3.2
27-32.9	173,337	-10.8
33-38.9	221,664	-12.1
39-43.9	74,745	-7.4
44-53.9	111,808	-14.6
54-64.9	94,333	-16.9
65-96.9	15,487	+15.7
97-134.9	13,530	+40.4
135-184.9	8,320	+23.7
185-249.9	3,651	+62.6
250-319.9	3,023	+66.8
320-379.9	668	+61.7
380-539.9	718	+48.0
540-639.9	546	+32.8
640 & Over	225	+50.0
800.0-899.9	118	+14.6
900.0-999.9	121	+15.2
1,000.0-1,199.9	91	+37.9
1,200.0 & Over	154	-1.9
TOTAL	1,136,883	-9.7

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.

CSWI Appoints Jeff Underwood President of RectorSeal



Houston, TX – CSW Industrials, Inc. announced that Jeff Underwood has been appointed President of RectorSeal effective April 1, 2024. Mr. Underwood joined

RectorSeal in 2018 and previously led sales and marketing for the company. With this new promotion, he is also now Senior Vice President of CSWI and General Manager, Contractor Solutions.

Mr. Underwood succeeds Don Sullivan as part of the company’s leadership succession strategy. Ensuring an orderly transition of leadership, Mr. Sullivan will remain an Executive Vice President of CSWI and assume the new role of Chief Strategy Officer within the company’s corporate headquarters in Dallas, Texas.

“I am pleased to welcome Jeff to the Executive Leadership team as we continue our long-term leadership planning at CSWI,” said Joseph B. Armes, CSW Industrial’s Chairman and Chief Executive Officer. “Jeff is a highly capable leader with a demonstrated record of success in building high-performing teams. He has primarily been responsible for the organic and inorganic growth of the Contractor

Solutions segment. I am confident Jeff will build upon his successes to position RectorSeal for continued future growth.”

Addressing his new position, Mr. Underwood said, “I am fortunate to continue working for an amazing company with these expanded responsibilities. I look forward to furthering RectorSeal’s mission to provide products and solutions that allow the trades to do their jobs safer, faster, and more effectively.”

Before joining RectorSeal, Mr. Underwood held several positions at Goodman Manufacturing in Houston, including Vice President of Marketing, Director of Brand Management, and Brand Manager for Goodman’s parent company, Daikin. He also served as a manager at the business consulting firm Bain & Company. He holds a bachelor’s degree in economics and government from the University of Texas and an MBA from the University of Chicago Booth School of Business.

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 leads CSWI’s Contractor Solutions segment.

Texas Winsupplys Win Awards



In March, Winsupply hosted annual meetings in Orlando, FL. Winsupply of San Antonio and Winsupply of Houston were honored with distinguished awards among the company--“HVAC Company of the Year” and “Digital Company of the Year”. Thank you for all your support over the last year!

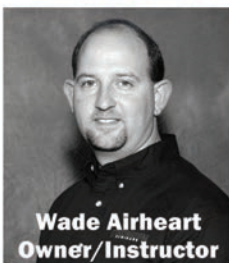
These awards are a testament to their commitment to excellence and innovation within the industry.

This recognition is not just about the awards; it’s about the hard work, dedication, and passion every member of the team puts into serving the community.



CONTINUING EDUCATION

LIVE OR ONLINE



Fulfill the required 8 hours of CE in our LIVE interactive class or on your schedule at home. Call or visit our website for times and details.

TDLR Provider #1142



(888) 500-PASS

www.airconditioningce.com

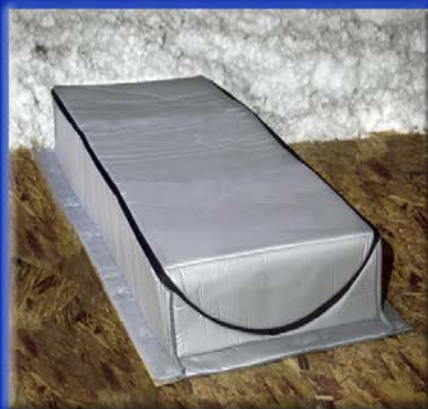
Want to SAVE on CRANE costs?



- ✓ Easy to operate
- ✓ Lightweight aircraft aluminum
- ✓ Battery operated
- ✓ Zero turning radius
- ✓ Nothing extends underneath the a/c unit
- ✓ Patent Pending

www.pro-lift.com

(972) 939-3231



Always get the best!



Distributor Benefits:

- Low wholesale pricing
- Proven Contractor product
- Oakridge Nat’l Lab tested
- Free Store Front displays

Needs only 27" x 19" Floor Space

Contractor Benefits:

- Installs in 10 mins. or less
- Improves HVAC efficiency
- Stops Air Infiltration year round
- Make **\$100.00** profit per install



Sold at your local distributor!
If not, call:

**(704) 892-5399 or
www.attictent.com**

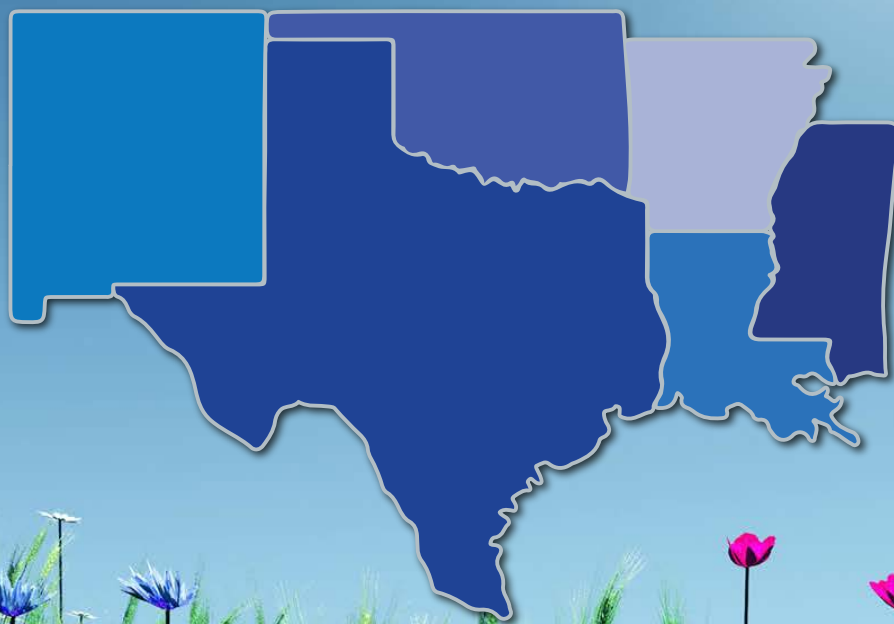
Insko Dallas Dealer Meeting

Insko Distributing held their Dallas Dealer Meeting at TopGolf on Tuesday February 20th. The event had lunch, a vendor showcase and Insko trainings on their app, RUUD and Mitsubishi.



Photos courtesy of Insko Distributing

Get ready to SPRING into action...



Advertise in **T** Air Conditioning **TODAY**

LLACKEY@AC-TODAY.COM | WWW.AC-TODAY.COM/ADVERTISE

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

May 8, 2024 11:30 pm - 1:00pm

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

Tulsa Lunch Meeting

May 9, 2024 11:30 am - 1:00 pm

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

OUBCC Mtgs

May 21, 2024 1:30 pm - 2:30 pm

Heat Pump Mtg

May 30, 2024 6:00 pm - 7:00 pm

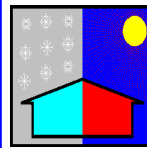
Please RSVP with your and Guests Names text 918-282-7864

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

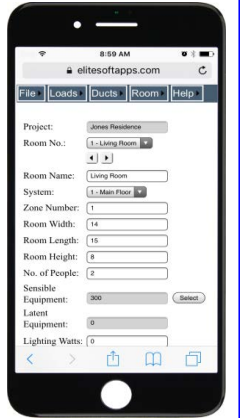
Elite Software Over 20 Hvac Design Programs!

Hvac Load Calcs (Both ACCA and ASHRAE), Duct Sizing, Energy Analysis, Sales Proposals, Pipe Sizing, Gas Vent Sizing, Psychrometrics, Refrigeration, More!

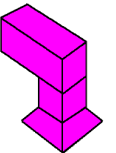


New!

Rhvac Online \$49/up ACCA approved Manual J, D, and S calculations. **Works on phones, tablets, iPads, and computers**



\$199/up To add CAD Drawing Features, Graphic Sales Proposals, Bill of Materials, & Gas Vent Sizing



Register for Free Trial Version!

www.elitesoft.com

800-648-9523



Solar Supply

Hill Country TX Store Manager Opening

Salary, Bonus and Vehicle

Salary based on Experience and Qualifications

Send resume in confidence to corp@solarsupply.us

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

Room Block available until May 8, or all block rooms taken.

REGISTER TODAY!



Almost all
(97%)

American Standard dealers
agree our products are quick
and easy to install.

All all
(100%)

of people like
free money.



AMERICAN STANDARD: ALMOST AS POPULAR AS FREE MONEY.

It's hard to get everyone to agree on something—but we've come close. American Standard's proven quality, ease of use and customer satisfaction make it easy for dealers to love—and sell.



American Standard received a 97% score for being "quick / easy to install" among current dealers in a proprietary Dealer Brand Health Study conducted by Trane Technologies in 2019. *The All Weather™ Top Accessory Kit sold separately.

See why it makes sense to sell us more at amsd.us/freemoney

NEW LOCATION AND CORPORATE HEADQUARTERS

4021 Ellis Road, Friendswood, TX 77546
(832) 481-1099



ACES AC Supply, Inc. - Your Independent
American Standard Distributor.

ACCESSUPPLY.COM

AUSTIN - NORTH
1810 RUTHERFORD LANE
(512) 832-7881

BUDA
2845 BUSINESS PARK DR.
(512) 441-8998



CORPUS CHRISTI
1157 HENDRICKS ROAD
(361) 853-5050

FRIENDSWOOD
4021 ELLIS ROAD
(832) 481-1099

HOUSTON - NORTH
420 E. TIDWELL
(713) 691-5170

HOUSTON - SOUTH
5801 SOUTH LOOP E.
(713) 738-3800

HOUSTON - WEST
5248 BRITTMOORE ROAD
(713) 849-4070

SAN ANTONIO
3835 STAHL ROAD
(210) 656-6900

SAN ANTONIO
6814 ALAMO DOWNS PKWY
(210) 457-5272

SPRING
601 SPRING HILL DR.
(281) 907-5000

STAFFORD
10155 MULA ROAD
(281) 977.6980