

Air Conditioning



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Vol. 38, No 7

Insco McAllen Vendor Day



Pictures on page 17.

HARDI Southwest Regional Conference



Pictures on page B8.

TACCA Greater San Antonio Clay Shoot



Pictures on page B11.

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Service Experts Announces Partnership with Military Makeover with Montel® on Lifetime TV

Richardson, Tex. - Service Experts is proud to announce their partnership with Military Makeover with Montel® on Lifetime TV. Military Makeover, a home improvement series, celebrates military families through home makeovers across the country.

"We are grateful to play a small part in the meaningful work being completed by the Military Makeover team," said Service Experts Chief Operating Officer Cary Reed. "Many of our Service Experts employees are veterans themselves, and we are committed to supporting the military community through our ongoing partnerships with programs like Hiring Our Heroes. Being a part of the Military Makeover mission gives us another way to serve this community."

Military Makeover is led by talk show legend and military advocate Montel Williams, a veteran of both the Marine Corps and the Navy. The show enlists conscientious designers, contractors, landscapers and other home improvement professionals to transform the homes and lives of military families across the country.

"We are thankful for the partnership of Service Experts and look forward to working with them to provide comfortable and safe homes," said EVP of Programming, Jack Schwartz. "Their wide array of offerings will allow us to make these deserving families feel right at home."

"For our part in the makeovers, we will be providing the families with anything they need to transform their home into a haven of comfort, well-being and energy efficiency," said Reed. Service Experts, which has over with 98 locations across the country, is the leading provider of total home comfort in the U.S. HVAC installation and repair, plumbing, connected home automations and solar energy solutions are just a few of the services the company provides. "Our team will address each family's individual needs to determine how we can help transform their home," said Reed. "We look forward to giving this gift of total home comfort to these deserving families."

Military Makeover with Montel® will premiere later this year on Lifetime TV.



On-set at Military Makeover - Art Edmonds. Jennifer Bertrand, and Montel Williams



ASHRAE Members are Recognized for their **Outstanding Accomplishments**

Atlanta - ASHRAE recognized the contributions of members to the Society and the built environment industry during an Honors and Awards program at the 2024 Annual Conference in Indianapolis.

"We are excited to honor this year's ASHRAE award recipients for their outstanding contributions," said 2023-24 ASHRAE President Ginger Scoggins, P.E., Fellow ASHRAE. "Their dedication and innovation embody ASHRAE's mission of advancing sustainable and comfortable building practices. Congratulations to all and thank you for your significant impact on our industry."

A list of the awards and recipients are below from the AC Today Region only:

Crosby Field Award

Zhelun Chen, Yicheng Li, Ph.D., Jin Wen, Fellow Member, Amanda Pertzborn, Ph.D., Vance Payne, L. James Lo, Gabe Grajewski, Zheng O'Neill, Ph.D., P.E., Fellow Member and Steven T. Bushby, Fellow Life Member were the recipients of the Crosby Field Award for "A Simulation Framework for Analyzing the Impact of Stochastic Occupant Behaviors on Demand Flexibility in Typical Commercial Buildings," which was judged to be the best paper presented before the Society. The Crosby Field Award is named for a former Presidential Member.

Chen is a Research Scientist; Li is a Ph.D. Student; Wen is a Professor; Lo is an Associate

Professor and Grajewski is a Ph.D. Candidate, Drexel University, Philadelphia, Pennsylvania. Pertzborn is a Mechanical Engineer; Payne is a Mechanical Engineer, HVAC&R Performance Group, Energy and Environment Division (EED) of the Engineering Laboratory (EL); Bushby is an Electronics Engineer, National Institute of Standards and Technology (NIST), Gaithersburg, Maryland. O'Neill is an Associate Professor, Texas A&M University, College Station, Texas.

• .Poster Presentation Award

The Poster Presentation Award recognizes the authors of the best poster session paper presented at a Society conference during the previous year.

SEE ASHRAE PG.9

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Product News

Daikin ATMOSPHERA with R-32 Refrigerant Wins 2024 SEAL Sustainable Product Award

North America's first single-zone ductless heat pump system with R-32 low global warming potential (GWP) refrigerant honored by environmental advocacy organization

Waller, Texas - Daikin Comfort Technologies North America, Inc. (Daikin) a leading manufacturer of heating, cooling and refrigerant products, received a 2024 SEAL Sustainable Product Award for Daikin ATMOSPHERA, the first single-zone ductless heat pump system in North America with R-32, a low global warming potential (GWP) refrigerant.

SEAL (Sustainability, Environmental Achievement & Leadership) Awards is an environmental advocacy organization that honors leadership through its business sustainability awards.

2024 SEAL Sustainable **Product Award Winner**

The SEAL Sustainable Product Award honors innovative and impactful products that are literally "purpose-built" for a sustainable future.

"We are honored to receive a SEAL Sustainable Product Award for the Daikin ATMOSPHERA," said Marc Bellanger, Marketing and Communication Vice President, Daikin. "Daikin is committed to decarbonization and electrification efforts, and with the launch of Daikin ATMOSPHERA in 2021, Daikin led the industry in North America with the switch to the next generation of refrigerants that have a lower GWP compared to conventional refrigerants like R-410A."

SEE DAIKIN PG.21

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Allied Air Enterprises Launches Low-GWP Refrigerant for Residential HVAC Products

West Columbia, SC - Allied Air Enterprises, an industry-leading manufacturer of heating and cooling solutions, announces the launch of low global warming potential (GWP) residential HVAC solutions to meet the 2025 Low-GWP Refrigerant regulations. Significantly reducing the impact of harmful greenhouse gas emissions, the transition to Low-GWP refrigerant is a positive step towards sustainability and protecting the planet.

Allied Air is set to launch an extensive range of HVAC systems powered by the eco-conscious refrigerant R-454B, which reduces global warming potential by up to 78%*. To help transition into this environmentally sustainable set of offerings, Allied Air supports energy savings and sustainable solutions for its direct-to-distributor customer model.

"The launch of our Low-GWP compatible products reinforces Allied Air's strong commitment to the environment and sustainability initiatives," said Angela Chapoy, Vice President and General Manager of Allied Air Enterprises. "Our goal is to create a seamless transition for our distributors and help them achieve compatibility with minimal disruption to their dealers and everyday operations."

As products adapt to comply with new regulatory requirements, Allied Air is meeting the demand for forward and backward compatibility by providing multirefrigerant air handlers and cased coils that enable the



transition from R-410A to R-454B refrigerant. Multirefrigerant cased coils ship from the factory ready for R-410A installations and can be field-converted for use with a R-454B system with a conversion kit.

Additionally, the company will provide refrigerant detection system kits, enabling compatibility between existing furnaces and the new R-454B systems to ensure that distributors' inventory remains usable into 2025 and beyond.

Allied Air is committed to offering adaptable solutions and resources to ease the adoption of Low-GWP refrigerants for their distributors. Products will be available for ordering throughout the remainder of 2024, significantly ahead of the 2025 regulatory shift and aligned with customer demand.

*78% reduction in global warming potential when compared to R-410A refrigerant.

Learn about the sustainability initiatives and products at Allied Air Enterprises' newly designed website at www.alliedair.com.

RectorSeal® Named Master Distributor for HAP System® Hangers and Supports

Houston, TX - RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, is now a master distributor for HAP System pipe hangers and supports. Combining a pipe hanger and stud guard protection in one product allows HAP System products to offer substantial installation and protection benefits.

The innovative hold-and-protect HAP System pipe and support hangers protect pipes from costly nail penetrations, and they are reusable if the pipe location needs to be changed. Designed for vertical or horizontal installations, HAP System hangers are compatible with PVC, CPVC, copper, PEX, cast iron, stainless steel, and more

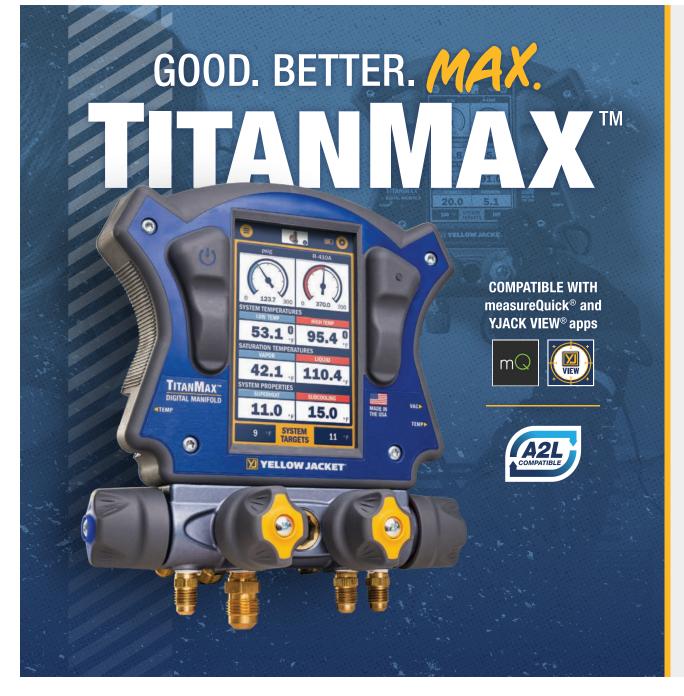
HAP System products are IAPMO-listed and cUPC certified, and they offer quick and consistent installation with two screws. The durable, one-piece HAP System products suit residential, commercial, or industrial applications. Constructed

of heavy gauge steel with automotive grade powder coating, HAP System products are usable indoors or outdoors.

"HAP System products can save a substantial amount of time for installers," said Jeff Ponce, Product Marketing Manager at RectorSeal. "Our installers consistently tell us that the HAP System is their first and only choice. They'll likely never use anything else—it's just that good."

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 leads CSWI's Contractor Solutions segment.

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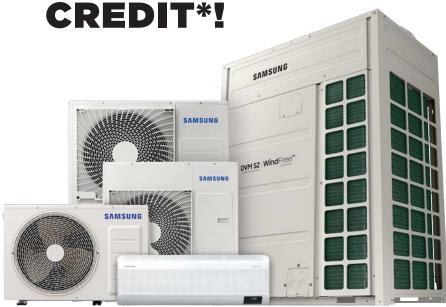
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TDLR TEXAS DEPARTMENT OF LICENSING & REGULATION

The Texas Commission of Licensing and Regulation is scheduled to meet on **Tuesday**, **July 23, 2024 at 8:30 a.m.** The meeting will take place at 1106 Clayton Lane, Suite 125E, Austin, Texas, and will be broadcast on TDLR's YouTube channel. When the agenda is available, it will be posted online.

Dear TDLR Licensees and Stakeholders,

We are pleased to announce that our 2025-2029 Strategic Plan is complete and posted to our website. We've also posted the Supplemental Schedules that contain information about our agency's budget structure, performance measure definitions and the results of our customer service survey.

As the new Executive Director of this agency, I'm excited to share our agency's priorities for the next legislative session, and I'm ready to lead TDLR into its next chapter.

This plan is the result of months of effort and input from you, the people of Texas — our licensees and customers. During this process, we collected more than 6,000 valuable public comments that were essential to TDLR's efforts to continue improving services for all our customers in this great state.

The TDLR Strategic Plan covers the agency's priorities for the legislative session that begins in January 2025:

- Seeking continued funding for the Legacy Systems Replacement Project. The acquisition of a new licensing system will eliminate the inefficiencies and redundancies of TDLR's antiquated and disparate legacy systems.
- Strengthening current laws to prevent barbering and cosmetology license holders from performing medical procedures. The performance of certain medical procedures by persons who are not authorized or licensed to perform those procedures poses a serious health risk for Texas consumers.
- Providing for an omnibus advisory board clean-up bill that would amend the advisory board language for TDLR-regulated programs that have advisory boards. This would allow TDLR to make the number of members of each board, the types of members, and the terms they serve more consistent, allowing for greater efficiency in the administration, oversight, and support of our 33 advisory boards.
- Creating a statutory provision that allows TDLR to work with the Texas Education Agency to support career and technology education programs and explore the development of apprenticeship programs. TDLR would be able to assist with the establishment of career and technology programs focusing on our regulated industries that have large numbers of licensees retiring and that lack newly trained, licensed professionals.
- Allowing Podiatrists to enter into delegation agreements with advanced practice registered nurses. Unlike other medical doctors, podiatrists are unable to delegate provision of care. Podiatrists will be able to care for more patients while improving access to care with the assistance of advanced practice registered nurses.
- Adding an alternative to filing notices in newspapers of general circulation. Adding more modern methods of notice, such as through the internet, would create an additional pathway for the public to see the notice in areas where there is no newspaper of general circulation.

The plan also includes 7 agency goals

during the next four years:

- 1. Procuring and successfully implementing the Legacy Systems Replacement Project to modernize TDLR's outdated licensing software systems. TDLR currently relies on multiple disparate software systems to carry out its licensing functions. Most of those systems are based on antiquated technologies that are at or near the end of their utility and do not meet modern standards for functionality or security. TDLR inherited many of these systems when the Legislature transferred regulatory programs from other agencies. These multiple disconnected systems present significant roadblocks to operational efficiency, data security, data quality and TDLR's ability to provide customer service.
- 2. Expanding training and licensing opportunities for career and technical education (CTE) in high schools and community colleges. This summer, TDLR will complete rulemaking for H.B. 1859 and H.B. 1391, 88th Legislature, to expand training and job opportunities for young people seeking careers in electrical and HVAC fields, and will continue to gather input and feedback from schools, educators, industry members, and legislators about additional opportunities to expand CTE, including Government Code Chapter 51 authority for TDLR to establish apprenticeship programs.
- 3. Continuing to effectively assist the Texas Board of Veterinary Medical Examiners, which was administratively attached to TDLR for the next three years for policy-making and administrative oversight.
- 4. Successfully implementing a regulatory environment for Electric Vehicle Supply Equipment (EVSE) across the state of Texas to standardize and ensure public safety for this emerging technology.
- 5. Continuing to build capacity and strengthen the effectiveness of TDLR's anti-trafficking efforts by assigning functions according to area of expertise. Investigations will be conducted by the Enforcement Division, inspections of licensed and unlicensed businesses will be conducted by the Field Inspections Division, and outreach and training will be performed by the Anti-Trafficking Team within the Compliance Division.

6.Implementingremaining recommendations resulting from the Sunset review process and Sunset bill (H.B. 1560, 87th Legislature).

7. Exploring the use of Generative Artificial Intelligence (GenAI) and large language models to provide automated on-demand customer service and enhance accuracy, security, training, and user experience.

Over the last decade, TDLR's responsibilities have increased from 24 to 38 licensing programs, and the agency now oversees almost 1,000,000 individual and business licenses. During this time, we have consistently improved services and streamlined regulations for those programs transferred to us from other agencies, while also focusing on eliminating impediments for businesses and reducing regulatory burdens for all our licensees.

This strategic plan serves as the roadmap to move us forward into a brighter, stronger future, in service to the citizens and small business owners of Texas, with accountability and integrity in all that we do. I am excited to help lead the agency on this journey, together.

Sincerely,

Courtney Arbour, Executive Director

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Laredo College Granted HVAC Excellence Accreditation



HVAC Excellence is pleased to announce that Laredo College in Laredo, Texas has been granted programmatic accreditation of their HVACR Technology Program.

Overview

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

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

Process

Achieving programmatic accreditation involves submitting a comprehensive self-study demonstrating compliance with all required standards. The accreditation

review board compares the self-study to accepted standards. Upon approval, onsite evaluation assessors visit the school to verify compliance with established standards.

Benefits of Programmatic Accreditation

Accreditation offers numerous benefits, including:

- Assurance that the program meets industry standards.
- A powerful recruitment tool to boost program enrollment.
- Ensures course and program validity, easing the transfer of credits
- Provides a goal-setting path for self-improvement and program growth.
- Assists in establishing articulation agreements with educational and industry partners.
- The Mechanical Service Contractors of America "MSCA" has named HVAC Excellence as its partner for technician recruitment.
- Through an articulation agreement with the United Association of Journeymen and Apprentices, Graduates may be eligible for advanced placement opportunities into their apprenticeship program.
 - Accredited programs are listed in a public directory.

Learn More About Accreditation

For further details on standards, the accreditation process, and a comprehensive list of accredited programs, visit escogroup.org and click on the accreditation link. To learn more about Laredo Community College's nationally accredited HVACR program, visit https://www.laredo.edu.

ASHRAE con't.

• Nour Yossef and Katherine D'Avignon received an award for "Investigation into the Pertinence of Using Child-Specific Radiation Data for Thermal Comfort Calculations."

Distinguished Service Award

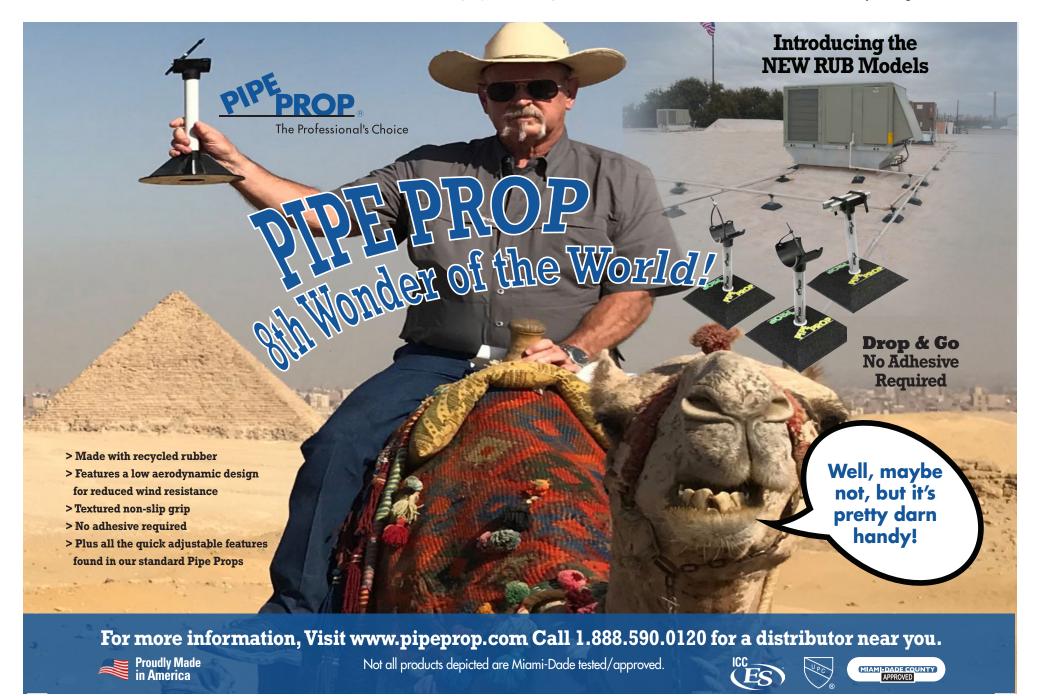
The Distinguished Service Award salutes members of any grade who have served the Society faithfully and with distinction and who have given freely of their time and talent in chapter, regional and Society activities. The following members were recognized:

- *Craig R. Bradshaw,* Associate Professor and Director of Center for Integrated Building Systems, Oklahoma State University, Stillwater, Oklahoma.
- *Daniel Villa*, Systems Research and Analysis, Sandia National Laboratories, Albuquerque, New Mexico.

Distinguished 50 -Year Member Award

The Distinguished 50-Year Member Award is given to individuals who have been a member for a minimum of 50 years, and are either a past Society president, Fellow ASHRAE or Distinguished Service Award recipient or who have performed outstanding service to ASHRAE or its predecessor societies – the American Society of Heating and Ventilating Engineers (ASHVE), the American Society of Refrigerating Engineers (ASRE), and the American Society of Heating and Air-Conditioning Engineers (ASHAE).

- Michael F. Beda, P.E., Life Member, Retired, Tulsa, Oklahoma.
- Larry Degelman, P.E., Life Member, Professor Emeritus, Texas A&M University, College Station, Texas.



Product News

Johnson Controls Forms Data Center Solutions Organization to Meet Growing Demand

Company veteran Todd Grabowski
 appointed to lead new global
 organization focused on delivering
 integrated data center solutions
 Grabowski to report directly to
 Chairman and CEO George Oliver

Cork, Ireland – Johnson Controls (NYSE: JCI), the global leader for smart, healthy sustainable buildings, today announced the creation of a dedicated Global Data Center Solutions organization, specifically focused Johnson operationalizing Controls' global scale to provide integrated solutions to data center customers around the world in support of the company's business segments. Todd Grabowski, president, Global Data Center Solutions, will lead the Global Data



Todd Grabowski

Center Solutions organization, reporting directly to Chairman and CEO George Oliver.

SEE JOHNSON PG.21

Don't Just Look Busy!

When it comes to marketing, it's easy to focus on activity. Just create a list of tasks and check them off as you complete them:

- Write five blog posts ✓
- Send an e-newsletter ✓
- Post status updates on Facebook and LinkedIn ✓
- Schedule ads ✓
- Create a landing page ✓
- Send postcards ✓
- Make phone calls ✓

As you check things off your list, you feel good about all you have accomplished. But when you focus exclusively on the activities of marketing, you're missing half the equation. It doesn't really matter how much marketing you do if you're not getting results. Whether you are doing your own marketing or you have hired a company to do these tasks for you, don't settle for a list of

activities. You need to hold your marketing accountable for results. You need to focus on the productivity of your marketing, and that's harder to do.

Productivity measures might include:

- Traffic or Interest: Did the actions create engagement on social media or drive traffic to your website or your storefront?
- Leads: Did people fill out a form, download information, or call for an appointment?
- Conversion: Did any of those people who called or asked for an estimate actually become customers?

If you don't know the answers to these questions, stop wasting money on marketing. Put systems in place to monitor web data and actual inquiries. Ask people how they heard about you or why they called. Study your closing rate. Once you have the numbers you will know have a better idea of what is working and where you need to be spending more time.

- Don't look at the numbers individually, because they work together. If your campaigns are driving lots of traffic but visitors rarely stay long or take the next step, look at both what you are offering in the campaign and the user experience when a visitor arrives.
- Lots of fans on Facebook may make you feel good, but if they don't engage with your content you might be offering the wrong thing, or you might not have great fans after all.

The bottom line



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.

Anyone can look busy. As a business owner, you need to be sure that when you and your team spend time, it isn't just activity, but productive activity.



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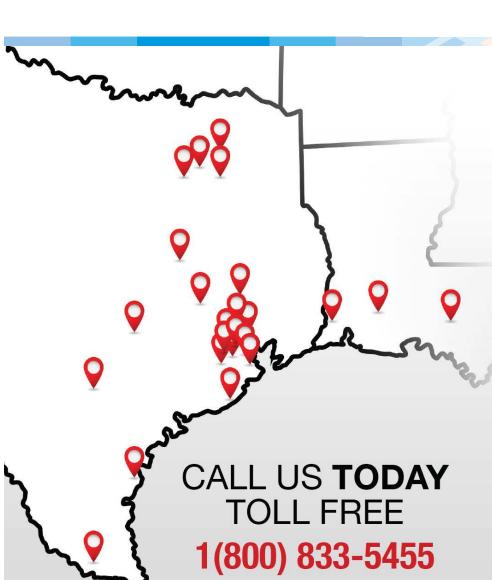
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PHCC Legislative Conference: Collaboration on Capitol Hill

<u>Different segments of the PHCC organization, and the p-h-c industry as a whole, came together for another impactful legislative event in Washington, D.C.</u>

Falls Church, Va. — The Plumbing-Heating-Cooling Contractors—National Association (PHCC) welcomed PHCC members, chapter executives, and corporate partners to Washington, D.C., May 21-22, to meet with lawmakers and educate them on energy, economic, and workforce policies that are important to the industry and consumers.

Before heading to Capitol Hill as industry experts, members first heard from political experts: former U.S. Congressmen Tom Davis (R-VA) and Martin Frost (D-TX). These two keynote speakers co-authored the book The Partisan Divide: Congress in Crisis. Their presentation offered an objective view of the political landscape in order to help contractors better understand the political dynamics driving the policy process on today's Capitol Hill.

The keynote set the stage for the Chuck and Mark Show, PHCC's signature policy briefing tailored exclusively for PHCC members to help them prepare for their day of legislative meetings. The Chuck and Mark Show hosted subsequent panel discussions



on policy and advocacy that included PHCC's Chuck White offering the contractor perspective, Bradford White's Bob Wolfer offering the manufacturer's perspective, plus lobbyists from the commercial electrical contracting community and other construction stakeholders with extensive government backgrounds in the U.S. Congress and past presidential administrations.

PHCC's Legislative Conference coincided with Air-conditioning Heating and Refrigeration Institute's (AHRI) Policy Forum and Heating Air-conditioning and Refrigeration Distributors International's (HARDI) Congressional fly-in. This was the second consecutive year the entire industry

was present in Washington, where we held a joint reception in the historic House Caucus Room in the Cannon House Office Building. Members of Congress stopped by to network with members of PHCC and these other industry groups. PHCC is thrilled to be able to continue this collaboration between all three organizations during the three groups' legislative events in 2025.

New to the schedule this year was a session specifically geared towards PHCC state and local executives. "Advocacy Development and Enhancement for PHCC Chapter Executives" featured advice and best practices for state and local PHCC leaders looking to build an effective advocacy

program within their chapter in order to make a real impact with legislators in their state capitols. The session provided a unique forum for chapter executives to exchange ideas that could contribute to successful state-level advocacy.

Day 2 kicked off with breakfast, another Washington insider panel, and a picture on the Capitol steps before folks headed to their respective meetings. In total, over 100 PHCC members from 27 states and the District of Columbia had over 120 meetings with elected officials and their staffs. At a closing roof-top reception that evening, members spoke in-depth about how much they valued the in-person meetings on Capitol Hill, in addition to getting to participate in the rest of the sessions as a part of this two-day event.

The conference was sponsored by PHCC Corporate Partner Federated Insurance and PHCC Strategic Partner Bradford White. Special guests included Patrick Cunningham of Federated Insurance as well as Brady Kroll, who will be representing the United States at the 2024 WorldSkills Competition in Lyon, France.



It's On My Heart: How to Build Business

Had a great morning at Rotary last week, to be candid, every meeting is great, some are just amazing. Rotary is an organization that was started over 100 years ago by Paul Harris in his home in Chicago, one of the first initiatives was to eradicate polio in the world. The Rotary foundation is massive, giving out millions each year to non-profits to help improve our planet.

This last week we had the pleasure of hearing from Kyle Draper, a best-selling author, former youth pastor, speaker and coach on social media. latest book, Rethink Everything You Know About Social Media is already an Amazon Best Seller. It was actually written with help from another author: Justine Karl Zarate.

What was interesting was that they collaborated on the book over 6 months ago. Had many zoom meetings, calls,

etc., actually got the book into print 4 months ago. And met for the first time in person 1 month ago. His message was clear, use the power of social media to get customers, and improve your culture.

Kyle told the story of shopping for a vacuum cleaner; how did he do that? He went to Amazon, looked at reviews. Before they went to the store, they went to the internet. People are buying houses they have never walked in, cars they have not driven, buying all sorts of clothes, jewelry, watches, even wedding rings without seeing them in person. Using the power of the internet.

He used our Rotary club as an example, asked the question, do you need new members? We are actually one of the largest clubs around, over 135 members. Our answer was still the same, YES! Kyle told us to commit to a 30-day program, where

we posted a video each day on social media. Not meant to be a commercial, those will get turned off fast. Rather a sharing of ideas, maybe the message the speaker brought that day, or what you are doing in the community, all sorts of things. You will be building a brand and gaining trust at the

At Service Nation, we are doing just that, posting videos daily on FB, social media of all kinds. Our President Tom Peregrino has been doing that for months, he has recorded and posted over 60 at this time. The average is 1 minute in duration, he gives a solid tip on how to improve business, something he knows a little bit about. He owned Daffan Mechanical in Granbury Tx, grew it to over \$ million/year in revenue, sold to his partner. He did several things that had never been done before at Daffan, one of the best ideas was to hire Tracie Harper as his sales manager.

Tracie had a career selling high end entertainment systems, had never sold anything in our industry. So, he knew her from church, she had a great attitude, not afraid to get into a new industry, and he offered her the sales manager position. She did not ask enough questions, found out later she may have to follow a technician into an attic, or other places where the equipment is located. Tracie persevered, has done an amazing job working with both comfort advisors and techs, improving the bottom line at Daffan. So much so she is now one of our Premier Coaches, helping other members improve the business.

But this is not all about Tracie or Tom, it is about you. Think of the messages that you could share with social media. If you have an employee who has achieved a milestone: graduated, gotten married,

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 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

had a baby, got engaged, gotten

a promotion, list goes on. Or

maybe went the extra mile for

a customer. I remember Chris

Hunter shared a video of a

couple of his employees who

shops to several hundred. We

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"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

Jim can be reached at

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in the business.

helped push a stranded car out of an intersection, video was shot by a bystander. That is the sort of thing that resonates with the community.

SEE HINSHAW PG.21



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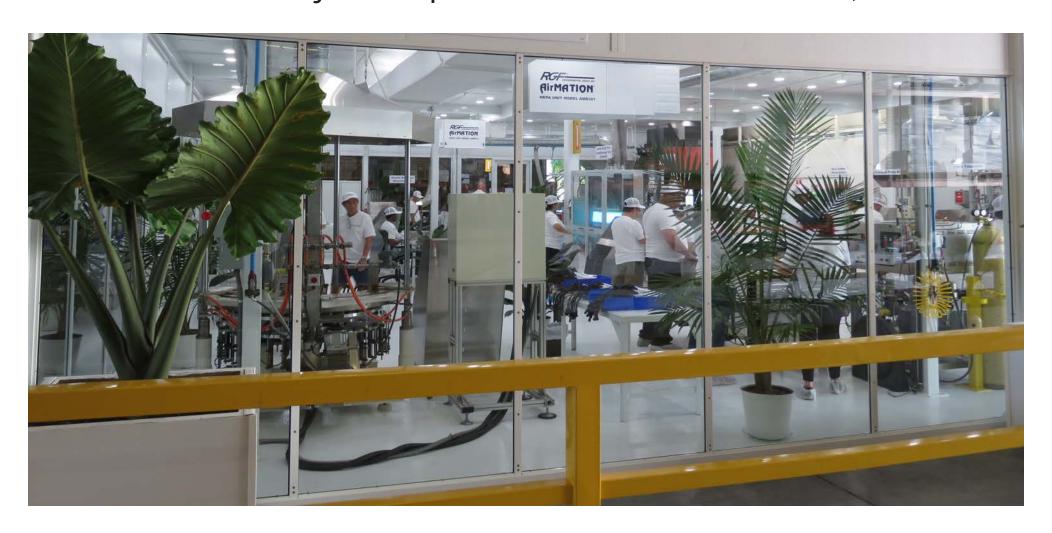
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G95-193	7230	LP/NG	18.0/17.0	240	66.7/66.7	25	29	48	420	
G95-181	7065	LP/NG	22.0/19.5	240	92/81	25	29	48	466	
G95-194	7213	LP/NG	24.0/21.0	240	100/87.5	63.8	73.2	121.8	455	

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JS Number	MFG Number	Amps
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G80-759	RXSM200A3	200

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JS Number	MFG Number	Description					
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Insco Distributing Vendor Day

Insco Distributing held a Summer Kick-off Vendor Day at their store in McAllen TX on May 30th. The event had a catered lunch, door prizes, give-aways and vendors with merchandise to see. It was very well attended from 11-2.





























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Johnson Controls' products and solutions are already widely used in the most demanding data centers in the world. The company has a unique portfolio of integrated solutions that help minimize costs, maximize efficiency, and optimize timing

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Investing in R&D and world-class test laboratories to design, build, test and demonstrate performance of equipment and accelerate the pace of innovation; and

Building leading domain expertise to provide complete package solutions that drive outcomes while providing service for the entire life cycle of the asset.

"Solving customer problems today and in the future is what we do best at Johnson Controls. We have optimized our

investments and solutions to ensure we are uniquely qualified to provide the differentiated outcomes data center customers need and expect from an industry leader like Johnson Controls," said Grabowski. "Our global footprint allows us to scale and deploy these solutions wherever they are needed and earn long-term connection with those customers through our unparalleled service offerings."

Grabowski has more than 30 years of experience at Johnson Controls, most recently as vice president and general manager, HVACR. He will continue to lead that portfolio in his expanded role. He holds a Bachelor of Science degree in Electrical Engineering from Michigan State University.

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Before purchasing this appliance, read important information about its estimated annual energy consumption, yearly operating cost or energy efficiency rating that is available from your retailer.

For more about the Daikin ATMOSPHERA inverter heat pump visit Daikin ATMOSPHERA.

HINSHAW con't

You could do a video on the importance of checking your filter, heck, do a maintenance video, showing what you do on a seasonal tune-up. Get a couple of testimonies from customers, sharing how great your work is and how they trust you completely for their mechanical needs. Share a video of your employees helping out at the no-kill shelter, or a local food bank, or being a bell ringer for the Salvation Army, whatever your team does to give back.

My wife picked out a mover from Facebook when we came to Dallas. The company was woman owned, and she helped us out greatly right as Covid shut things down. When May called her and asked what the cost would be, the woman said she would give us an estimate. May asked who would come to do that, the owner replied, no one. She asked if May had an iPhone (she does), turn on face time, go around the house showing each room. She gave us an estimate based on what she saw on the face time, it was amazingly close, only off by a couple of hundred pounds. The team who packed us up even had new ball point pens still wrapped in plastic to be sure they had not been contaminated. So that was a great experience, all from a Facebook post.

You see where I am going, the subject is not critical, but getting consistent is. As Kyle said, consumers are looking and making selections based on social media posts, you must be there.

Thanks for listening, we'll talk later.



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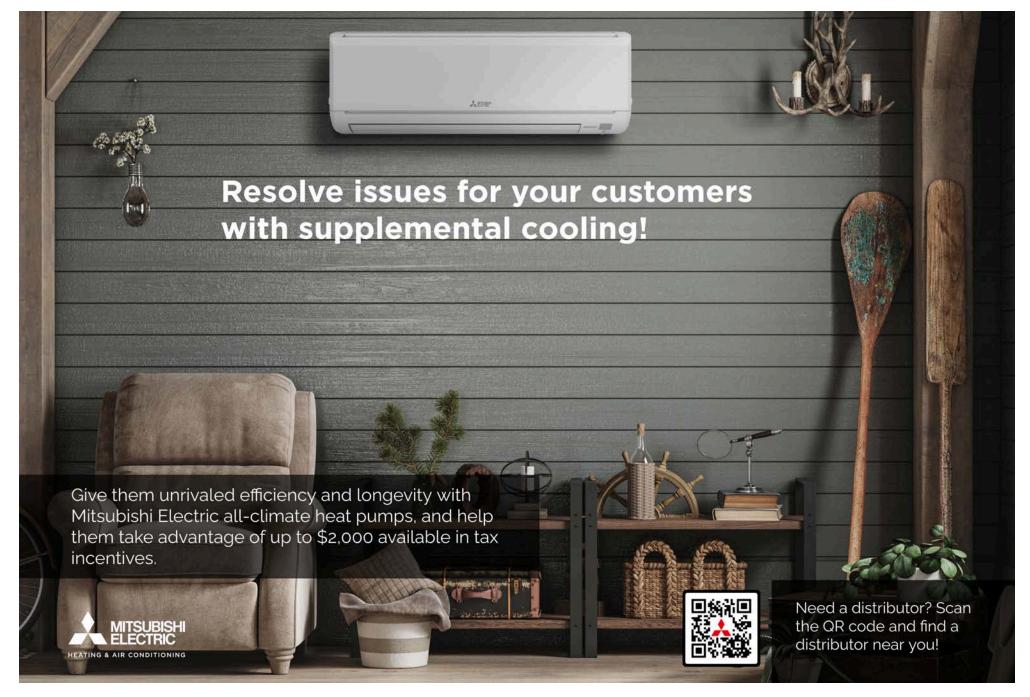












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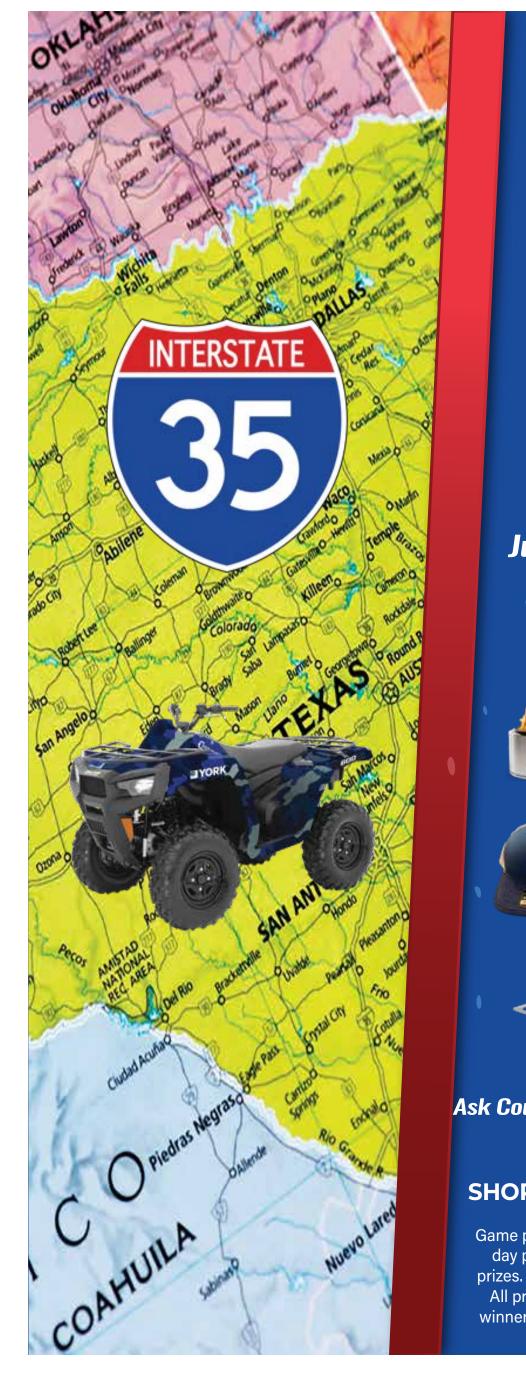
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HARDI

HARDI Distributors Report 10.8% Revenue Increase in April

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 10.8% during April 2024.

The annual sales growth for the 12 months through April 2024 is an increase of 2.2%.



"10.8% is the best monthly gain since November 2022, but that needs some clarification," said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. "April this year includes two more billing days than April of 2023. We estimate the sales gain would have been closer to 1% with the same number of billing days."

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 41 days during April. "The DSO for April was at the midpoint of the post-Covid range for April from 40 to 42," said Loftus. "The stability of DSO after eleven rate increases is one example of why the Fed can be stubborn with their battle against inflation."

The performance of our annual sales growth is another indication that members of the Federal Open Market Committee can maintain their effort to wring out inflation without risking recession. "It looks like the cycle has bottomed", said Loftus. "The annual pace of existing home sales has been about flat for five months and now the number of home listings is starting to improve. Single unit permits are increasing. If that was not enough to boost our annual sales growth rate, the weather should help with easy temperature comps for much of the country during May and June."

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.

Product News

Aspen Manufacturing Introduces New Air Handlers for Manufactured Housing Installations

Humble, Texas—Aspen Manufacturing, LLC (Aspen), announces the introduction of the new AED and AEU family of electric heat air handlers designed for manufactured housing installations.

The new upflow and downflow AED/AEU air handlers are designed and engineered for optimal performance in air conditioning and heat pump applications. These units stand out with their one-piece cabinet design, offering reduced weight and increased rigidity. With a low-leakage cabinet design and a larger coil area, they accommodate high-efficiency (taller) evaporator coils, meeting performance requirements in copper and aluminum tube coil designs while maintaining overall cabinet dimensions. These new units are AHRI certified with all major OEM condenser brands, meet the requirements of the Inflation Reduction Act (IRA) 25C rebates, and come with a five-year limited warranty with registration.



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Housing Starts Retreat in May

Single-family and multifamily housing starts fell in May as high interest rates for construction and development loans and mortgage rates held back both housing supply and demand.

Overall housing starts fell 5.5% in May to a seasonally adjusted annual rate of 1.28 million units, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The May reading of 1.28 million starts is the number of housing units builders would begin if development kept this pace for the next 12 months. Within this overall number, single-family starts decreased 5.2% to a 982,00 seasonally adjusted annual rate. However, on a year-to-date basis, single-family starts are up 18.8%, albeit off weak early 2023 data. The multifamily sector, which includes apartment buildings and condos, declined 6.6% to an annualized 295,000 pace. This is the lowest pace for apartment construction since April 2020.

"Overall lower housing production correspond with our latest industry surveys, which show builders are concerned with a high interest environment that is making it harder to get acquisition, development and construction loans to increase home building activity," said Carl Harris, chairman of the National Association of Home Builders (NAHB) and custom home builder from Wichita, Kan. "Higher rates for builder and developer loans, along with ongoing supply-side challenges regarding construction labor and buildable lots, are acting as headwinds for new home and apartment construction."

On the demand side, mortgage rates averaged 7.06% in May per Freddie Mac, the highest reading since November 2023. This high interest rate environment is causing many potential buyers to remain on the sidelines.

"It is not just the single-family market that is experiencing challenges. The three-month moving average for multifamily starts is the lowest since the fall of 2013 as the multifamily development deceleration continues," said NAHB Chief Economist Robert Dietz.

The ratio of multifamily completions to starts (the total number of apartments completing construction compared to those starting construction) was 1.8 in May, tied with April for the highest ratio since Covid. "This ratio was 0.6 in April 2022 when many more apartments were starting construction compared to finishing construction, demonstrating the significant reversal for the multifamily construction pipeline," said Dietz.

The number of apartments under construction is now down to 914,000, the lowest count since Sept 2022 and down 11% since the peak rate in July 2023.

On a regional and year-to-date basis, combined single-family and multifamily starts are 22.2% lower in the Northeast, 8.0% lower in the Midwest, 2.3% lower in the South and 2.6% higher in the West. Declines for multifamily construction are driving the weakness for those regions showing year-to-date total housing starts declines.

Overall permits decreased 3.8% to a 1.39-million-unit annualized rate in May. Single-family permits decreased 2.9% to a 949,000 unit rate; this is the lowest pace since June 2023. Multifamily permits decreased 5.6% to an annualized 437,000 pace.

Looking at regional data on a year-to-date basis, permits are 0.7% higher in the Northeast, 5.3% higher in the Midwest, 0.8% higher in the South and 1.5% lower in the West.

Glasfloss Ceo Retiring After 32 Years



Desoto, TX – Scott Lange, President, today announced the retirement of long time CEO, Don Kingston.

"After serving Glasfloss and our customers for over 32 years, Mr. Don Kingston will retire June 14th, 2024. Don has been the sincere, straight talking senior executive

many have known as the face of our company. Don was a force behind much of Glasfloss' evolution, growth and success for the past three decades. He wanted to ensure that post COVID we were refocused on the mission and that our ESOP conversion was firmly in place. With those goals met he is ready to pass the torch to our very experienced leadership team. We will honor him by continuing our 88-year tradition of dependably serving the needs of our industry, "said Scott Lange, President.

Established in 1936, Glasfloss Industries is the oldest privately held and operated manufacturer of HVAC air filtration products in the United States. The company is 100% employee owned and operated and serves all major commercial, industrial and residential HVAC filtration markets.

For more information on Glasfloss and its products, please visit: www.glasfloss.com



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Registration opens for 2024 NTEA Commercial Vehicle Upfitting Summit

Farmington Hills, Mich. — Leading chassis manufacturers will gather Oct. 15–16, 2024, at Kalahari Resorts & Conventions (Sandusky, Ohio) to share the latest chassis and technical updates at NTEA's Commercial Vehicle Upfitting Summit.

"NTEA's Commercial Vehicle Upfitting Summit is the place for vehicle upfitters and OEMs to connect on important technical updates that impact their businesses," said Kevin Koester, NTEA managing director. "In addition to the OEM technical sessions and vehicle displays, there are educational sessions and industry resource displays to engage attendees."

This annual event provides an important opportunity for the technical community to preview commercial vehicle updates and engage with OEM engineers on critical upfitting issues. Industry professionals can learn about important changes to powertrains, electrical systems, chassis structures and other vehicle systems. Having the ability to speak directly with chassis OEM engineers and product specialists translates to practical support for upfitters.

In addition to discovering the latest vehicle modifications, attendees can interact with OEM technical representatives, network with other commercial vehicle professionals, attend industry education sessions and check out industry resource displays.

Participating chassis manufacturers

- Bollinger Motors
- Daimler Truck North America
- Ford Pro
- GM Envolve
- · Hino Trucks
- International Truck
- Isuzu Commercial Truck of America
- Kenworth Truck Company
- Mullen Automotive
- Peterbilt Motors Company
- RAM Professional
- · Toyota Motor Sales

Industry education sessions

- Demystifying Commercial Vehicle Certification
 - Optimizing Your PTO Selection
 - Rising Fuels in Commercial Vehicles
 - Safety Practices for Working on xEVs
- Trends and Opportunities in Electric and Alternative Powertrains
- TruckScience: Using Technology Tools to Upfit Safe, Legal and Efficient Trucks

Industry resource displays

• Lincoln Electric

- NTEA
- S&P Global Mobility
- TruckScience
- WorkTruckCert

Pricing and registration

Register for Commercial Vehicle Upfitting Summit by Sept. 10, 2024, to receive advance pricing (\$229 NTEA member/\$329 nonmember). After this date, rates increase to \$279 member/\$379 nonmember. Learn more at ntea.com/upfittingsummit.

ABOUT NTEA

Established in 1964, NTEA – The Work Truck AssociationTM, a 501(c)(6) organization, represents more than 2,100 companies that manufacture, distribute, install, sell and repair commercial vehicles, truck bodies, truck equipment, trailers and accessories. Buyers of work trucks and the major commercial truck chassis manufacturers also belong to NTEA. The Association provides in-depth technical information, education, and member programs and services, and produces Work Truck Week®, Green Truck Summit, Commercial Vehicle Upfitting Summit and Executive Leadership Summit. The Association maintains its administrative headquarters in suburban Detroit and government relations offices in Washington, DC, and Ottawa, Ontario, Canada.



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- Energy management
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2024 HARDI Southwest Regional Conference

HARDI Southwest Regional Conference was held June 9-11 at The Henderson Beach Resort & Spa in Destin, Florida. Sunday evening there was a Welcome Reception, followed by the Business Meetings on Monday. Monday was capped off with Keynote Speaker Peggy Brockman. Monday night was a Tailgate party, where everyone wore their favorite team colors. The Closing Banquet on Tuesday night had President Ken Schreiber recognizing outgoing Board Members, and introducing new Board Members. HARDI Southwest Region would like to thank the following sponsors for this year's conference: Regal Rexnord, Residio, NuCalgon, Friedrich, EWC, Pro1, Aspen Manufacturing, Owens Corning and JB Industries.































































































Product News

Aspen Manufacturing Adds Leone-Green and Associates as Sales Representatives

Humble, Texas - Aspen Manufacturing, LLC (Aspen), one of the largest independent manufacturers of evaporator coils and air handlers for the residential and multi-family residential heating, ventilation, and air conditioning (HVAC) marketplace in the United States and Canada, announces the addition of Leone-Green and Associates as representatives across Alabama, Florida, Georgia, Mississippi, and Tennessee.

Based in Marietta, Georgia, Leone-Green and Associates, a company with a rich history of representing premier manufacturers since its founding in 1981, is joining forces with Aspen. They will be supporting Aspen, Aspen, and Airmark products and accessories. This relationship is set to bring added value and support to Aspen's channel partners and contractors, ensuring they have access to peak-performance evaporator coils, air handlers, and accessories.

"With their distinguished track record of sales excellence, Leone-Green and Associates provide Aspen customers with another outstanding representative focused on providing excellent customer service," said Riley Archer, Vice President of Sales and Marketing at Aspen. "I look forward to a long-term relationship with this group and their customers."

The Co-Founder of Leone-Green and Associates, Frank Green added, "We are always looking to add premier manufacturers to support our customers. Aspen products are well-known for their quality, and we are excited to add this manufacturer to our HVAC portfolio."

All Aspen products are designed, engineered, and manufactured in the United States, and the company is committed to utilizing the US supply chain where possible. The company's product offering includes a broad range of high-quality residential and light commercial evaporator coils, blowers, and air-handling units for multi-family, single-family residential, and manufactured homes.

Ritchie Introduces the Titanmax™ Digital Manifold

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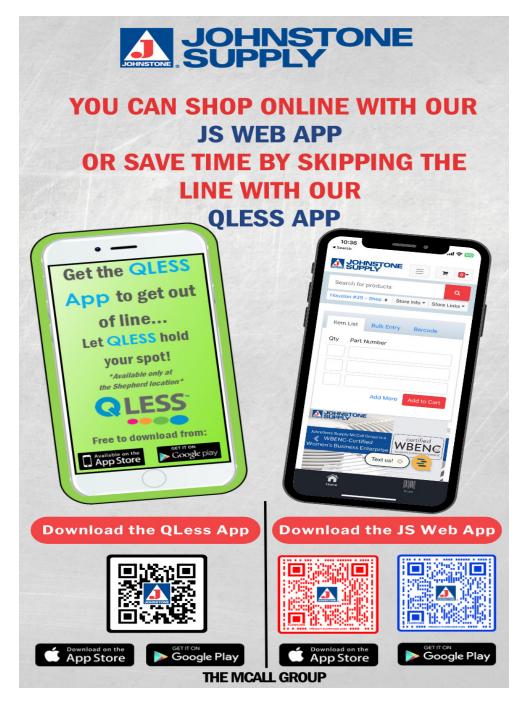
Bloomington, MN – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, is proud to introduce the TITANMAXTM Digital Manifold.

JACKET® YELLOW TITANMAXTM Digital Manifold provides the easiest path to system measurements. This 4-valve manifold provides fast and accurate measurements for refrigeration and A/C systems. The high-resolution, backlit touchscreen display erases the need for multi-function buttons and provides clear graphical and digital measurements. Provides ultimate user interface with information link on all major screens and internal data logging. Integrated magnets for mounting on equipment cabinet also serve to store the new TITAN® Temperature Clamps. Users may connect via Bluetooth® to the YJACK VIEW® App or measureQuick® App for

further analysis. The TITANMAXTM P/N 40881 includes two (2) temperature clamps, a vacuum sensor and a USB-C charging and data cable. Kits also include PLUS IITM hoses, wireless probes and a sturdy, multipocket backpack.

For more information, visit www. yellowjacket.com/product/combustible-gas-leak-detector/







TACCA Greater San Antonio Clay Shoot

AA 1st - Brooks Holzhausen, Alamo Crane Service

AA 2nd – Todd Hartman, Trane Technologies

AA 3rd – Martell Adams, Alamo Crane Service

A 1st – Thomas McLaughlin, DXS

A 2nd – Jeff Miller, Terracon

A 3rd – David Beyer, Beyer Air Conditioning and Heating

Top Lady – Tricia Kocurek, Team Alamo Crane Services

Top Team Red Course - Team

Alamo Crane Services

Martell Adams

Tricia Kocurek

John Moon

Brooks Holzhausen

Top Team Yellow Course

Century HVAC Distributing

Charlie Gallagher

Kameron Craft

Clay Wright

Cody Fehlis



AA 1 Brooks Holzhausen



AA 2 Todd Hartman - Trane Tech



AA 3 Martell Adams



A1 Thomas McLaughlin - DXS



A2 Jeff Miller - Terracon



A3 David Beyer



Top Lady Tricia Kocurek Alamo Crane Service



Top Team - Yellow Century HVAC Distributing



Top Team Red Alamo Crane SVS

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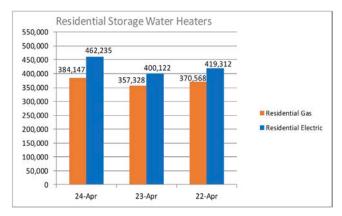
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AHRI Releases April 2024 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for April 2024 changed +7.5 percent, to 384,147 units, compared to 357,328 units shipped in April 2023. Residential electric storage water heater shipments changed +15.5 percent in April 2024 to 462,235 units, compared to 400,122 units shipped in April 2023.

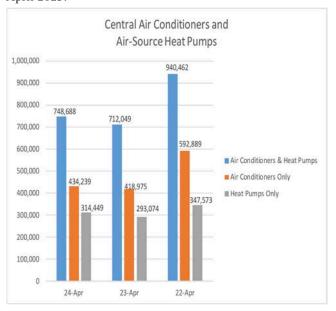


Year-to-date U.S. shipments of residential gas storage water heaters changed +1.7 percent, to 1,527,797, compared to 1,502,317 shipped during that same period in 2023. Residential electric storage water heater shipments changed +8.0 percent year-to-date, to 1,797,923 units, compared to 1,664,532 shipped during the same period in 2023.

Year-to-Date				
n /n	Apr 24 YTD	Apr 23 YTD	% CHG. (From 2023-2024)	Apr 22 YTD
Residential Storage Gas	1,527,797	1,502,317	+1.7	1,569,456
Residential Storage Electric	1,797,923	1,664,532	+8.0	1,708,764

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 748,688 units in April 2024, changed +5.1 percent compared to 712,049 units shipped in April 2023. U.S. shipments of air conditioners changed +3.6 percent, to 434,239 units, compared to 418,975 units shipped in April 2023. U.S. shipments of air-source heat pumps changed +7.3 percent, to 314,449 units, compared to 293,074 shipped in April 2023.



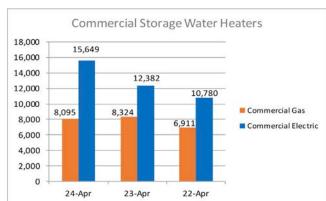
Year-to-date combined shipments of central air conditioners and air-source heat pumps changed -4.4 percent, to 2,724,197, compared to 2,848,973 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed -3.8 percent, to 1,525,824 units, compared to 1,585,783 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed -5.1 percent, to 1,198,373, compared to 1,263,190 units shipped during the same period in 2023.

Year-to-Date				
	Apr 24 YTD	Apr 23 YTD	% CHG. (From 2023-2024)	Apr 22 YTD
Air Conditioners & Heat Pumps Combined Total	2,724,197	2,848,973	-4.4	3,374,535
Air Conditioners Only	1,525,824	1,585,783	-3.8	2,032,270
Heat Pumps Only	1,198,373	1,263,190	-5.1	1,342,265

Commercial Storage Water Heaters

Commercial gas storage water heater shipments changed -2.8 percent in April 2024, to 8,095

units, compared to 8,324 units shipped in April 2023. Commercial electric storage water heater shipments changed +26.4 percent in April 2024, to 15,649, compared to 12,382 units shipped in April 2023.

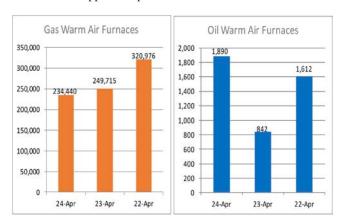


Year-to-date U.S. shipments of commercial gas storage water heaters changed +4.8 percent, to 32,619 units, compared to 31,118 units shipped during the same period in 2023. Year-to-date commercial electric storage water heater shipments changed +12.5 percent, to 56,413 units, compared to 50,155 units shipped during the same period in 2023.

Year-to-Date				
	Apr 24 YTD	Apr 23 YTD	% CHG. (From 2023-2024)	Apr 22 YTD
Commercial Storage Gas	32,619	31,118	+4.8	28,262
Commercial Storage Electric	56,413	50,155	+12.5	35,763

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for April 2024 changed -6.1 percent, to 234,440 units, compared to 249,715 units shipped in April 2023. Oil warm air furnace shipments changed +124.5 percent, to 1,890 units in April 2024, compared to 842 units shipped in April 2023.



Year-to-date U.S. shipments of gas warm air furnaces changed -9.2 percent, to 914,069 units, compared to 1,006,324 units shipped during the same period in 2023. Year-to-date U.S. shipments of oil warm air furnaces changed +47.2 percent, to 8,780 units, compared to 5,966 units shipped during the same period in 2023.

Year-to-Date				
	Apr 24 YTD	Apr 23 YTD	% CHG. (From 2023-2024)	Apr 22 YTD
Gas Warm Air Furnaces	914,069	1,006,324	-9.2	1,285,516
Oil Warm Air Furnaces	8,780	5,966	+47.2	9,641

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	27,307	+12.3	25,951	Under 16.5	106,930	-1.2	136,47
16.5-21.9	85,559	-6.2	89,384	16.5-21.9	316,504	-12.5	329,103
22-26.9	158,499	+10.1	194,523	22-26.9	580,507	+3.4	664,985
27-32.9	117,786	+3.7	155,932	27-32.9	425,101	-4.5	534,670
33-38.9	146,207	+9.8	199,660	33-38.9	531,037	-4.6	715,884
39-43.9	49,438	-0.1	68,798	39-43.9	177,139	-4.3	253,478
44-53.9	74,798	-2.8	104,815	44-53.9	266,415	-11.5	370,37
54-64.9	61,086	+4.6	79,732	54-64.9	219,296	-11.8	284,134
65-96.9	9,822	+10.2	7,940	65-96.9	34,123	+7.3	29,965
97-134.9	7,888	+42.5	6,022	97-134.9	28,941	+32.5	23,669
135-184.9	4,603	+44.7	3,683	135-184.9	17,935	+24.9	15,022
185-249.9	2,509	+75.2	1,600	185-249.9	8,564	+65.7	6,616
250-319.9	1,680	+65.5	1,287	250-319.9	6,231	+61.6	5,68
320-379.9	364	+81.1	279	320-379.9	1,371	+58.1	1,022
380-539.9	401	+61.0	301	380-539.9	1,520	+45.0	1,100
540-639.9	318	+100.0	212	540-639.9	1,096	+27.1	95
640-799.9	144	+65.5	107	640 & Over	492	+43.9	410
800.0-899.9	51	+70.0	43	800.0-899.9	222	+22.0	207
900.0-999.9	72	+63.6	76	900.0-999.9	263	+26.4	260
1,000.0-1,199.9	40	+73.9	41	1,000.0-1,199.9	155	+17.4	14
1,200.0 & Over	116	+141.7	76	1,200.0 & Over	355	+14.1	386
TOTAL	748,688	+5.1	940,462	TOTAL	2,724,197	-4.4	3,374,535

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.

- 1. How do my colleagues subscribe to the report? Go to http://www.ahrinet.org/statistics and click on Subscribe.
- 2. 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.
 - 3. Do you provide U.S. data by state? That data is not available publicly.
 - **4. Is historical data available in Excel?** *It is available monthly reflecting exactly the data presented in the monthly public release.*
 - 5. Is data available in a different format? The only format available is provided on the website.
 - $\textbf{6.} \quad \textbf{Does the December YTD data equal full calendar year?} \ \textit{Yes, it does}.$
 - 7. Can I purchase additional industry data from AHRI? No, AHRI statistical data is not for sale.
- 8. 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.
- 9. 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.
- 10. 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.



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 Issues Call for Papers for IEQ 2025

Submission deadline is November 11, 2024

Atlanta – ASHRAE is accepting papers for the IEQ (Indoor Environmental Quality) 2025 Conference, co-organized by ASHRAE and AIVC, to be held September 24-26, 2025, in Montreal, Canada.

The conference expands upon the research and discussions of the former ASHRAE IAQ conference series that began in 1986. The theme of the conference is "Rising to New Challenges: Connecting IEQ to a Sustainable Future" and focuses on the increasing understanding of how occupants respond to various indoor environmental factors while enhancing resilience in the face of a changing climate.

"Incorporating sustainability into building design and operation

is a key goal for ASHRAE and the broader buildings community," said Iain Walker, conference co-chair. "This conference will focus on the relationships between IEQ and sustainability, offering a platform for industry leading researchers and practitioners to share their knowledge and solutions for address sustainability challenges."

"One aspect of IEQ in the built environment is to raise awareness of resilience without incurring resource penalties in our dynamic world," said Jennifer Isenbeck, co-chair. "This conference will provide a collaborative framework to showcase advanced technologies, materials selection and their integration into building designs and retrofits, all of which support sustainability and resilience in our communities."

The conference steering committee seeks papers on the following topics:

- Performance Metrics: For all aspects of IEQ
- · Occupant Behavior: How behavior impacts IEQ and how IEQ impacts behavior - psychological dimensions of IEQ
- Smart Sensors, Data and Controls: Sensor properties, data management, cybersecurity, applications, commissioning, equivalence
- Resilience and IEQ: Responding to climate change and
 - Ventilation: Mechanical, passive, natural and hybrid systems
 - Air Tightness: Trends, methods and impacts
- Thermal Comfort: Dynamic approaches, health impacts
 - Policy and Standards: Trends, impacts, implications
 - HVAC and IEQ in a post-COVID world
 - · Ventilation and building decarbonization

Authors have the option to submit a short abstract for either a conference paper (8-page manuscript) or an extended abstract (3-page manuscript). Short abstract submissions are due November 11, 2024. If accepted, complete manuscript submissions are due March 10, 2025. For more information or to submit an abstract, visit ashrae.org/IEQ2025.

Ritchie Engineering Company/ Yellow Jacket® Celebrates 75 Years of Innovation

Bloomington, MN Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and





manufacturer of YELLOW JACKET® products, is proud to be celebrating 75 years of delivering best-in-class products and service.

Founded by Jack Ritchie, Ritchie Engineering was first a manufacturers' representative organization. In 1949, the company manufactured its first charging hose, which was trademarked soon thereafter as YELLOW JACKET®. Today, the YELLOW JACKET® brand is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. With a commitment and focus on innovation, quality and service, the company has expanded its family of tools from hoses to include gauges, manifolds, vacuum pumps, recovery units, electronic instruments and a variety of essential system tools.

"While a lot has changed in the last 75 years, one thing has remained the same...our philosophy of providing HVAC/R and automotive service professionals the quality products they need, at a competitive price," said Tom & Kristen Ritchie, Owners. "The relentless commitment of our people over the last 75 years has led to best-in-class products, first-class customer service and innovations that make the contractor's job easier - worldwide. The YELLOW JACKET® brand is not only the industry standard, it has become legendary. As we look towards the future, we recognize the need for automated solutions when it comes to innovation, product development, packaging, shipping and manufacturing."

Ritchie Engineering Company is kicking off its 75th year with a marketing campaign highlighting the company's history of innovation and commitment to excellence. The campaign is topped off with a 75 Years logo, which includes the nostalgic yellow charging hose (the product that started it all).









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Alliance Air Invests 121 Million USD for New Energy-Efficient Manufacturing Facility

Now part of Daikin Applied, Alliance Air's new facility will expand the company's custom HVAC manufacturing capabilities to support the growing demand for HVAC cooling solutions for sustainable data centers

Tijuana, Mexico -- Alliance Air, a subsidiary of Daikin Applied, a leading global commercial and industrial HVAC manufacturer, broke ground for the construction of a new energy-efficient manufacturing facility in Tijuana, Mexico to support sustainable data center growth across North America.

The new \$121 million USD, 460,000 square-foot facility is expected to support over 1,000 production jobs and over 1,150 total new permanent jobs in the northwest region of Mexico. This investment will expand on the established presence of Alliance Air and Daikin Applied in Tijuana as the company looks to support significant data center market growth in Mexico and North America. Construction of the facility is expected to be complete by Spring 2025 with production ramping up in June 2025.

This expanded facility allows the company to better serve customers in North America with a single supplier for end-to-end HVAC solutions. The expansion builds on the legacy of Alliance Air in Tijuana, which is also celebrating 20 years in the community and now partnered with the 100-year legacy of industry leader Daikin Industries.

"We started manufacturing in Tijuana 20 years ago with 30 employees. We were just a start-up. I'm proud to see this force of 1,000 team members who have become exceptionally talented in the design and production of energy-efficient, custom cooling solutions," said Luis Plascencia, President and

General Manager of Alliance Air Products. "We look forward to expanding our role in the community, and bolstering our partnership with the Baja California government and local Tijuana leaders to make this new facility a reality."

The facility is being built to manufacture energy-efficient HVAC cooling solutions specifically for data centers. It is designed for maximum efficiency to meet the company's – and customers' – sustainability goals.

"This is a critical moment for the HVAC industry to meet the demand for data center cooling which is increasing exponentially with trends and economic forces like artificial intelligence and insourcing manufacturing," said Yu Nishiwaki, Chief Operating Officer for Daikin Applied Americas. "Increasing our current capacity allows us to expedite delivery to help customers meet this demand. The combined talent and technology of Alliance Air and Daikin Applied creates a new level of energy efficiency to help customers meet aggressive sustainability goals."

Prioritizing high value industries and talent development, a coalition of Baja California's economic leaders traveled to Japan to meet with Daikin Industries. Baja State Governor Marina del Pilar Ávila Olmeda welcomes this investment as it aligns with her goals for the state: "Baja California emphasizes foreign investment attraction with innovation and well-paid jobs."

PHCC Texas Welcomes New Leadership



PHCC Texas is pleased to introduce incoming Executive Director Vicki VanNest, who joined the Association in mid-May. She has been working closely with outgoing Executive Director Allison Kaminsky to ensure our members continue to receive the same high-

quality experience they have had throughout the long and important history of the Association.

Vicki VanNest has been a long-time educator holding various leadership positions in her career and is excited to have the opportunity to work with PHCC Texas. Vicki is originally from Michigan but has called Texas home for the last 14 years, living in the Austin area. Having graduated from Michigan State University, Vicki has held various leadership roles in manufacturing, until moving to Texas and transitioning to a teaching career. Vicki taught communications at many of our wonderful community colleges, until she took the position as Executive Director at Texas Community College Teachers Association. This position gave her the opportunity to use some of the same management skills from her previous career and ignited a desire to work in the non-profit space.

Join us in welcoming VIcki to the PHCC Family! First published in PHCC News Right Now



Construction Employment Increases by 21,000 Between April and May with Job Gains at Both Nonresidential and Residential Construction Firms

<u>Despite Job Growth That Outpaces Total Nonfarm Employment Gains, Contractors Continue</u>
<u>to Struggle With Shortages of Skilled Workers to Build Data Centers, Factories, Power, and Infrastructure Projects</u>

The construction industry added 21,000 jobs in May and 251,000 jobs over the past year, with increases at both nonresidential and residential construction firms, according to an analysis of new government data the Associated General Contractors of America released today. Association officials noted that nonresidential contractors report continuing difficulty filling positions despite the job gains, and they urged government officials to boost support for career development and allow more employment-based immigration.

"Construction firms have been adding workers at a faster clip than most sectors," said Ken Simonson, the association's chief economist. "But contractors say they are still having trouble finding enough skilled workers to meet the demand for data centers, manufacturing plants, renewable energy, and infrastructure projects."

Construction employment in May totaled 8,228,000, seasonally adjusted, a gain of 21,000 from April. Residential construction firms—

homebuilders and specialty trade contractors—added 3,500 employees. The three types of nonresidential contractors added a total of 17,100 employees: 3,000 at nonresidential builders, 13,000 at nonresidential specialty trade contractors, and 1,100 at heavy and civil engineering construction firms.

The industry added 251,000 jobs between May 2023 and last month, an increase of 3.1 percent. Employment at nonresidential construction firms rose by 179,000 or 3.8 percent, more than double the 1.8 percent increase in total nonfarm employment. Residential construction employment increased by 71,900 or 2.2 percent.

Average hourly earnings for production and nonsupervisory employees in construction—covering most onsite craft workers as well as many office workers—climbed by 4.3 percent over the year to \$35.45 per hour. Construction firms in April provided a wage "premium" of 18.2 percent compared to the \$29.99 average hourly earnings for all

private-sector production employees.

Association officials said nonresidential contractors are still having difficulty finding enough workers to execute projects on time. They urged government officials at all levels to put more resources into education and training programs for fields like construction. They also called again on Congress and the Biden administration to allow construction firms to sponsor qualified foreign workers to ease critical shortages of skilled crafts.

"Current immigration policy and inadequate funding levels for career and technical education programs mean the federal government is preventing many construction firms from meeting the demand for building infrastructure, renewable energy facilities, and advanced manufacturing plants," said Jeffrey Shoaf, the association's chief executive officer. "It is essential that the government make an all-out commitment to measures that can enable contractors to obtain the skilled workforce required to deliver vitally needed projects."

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Order dates and lead times for the new AED/AEU units are available from your local Aspen sales representatives."

For additional information, visit www. aspenmfg.com or email info@aspenmfg.com.





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

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

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

Tulsa Lunch Meeting

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

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

OUBCC Mtgs

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

Heat Pump Mtg

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

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

You do not have to be a member to attend our MEPO meetings

If you would like to join MEPO the Association in Oklahoma that addresses Business Development, Codes and Licensing issues that effect your lively-hood

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