

Ferguson HVAC Customer Appreciation Tech Day



Pictures on page B6.

TACCA Greater Houston Annual Fishing Tournament



Pictures on page B12.

Bosch to Buy Johnson Controls Air-Conditioning Assets in \$8 Billion Deal



(Reuters) - Robert Bosch has agreed to acquire Johnson Controls' and Hitachi's residential ventilation businesses for \$8 billion, it said on Tuesday, in what will be the German engineering group's largest takeover to date.

Bosch said Johnson's heating, ventilation and air conditioning (HVAC) business for residential and small commercial applications would strengthen its Bosch Home Comfort arm, boosting the division's sales to 9 billion euros (\$9.8 billion) from 5 billion euros currently.

Johnson Controls International (JCI) said separately that it stands to receive \$6.7 billion in cash from the transaction.

Bosch said the addition would strengthen its presence in the United States and Asia, including sales of heat pumps as the company looks to capitalise on global efforts to reduce oil and gas heating to cut greenhouse gases.

The sale of the JCI assets includes its North America ducted business and a joint venture with Japanese group Hitachi which holds a 40% stake.

Bosch said it expects the global market

for the heating and cooling of buildings to grow 40% by 2030, driven by technological progress, the fight against climate change and new regulations.

The deal will be funded through cash on their balance sheet, the company added.

JCI said the transaction includes ductless HVAC production sites in Shimizu, Japan, which Hitachi will acquire.

Bosch CEO Stefan Hartung has said the company was looking at bigger, potentially global, acquisition targets and that the group was open to listing some of its divisions on the stock market.

Reuters reported last month that Bosch was weighing a bid for U.S. appliances manufacturer Whirlpool. Bosch is no longer pursuing such a deal with Whirlpool after deeming the agreement with Johnson Controls and Hitachi more attractive, according to people familiar with the matter who requested anonymity because the deliberations are confidential.

Hartung declined to comment on Whirlpool on Tuesday but said that the Johnson-Hitachi deal would keep the company

busy for 12 months.

Bosch, which had revenue of about 92 billion euros last year, also makes car parts, factory gear, power tools and home appliances.

As part of the deal, Johnson Controls' North America ducted business was valued at a multiple of 16.7 times its 2023 earnings before interest, taxes, depreciation and amortization (EBITDA), the company said. Its stake in the air-conditioning joint-venture with Hitachi was valued at a multiple of 7.5 times its 2023 EBITDA.

After tax, Johnson Controls is expected to receive net proceeds of about \$5 billion for the deal.

Lennox International and Samsung Electronics were among suitors competing against Bosch for the Johnson Controls assets, people familiar with the matter told Reuters in March.

Centerview Partners and Citi acted as Johnson Controls' financial advisers while Simpson Thacher served as its legal adviser. Perella Weinberg Partners and Sullivan & Cromwell advised Bosch.

(\$1 = 0.9194 euros)

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TAB Industry Gathers in St. Louis for Annual Conference

Education, business tracks give professionals two ways to improve their business

Falls Church, Va. – Members of the testing, adjusting and balancing (TAB) industry came together at the International Certification Board/Testing, Adjusting and Balancing Bureau (ICB/TABB) Conference, held April 29 through May 2 at the International Association of Sheet Metal, Air, Rail and Transportation (SMART) workers Local 36 in St. Louis. The conference hosted education and business tracks, allowing members, contractors and other industry professionals to level up their business and renew or add industry certifications, including supervisor classes in TABB, indoor air quality, fire smoke damper, sound and vibration, commissioning and smoke control systems.

The conference began on a high note with the induction of Matt Sano, owner of Fisher Balancing in Williamstown, New Jersey, to the TABB Hall of Fame. The 21st inductee, Sano was presented at the event with the honor by Jennifer Lohr, vice president of the company, who has been with the company since she was an apprentice.

Sano is the third member of SMART Local 19 in Philadelphia, after Mary Coffey in 2010 and Vince Del Vacchio in 2009, to be inducted to the TABB Hall of Fame.

“I was very surprised. I can tell you I don’t seek recognition. When my peers talked about this award, I wasn’t concerned about it. My first response was I guess they ran out of people,” he joked.

The first full day of speakers, classes and experiences began April 30, and to kick things off, Sean McGovern, from The Joint Commission, spoke about TAB requirements in hospitals and how contractors can meet them. Also included in day one were Alice Yates, director of government affairs for the American Society

of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE); Peter Kelly, field manager for the International Association of Plumbing and Mechanical Officials (IAPMO); Robert Sullivan, Southwest regional director for the National Fire Protection Association (NFPA) and Randy Young, SMART codes and standards representative, who introduced attendees to ASHRAE, the NFPA and the Uniform Mechanical Code (UMC).

Yates summed up the general mission of the industry when she said, “We exist to serve humanity.”

Others noted that getting involved makes the industry better, and it was in everyone’s best interests to stay engaged.

“You have to be at the table, or you’ll be on the menu,” Young added.

Attendees expressed enthusiasm about the networking opportunities as well as what they learned.

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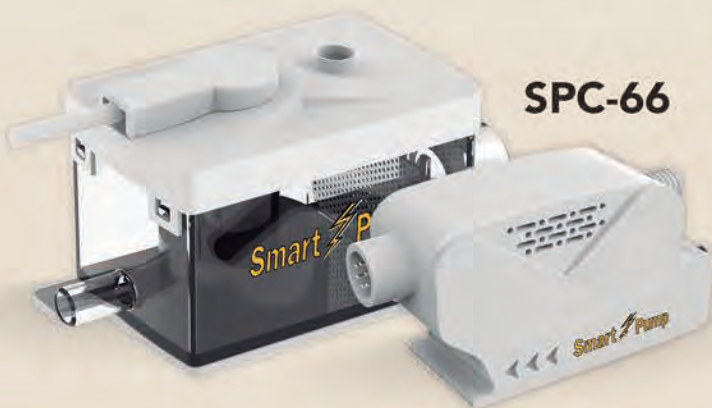
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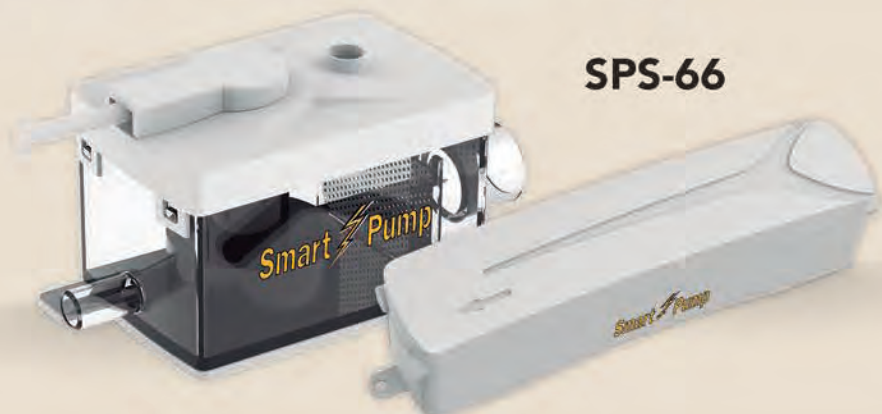


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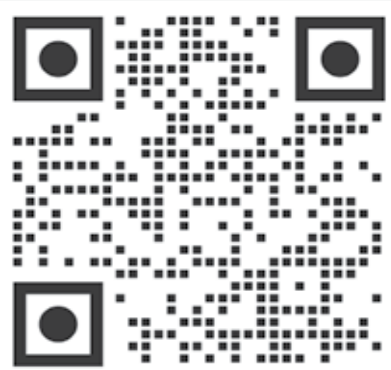
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TECHNOLOGIES

REHAU Partners with Hugh M. Cunningham Companies to Support the Mechanical and Plumbing Market in Texas and Oklahoma



Leesburg, Va. – Leading polymer manufacturer REHAU and Hugh M. Cunningham Companies (HMC) are pleased to announce their partnership that serves the mechanical and plumbing market in Texas and Oklahoma. Starting August 1, HMC will expand their trusted product line by representing REHAU polymer-based solutions for mechanical and plumbing systems. This partnership combines the long-standing industry expertise of both companies, providing enhanced services to contractors, engineers and wholesalers.

Spanning over nine decades, HMC has personified a sales agency for building products: mechanical, light industrial, waterworks, fire protection, turf, irrigation, HVAC, waterwell, agriculture and residential and commercial plumbing products. HMC represents the best manufacturers in the south-central United States: Arkansas, Louisiana, Mississippi, New Mexico, Oklahoma and Texas. HMC employs over 180 people focused on one overriding goal: marketing, selling and servicing their vendors, to their customers, in their territory.

Driven by enhancing lives for 75 years, REHAU will contribute to HMC's dependable product line with polymer components built for long-term performance in mechanical and plumbing systems. The backbone of REHAU systems is RAUPEX® crosslinked polyethylene (PEXa) pipe, first produced in 1968 and now used in heating, plumbing and geothermal applications. PEXa offers benefits over copper and other polymer piping such as cost-effective installation, enhanced temperature and pressure capabilities and corrosion resistance. In 2017, the company

further pioneered the proprietary REHAU EVERLOC+® compression-sleeve fitting system, providing plumbing contractors and installers with quick yet secure connections. Offering a range of products to meet the needs of contractors and installers, the REHAU F1960 cold expansion fitting system is an additional option that supports safety, reliability and cost savings. Regardless of the REHAU fitting system chosen, RAUPEX pipe has a 25-year limited warranty. The high-quality, trusted products developed at REHAU are backed by a team of product experts who will support HMC representatives to deliver comprehensive project support to customers.

"Partnering with HMC is an exciting opportunity for REHAU to deepen our engagement with customers throughout Texas and Oklahoma," says Mark Hudoba, Vice President of REHAU building solutions for the Americas region. "We look forward to expanding the reach of our trusted products through HMC's esteemed industry expertise and exceptional customer service."

"The opportunity to partner with REHAU was an easy decision for us," says Jim Ambery, President and CEO of HMC. "REHAU is fully committed to providing products that exceed industry standards as well as install-based solutions that reduce labor costs in the field with our contractor partners. The Hugh Cunningham team is honored to be part of the REHAU team."

Aaron Reeves, Vice President of Sales at HMC, adds, "We are ecstatic and humbled to be in a partnership with REHAU. They have quality products that help us round out our overall package. Hugh Cunningham is excited about the new opportunity REHAU provides us."

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Daikin Applied Welcomes Executives to Lead Digital and Corporate Development

Newly expanded leadership team will help accelerate innovation and transformation, and build on the company's continued growth

Minneapolis — Daikin Applied, a leading commercial and industrial HVAC equipment manufacturer and solutions provider, has announced the appointment of two new executives to its leadership team. Accelerating its commitment to modernize and decarbonize buildings, Jeff Shusta, a seasoned business strategist, joins Daikin Applied as Vice President of Corporate Development and Ashish Srivastava, an experienced executive in digital transformation, has been named Vice President of Digital and Information Technology.

“Jeff and Ashish add to our considerable bench of talent, which spans from the executive team to our equipment assemblers and service technicians,” said Yu Nishiwaki, Chief Operating Officer for Daikin Applied Americas. “The way buildings are operated and managed is changing rapidly as companies look to improve comfort and air quality while reducing carbon emissions. Jeff and Ashish have the experience and expertise to help us deliver innovative solutions and an unrivaled customer experience.”

Shusta brings more than 20 years of experience in mergers and acquisitions (M&A), integrations, and business strategy and management. In his new role as Vice President of Corporate Development, Shusta will lead Daikin Applied's growth strategy, particularly through M&A and strategic partnerships. His diverse background, in combination with his technical and financial expertise, will be instrumental in steering the corporate development team.

Most recently, Shusta spent 13 years at 3M in roles spanning strategy, business development, M&A execution, integrations, transformation and general management. He has contributed to more than 100 transactions across various sectors throughout his career, within investment banking at Merrill Lynch and other firms, and then in end-to-end corporate development at 3M.

Srivastava is a senior executive with over 22 years of experience leading digital transformation and IT for global companies. Bringing his extensive expertise and leadership to Daikin Applied as Vice President of Digital and IT, Srivastava will lead digital and technology strategy

and guide IT operations to support the company's current and future growth and portfolio expansion.

“This industry is evolving rapidly and, still, the ceiling for innovation is so much higher,” said Ashish Srivastava, Vice President of Digital and Information

Technology for Daikin Applied Americas. “Digital technologies are the key to creating occupant-friendly spaces, optimizing operations, and unlocking both cost and carbon savings. I'm excited to join Daikin Applied, and help the organization develop the technologies that will create

lasting value for our customers and the world at large.”

Before joining Daikin Applied, Srivastava served as the IT and Digital Transformation Leader for a business unit of a global healthcare technology company where he led successful digital transformation initiatives

that drove significant improvements in commercial business and technology strategy. His career began with a decade in consulting, where he spearheaded large-scale transformations related to the Affordable Care Act, SAP, Salesforce, e-commerce and mobile platforms.



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2024 SkillsUSA Plumbing Championship Winners

Falls Church, Va. – The Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation is proud to announce the six plumbing students who received top honors in the plumbing championship held June 26th and 27th in Atlanta, Ga. at the annual SkillsUSA National Leadership and Skills Conference.

The Plumbing Championship winners are:

- 1st Place Secondary – Wyatt Zeleny, High School Academy – Metropolitan Community College – Omaha, Neb.
- 1st Place Post-Secondary – James Banks, Tennessee College of Applied Tech – Jackson, Tenn.
- 2nd Place Secondary – Charles Goede, E T Grasso Technical High School – Groton, Conn.
- 2nd Place Post-Secondary – Migel Reyes, Texas State Technical College – Waco, Texas
- 3rd Place Secondary – Evan Agresto, Eureka Springs High



School – Eureka Springs, Ark.

- 3rd Place Post-Secondary – Diego Gutierrez, Mountainland Technical College – Lehi, Utah
- The PHCC Educational Foundation and PHCC Academy® partner with SkillsUSA to sponsor and conduct the annual plumbing

contest and provide support for the HVACR Contest. Members from the Foundation’s Plumbing Apprentice and Journeyman Training Committee serve on the SkillsUSA Plumbing Technical Committee. Committee members were on hand to set up and run the event and to

assist with contest judging.

Every year, more than 6,000 students participate in the SkillsUSA Championships, the nation’s largest hands-on workforce development event. This massive set of trades competitions, which spans 1.79 million sq. ft.

(equivalent to 31 football fields or 41 acres), features over 110 contests for middle school, high school, and college/post-secondary students enrolled in career and technical education programs. Among these contests are the plumbing and HVACR competitions, both of which receive support from the PHCC Educational Foundation.

“Each of these winners will be returning home with stories to share with their friends and family about their experience, spreading a positive image for our trade in their community. The boost this provides for our industry is impossible to measure but has a powerful impact that would be impossible to recreate on our own. Our mission is to grow and train the plumbing and HVACR industry workforce, and this event fits that mission perfectly,” said PHCC Educational Foundation Chairman Kevin Tindall of Tindall & Ranson Plumbing & Heating in Windsor, N.J.



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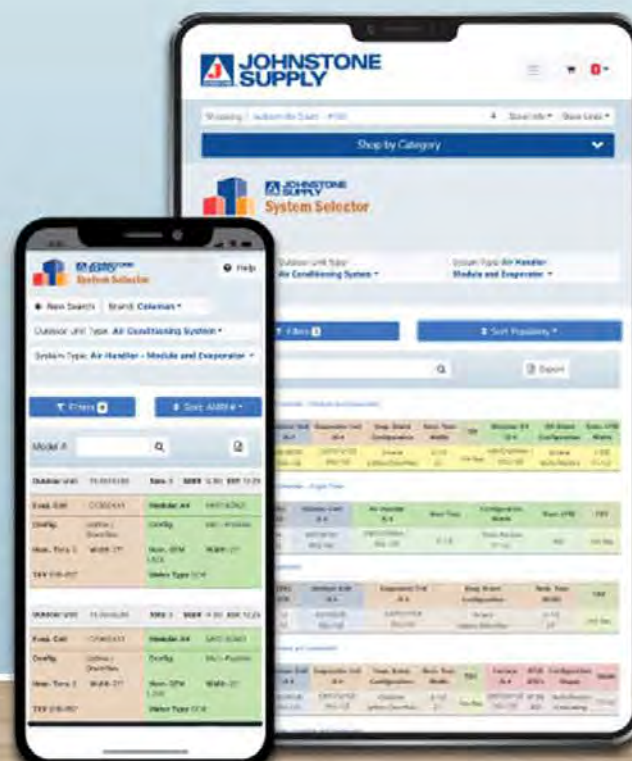
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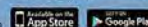
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Carrier and Bryant Distributors Invest More than \$500,000 in Scholarships to Boost Higher Education and Trades Skills

Indianapolis, IN — Carrier and Bryant have announced the recipients of the Distributors' Education Foundation scholarship for the 2024-2025 school year. Carrier and Bryant are part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

Since its inception in 1981, the Distributors' Education Foundation, established to honor the late William A. Bles and his many years of service as an advisor to Carrier and Bryant distributors, has provided over \$500,000 in assistance to more than 400 students working towards their undergraduate or vocational degrees. The scholarship

is awarded to children and grandchildren of Carrier and Bryant contractors who demonstrate academic excellence, community service, and participate in extracurricular activities. This year, scholarships will be going to students in 25 cities from 11 states coast to coast.

"For over 40 years, Carrier and Bryant distributors have significantly contributed to the growth of the HVAC industry by funding the Carrier and Bryant Distributors' Education Foundation," said Spencer Atkins, President and Chief Executive Officer, WeatherTech Distributing and President, Scholarship Program Board of Directors. "Since inception, the

Foundation has provided over \$500,000 in scholarships and we plan to continue our support. This scholarship program is a crucial element in developing future leaders for our industry."

"The Distributors' Education Foundation scholarship is a unique way for our distributors to give back to their contractors' families," said Nick Arch, Vice President and General Manager, Residential HVAC Solutions, Carrier. "We're honored to support this outstanding initiative and wish all recipients luck in their academic endeavors."

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Smarts, Guts and Luck

I've heard it said that business owners need three things — smarts, guts and luck.

Your smarts can be street smarts, book smarts or creative smarts. You must be able to use your intelligence to navigate decisions rationally and analytically.

You need the guts to go after your big ideas. You need courage to put yourself out there and not worry what others would think. You need to be brave enough to try things even if other people think you are crazy.

And Luck? Even with smarts and guts sometimes you just need things to fall your way.

These elements are all critical, but there is one more thing every entrepreneur needs and that is friends. Everyone loves the image of the solo entrepreneur working in the basement into the wee hours of the morning but great leaders in successful companies surround themselves with friends. You should too.

Good friends serve as your sounding board. They'll be there to bounce ideas and



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.

brainstorm without judgment. They help you think through the tough issues and recharge your batteries when they're low. They may even send prospective customers your way.

So, if you are going to be a business owner, you need smarts, guts and luck. But like the old song says, *you gotta have friends.*



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It's On My Heart: Storm Clouds Ahead!

Public Service Announcement for the HVAC Industry

Opportunities and Challenges Ahead

There are significant changes coming to the HVAC industry in the next six months, presenting both opportunities and challenges, particularly for those in residential service and replacement. The federal government has mandated a transition to new refrigerants by January 1st, 2025. This change, driven by concerns over global warming, is now federal law.

The Refrigerant Shift: R-32 vs. R-454

The industry is divided on which new refrigerant will be the best. Daikin (including Amana and Goodman) has chosen R-32, a pure refrigerant, while most other manufacturers are opting for R-454, a blend. While the debate on which is better continues, the critical point is that the industry must adapt to having two different refrigerants in the market.

Anticipated Equipment

Shortages

In the coming months leading up to January, we can expect equipment shortages. This is a certainty, not a possibility. Manufacturers need new compressors for their lines and have had a strong year in sales, possibly depleting their R-410A inventory. This situation is exacerbated by the challenge of acquiring new refrigerant compressors and other components. Manufacturers are wary of ending up with obsolete products.

Strategic Recommendations

To navigate this transitional period effectively, consider the following strategies:

1. Strengthen Vendor Partnerships:

- View your vendors as partners. Maintain regular communication to ensure a collaborative approach to inventory management.

- Regularly review forecasted demand and inventory to prevent outages, similar to those experienced during the COVID-19 pandemic.

2. Inventory Management:

- Avoid hoarding R-410A inventory as a sole strategy. That is expensive and frustrating since it is hard to predict what is going to sell in the future. Instead, focus on planning and coordination with your suppliers.

- Engage in proactive inventory planning to align with the transition to new refrigerants.

Future Considerations

Looking ahead, the industry will face additional efficiency changes and more refrigerant transitions by 2035. The new refrigerants are flammable, albeit with a small risk, which necessitates compliance with hazardous

material regulations.

Depending on your location and local agency requirements, vehicles transporting these refrigerants may need hazardous material stickers. Some members are considering dedicated refrigerant trucks to manage the variety of refrigerants (R-22, R-410A, R-32, R-454) more efficiently.

What this means for us

What we can say with complete candor (note, did not say honesty) and mean it: it will never be cheaper to buy a system than today. The new equipment is going to cost more and may be in short supply. Think about that, what happens when a product or service is in short supply? Right, the price will go up in almost all cases. The person who is putting dollars into a repair today hoping to get "just another year" out of their system may be surprised and disappointed to find out they are in a worse



Jim Hinshaw

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

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

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

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

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

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

position financially next year, at least concerning their HVAC system. So let them know what is happening on a global basis.

Conclusion

While the changes on the horizon may seem daunting,

they also present opportunities for growth and innovation. By preparing and adapting now, we can navigate these changes successfully. Stay positive, proactive, and prepared. We'll talk later.



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Nidec/U.S. MOTORS Announces Two Senior Staff Promotions



Patrick Hogg



Cory Kniepp

St. Louis, MO – Nidec's U.S. MOTORS® division recently promoted two long-time staffers to senior roles. Cory Kniepp is now Director, Strategic Planning & Marketing Operations, and Patrick Hogg is Senior Marketing Director, Industrial OEMs and Distribution.

The U.S. MOTORS brand is an industry leader in electric motors featuring advanced technology, from variable speed electronically commutated motors to market-leading NEMA Premium® efficient motors.

In his new role, Kniepp will support growth initiatives, collaborating with senior management in shaping business strategy and conducting data analysis to ensure continued alignment with goals. He was previously Director, Marketing Operations. Kniepp joined Nidec in 2017 as a Market Manager. He holds a Bachelor of Science in General Engineering

from the University of Illinois and an MBA from Southern Illinois University-Edwardsville.

Hogg will continue to lead the company's industrial pumping, distribution, and general industry markets, along with a stronger focus on business development for these and other growing markets in the industrial segment. He has been with Nidec for over 16 years (including when U.S. MOTORS was part of Emerson). In that time, he has moved up from engineering co-op through customer design marketing and product management. For the past three years, Hogg has been director of marketing for the industrial markets. He holds a Bachelor of Science degree in Mechanical Engineering from Southern Illinois University-Edwardsville and an MBA from University of Missouri-St. Louis.

More information on U.S. MOTORS products can be found at www.usmotors.com.

S&P USA Ventilation Systems Names Jeff Ledsinger National Director of Sales

S&P USA Ventilation Systems LLC (S&P USA), Jacksonville, FL, a leader in the sales and distribution of HVAC air movement products throughout North America, has named 32-year HVAC industry veteran Jeff Ledsinger as its National Director of Sales.

Ledsinger will direct S&P USA's domestic sales team; manage all national accounts and buying groups; and liaise with S&P USA's North American sister companies S&P Canada Ventilation Products, Mississauga, Ont., RenewAire, Waunakee, WI, and S&P Air Control, Chattanooga, TN.

His promotion follows three years as S&P USA's Central Regional Manager, where he oversaw 15 states. Previously, Ledsinger was Director of Sales at Bartos Industries, Dallas, TX; Sales Manager at Gunder Associates, Carrollton, TX; and served as North Texas Territory Manager at Nu-Calgon, St. Louis, MO. He holds a BA degree from Southwest Texas State University.

"We're looking for Jeff to grow the sales of S&P USA and its North American sister companies to new levels," said Walter (Buddy) Doll, CEO and President, North



American Division (Jacksonville)—Soler & Palau Ventilation Group, Barcelona, Spain.

Ledsinger will also serve as a liaison between S&P USA and Soler & Palau Ventilation Group's recent acquisition of four North American HVAC companies. United Enertech Corp, Air Performance LLC, Air Conditioning Products LLC, and Metal Form Manufacturing LLC are now grouped under the S&P Air Control brand. The additions of grilles, registers, diffusers, air terminal units, and specialty HVAC sheet metal products further expands the company's already comprehensive mechanical ventilation portfolio.

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New Home Sales Soft in June as Mortgage Rates Remain Near 7%

Elevated mortgage rates continue to keep buyers on hold, as new home sales remained relatively flat in June.

Sales of newly built, single-family homes in June fell 0.6% to a 617,000 seasonally adjusted annual rate from a slight upwardly revised reading in May, according to newly released data from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. The pace of new home sales in June is down 7.4% from a year earlier and is the lowest pace since November 2023.

“Many potential buyers are remaining in a holding pattern due to elevated mortgage rates that averaged near 7% in June,” said Carl Harris, chairman of the National Association of Home Builders (NAHB) and a custom home builder from Wichita, Kan. “However, moderating inflation suggests lower interest rates

in the months ahead and that should bring more buyers off the sidelines.”

“Though new home inventory in June remained elevated at a 9.3 months’ supply at the current building pace, there is still a long-run need for more construction because existing inventory remains relatively low,” said Jing Fu, NAHB director of forecasting and analysis. “Due to a lack of resale homes for sale, the combined inventory for new and existing single-family homes remains lean at a 4.7 months’ supply, according to NAHB estimates.”

A new home sale occurs when a sales contract is signed, or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed. In addition to adjusting for seasonal effects, the June reading of 617,000 units is

the number of homes that would sell if this pace continued for the next 12 months.

New single-family home inventory in June remained elevated at a level of 476,000, up 11.2% compared to a year earlier. This represents a 9.3 months’ supply at the current building pace, which has been supported by the ongoing shortage of resale homes. Of the new home inventory, 102,000 are completed ready-to-occupy homes, up 50% year over year. This segment represents 21% of total inventory.

The median new home price was \$417,300, up 2.5% compared to last month, and remained essentially flat compared to last year.

Regionally, on a year-to-date basis, new home sales are down 5.5% in the Northeast and 6.7% in the South. New home sales are up 25.5% in the Midwest and 5.7% in the West.

Product News

Allied Air’s Re-Designed Website Has a New Look and Feel with Simplified HVAC Product Information

West Columbia, SC – Allied Air Enterprises announces that it has launched a new website featuring enhanced visuals, graphics and organized content to focus on creating a climate for shared success. Designed for easier navigation, AlliedAir.com delivers a streamlined, intuitive experience.

“Our newly designed website represents another tool to help our distributors thrive,” said Kim McGill, VP - Marketing, Allied Air Enterprises. “It also reaffirms our investment and dedication to the direct-to-distributor model through personalized support, flexible programs, as well as providing the agility, speed and autonomy they need to succeed.”

Allied Air’s updated website offers a straightforward design that makes locating information on products and services faster and

easier. The new Allied Air Advantage section is a comprehensive resource for understanding how Allied Air Enterprises two-step model supports the success of its distributor partners and makes it easy to connect with an Allied Air representative. The Our Brands section offers information on Allied Air’s residential and specified product HVAC solutions that groups and defines product brands for simplified selection.

The website also features an expanded Careers and News pages to help users quickly find relevant content about Allied Air’s latest products, notable projects, awards and more. And, under Blogs, users can learn business strategies and tactics to help support their growth and success.

To experience Allied Air’s new website, please visit www.alliedair.com.

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Case Study: Midea Split Air Conditioning System Reduced Charge with 4 mm Copper Tubes

As the industry shifts towards smaller-diameter tubing to improve heat transfer in heat exchangers, Original Equipment Manufacturers (OEMs) have increasingly adopted 5mm diameter copper tubes in recent years. These small-diameter tubes offer energy savings, work well with environmentally friendly refrigerants, and can reduce the weight of heat exchangers without compromising performance.

To address rising metal prices, OEMs, designers, and engineers are exploring innovative solutions to optimize manufacturing processes. The overall cost of heat exchangers is influenced by the core and frame materials, including tubes, fins, and sheet metal.

The Impact of Small-Diameter Copper Tubes on Performance and Cost

To stay competitive without sacrificing quality, manufacturers are exploring ways to reduce the weight of heat exchanger components. GD Midea Refrigeration Equipment Co., Ltd., a leading residential and commercial air conditioner manufacturer, aimed to miniaturize its heat exchangers. Given that the heat exchanger is the largest component of an air conditioner, reducing its size will significantly contribute to the overall miniaturization of the units.

One effective approach is replacing existing heat-exchanging tubes with small-diameter copper tubes. This shift to small-diameter tube fin-type heat exchangers in residential air conditioners offers substantial savings in manufacturing costs.

Research and Key Findings

GD Midea Refrigeration Equipment Co., Ltd. conducted research to demonstrate how air conditioning systems can be miniaturized without sacrificing performance. Midea designed a heat exchanger using 4mm copper tubes for performance testing in split air conditioners. The results were promising: incorporating 4mm copper tubes reduced the heat exchanger's volume and cost while significantly decreasing the refrigerant charge.

Midea explored various design configurations, focusing on capacity, refrigerant type, and volume. They examined three scenarios: a base design with a reduced capacity of 2600 W using R410A, an enhanced capacity of 3500 W with R410A, and another 3500 W capacity using R290 refrigerant. The primary objective was maintaining optimal performance levels while reducing internal volume and cost through weight reduction strategies.

Experiments on three models revealed notable differences when using the 4mm tube heat exchangers compared to the 5mm prototypes.

For the baseline model using R410A at a reduced capacity, refrigeration capacity increased by 1.9%, with a 2.55% rise in power consumption and a 0.6% reduction in the coefficient of performance (COP). The refrigerant charge decreased by 18.4%.

In the second scenario with R410A, refrigeration capacity increased by 0.4%, power consumption rose by 1.86%, COP decreased by 1.5%, and refrigerant charge decreased by 19.6%.

In the third scenario with R290, refrigeration capacity improved by 1.5%, power consumption rose by 1.99%, COP decreased by 0.73%, and the refrigerant charge was reduced by 16.3%. The reduction in tube diameter and reuse of the prototype manifold contributed to these variations.

The experimental results with R410A and R290 refrigerants demonstrate that the newly developed heat exchanger with 4mm copper tubes provides superior cooling capacity compared to the 5mm prototype. While power consumption increases and COP decreases, the refrigerant charge is reduced by approximately 20%, offering notable economic and safety benefits.

To learn more about the Midea case study and Designing for the New Refrigerants, you can access the entire webinar with Cara Martin, COO of OTS R&D, Inc..



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FEMA Announced Federal Disaster Assistance Is Available to the State of Texas

Washington -- FEMA announced that federal disaster assistance is available to the state of Texas to supplement recovery efforts in the areas affected by Hurricane Beryl from July 5-9, 2024.

Federal funding is available to the state, tribal and eligible local governments and certain private nonprofit organizations on a cost-sharing basis in Anderson, Angelina, Aransas, Austin, Bowie, Brazoria, Brazos, Burleson, Calhoun, Cameron, Camp, Cass, Chambers, Cherokee, Colorado, Dewitt, Fayette, Fort Bend, Freestone, Galveston, Goliad, Gregg, Grimes, Hardin, Harris, Harrison, Hidalgo, Houston, Jackson, Jasper, Jefferson, Kenedy, Kleberg, Lavaca, Lee, Leon, Liberty, Madison, Marion, Matagorda, Milam, Montgomery,

Morris, Nacogdoches, Newton, Nueces, Orange, Panola, Polk, Refugio, Robertson, Rusk, Sabine, San Augustine, San Jacinto, San Patricio, Shelby, Trinity, Tyler, Upshur, Victoria, Walker, Waller, Washington, Webb, Wharton and Willacy counties for debris removal and emergency work, including direct federal assistance.

Federal funding is also available on a cost-sharing basis for hazard mitigation measures statewide.

Benjamin Abbott has been named Federal Coordinating Officer for federal recovery operations in the affected areas. Additional designations may be made at a later date if requested by the state and warranted by the results of further assessments.

Next Generation A2L HVAC Refrigerants, Are You Really Prepared?

They're coming, but most HVAC dealerships and technicians we speak with feel they're only somewhat prepared and they feel there's still a substantial void of information, particularly about new A2L equipment specs.

For those of you who lived through the R-22 to R-410A transition, you'll recall that the biggest challenges were initial service equipment costs, training, and education, and adjusting operations and inventory management. To a degree, there were challenges with aligning homeowners, but for the most part, R-410A represented an equipment replacement opportunity.

What's different this time? First, there will be more than one type of A2L hitting the market, primarily R-454B and R-32. Secondly, many homeowners still remember the transition from R-22 to R-410A, risking a negative consumer reaction to yet another change. To further complicate the matter, all A2Ls are "slightly flammable", which may concern some homeowners. Other differences with A2Ls include higher pressures and now a need to concurrently service at least three refrigerants (R-22, R-410A, and A2L).

There are a lot of questions you'll want answered before the transition kicks into high gear: Is your organization trained and educated, particularly your technician, sales, and operations teams?, Do you understand the timing of the change and how it will impact the useful life of existing inventory?, How will the change impact warranties of R-410A equipment you are currently installing?, What are the advantages and disadvantages of the two major A2Ls and which brands/product types will use each?, What are the costs of A2Ls and A2L equipment and how will that impact your profit margin?, How will your sales organization discuss the change to homeowners, particularly those who've already had to change over to R-410A? How will you manage refrigerant and equipment

inventory to ensure you have sufficient supply and can separate R-410A from the new A2Ls?

If you've already asked yourself these questions and sought answers, you're ahead of the pack. If not, you need to step it up. Addressing these questions early will ensure the introduction of A2L equipment represents a business opportunity and competitive advantage for your business rather than a burden.

Regardless of your personal beliefs, environmental awareness and decarbonization are here to stay. As homeowner demographics change, there will continue to be more demand for higher efficiency, more environmentally friendly, and technologically advanced HVAC solutions. So, get on board now and ensure your sales team focuses their narrative on the efficiency, environmental, and sustainability benefits of A2Ls.

Lastly, closely align yourself and your business with your manufacturing and distributor partners. After all, it is incumbent upon them to help you seamlessly and successfully make the transition to A2Ls. Leverage their training and education programs and ensure you have a reliable forecast of rollout timing and inventory availability. If you can't get that, ask yourself if you are aligned with the right brands.



About the Author

Paul BermanPaul M. Berman, President & CEO of Commerce Health Business Consulting, holds an MS in Experimental Psychology from the State University of New York and an MS in Business Management from Rensselaer Polytechnic Institute (RPI). Before starting his consultancy, Paul worked in leadership roles at Carrier Corporation, Johnson & Johnson, and Stryker. He specializes in providing business and marketing consulting to HVAC manufacturers, distributors, dealerships, and companies in the consumer goods and healthcare sectors.

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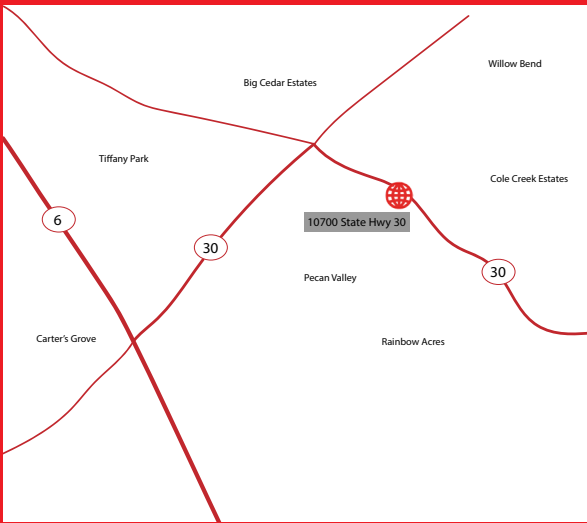
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Product News

Allied Air Enterprises Introduces the 97G2E 97% AFUE Two-Stage Furnace Under the Concord® and Ducane™ Brands



West Columbia, SC -- Allied Air Enterprises announces the new 97G2E Two-Stage Constant Torque Gas Furnace with 97% AFUE Efficiency under the Concord® and Ducane™ brands. With energy savings even during the coldest months, the units

were designed to meet the qualifications for federal tax credits, where homeowners could be eligible for \$600 in tax credits under the Inflation Reduction Act* and up to \$2,600 if a qualifying heat pump is added. The 97G2E was built on Allied's current furnace

platform that keeps dealers moving by making installation easy. Units are shipped ready for up-flow or horizontal left or right installation with no modifications to the furnace needed. Utility connections can be made from the left or right side, and duct connection feature pre-bent and pre-drill flanges from the factory. "The Concord and Ducane 97G2E Gas Furnace helps dealers offer an affordable and easy to install unit with accessible serviceability features, all on a platform they've worked with for years," said Angela Chapoy, General Manager Allied Air Enterprises. "Homeowners deserve to take advantage of available tax incentives through the Inflation Reduction Act, and many families need lower

up-front cost solutions to meet their budget." Features of the 97G2E Gas Furnace include:

- 97% AFUE Efficiency Rating - this means 97% of the fuel is converted into usable heat that can potentially save customers hundreds of dollars per year in energy costs.
- Left or right gas and electric entry and zero step horizontal conversion.
- Removable floor base (upflow/horizontal units) for bottom return air.
- Two-Stage Heating - the furnace can adjust its heat output based on conditions inside and outside the home, using less energy to maintain comfort.
- Constant Torque Motor - Like a variable speed furnace, constant torque furnaces provide

lower operating costs and increases to overall system efficiency. Compared to standard PSC motors, constant torque delivers more consistent airflow and quieter operation.

- ENERGY STAR® Certified – greater energy efficiency can save costs for end-users.
- Anti-vibration blower assembly eliminates loud startup and shutdown noises for quiet operation.
- 10-year limited warranty on parts and a limited lifetime warranty on the heat exchanger.**

**Product registration required. Warranty applies to residential applications only. For terms, conditions and exclusions, see full warranty at www.ducanehvac.com and www.concord-air.com

**Allied Air Enterprises ("Allied") is not acting in the capacity of a legal or tax advisor and does not make any representation, warranty, guarantee or other assurance as to whether a particular match-up qualifies or is eligible for a tax credit or rebate. As a result, Allied highly recommends that you and your customers consult with a tax advisor or attorney regarding a homeowner's qualification for a tax credit/rebate in their particular circumstance and verify and review the applicable laws and regulations. Allied expressly disclaims all liability for damages of any kind arising out of a homeowner's claim for a tax credit/rebate. This information is subject to change without notice.*



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HARDI

HARDI Distributors Report 4.1% Revenue Increase in May

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 4.1% during May 2024.

The annual sales growth for the 12 months through May 2024 is an increase of 1.3%.



“While the national sales growth for the month was 4.1%, there was a lot of variation across the country,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “The sales performance ranged from a decline of 2.5% in the central region where cooling degree days were 28% below normal to an increase of 10.6% in the Southeast region where there were 31% more cooling degree days than normal.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 40 days during May. “The 40-day DSO for May this year is consistent with May during the prior three post-Covid years,” said Loftus. “After a couple years of higher interest rates and weaker demand in the marketplace, it is encouraging to see the DSO remaining stable at this stage of the cycle.”

“The modest flat/up results so far this year are consistent with our expectations that 2024 is the bottom of this cycle,” said Loftus. “Looking forward we expect the growing number of home listings will have a positive influence on the number of existing home sales, and we are one month closer to lower rates that will also help end market demand. We believe that annual sales growth rate line has bottomed.”

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.

Volunteers Sought to Update AMCA Damper Test Standard 500-D

Arlington Heights, Ill.—Air Movement and Control Association (AMCA) International Inc. is seeking volunteers to serve on a technical committee tasked with reviewing and updating ANSI/AMCA Standard 500-D, Laboratory Methods of Testing Dampers for Rating.

ANSI/AMCA Standard 500-D establishes uniform laboratory methods for evaluating the performance of dampers in terms of air leakage, pressure drop, dynamic closure, operational torque, and more.

Both committee and non-voting members are sought. A committee member is someone directly or materially affected by the subject of a standard. A non-voting member receives all materials (agendas, minutes, committee drafts, etc.) distributed to committee members and may join conference calls but cannot vote. Committee members will be expected to participate in review, drafting, and the resolution of any and all comments until the revised standard is approved. Most, possibly all, meetings will be conducted virtually using Microsoft Teams.

If you are interested in serving on the technical committee for ANSI/AMCA Standard 500-D, click here and complete and submit the form by Aug. 2, 2024.

For more information, contact AMCA Director of Publications and Standards Joe Brooks, PE, at jbrooks@amca.org.



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Ferguson HVAC Customer Appreciation Tech Day

Ferguson HVAC in Corpus Christi TX held a Customer Appreciation Day to celebrate HVAC Techs on Wednesday June 26th. The well attended event had several stocking vendors showing off their goods, lunch and door prizes for the techs.



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Product News

Airzone and SmartThings Partner to Bring HVAC Control to the SmartThings Ecosystem

Zoning and control solutions from Airzone turn HVAC units from any leading manufacturer into a smart device

Miami, FL— Airzone Control is partnering with SmartThings, Samsung's global connected living platform, to integrate Airzone HVAC control and zoning solutions into the SmartThings ecosystem. This collaboration will make it possible to connect HVAC units from any leading manufacturer to SmartThings, bringing new levels of simplicity, control, and efficiency to smart homes.

HVAC is one of the most energy-hungry systems in the home. For consumers looking to leverage the SmartThings platform to control their energy costs and reduce their carbon footprint, monitoring HVAC usage in the home is essential. Airzone offers a line of after-market control devices that connect directly to the HVAC unit, instantly turning it into a smart device.

Airzone Now Works with SmartThings

Airzone's Aidoo HVAC controller works with every leading Inverter/VRF brand, including Samsung, Mitsubishi, Daikin, and more. As part of the partnership between SmartThings and Airzone, three Aidoo HVAC control products are now Works with SmartThings certified:

- **Aidoo Pro** – a flagship control device that allows integration between the latest Inverter, VRF, mini-split, and multi-split HVAC units and third-party IoT devices, including smart thermostats and home automation systems.
- **Aidoo Wi-Fi** – a control device that enables voice- or app-based HVAC control of Inverter/VRF units. If consumers want to use the original manufacturer's thermostat but still connect to SmartThings, Aidoo Wi-Fi is all they need.



**TEXAS DEPARTMENT OF
LICENSING & REGULATION**

The Texas Commission of Licensing and Regulation adopted amendments to an existing rule at 16 Texas Administrative Code (TAC), Chapter 60, Subchapter B, §60.24, regarding the Procedural Rules of the Commission and the Department.

The adopted rules implement House Bill (HB) 3743, Section 4, 88th Legislature, Regular Session (2023), which exempts the Commission and the Department's advisory boards from Texas Government Code, Chapter 2110, State Agency Advisory Committees. The adopted rules align the advisory board rules under Chapter 60 with the changes made by HB 3743, Section 4. The adopted rules remove the advisory board abolishment dates and the two separate lists of advisory boards from the Chapter 60 rules; and add a new provision stating that Texas Government Code, Chapter 2110 does not apply to the Commission and the Department's advisory boards. The adopted rules allow all of the agency's advisory boards to continue in existence unless and until there is a statutory change made to eliminate an advisory board's existence.

The adoption justification was published in the June 28, 2024, issue of the Texas Register (49 TexReg 4772). The updated rule chapter will be available in the Texas Administrative Code upon its effective date of July 1, 2024.

• **Aidoo Pro Fancoil** – an Aidoo control device enabling app-based control of legacy fancoil units (available only in the EU).

Maximizing Efficiency with Zoned System Control

For even greater efficiency and room-by-room temperature control, Airzone offers zoning control solutions. The Works with SmartThings-certified **Webserver HUB** and **Webserver Cloud** enables total control of sensors, thermostats, and up to 32 separate zoned HVAC units.

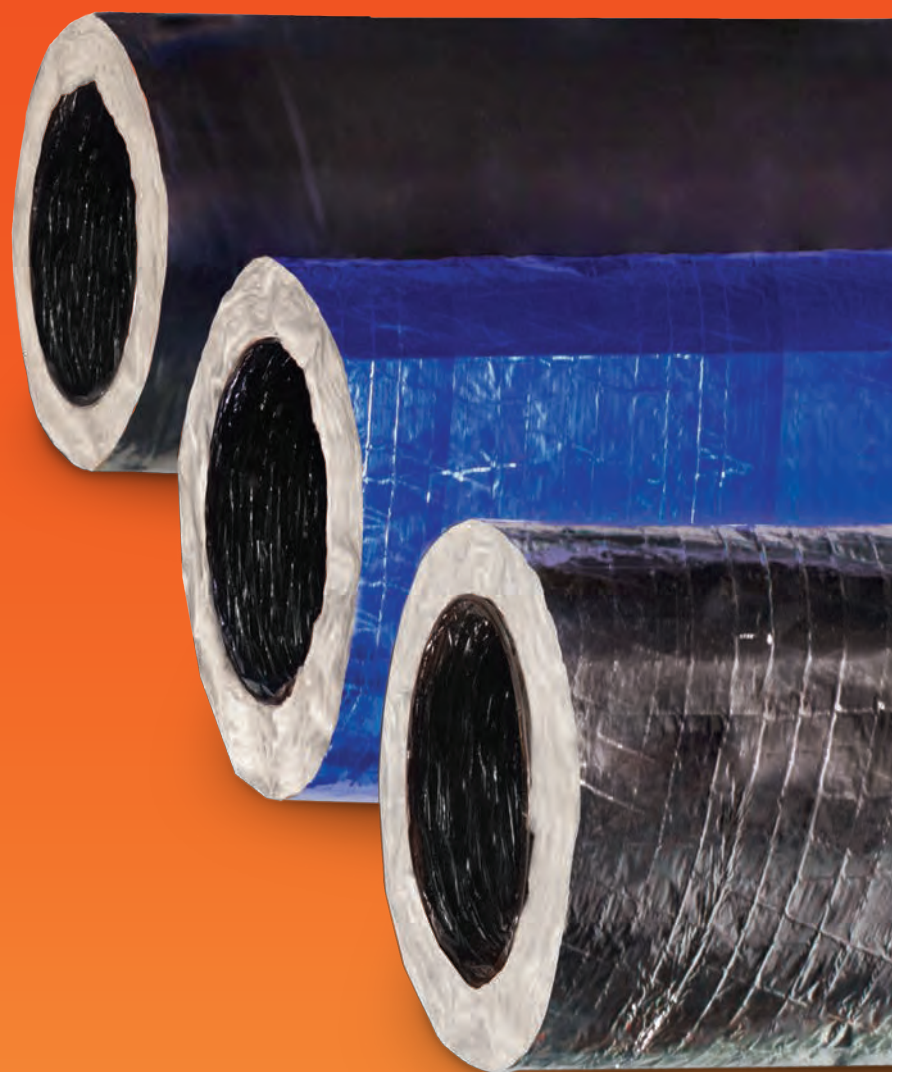
With the Aidoo control and Webserver zoning solutions, users can monitor and control their home's HVAC systems from anywhere in the world using the SmartThings app. These devices also enable two-way communication between HVAC units and SmartThings automation experiences.

Airzone's Works with SmartThings devices are available now. To learn more, visit partners.smartthings.com/partners/airzone. Learn more about the full line of Airzone HVAC control solutions at airzonecontrol.com.



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a month!

Construction Employment Increases in 225 of 358 Metro Areas from May 2023 to May 2024 as Evolving Demand and Labor Shortages Impact Hiring

Houston-The Woodlands-Sugar Land, Texas and Fairbanks, Alaska Top Lists of Year-over-Year Job Gains, While Denver-Aurora-Lakewood, Colo. and Augusta-Richmond County, Ga.-S.C. Experience Worst Job Losses

Construction employment increased in 225, or 63 percent, of 358 metro areas between May 2023 and May 2024, according to an analysis by the Associated General Contractors of America of new government employment data. Association officials noted that employment levels in some parts of the country have been impacted by changing demand for construction and ongoing labor shortages.

“A pullback in starts by developers of apartments, warehouses, and offices, along with spotty improvement in single-family starts, has held down job gains in some metros,” said Ken Simonson, the association’s chief economist. “But surging demand for data centers, manufacturing and power projects, and infrastructure mean contractors in many metros are still

short of all the workers they need.”

Houston-The Woodlands-Sugar Land, Texas added the most construction jobs (8,400 jobs or 4 percent) between May 2023 and May 2024, followed by Baton Rouge, La. (8,200 jobs, 18 percent); Las Vegas-Henderson-Paradise, Nev. (6,900 jobs, 8 percent); Atlanta-Sandy Springs-Roswell, Ga. (6,000 jobs, 4 percent); and Miami-Miami Beach-Kendall, Fla. (5,200 jobs, 9 percent). The largest percentage gain—23 percent—occurred in Fairbanks, Alaska, which added 600 jobs. The pickup in Fairbanks was followed by two areas with 20 percent increases: Anchorage, Alaska (2,200 jobs); and Lawton, Okla. (300 jobs).

Construction employment declined over the year in 83 metro areas and was unchanged

in 50 areas. The largest job loss occurred in Denver-Aurora-Lakewood, Colo. (-4,400 jobs, -4 percent), followed by Minneapolis-St. Paul-Bloomington, Minn.-Wis. (-3,800 jobs, -4 percent); New York City (-3,800 jobs, -3 percent); Baltimore-Columbia-Towson, Md. (-3,500 jobs, -4 percent); and Portland-Vancouver-Hillsboro, Ore. -Wash. (-2,700 jobs, -3 percent). The largest percentage decrease occurred in Augusta-Richmond County, Ga.-S.C. (-12 percent, -1,900 jobs), followed by Duluth, Minn.-Wis. (-11 percent, -1,100 jobs); Decatur, Ill (-9 percent, -300 jobs); Ithaca, N.Y. (-8 percent, -100 jobs); and Bellingham, Wash. (-8 percent, -700 jobs).

Association officials urged federal officials to reconsider the current approach to regulatory

measures including Buy America that are limiting the benefits of new infrastructure investments. And they continue to call for a rebalance in federal education funding for workforce development compared to four-year degree programs. They noted the current ratio heavily favors degree programs that fewer than 40 percent of Americans complete.

“Most construction career tracks, and many other jobs in our economy, require specialized skills taught via workforce programs, instead of more traditional four-year degrees,” said Jeffrey D. Shoaf, the association’s chief executive officer. “Yet federal officials continue to invest in those degree programs on a four to one ratio compared to the workforce development programs our economy needs.”

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Product News

RectorSeal® Adds Big Foot® Mini Frame for Ductless HVAC Systems

Houston, TX— RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, is adding Big Foot Mini Frame to its extensive line of Big Foot Systems products. An HVAC industry standard, Big Foot Systems provide outstanding solutions for free-standing, supportive equipment frames for flexible installation and durable protection.

Big Foot Mini Frame kits are suitable for condensing unit installations on the ground or in wind-protected environments. Ruggedly designed for smaller ductless condensing units, the Big Foot Mini Frame is constructed of galvanized steel, has 8-inch padded feet, and is adaptable to support multiple units' weight. The enhanced design of the Big



Foot Mini Frame allows for fine-tuned adjustments and greater stability.

Frames can be lengthened using extension kits available in two heights. The Big Foot Mini Frame's adjustable leg assemblies make installation a breeze, and they can be customized to fit nearly any ductless condensing unit. RectorSeal will offer Big Foot Mini Frames in a complete boxed kit containing all required installation components.

"Big Foot Mini Frame kits are designed for HVAC

contractors looking for a quick and easy solution for mounting smaller ductless air conditioner and heat pump units," said Allen Chiang, Product Marketing Manager at RectorSeal. "Adding this product to our Big Foot Systems portfolio offers more options than ever to a versatile product line."

Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and X for the latest product enhancements and news.

Titus Launches Terminal Unit with a Factory-Mounted Valve Package

Plano, Texas – Titus, a world leader in air distribution, has launched ESV-VP single duct terminal units with factory-mounted valve packages.

Ideal for airport terminals, schools, universities and offices, the ESV-VP features the same high-performance construction as the original Titus ESV. The factory-installed hot water coil valve package of the ESV-VP eliminates the need to install valves in the field, saving time and labor costs.

"While field labor is a major cost in building construction, the number of people qualified to do the work is declining each year due to retirement and fewer workers entering trade careers," said Mark Costello, product manager at Titus. "With ESV-VP single duct terminal units, we've moved valve package installation from the expensive constraints of on-site field installation to skilled technicians in our

manufacturing facility, reducing field installation time and cost while delivering repeatable, reliable quality."

Single duct terminals are fundamental components of variable air volume (VAV) systems, regulating airflow to a zone in response to zone temperature requirements. Field installing control valve packages for these units is a time-consuming process that requires technical skill, and it can be difficult to replicate quality between units without that level of expertise.

With multiple control options, construction options and valve package configurations, the ESV-VP has the flexibility to serve a range of applications and project requirements.

For the standard offering, customers can choose from 2- and 3-way valve pack configurations as well as 2-position and modulating

control valves. For projects with unique requirements, the Titus engineering team could design customized solutions. [Please contact your local sales representative for more information.]

Additional standard ESV-VP features include:

- On/off or floating point valve actuator
- P/T ports
- Isolation ball valves
- Unions for easy replacements
- Optional auto flow control or Y-strainer with blow-off connection

The valve package of the ESV-VP may also be shipped loose for easy installation using threaded union connections.

To learn more about the ESV-VP single duct terminal unit, visit [www.titus-hvac.com/Products/Terminal Units/ESV-VP](http://www.titus-hvac.com/Products/Terminal%20Units/ESV-VP). For more information about Titus, visit www.titus-hvac.com.

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Legacy Of Excellence

HVAC Excellence, a leading standards organization in the HVACR industry commemorates its 30th anniversary this year. Founded in 1994, when the Dow Jones Industrial Average closed at nearly 3,800, beepers were the primary way to reach a technician, the first webpage launched, HVAC Excellence was established to create standards in HVACR education.

Over the past thirty years, technological advancements have been transformative. The last five years alone have seen the emergence of artificial intelligence, cryptocurrency, gene editing, and quantum computing. The HVACR industry has similarly progressed with the introduction of communicating controls, building automation, heat pump water heaters, remote monitoring and system diagnostic tools, smart service technician tools, variable refrigerant flow, next-generation and natural refrigerants, and inverter technologies.

The one constant in life is change, and those who embrace change will ultimately be the first to benefit from these transitions. HVAC Excellence embraces change, remains dedicated to embracing industry advancements, and keeping professionals apprised of them.

TAILORED FOR THE HVACR INDUSTRY

HVAC Excellence has consistently adapted its programs to meet the ever-changing demands of our industry. Understanding that a one-size-fits-all certification approach is inadequate, HVAC Excellence pioneered a tiered system of portable and stackable credentials. These credentials cater to individuals at different career stages, from high school students to seasoned professionals and educators.

By offering progressive levels of certifications based on established core competencies, HVAC Excellence equips stakeholders with the tools to accurately identify and address strengths and weaknesses.

It is well documented that student and technician performance mirrors that of their instructors. As such, HVAC Excellence provides resources to analyze data, pinpointing whether the weakness lies with an individual, a group, the class content, or the instructor themselves.

CELEBRATING 30 YEARS

At thirty, HVAC Excellence reflects on its remarkable achievements while looking to the future. From issuing over half a million credentials to introducing standards for HVACR educational programs, hands-on

certifications, standards for instructors, to creating a conference for those on the frontline of HVACR education.

Eugene Silberstein, National Programs Director, expressed pride in the organization's accomplishments, stating, "We are incredibly proud of the strides we have made over the past 30 years. Our success is a testament to the dedication of our team, the support of our partners, and the commitment of HVACR professionals to continuous improvement. We look forward

to many more years of advancing excellence in the HVACR industry."

FUTURE FORWARD

HVAC Excellence remains committed to promoting excellence in HVACR education and the building science fields. With a focus on innovation, collaboration, and industry leadership, HVAC Excellence will continue setting the standard for quality and professionalism in the HVACR field by working with industry leading manufacturers and stakeholders alike.



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Product News

Danfoss Launches New Compressors for Comfort and Industrial Heat Pumps

New and extended compressor ranges lower energy use and carbon emissions

• For the North American market, Danfoss is releasing two new compressors for natural and low-GWP refrigerants: PSH scroll, and BOCK® semi-hermetic reciprocating HGX56 CO2 T.

• Reliable application expertise and proven portfolio deliver flexible system designs, and a streamlined and stable supply chain for OEMs who want to reduce time-to-market.

As the push toward decarbonization and adoption of cleaner heating sources continues, Danfoss is releasing two new compressors for the North American market. The new lineup, which includes the BOCK® HGX56 CO2 T 6-cylinder semi-hermetic reciprocating compressor for large-capacity industrial heat pumps and the PSH scroll compressor for reversible rooftop

units and hydronic systems in cold climates, offers new and extended compressor ranges to help OEMs accelerate the green transition for comfort and industrial heat pumps.

Heating and cooling account for half of the final energy consumption globally. In “The Future of Heat Pumps,” the International Energy Agency (IEA) estimates that by the year 2030, heat pumps can reduce carbon dioxide (CO2) emissions by 500 million tons and save U.S. households roughly \$300 per year in energy costs. Globally, the public and private sectors are encouraging greener choices like heating electrification, heat pump incentives, and low-GWP refrigerant usage.

Commenting on the shift away from fossil fuels, **Kristian Strand, Danfoss Commercial Compressors President**, stated: “Building owners are

demanding energy efficiency and accountability from their suppliers, which creates a growing demand for sustainable and energy-efficient technologies. Globally, we are seeing the market shift from gas boilers to heat pumps across multi-family housing or office building projects. Industrial/process heat pumps are also gaining traction and play a central role in decarbonizing industries such as Food & Beverage, Chemicals, or Textiles.”

Kristian Strand continued:

“Our comprehensive lineup offers heating capacities in single-circuit configuration, delivering high water supply temperatures. These compressors enable OEMs to simplify designs and minimize their environmental impact. We are committed to helping OEMs secure today’s deals and win tomorrow’s market position on every type of project.”

BOCK® HGX56 CO2 T — simplicity for industrial heat pumps

Ideal for large-capacity heat pumps, the 6-cylinder semi-hermetic BOCK® HGX56 CO2 T achieves water temperatures up to 90°C/194°F and offers an efficient alternative to ammonia and synthetic refrigerants. The HGX56 CO2 T reduces cost, system complexity, and the number of compressors required for large industrial heat pumps, refrigeration, and district heating systems.

PSH scroll compressors — lower-GWP option in cold climates

The new PSH scroll range compressor is ideal for North American reversible rooftop units and hydronic heat pump systems with higher discharge gas temperature limits. Featuring liquid, vapor, and wet injection,

it comes with a full package of qualified components to manage the injection and delivers year-round comfort with a water-supply temperature of up to 65°C/149°F. The versatile PSH scroll range is optimized for new-generation systems transitioning to lower GWP options like R454B.

Heat pumps are critical for decarbonizing heating and the solutions announced today are pivotal in enabling the success of these applications. Currently, Danfoss delivers up to 70% of the materials for air-to-water heat pumps and has plans to release additional products this year. Danfoss’ MCE 2024 award-winning Alsmart® Universal Controller platform will come to market in 2024, as well as its R290-optimized brazed-plate heat exchangers, further supporting the increasing demand for heat pumps, including in residential single-home setups.



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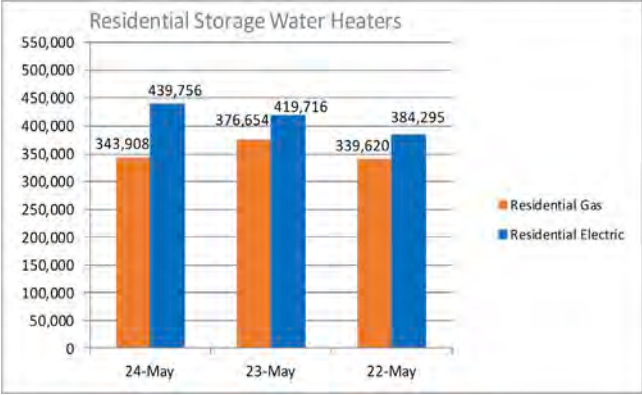
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AHRI Releases May 2024 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for May 2024 changed -8.7 percent, to 343,908 units, compared to 376,654 units shipped in May 2023. Residential electric storage water heater shipments changed +4.8 percent in May 2024 to 439,756 units, compared to 419,716 units shipped in May 2023.

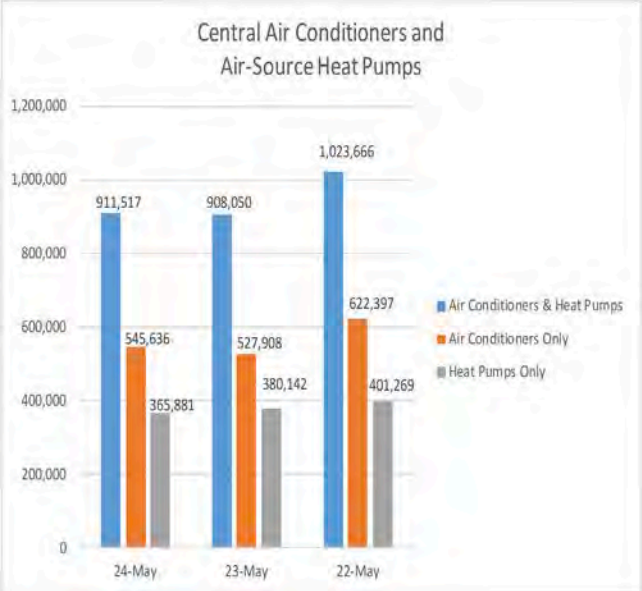


Year-to-date U.S. shipments of residential gas storage water heaters changed -0.4 percent, to 1,871,705, compared to 1,878,971 shipped during that same period in 2023. Residential electric storage water heater shipments changed +7.4 percent year-to-date, to 2,237,679 units, compared to 2,084,248 shipped during the same period in 2023.

Year-to-Date				
	May 24 YTD	May 23 YTD	% CHG. (From 2023-2024)	May 22 YTD
Residential Storage Gas	1,871,705	1,878,971	-0.4	1,909,076
Residential Storage Electric	2,237,679	2,084,248	+7.4	2,093,059

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 911,517 units in May 2024, changed +0.4 percent compared to 908,050 units shipped in May 2023. U.S. shipments of air conditioners changed +3.4 percent, to 545,636 units, compared to 527,908 units shipped in May 2023. U.S. shipments of air-source heat pumps changed -3.8 percent, to 365,881 units, compared to 380,142 shipped in May 2023.

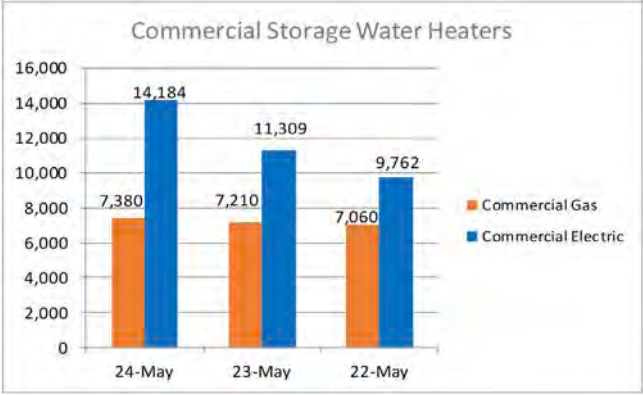


Year-to-date combined shipments of central air conditioners and air-source heat pumps changed -3.2 percent, to 3,635,714, compared to 3,757,023 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed -2.0 percent, to 2,071,460 units, compared to 2,113,691 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed -4.8 percent, to 1,564,254, compared to 1,643,332 units shipped during the same period in 2023.

Year-to-Date				
	May 24 YTD	May 23 YTD	% CHG. (From 2023-2024)	May 22 YTD
Air Conditioners & Heat Pumps Combined Total	3,635,714	3,757,023	-3.2	4,398,201
Air Conditioners Only	2,071,460	2,113,691	-2.0	2,654,667
Heat Pumps Only	1,564,254	1,643,332	-4.8	1,743,534

Commercial Storage Water Heaters

Commercial gas storage water heater shipments changed +2.4 percent in May 2024, to 7,380 units, compared to 7,210 units shipped in May 2023. Commercial electric storage water heater shipments changed +25.4 percent in May 2024, to 14,184, compared to 11,309 units shipped in May 2023.

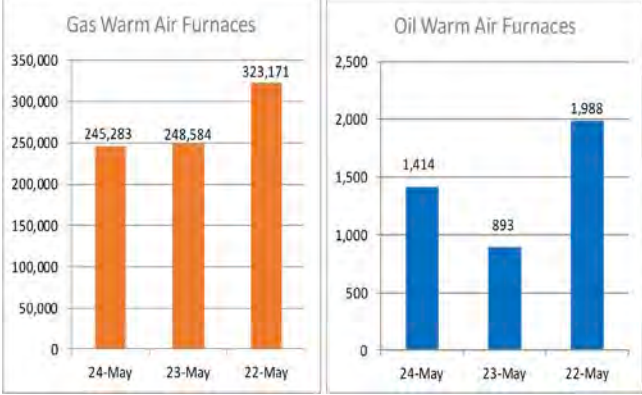


Year-to-date U.S. shipments of commercial gas storage water heaters changed +4.4 percent, to 39,999 units, compared to 38,328 units shipped during the same period in 2023. Year-to-date commercial electric storage water heater shipments changed +14.9 percent, to 70,597 units, compared to 61,464 units shipped during the same period in 2023.

Year-to-Date				
	May 24 YTD	May 23 YTD	% CHG. (From 2023-2024)	May 22 YTD
Commercial Storage Gas	39,999	38,328	+4.4	35,322
Commercial Storage Electric	70,597	61,464	+14.9	45,525

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for May 2024 changed -1.3 percent, to 245,283 units, compared to 248,584 units shipped in May 2023. Oil warm air furnace shipments changed +58.3 percent, to 1,414 units in May 2024, compared to 893 units shipped in May 2023.



Year-to-date U.S. shipments of gas warm air furnaces changed -7.6 percent, to 1,159,352 units, compared to 1,254,908 units shipped during the same period in 2023. Year-to-date U.S. shipments of oil warm air furnaces changed +48.6 percent, to 10,194 units, compared to 6,859 units shipped during the same period in 2023.

Year-to-Date				
	May 24 YTD	May 23 YTD	% CHG. (From 2023-2024)	May 22 YTD
Gas Warm Air Furnaces	1,159,352	1,254,908	-7.6	1,608,687
Oil Warm Air Furnaces	10,194	6,859	+48.6	11,629

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

Month				YTD			
Size Description (000) BTUH	2024 Total	% Change from 2023	2022 Total	Size Description (000) BTUH	2024 Total	% Change from 2023	2022 Total
Under 16.5	28,296	-7.8	36,969	Under 16.5	135,226	-2.7	173,440
16.5-21.9	107,812	-7.2	89,013	16.5-21.9	424,316	-11.2	418,116
22-26.9	189,541	+2.9	211,638	22-26.9	770,048	+3.3	876,623
27-32.9	141,949	+5.1	161,429	27-32.9	567,050	-2.3	696,099
33-38.9	179,213	-4.5	230,018	33-38.9	710,250	-4.6	945,902
39-43.9	64,485	+8.8	78,193	39-43.9	241,624	-1.1	331,671
44-53.9	95,221	+1.3	113,593	44-53.9	361,636	-8.5	483,964
54-64.9	75,104	+2.5	80,004	54-64.9	294,400	-8.6	364,138
65-96.9	9,940	-6.3	8,514	65-96.9	44,063	+3.9	38,479
97-134.9	7,797	-3.9	6,126	97-134.9	36,738	+22.7	29,795
135-184.9	5,779	+22.9	3,558	135-184.9	23,714	+24.4	18,580
185-249.9	2,586	+54.0	1,883	185-249.9	11,150	+62.8	8,499
250-319.9	2,084	+52.7	1,558	250-319.9	8,315	+59.3	7,239
320-379.9	519	+68.5	295	320-379.9	1,890	+60.9	1,317
380-539.9	444	+36.6	286	380-539.9	1,964	+43.0	1,389
540-639.9	331	+24.9	289	540-639.9	1,427	+26.6	1,240
640-799.9	153	+35.4	98	640 & Over	645	+41.8	508
800.0-899.9	32	-50.0	49	800.0-899.9	254	+3.3	256
900.0-999.9	63	-18.2	54	900.0-999.9	326	+14.4	314
1,000.0-1,199.9	56	+100.0	31	1,000.0-1,199.9	211	+31.9	178
1,200.0 & Over	112	+43.6	68	1,200.0 & Over	467	+20.1	454
TOTAL	911,517	+0.4	1,023,666	TOTAL	3,635,714	-3.2	4,398,201

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.

Product News

Venstar's Local API Enables Thermostats to Integrate into Home Automation and Building Management Systems

Venstar's Local API is the bridge to expand thermostat functionality beyond its free Skyport® Cloud Service, enabling it to integrate with smart home automation and building energy management systems. It is available free from Venstar with no licensing required.

Benefits of Using Venstar's Local API Bridge:

- Monitor and control thermostats locally with or without Skyport Cloud Services
- View all sensor data on a single chart while viewing energy meter
- Retain longer run-time history
- Increase and enhance convenience

Home Usage Example:

A motion detector senses you walking into your home and triggers an automation to the thermostat, which adjusts the temperature to your preferred setting. This is accomplished from the privacy and security of your local network without sending any information to a remote server.

Business Usage Example:

Venstar's Local API enables contractors to integrate Venstar Wi-Fi® thermostats into a company's existing building energy management system. Users appreciate the ability to control their thermostats from the existing control system.

Industries Served:

A Local API bridge is ideal for banks, schools, restaurants, amusement parks, office buildings and other environments where local integration with building energy management systems is desired.



"The Venstar API connects Venstar thermostat with existing building automation systems, providing the ability for users to quickly and easily control their energy, lighting and more."
- Steve Dushane, president and CEO of Venstar

All information is kept and transferred on a local server to gain privacy and ensure data security. Information is kept on the local network, resulting in faster response times.

Companies with Proven API Bridges for Venstar Thermostats

- Control4 (home automation)
- RTI Automation (home automation)
- Home Assistant (home automation)
- CoolAutomation (HVAC/VFR integration)

Venstar Developer Website Provides Tools to Create an API Bridge

For HVAC contractors with controls departments, Venstar's Developer Website <https://developer.venstar.com/> provides the

tools needed to create a custom API Bridge to integrate into existing home automation, building management and energy management systems.

Publicly Available Plug-Ins from Leading Automation Companies

For HVAC contractors without a controls department, Venstar's Local API taps into publicly available open source applications. This enables contractors to implement Venstar thermostats into applications without writing a single line of code.

Leading automation companies, including Control4, RTI, Home Assistant and CoolAutomation, offer publicly available plug-ins for Venstar thermostats for integration within their platforms.

Venstar Thermostats With Built-in API

- ColorTouch® with Wi-Fi
- Explorer® IAQ
- Explorer Mini

View Graphs of Information with API Integration

- Indoor room temperatures
- Remote room sensors
- Remote supply air sensors
- Outdoor temperature sensors
- Humidity sensor
- Unlimited runtime data
- Runtime data downloaded into Excel
- Optional HVAC power monitors

For more information, visit <https://developer.venstar.com/>



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NEWS

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.

ASHRAE Closes Out Successful Annual Conference in Indianapolis

Workforce development to be the focus for the upcoming Society Year

Atlanta—ASHRAE has closed out a successful 2024 ASHRAE Annual Conference, held from June 22-26 in Indianapolis. The event gathered 2,040 registered HVAC&R and building science professionals and supporters to discuss key topics such as legislative initiatives, building decarbonization, artificial intelligence and more.

Registrants explored more than 80 sessions across eight technical tracks. The top attended sessions are detailed below:

- Seminar 19: **LIVESTREAM: Farewell VRP: Paving the Way for Indoor Air in the Future of Ventilation and Air Quality**
- Seminar 41: **LIVESTREAM: Advancements of Low GWP Refrigerants**

• Seminar 39: **Simplifying the Electrification of Hydronic Systems**

• Seminar 42: **LIVESTREAM: Changing World for Electric and Thermal Batteries**

• Seminar 12: **How High Can You Get with High Temperature Heat Pumps?**

In addition to the Annual Conference, registrants also had full access to the 2024 ASHRAE Conference For Integrated Design, Construction & Operations (CIDCO), held June 24-26 in Indianapolis. **CIDCO Seminar 1: AI and Building Performance: An Overview and Practical Application** drew strong attendance.

Registration is still available for virtual access to both conferences, which includes technical session quizzes and PDH certificates.

M. Dennis Knight, P.E., BEMP, Fellow Life Member ASHRAE was installed as 2024-25 ASHRAE Society President. During his inaugural address as president, Knight introduced ASHRAE's new Society Year theme, **"Empowering Our Workforce: Building a Sustainable Future."** He highlighted the importance of identifying and attracting more professionals to the HVAC&R industry in order to meet growing demand precipitated by world events.

"Over the last several years, we accepted the challenge of being vital players in addressing the most severe threats to our planet in our lifetimes: The COVID-19 pandemic and the climate crisis," said Knight. "That said, our industry is facing its own crisis. One that will hinder our ability to meet the challenges we've accepted, the targets we've set and the commitments we've made. That crisis is with our workforce – or more appropriately, the lack of skilled people like you who have the capability and desire to choose a career in Heating, Ventilation, Air-Conditioning & Refrigeration (HVACR). The truth is, we need more people like YOU. Your skills, your passion and your commitment are what will drive our industry forward and ensure its viability for years to come."

Knight's full address manuscript and presentation can be found at ashrae.org/president.

A highlight of the conference was the 2023-24 Decarbonization Challenge Project Review. Through the Decarbonization Challenge, introduced by Presidential Member Ginger Scoggins, P.E., Fellow ASHRAE, and administered by the Young Engineers in ASHRAE

(YEA), selected chapters were awarded grants to assist with the implementation of community-based decarbonization projects. During the livestreamed review session, the nine awarded chapters shared updates and project lessons learned. The Challenge awarded a total of \$65,850, with additional matching funds from partnering organizations of the selected projects and is expected to save 2.3 million kilograms of CO₂. Details and photos are available on the Decarbonization Challenge projects.

The outstanding achievements of ASHRAE members were highlighted during an honors and awards program. In her final State of the Society address, Presidential Member Ginger Scoggins provided an overview of the accomplishments made during the 2023-24 Society Year.

"Reflecting on the past year, we have made significant strides in our efforts to advocate for expanded decarbonization of buildings to reduce greenhouse gas emissions," said Scoggins. "We wanted to provide an understanding of how climate change affects building planning, design, construction and operation and how building decarbonization will be necessary to properly execute projects going forward. I'm pleased to say that ASHRAE committed - YOU committed - to equipping yourselves the knowledge and tools needed to design and operate low-carbon buildings. ASHRAE members worldwide have accepted the challenge of providing meaningful leadership, action, resources, and advocacy to the global built environment. I am very proud of what we have accomplished during this Society Year."

ASHRAE Learning Institute (ALI) offered 8 courses. Top attended courses were as follows:

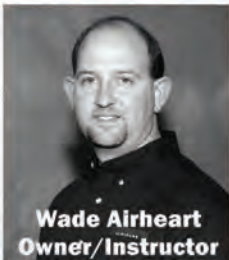
- **V in HVAC – Health and Energy Improvements Using the Indoor Air Quality Procedures**
- **Building Energy Modeling Fundamentals and Applications**
- **Variable Refrigerant Flow System Design & Application**

All registered attendees, both in-person and virtual, will have access to the virtual conference platform during the conference and 12 months post-conference.

The 2025 ASHRAE Winter Conference will take February 8-12, 2025 in Orlando, Florida. The AHR Expo will be held February 10-12, 2025.

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OK City Monthly Meeting

August 14, 2024 11:30 pm - 1:00pm

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

Tulsa Lunch Meeting

August 8, 2024 11:30 am - 1:00 pm

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

OUBCC Mtgs

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

Heat Pump Mtg

August 29, 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
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HVAC Rep Territory Update in Texas and Oklahoma

Houston, TX—RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, has announced the addition of Gunder Associates as a manufacturing representative in Texas and Oklahoma. Gunder Associates will represent all RectorSeal HVAC products, including the TRUaire, Shoemaker, and Dust Free brands.

“We couldn’t ask for a better sales partner than Gunder Associates,” said Charles Davidson, RectorSeal’s Regional Sales Manager for Texas and Oklahoma. “They provide comprehensive industry knowledge and dedicated customer service, and we look forward to a long-term relationship with the team.”

Based in Carrollton, Texas, Gunder Associates will focus on customers across Texas and Oklahoma. With over 40 years of combined experience, Gunder Associates will provide strategic support to enhance education, exposure, and sales for the company’s HVAC contractor base.

Mark Gunder, President at Gunder Associates, shared the company’s commitment to excellent support and expertise: “Representing RectorSeal products is an excellent addition for Gunder’s current and future customers. We are passionate about building strong customer relationships by providing innovative solutions. The team at RectorSeal shares that same passion.”

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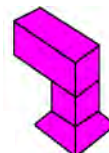


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