



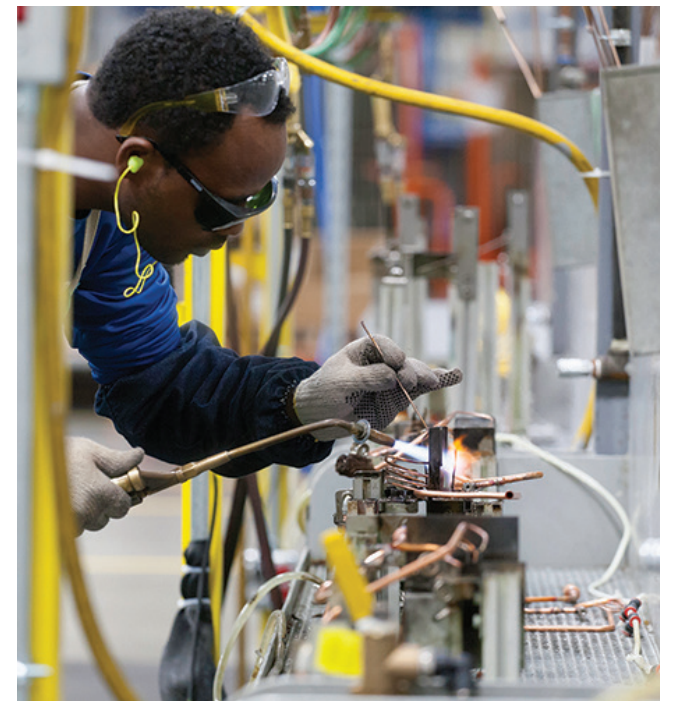
# T Air Conditioning TODAY



SEPTEMBER 2024

www.AC-Today.com | Serving the HVACR and Plumbing Industries Since 1986 | Vol. 38, No 9

## Daikin Awarded \$39M Grant from the U.S. Department of Energy to Accelerate the Production of Energy-Efficient Heat Pump Technology



**Waller, Texas** – The U.S. Department of Energy (“DOE”) recently awarded Daikin Comfort Technologies North America, Inc. (“Daikin”) a \$39 million grant to support the manufacturing of domestic inverter heat pumps. The grant will enable Daikin to enhance its production capabilities of these advanced, affordable, and energy-efficient electric heating alternatives.

With this funding, Daikin, a leading global manufacturer and pioneer of advanced inverter heat pump technologies, will expand its product offerings to include air-to-water systems and will lead the evolution of heat pump technology in the U.S.

Already widely deployed in Europe and Japan, these systems, known for their versatility and superior performance even in extreme conditions, will be the vanguard of next-generation heat pump technology in the U.S.

“Daikin is honored to receive this funding, which will significantly advance our cutting-edge inverter technology,” said Satoru Akama, CEO of Daikin. “This award from the DOE underscores our unwavering commitment to expanding access to energy-efficient heat pumps and accelerating our decarbonization goals.”

As the HVAC industry continues to develop innovative

solutions to meet state and national carbon emissions reduction goals, this grant will further aid Daikin in its efforts to help facilitate the transition to clean heating. The grant will also enable Daikin to advance its mission of cultivating a highly-skilled, clean-technology-focused American workforce. This funding will create approximately 275 new jobs, enhance certification opportunities, and expand technical training for current employees within the Daikin Texas Technology Park community, which encompasses Waller, Houston, and Prairie View, Texas.

For more information, please see DOE’s website.

## Century A/C Supply Announces New President



**Houston, Texas** — Century A/C Supply, a leading HVAC distributor in the state of Texas, is pleased to announce the appointment of Ricky Cheek to President.

For more than 32 years, Cheek has played a vital role in increasing sales, fostering customer relationships, and spearheading strategic initiatives that have enhanced Century’s reputation as a leader in the HVAC industry. His journey began at the Century parts counter while pursuing his college education before advancing to the role of Territory Manager. In

2020, Cheek was promoted to Sales Manager for the Ruud Brand, where — among his notable accomplishments — was crucial in Century’s ability to successfully navigate the challenges posed by the pandemic including overcoming supply chain and logistic issues and managing equipment shortages. A trusted partner, Cheek has built a loyal network of satisfied Ruud dealers across the region and, under his guidance and support, has nurtured a strong and inclusive sales team.

SEE CENTURY PG.5

## INSIDE

- Consultants’ Corner ..... 10, 14
- HARDI News..... B6
- Product News ..... 21,22,B2,B7,B9
- TACCA ..... B9,B12,B13
- Calendar ..... B15
- Focus Section..... B15



PRSRV STD  
U.S. POSTAGE  
PAID  
AC-TODAY LLC

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

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



Advertisers Directory

# Air Pros USA Makes Inc. 5000 for the Fourth Consecutive Year

*Leading HVAC company among America's Fastest Growing Private Companies*

**Hollywood, Fla.** – Air Pros USA, a leading residential air conditioning services company, was ranked on Inc. Magazine’s annual Inc. 5000 list, the most prestigious ranking of the nation’s fastest-growing private companies. The 2024 Inc. 5000 ranking marks Air Pros USA’s fourth consecutive appearance on the national list.

Air Pros USA is ranked No. 868 on the 2024 Inc. 5000 list of the fastest-growing private companies in America. The list represents a unique look at the most successful companies within the American economy’s most dynamic segment—its independent small businesses.

“It is an honor to have earned our place in the top 1000 of the Inc. 5000 list,” said Anthony Perera, Founder and Chief Growth Officer, of Air Pros USA. “This is a testament to the dedication of our entire team and the choices they make every day to give it their all. The hard work they do for their coworkers and customers is what truly powers the growth of our company.”

Founder Anthony Perera established Air Pros USA in 2017 in Fort Lauderdale with a single truck and two employees. The business has grown to over 800 trucks, 1,000 employees, and 1.9 million customers across 16 service locations in Florida, Texas, Colorado, Georgia,

Alabama, Louisiana, and Washington.

Air Pros USA boasts of its loyal customers and extraordinary service. They work constantly in partnership with the Broward County Boys and Girls Club, Miami Dolphins, and numerous nonprofits in every local service area where they have an office to give back to the community.

Complete results of the Inc. 5000, including company profiles and an interactive database that can be sorted by industry, region, and other criteria, can be found at [www.inc.com/inc5000](http://www.inc.com/inc5000).

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

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

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

ACES AC Supply .....B16  
 AC Today .....B10  
 Aspen Mfg.....17  
 Attic Tent.....B14  
 Carlisle Hardcast .....B5  
 CE South Texas.....12  
 Century A/C Supply ..... 7  
 Century HVAC Distributing.....B3  
 Coastal HVAC Supply..... 2  
 Coburn Supply .....21  
 Comfortstar .....B10  
 Construction Data.....B8,B14  
 ECOER HVAC..... 4  
 Elite Software.....B15  
 Ferguson .....22  
 Gemaire.....23  
 Inesco Distributing.....24  
 Johnson Supply..... 9,16,B6  
 Johnstone Supply Houston .....B1,B8  
 Johnstone Supply South Texas.....19  
 McDaniel Metals .....B7  
 Metal Zinc ..... 2  
 Mueller Streamline..... 5  
 Pro Lift .....B14  
 Pipe Prop .....18  
 Quietflex .....13  
 RGF Environmental ..... 8  
 REECE .....20  
 Solar Supply ..... 3,15,B4  
 TACCA ..... B9  
 TACCA Greater San Antonio .....B12  
 TACCA North Texas.....B13  
 Transtar AC Supply.....14  
 United AC Supply .....B7  
 Uniweld..... 6  
 US Motors.....B8  
 Venstar .....11  
 Yellow Jacket.....10  
 Zebra Instruments.....B2



**COASTAL  
HVAC SUPPLY**

*We've Moved,  
Corpus Christi!*

5625 Bates Suite A,  
Corpus Christi, TX 78405

*Coming Soon to  
Montgomery!*

18904 Freeport Dr,  
Montgomery, TX 77356

<b>Esplanade</b> 51 Esplanade, Suite 100 Houston, TX 77060 Phone: [281] 445-3237	<b>Northcourt</b> 7875 Northcourt Rd, Suite 200 Houston, TX 77040 Phone: [713] 996-9227	<b>La Porte</b> 1814 Hwy 146 South La Porte, TX 77571 Phone: [281] 474-9227	<b>Austin</b> 2222 Rundberg Lane, Bldg 3, Ste 500 Austin, TX 78758 Phone: [512] 491-9227
--	---	--	--

## Dual Filter Return Air Plenums

One Product.  
Takes the  
Place of  
Three.



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

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

(281) 630-0224

[MetalZincMFG.com](http://MetalZincMFG.com)

Metal  
Zinc

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



# Offer innovative, optimized equipment that is tested tough



## LX SERIES HEATING AND COOLING PRODUCTS BY YORK®



Since 1874, YORK® has provided HVAC solutions for some of the most complex structures in the world. Today, you can take pride in knowing YORK® home comfort systems keep homeowners comfortable across the country. YORK® LX series products deliver remarkable efficiency, proven reliability and warranties that lead the industry. And with innovative technology that makes installation easier, YORK® LX series products help you complete the job faster and correctly the first time.

With 66 locations throughout the region, Solar Supply is proud to be the resource contractors turn to for YORK® products.



CONTACT YOUR LOCAL SOLAR SUPPLY DISTRIBUTOR FOR COMPLETE DETAILS:  
[SOLARSUPPLYORK.COM](http://SOLARSUPPLYORK.COM)

### LOUISIANA

Alexandria (318-473-8627)  
 Baton Rouge (225-925-5463)  
 Denham Springs (225-380-5232)  
 Gonzales (225-647-6803)  
 Gretna (504-362-9019)  
 Hammond (985-429-0828)

Houma (985-653-7455)  
 Jefferson (504-734-7400)  
 La Place (985-653-7455)  
 Lafayette (337-233-8733)  
 Lake Charles (337-478-8000)  
 Leesville (337-238-9164)  
 Mandeville (895-893-3670)

Monroe (318-325-4652)  
 Natchitoches (318-352-4800)  
 Opelousas (337-948-5061)  
 Ruston (318-255-3141)  
 Shreveport (318-869-0700)  
 Slidell (985-643-6591)

MISSISSIPPI  
 Gulfport (228-868-7358)  
 Hattiesburg (601-544-1777)  
 McComb (601-684-8477)  
 Meridian (601-482-2617)  
 Ridgeland (601-853-4200)  
 Vicksburg (601-638-6650)

TEXAS  
 Abilene (325-672-5515)  
 Early (325-641-0900)  
 Lufkin (936-639-5995)  
 Marshall (903-927-2828)  
 Nacogdoches (936-564-0207)





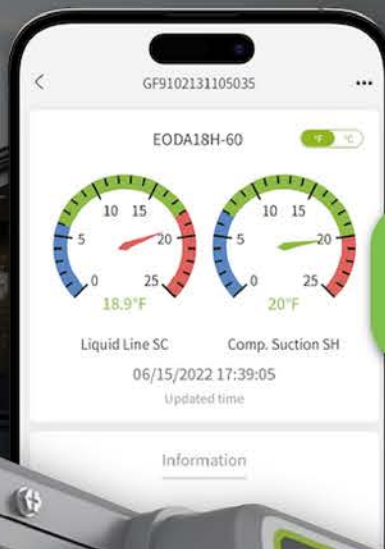
Making your home Green & Smart

Leading IoT & Inverter Technology since 2016.

# Stay Ahead with PREDICTIVE ALERTS

**REFRIGERANT OVERCHARGE & LEAK DETECTION:**  
Alerts for repairs, prevents failures, and ensures efficiency

**SYSTEM OR COMPONENT FAILURE ALERTS**



## Monitor Your System in REAL-TIME

- 🌿 Cooling/heating capacity
- 🌿 System status: Pressure, temperature
- 🌿 Historical data and trends

CLOUD COMPUTING



Silver **WINNER** of ACHR Design Awards

📍 43671 Trade Center Place Suite 100, Dulles, VA 20166

✉ info@ecoer.com

☎ +1 (703) 348-2538

🌐 www.ecoer.com



# Tony Furst Joins Taco Comfort Solutions as New Commercial Trainer



Taco Comfort Solutions is pleased to announce the appointment of Tony Furst as its newest Commercial Trainer. With over 40 years of distinguished experience in mechanical engineering and a comprehensive background in overseeing multimillion-dollar projects, Tony brings a wealth of knowledge and expertise to the Taco team.

Tony's career spans significant roles across renowned organizations within the HVAC industry, including Armstrong Fluid Technology, where he served as the US Director of Application Engineering. His responsibilities included providing extensive application engineering support and developing technical education content for commercial HVAC systems. Tony's commitment to excellence and innovation has consistently resulted in the successful completion of projects on

time and within budget.

"We are thrilled to welcome Tony to Taco Comfort Solutions," said Cheryl Merchant, CEO of Taco Family of Companies. "His deep understanding of mechanical systems and his passion for educating others will be invaluable as we continue to enhance our training programs for the commercial sector," added Merchant.

Tony holds a BS in Mechanical Engineering from the University of Dayton and an MS in Education from Michigan State University. He is certified in Plumbing Design by the American Society of Plumbing Engineering (ASPE) and is a LEED Accredited Professional with the US Green

Building Council. Throughout his career, Tony has been a dedicated member of ASPE and ASHRAE, contributing significantly to technical education committees and serving as a speaker at various industry events.

"I truly enjoy sharing knowledge with others to make modern hydronic systems better," said Furst. His commitment to advancing industry standards aligns perfectly with Taco Comfort Solutions' mission to provide innovative and efficient solutions for HVAC systems.

In his new role at Taco, Tony will join a team of esteemed trainers, including Brett Zerba and Rich Medeiros, enhancing the company's capability to deliver

comprehensive training programs tailored to the needs of commercial clients.

"It's rare when you get the opportunity to add someone with Tony's background, experience, and knowledge to your team," said John Barba, Director of Training at Taco Comfort Solutions. "Adding Tony to our commercial training team is like having three Hall of Famers in your outfield. I'm looking forward to seeing Tony, Brett, and Rich share their wit, wisdom, and knowledge with our industry," concluded Barba.

Furst's appointment marks a significant addition to Taco Comfort Solutions, reinforcing its commitment to excellence in commercial HVAC training and education.

## CENTURY con't

"I am honored to take on the role of President for Century A/C and excited to lead our talented team as we explore new opportunities to build on our successes and drive the company forward in our ever-evolving industry," expressed Cheek. "I am committed to fostering a culture of innovation and collaboration, ensuring that we continue to deliver exceptional value to our customers and stakeholders. Together, we will seize the opportunities that come our way."

"Throughout his tenure, Ricky has been a proven leader for Century with a capacity for elevating visibility and reputation, strengthening financial viability, and fostering impactful engagement," says Ken Schreiber, who previously served as Century's President before accepting the role of Vice President & General Manager for Rheem Air Distribution. "We have every confidence that his experience and extensive knowledge of HVAC and the distribution business will steer Century A/C to new heights."

### About Century A/C Supply

Founded in 1973 by Dennis Bearden, Century A/C Supply is a leading HVAC wholesale distributor with 13 locations throughout the Houston area. Century is proud to be a member of the Rheem family and is known locally as the exclusive distributor of Ruud air conditioning and heating systems. Century is a Houston Chronicle Top 100 Private Company and a Top Workplace. Learn more about Century A/C Supply at [www.CenturyAC.com](http://www.CenturyAC.com).

**FLAMELESS OPTIONS HAVE JOINED OUR LINEUP.**

**ACR COPPER PRESS FITTINGS**  
Ideal for new commercial VRF installations

**REFRIGERANT BRASS PUSH FITTINGS**  
Ideal for HVAC service repair and mini-split installations

In addition to our complete suite of products for HVAC/R installations, we're proud to offer two means of joining to suit your flameless needs — award-winning Streamline® ACR Copper Press Fittings and NEW Refrigerant Brass Push Fittings. See why professionals around the world have preferred our products since 1930.

NITROGENIZED®  
ACR COPPER TUBE

LINE SETS

COPPER SOLDER/  
BRAZE FITTINGS

BALL VALVES &  
PROTECTION  
DEVICES

CARBON STEEL  
PRESS FITTINGS

MUELLER  
STREAMLINE CO.

[www.muellerstreamline.com](http://www.muellerstreamline.com)

©2024 Mueller Streamline Co.  
Collierville, TN 38017



## Watts Marks 150 Years with Celebration of Legacy and Innovation

Watts celebrated its 150th anniversary on Monday, August 5, 2024, at its global headquarters in North Andover, MA, with a gathering that included employees, the Watts Board of Directors, local and state officials, local community partners, and members of the trade media.

The celebration featured remarks from CEO, President, and Chairperson of the Board Bob Pagano, Director Emeritus and former CEO Tim Horne, local Town Manager Melissa Rodrigues, and Massachusetts State Senator Bruce Tarr. Each speaker highlighted the company's legacy of excellence and its impact on both the industry and the local community. Senator

Tarr presented Watts with citations from the Massachusetts House of Representatives and Senate marking the occasion.

Additionally, a special dedication ceremony was held in the company's Learning Center to honor the Horne family, recognizing their long-standing commitment to Watts and their mission to foster education and innovation. The company's Learning Center will now be known as the Horne Learning Center.

Attendees also got their first look at Watts' latest innovation, Nexa, an intelligent water management solution for facilities.

To learn more about Watts' 150th anniversary, visit [watts.com/our-story/watts-150th](http://watts.com/our-story/watts-150th).

## SMACNA Issues Second Edition of Its TAB Procedural Guide

**Chantilly, Va.**— The Sheet Metal and Air Conditioning Contractors' National Association (SMACNA), the leader in promoting quality and excellence in the sheet metal and air conditioning industry, published the second edition of its TAB Procedural Guide which is available digitally and in print.

This guide is specifically tailored for trained skilled TAB technicians for performing field balancing of HVAC Systems. This document includes both general and specific guidance for both airside and waterside HVAC Systems balancing. VAV, Constant Volume, Multi-Zone, Dedicated Outside Air and Dual Duct systems are examples of the various systems covered within the guide, along with multiple styles of water-based systems. The guide additionally assists TAB technicians with preplanning and establishing protocols to ensure energy usage is applied to the HVAC Systems.

"With indoor air quality such an important concern for commercial buildings of all kinds, this standards manual is a valuable resource for every all those involved in building design and construction," said Aaron Hilger, SMACNA's Chief Executive Officer.

The updated 118-page standard was revised to provide contractors, designers, and facility owners with the information they need to apply effective and efficient solutions to their projects. The manual includes chapters on TAB and General Air System TAB procedures, TAB procedures for specific and hydronic systems, and report forms, among others.

"The TAB Procedural Guide was developed to enhance the field technicians abilities to not only perform Testing, Adjusting & Balancing of HVAC&R systems, but to ensure those systems comply with the Energy requirements, Indoor Air Quality needs of the customer and project specifications," added Eli Howard, SMACNA Executive Director of Technical Services and Research.

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

For more information on SMACNA's industry-leading standards, visit [www.smacna.org/resources/technical/technical-standards](http://www.smacna.org/resources/technical/technical-standards).



# MaxEvac™



### MEVP6SB

#### 6 CFM 2-Stage Sparkless Battery Powered Vacuum Pump

Almost every service technician today has cordless battery powered tools using one of the three major battery platforms: Makita®, Dewalt®, or Milwaukee®. We've designed a 6CFM Battery Vacuum Pump featuring DC Brushless Motor technology, that includes a battery adapter so all three major battery platforms can power this pump.

#### Makita® Battery



#### Milwaukee® Battery



#### DeWalt® Battery



(Batteries not included)

For technicians with battery anxiety, particularly in the commercial sector with longer evacuation requirements, there is an AC/DC Power Adapter sold separately. (Part# MEACA)

**Input:**  
AC 100-240V~50/60Hz

**Output:**  
DC 24V---9.4A

Included with Pump!

**Part# MEBA Battery Adapter with USB Port to Charge or Power a Cell Phone or Tablet**



Trademarks: Makita®, LXT®, AVT® and the Makita logo, Teal color and Black & White color combination are the registered trademarks of Makita. Dewalt® is a registered trademark of Dewalt Power Tools. Milwaukee® is a registered trademark of Milwaukee Power Tools.

**Part# MEACA  
AC/DC Adapter  
(sold separately)**



Scan for Secret Sauce Product Video!







**UNIWELD PRODUCTS, INC.** 2850 Ravenswood Road, Fort Lauderdale, FL 33312 U.S.A.  
800.323.2111 • 954.584.2000 • Fax: 954.587.0109 • [info@uniweld.com](mailto:info@uniweld.com)  
[www.uniweld.com](http://www.uniweld.com)





# WE DELIVER EVERYTHING YOU NEED PLUS EXCEPTIONAL SERVICE

- ✓ **Privately-owned business**  
We have the flexibility to meet your needs
- ✓ **Fast, friendly service**  
We get you in and out so you can get back to work
- ✓ **Easy Ordering**  
Online, in person, over the phone - *text or call!*
- ✓ **Dedicated Technical Support Team**  
Knowledgeable team to help you over the phone
- ✓ **Thousands of parts and supplies in stock**  
We have what you need - today
- ✓ **13 Locations across the Houston Area**  
Convenient locations from Bay City to Lufkin
- ✓ **State-of-the-art Training Center**  
Functioning systems for hands-on learning
- ✓ **Dedication to Exceptional Service**  
We make it easy to do business

**CONVENIENT  
PICK UP  
LOCKERS**

Available at our  
Winkler and  
Beltway locations.



**Call your local rep or branch today!**



RUUD PRO PARTNER DEALERS: DON'T MISS OUT ON  
**FALL DEALER PERKS**

- CashBack Rebates**  
*\*Regular program begins 8/1*
- CenterPoint & Entergy  
Utility Rebates**
- Extended  
Warranty Program**
- 0% Consumer Financing  
with little to no dealer fee**

Ask your sales rep for details.



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





# Indoor Air Quality Products Crafted with Pride and Precision in the USA





# HARDI

## Successful HARDI Emerging Leaders Conference Inspires Future HVACR Executives



Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) proudly concluded its 2024 Emerging Leaders Conference in Boston, MA, on July 25, 2024. This year’s event was a resounding success, gathering HVACR leaders from across the industry for a transformative 3-day experience.

The annual Emerging Leaders Conference is part of a three-year executive development program designed to foster connections, enhance industry knowledge, and prepare the next generation of leaders for a successful career in HVACR. Participants engaged in a blend of networking opportunities and educational sessions led by some of the industry’s most esteemed professionals.

A standout feature of the conference this year was the participation of several distinguished mentors, including:

- Carlton Harwood**, Former VP of Ferguson’s HVAC Business Group
- Chris Baca**, VP Sales and Marketing, MCN Distributors
- Dan Hinchman**, (Retired) President, Aireco Supply, Inc.
- Jose Reyes**, CEO, Refacciones y Accesorios Loubet
- Lauren Roberts**, President/CEO, cfm Distributors, Inc.
- Michael Peluso**, Director of Supply Sales, Homans Associates
- Rhonda Wright**, President, Refrigeration Sales Corp.
- Skip Mungo**, President & CEO, Temperature Equipment Corp.

These industry leaders shared their insights and experiences, providing mentorship and guidance to conference attendees.

The 109 participants in this year’s program enjoyed engaging and inspiring keynotes from Dawn Brolin and Ben Whiting while attending a variety of sessions aimed at developing leadership skills, understanding market trends, and fostering professional growth. Attendees also had the opportunity to network with peers and industry veterans at the Bleacher Par at Fenway Park.

“We are incredibly pleased with the success of this year’s Emerging Leaders Conference,” said Stella Gary-Keane, VP of Talent Development at HARDI. “The enthusiasm and engagement from our emerging leaders highlight the importance of investing in the future of the HVACR industry. We are grateful to all the mentors and speakers who contributed their time and expertise, helping to shape the next generation of industry leaders.”

The program will continue providing educational value throughout the year with virtual learning sessions and ongoing follow-ups with the mentors. Program graduates will be recognized this December in Atlanta at NAVIGATE, HARDI’s Annual Conference.

### ABOUT HARDI

*HARDI (Heating, Air-conditioning, and Refrigeration Distributors International) is the single voice of wholesale distribution within the North American and Latin American HVACR markets.*

*A non-profit association, HARDI serves its members through government affairs and advocacy efforts, market intelligence and benchmarking, training programs, and world-class events. HARDI proudly represents more than 440 distributor members, their 5,000+ branch locations, and close to 500 suppliers, manufacturer representatives, and service vendors. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets as well as commercial/industrial and institutional maintenance staff. HARDI Affiliate members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts, and supplies. Learn more at [www.hardinet.org](http://www.hardinet.org).*



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



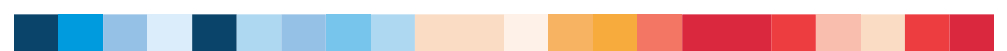
Scan this QR Code to Become a Samsung HVAC Dealer

# SAMSUNG

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

[johnsonsupply.com](http://johnsonsupply.com)

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





## Sometimes Stuff Happens

Let's face it, sometimes mistakes happen, and things go wrong. When the worst happens, will you be prepared? Things go wrong. Having an adequate assessment of risks is not being negative — it is being prepared.

Having an adequate plan in place to handle the situation will often determine whether your smallest mistake becomes a big crisis

Even if you can't predict what will go wrong, having a plan in place outlining specific steps in case of a mistake will make it easier to respond. This is true in the real world or on social media, where your Twitter or Facebook page can absolutely blow up.

Your Disaster Recovery Plan Should Include:

**Computer Backup** – For many small business

owners, the computer is the heart and soul of the business. Unfortunately, computers crash, there are hackers and virus' attack, natural disasters and every user makes mistakes from time to time.

The consequences can be disastrous. Rebuilding financial information, contact lists, E-mail records or project files can be time-consuming, expensive and sometimes impossible.

**Equipment Replacement** – Beyond restoring your data, you need to plan for equipment replacement. Talk to your insurance agent to be sure you have enough coverage to replace furniture, equipment, inventory and other assets. Take the time to inventory all the assets in your building. Have a list of

important equipment, serial numbers, purchase date and even photos. This will really simplify the process of filing an insurance claim.

**Temporary Location** – Where will you and your team work if your building is not accessible? Putting systems in place for employees to work remotely is helpful even if it is only a day or two interruptions caused by inclement weather. You just don't want to test those systems for the very first time when something big goes wrong.

**Funding operations** – Disasters have a way of piling up. Not only will you need to deal with the things listed above, but also you may incur additional expenses for moving or damage caused by missed deadlines. Business

continuity insurance will help cover the other unexpected costs.

**Customer Care** – In some cases, you won't be able to complete a project because of a serious interruption to your operations. Having a relationship with another firm who can take care of your customers in the short term will allow you to preserve the customer relationship for the long term.

**Communication Plan** – Keeping customers, community and employees informed is critical, especially when the issue was created by a mistake on your part.

• Appoint a team leader. Have one person identified who will oversee coordinating all of the public responses. They may not

need to be the one crafting all the messages but should serve as a clearing house for all statements.

• Personalized apologies are great but be sure to create a blanket statement you can use if you start getting lots of comments all at once. Remember if customers have legitimate grievances, the very best thing you can do is encourage them to connect with you directly and take the conversation off social media.

• And don't panic. People will forgive you if you acknowledge you've done something wrong and demonstrate a willingness to resolve the issue.

Disaster planning is not a set it and forget it kind of process. If you are smart, you will revisit your crisis plan every year. Why? Because as your business grows, your risks grow as well. You may



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.*

be lucky and never have a fire, flood, burglary or another disaster. But a little disaster planning now will save you lots of headaches down the road.

GOOD. BETTER. **MAX.**

# TITANMAX™

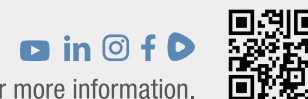
COMPATIBLE WITH measureQuick® and YJACK VIEW® apps

**A2L COMPATIBLE**

## Digital Manifold Engineered for Maximum Performance.

The **YELLOW JACKET® TITANMAX™** Digital Manifold offers ultimate ease with an intuitive, user-friendly interface and calibration-free touchscreen. Ergonomic design features convenient, robust connections for temperature clamps, vacuum sensor and USB-C.

- + Hi-res, full-color, backlit, 5" touchscreen display
- + Information button on all major screens
- + Integrated magnets and pivoting hook for easy mounting



Scan the code for more information.

To learn more, connect at: [yellowjacket.com/product/titanmax](http://yellowjacket.com/product/titanmax)





# Smart. Simple. Trusted.



## Innovative thermostats that raise the bar for connected features and value.

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



Residential



Commercial



School

**Over 30 Years**  
of Innovation and Excellence



[www.venstar.com](http://www.venstar.com)

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



[www.inscohv.com](http://www.inscohv.com)

### Texas

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





**WHATEVER IT TAKES.®**

# BRYANT ROOFTOPS IN-STOCK & READY TO GO!



**Bryant Legacy rooftop units are available in a variety of configurations to meet your everyday project and budget needs.**

## **PEACE OF MIND WITH EVERY PURCHASE**

Ask us about the 'Preferred Contractor Warranty Program' specifically for Bryant RTUs.

**SHOP NOW!**



**Our knowledgeable sales associates can assist in specifying your next replacement job!**

**Visit us online: [carrierenterprise.com](http://carrierenterprise.com)**



## New Partnership

Advantage A/C Training has been formed to address the needs of professional HVAC service technicians. The rapid changes in technology in the HVAC industry require that service technicians receive training that will keep them up with changes in HVAC equipment and review the basics. Advantage A/C Training has two of the industry's leading trainers, Lawrence Giroux and Edward Neumann. They have joined together to bring HVAC professionals superior training. Technical knowledge combined with field experience allow them to provide training that today's HVAC professionals need.

### Larry Giroux

Over the past 27 years in Houston, Larry Giroux was the lead trainer for the Carrier corporation in Houston. Larry received many service training awards from Carrier. Larry was honored with Carrier's "Richard Theoret Award for Dedication to HVAC Technical Service Training" which he received in 1995 at the annual Carrier National Service Managers Meeting in Orlando Florida. Larry has conducted numerous service training classes for technicians in Southeast Texas and in Louisiana. He conducted both Fundamentals of Air conditioning and Electrical courses annually at the Carrier Houston location. He also conducted several advanced seminars annually including Carrier rooftop units and water chillers. Larry retired from Carrier on September 30th, 2009. At his retirement luncheon Carrier's district service manager, Jon Stevens, awarded Larry with a Service Training Excellence Award for 2008. Larry Giroux is well known and respected in the Southeast Texas HVAC market. After retirement from Carrier, Larry started Giroux Air Conditioning Training & consulting LLC. Larry pledges to continue providing quality service training classes for HVAC technicians in Southeast Texas for many years.

### Edward Neumann C.I.E.

Edward Neumann started in the HVAC industry as an installer for LC&N refrigeration in the St. Louis area. He studied HVAC technology and graduated as valedictorian of his class from Ranken Technical College. Edward moved to Houston Texas in 1980 to work as a sales representative for the air conditioning division of General Electric Corporation. In 1982 Edward began working for the Lubrizol Corporation as the lead service technician at the Bayport Plant. Edward was responsible for the industrial refrigeration and chillers in the plant. His experience included water chillers, pressurized control room air conditioning, and low temperature systems running at -60F. Control systems included both DDC controls and pneumatic control systems. In 1988 Edward started ABBA A/C & Refrigeration. The company specialized in custom refrigeration systems and had 7 employees. After selling ABBA A/C, Edward became a lead service technician for the Trane Corporation and had extensive experience with large water chillers and DDC control systems. In 1998 Edward transferred from the heavy commercial side of Houston Trane and began work as a sales/service agent for the Specialty Applications division. He was the service/sales representative for the variable refrigerant flow systems used for commercial applications. In 1999 Edward became a certified indoor environmentalist CIE. In 2001

Edward was employed by the Carrier Corporation as its Indoor Air Quality representative.

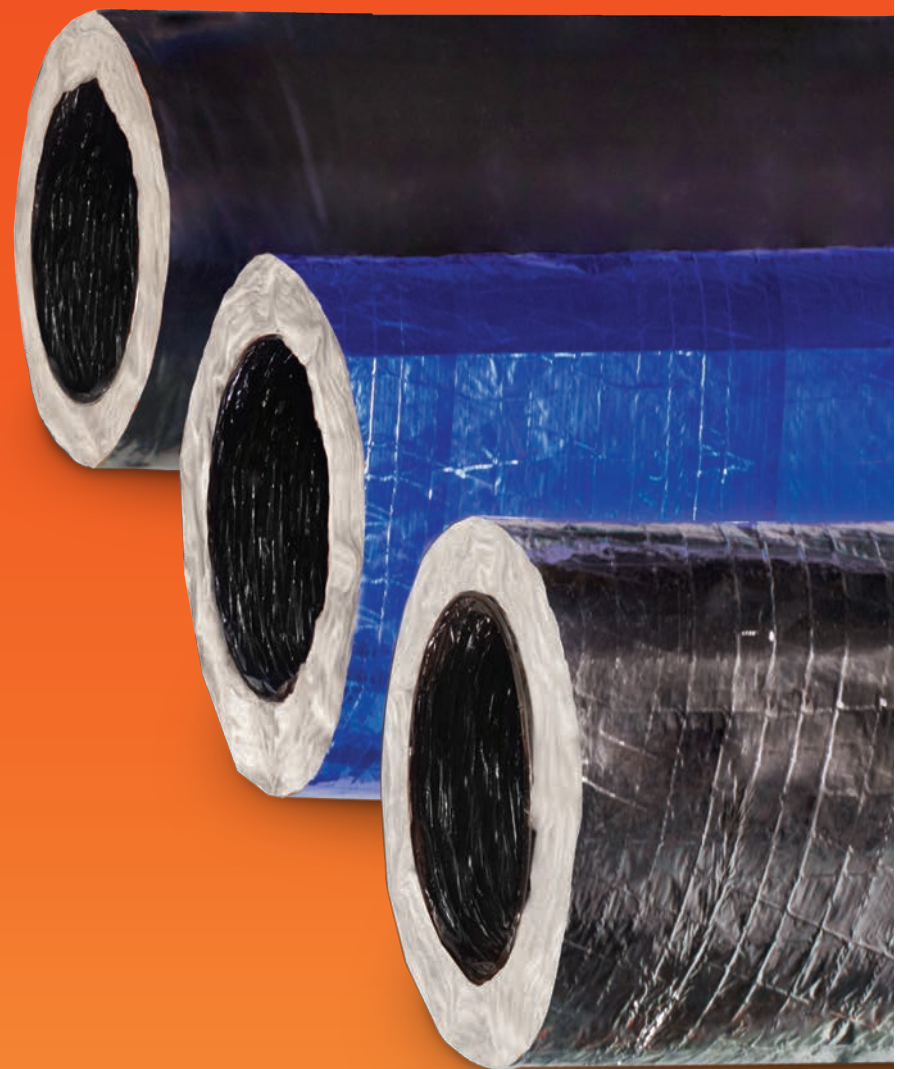
Larry and Edward have known each other since the early 1980's and have kept a professional friendship over the years. HVAC is a difficult field requiring knowledge in several disciplines. Larry and Edward have joined together to provide professional HVAC service technicians with classes that will allow them to stay abreast of changing technologies and be more productive.

For more information and trainings schedule call 713-410-5275.



# GET YOUR DUCTS IN A ROW.

Find your reliable, efficient HVAC solution at [quietflex.com](http://quietflex.com)



### RELIABLE FIBERGLASS

The range of fiberglass blankets, liners and wraps at Quietflex are built with quality in mind, and they ship faster than other options on the market.

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



# It's On My Heart: The Naval Academy and Our Industry

My visit to the Naval Academy in Annapolis was an unforgettable experience, filled with history and lessons that extend well beyond the military. Seeing where the Navy and Marine officers of tomorrow are trained was truly inspiring. It's incredible to think that it all started back in 1845 on just 10 acres of land at an army base called Fort Severn. By 1850, it had evolved into the United States Naval Academy, a four-year university that produces officers grounded in a rigorous science curriculum, earning them a BS degree in engineering.

What struck me most was how the academy shapes these young men and women into leaders who may one day command a ship with hundreds or even thousands of crew members. Their journey starts with a grueling

six-week summer course that pushes them to their limits—physically, mentally, and emotionally. As Plebes, these first-year students work hard to develop skills that will serve them throughout their careers.

One tradition that caught my attention was the daily ritual where Plebes must memorize the menu and shout it out loudly and quickly when asked by upperclassmen. It reminded me of my fraternity days, where we had similar challenges. But at the academy, this exercise has a real purpose—it prepares them for the fast-paced communication required on a large ship, where orders might need to be relayed from one end to another rapidly, much like what you see on NCIS.

I also learned about the meticulous attention to detail

in making their beds—or “racks,” as they call them—so tight that a quarter can bounce on them. Watching the Plebes work together to get their beds made fast and firm showed how teamwork and following instructions are crucial, and it's clear they practice this a lot. Even their closets are organized with military precision, with clothes and shoes arranged by color, uniform type, and even sleeve length. This attention to detail ensures they can move quickly and efficiently, which is vital when space is limited on a ship or in the barracks.

It reminded me of the procedures we set up for doing maintenance in our industry. Everything must be done the same way—from the greeting at the door to finishing the job and asking for a referral or Google review. It's like the

McDonald's approach to business: a Big Mac should be the same whether you're in Chicago or California. Our technicians in the HVAC and plumbing industry need to follow instructions and deliver a consistent, positive experience for our customers, no matter the conditions—whether it's a sweltering day in an attic or a freezing day in a crawl space.

Back at the Naval Academy, I was struck by the scale of the place. With about 4,500 midshipmen enrolled each year, they live in the largest barracks in the U.S., grouped in rooms that mirror the living conditions on a ship, with communal bathrooms down the hall. It's all designed to prepare them for the real world they'll soon face.

During the tour, I also visited the crypt of John Paul Jones, one of the great naval



**Jim Hinshaw**

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

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

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

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

Jim can be reached at [jhinshaw@servicenation.com](mailto:jhinshaw@servicenation.com) or cell: 602-369-8097.

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

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

commanders and later an ambassador to France. His story is a remarkable tale of dedication. After passing away in 1792, he was buried in a lead-lined casket in

France, which was filled with alcohol for preservation, it was later lost in a destroyed cemetery during the French Revolution. **SEE HINSHAW PG.17**



**TAILORED TO YOUR CUSTOMER'S NEEDS.**

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



## New Dealer Program

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



# Sale On Select Fieldpiece Tools

**Sale Ends September 30th**  
**Stop By 1 Of Our 7 Houston-Area Branches**



## Store Locations

VISIT OUR WEBSITE FOR MORE INFORMATION  
[www.transtaracsupply.com](http://www.transtaracsupply.com)

<p><b>I-10</b> 10814 East Freeway Houston, TX 77029 713-671-0114</p>	<p><b>1960</b> 10509 FM 1960 W Houston, TX 77070 281-890-2108</p>	<p><b>ALVIN</b> 225 West Coombs Drive Alvin, TX 77511 281-585-2600</p>	
<p><b>AIRLINE</b> 4315 Airline Drive Houston, TX 77022 713-681-97877</p>	<p><b>BRENHAM</b> 1700 Buchanan Street Brenham, TX 77833 979-830-5056</p>	<p><b>GULF FREEWAY</b> 8485 Gulf Freeway Houston, TX 77017 713-920-2222</p>	<p><b>STAFFORD</b> 3535 S. Main Stafford, TX 77477 281-499-3377</p>





## Solar Supply: Your Local Source for Luxaire®

Find reliable, innovative Luxaire® home heating and cooling products wherever you are at any of our locations in Alabama, Arkansas, Florida, Louisiana, Mississippi and Texas.

### ALABAMA

Daphne (251-625-2263)  
Dothan (334-673-2114)

### ARKANSAS

El Dorado (870-862-5991)

### FLORIDA

Pensacola (850-332-7890)

### LOUISIANA

Alexandria (318-473-8627)  
Baton Rouge (225-925-5463)  
Denham Springs (225-380-5232)  
Gonzales (225-647-6803)  
Gretna (504-362-9019)  
Hammond (985-429-0828)  
Houma (985-653-7455)  
Jefferson (504-734-7400)  
La Place (985-653-7455)  
Lafayette (337-233-8733)  
Lake Charles (337-478-8000)  
Leesville (337-238-9164)  
Mandeville (895-893-3670)  
Monroe (318-325-4652)  
Natchitoches (318-352-4800)  
New Iberia (337-365-7033)  
Opelousas (337-948-5061)  
Ruston (318-255-3141)  
Shreveport (318-869-0700)  
Slidell (985-643-6591)

### MISSISSIPPI

Gulfport (228-868-7358)  
Hattiesburg (601-544-1777)  
McComb (601-684-8477)  
Meridian (601-482-2617)  
Natchez (601-442-9994)  
Ridgeland (601-853-4200)  
Vicksburg (601-638-6650)

### TEXAS

Houston - Jones Road West (832-478-5153)  
Houston - Waverly Street (713-868-4551)  
Houston - Winkler (713-944-2962)  
Abilene (325-672-5515)  
Angleton (979-849-5720)  
Arlington (817-402-7657)  
Beaumont (409-833-7438)  
Brenham (979-836-2121)  
Brownsville (956-547-9463)  
Bryan (979-779-4822)  
Cleburne (817-556-4648)  
Conroe (936-539-3144)  
Corpus Christi (361-452-1475)  
Early (325-641-0900)  
Galveston (409-744-0043)  
Harlingen (956-412-3900)  
Humble (281-446-3116)  
Huntsville (936-435-1166)  
Lufkin (936-639-5995)  
Marshall (903-927-2828)

### TEXAS (continued)

McAllen (956-687-8551)  
McKinney (469-952-5886)  
Missouri City (281-564-7777)  
Nacogdoches (936-564-0207)  
Orange (409-745-4800)  
Paris (903-784-8332)  
Port Arthur (406-985-5561)  
San Marcos (512-392-6288)  
Sherman (903-891-9966)  
Temple (254-791-4822)  
Texarkana (903-832-5555)  
Victoria (361-572-9111)  
Waco (254-756-6527)

FIND OUT MORE AT  
[SOLARSUPPLY.US](http://SOLARSUPPLY.US)

## YORK® Quality Available at Solar Supply

Solar Supply is your one-stop shop for YORK® home heating and cooling products. Visit any of our convenient locations in Louisiana, Mississippi and Texas.

### LOUISIANA

Alexandria (318-473-8627)  
Baton Rouge (225-925-5463)  
Denham Springs (225-380-5232)  
Gonzales (225-647-6803)  
Gretna (504-362-9019)  
Hammond (985-429-0828)  
Houma (985-653-7455)  
Jefferson (504-734-7400)  
La Place (985-653-7455)  
Lafayette (337-233-8733)  
Lake Charles (337-478-8000)  
Leesville (337-238-9164)  
Mandeville (895-893-3670)  
Monroe (318-325-4652)  
Natchitoches (318-352-4800)  
Opelousas (337-948-5061)  
Ruston (318-255-3141)  
Shreveport (318-869-0700)  
Slidell (985-643-6591)

### MISSISSIPPI

Gulfport (228-868-7358)  
Hattiesburg (601-544-1777)  
McComb (601-684-8477)  
Meridian (601-482-2617)  
Ridgeland (601-853-4200)  
Vicksburg (601-638-6650)

### TEXAS

Abilene (325-672-5515)  
Early (325-641-0900)  
Lufkin (936-639-5995)  
Marshall (903-927-2828)  
Nacogdoches (936-564-0207)

FIND OUT MORE AT  
[SOLARSUPPLY.US](http://SOLARSUPPLY.US)





# CLOSE MORE DEALS WITH ARMSTRONG AIR PROTEAM DEALERSHIP

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

Contact your Johnson Supply representatives for details or email [marketing@johnsonsupply.com](mailto:marketing@johnsonsupply.com)



<p><b>Allen, TX</b> 1307 North Watters Road Suite 100 p: 469-270-5900</p>	<p><b>Forth Worth, TX</b> 524 N Beach St p: 817-834-9675</p>	<p><b>Lafayette, LA</b> 4002 Cameron Street p: 337-232-9862</p>
<p><b>Austin, TX</b> 9416 Neils Thompson Dr Suite 100 p: 512-977-0100</p>	<p><b>Garland, TX</b> 1036 S Jupiter Rd Suite 300 p: 972-494-0148</p>	<p><b>Lake Charles, LA</b> 2501 Ryan Street p: 337-433-7100</p>
<p><b>Beaumont, TX</b> 1110 Gulf Street p: 409-838-5251</p>	<p><b>Houston, TX</b> 3511 Jensen Drive p: 713-869-3700</p>	<p><b>Pharr, TX</b> 801 W Mozelle Avenue p: 956-702-3445</p>
<p><b>Bryan, TX</b> 2616 S College Ave p: 979-775-5554</p>	<p><b>Houston, TX</b> 6630 Roxburgh Drive Suite 100 p: 713-849-2030</p>	<p><b>San Antonio, TX</b> 1050 Arion Parkway Suite 106 p: 210-495-9675</p>
<p><b>Carrollton, TX</b> 1401 Valwood Parkway p: 972-277-9300</p>	<p><b>Houston, TX</b> 10151 Stella Link Road p: 713-830-2499</p>	<p><b>Stafford, TX</b> 13255-B Murphy Road p: 281-499-9000</p>
<p><b>Clute, TX</b> 406 S Brazosport Blvd p: 979-265-0466</p>	<p><b>Houston, TX</b> 3930 Stoney Brook Drive p: 713-781-1100</p>	<p><b>Waco, TX</b> 600 Esther Street p: 254-755-7333</p>
<p><b>Corpus Christi, TX</b> 1248 S Padre Island Drive p: 361-808-9675</p>	<p><b>Humble, TX</b> 1515 East 1st Street p: 281-548-0600</p>	<p><b>Webster, TX</b> 611 N Texas Avenue p: 281-338-6638</p>
<p><b>Deer Park, TX</b> 1250 Clay Court Suite 100 p: 713-477-0562</p>	<p><b>Huntsville, TX</b> 676 IH 45 South p: 936-291-6818</p>	<p><b>Woodlands, TX</b> 604 Spring Hill Drive Suite 170 p: 281-872-3454</p>

**CALL US TODAY  
TOLL FREE  
1(800) 833-5455**

*call or text phone numbers listed*



## HINSHAW con't

A century later, Horace Porter, a Medal of Honor recipient, made it his mission to bring Jones' remains back to the U.S. It took almost six years and a massive effort, but they eventually found his well-preserved remains, thanks to the alcohol that had filled the casket (Google it, there are photos!). His final resting place beneath the chapel at the Naval Academy is a powerful symbol of commitment—something that's becoming harder to find in today's world.

Reflecting on this, I see how this level of commitment is essential not only in the military but in business, family, and relationships. It's a value we can all strive to embody. This trip to Annapolis was on the back end of a Premier Tour of Saffer Plumbing in Baltimore, where I saw firsthand how commitment plays out in the business world. We had 10 members on the tour, and what Saffer does with their service vans was amazing. Every day, they refresh a van—completely stripping it, restocking it with the proper truck stock, and making sure it's ready to go. They even have a training lab set up with shelves that mimic a van's setup, so their techs can practice exactly as they would in the field.

Saffer's approach to training is impressive. They don't have "helpers," they have Future Techs who work in the field for two days and then spend three days in school, repeating this cycle for four to six months. They're committed to their team's success, just as we need to be in our own industry.

I was particularly struck by how Saffer engages with their employees. During the van refresh, the techs meet with a senior manager, not for a critique, but for a genuine check-in. They talk about how the tech is doing, how their family is, and how life is going in general. It's a "how can we help?" conversation, not a "you messed up" one. This level of care and commitment to their employees shows that they have their backs, and it's something I believe we should all strive to replicate.

The Saffer team got as much out of the tour as we did, and it was a great trip overall. Seeing the parallels between the Naval Academy's training and what we do in our industry was eye-opening. It reinforces the importance of discipline, precision, and a deep commitment to both the job and the people we work with.

Thanks for listening, and I'm looking forward to our next conversation.

## HVAC Excellence

The United States Department of Energy (DOE) is making it easier for consumers to identify true professionals within the HVACR industry through their new Energy Skill Recognition Program. These credentials help consumers find experts in energy efficiency, ensuring they work with highly qualified technicians.

### What are Energy Skilled Recognized Credentials?

Energy Skilled Recognized credentials are badges awarded to individuals who have undergone recognized training or certification. This includes the HVAC Excellence Professional Level Heat Pump Certifications.

### Why Become Energy Skilled Recognized?

As part of this national project, the DOE is collaborating with major search engine organizations to develop an easy-to-use resource for consumers. This tool will enable people across the United States to easily find companies with at least one person trained and certified as Energy Skilled.

### How to Get Recognized

To be recognized under the Energy Skilled Program, HVACR professionals

must take the HVAC Excellence Professional Level Heat Pump Installer or Heat Pump Service Examination, or both. If you have taken these exams since they were updated in May of 2023, you are already set. If you took the exams previously, you will be able to take our extension scheduled to be released soon.

### Federal Support and Consumer Trust

With federal funding from the Inflation Reduction Act being rolled out in states and territories this year, DOE-recognized credentials will play a crucial role in helping consumers identify qualified, skilled contractors for essential home upgrade work. This initiative is a significant step towards enhancing consumer trust and promoting energy efficiency across the nation.

### Learn More

Don't miss this opportunity to enhance your professional credentials and join the ranks of Energy Skilled Recognized technicians! Learn more about HVAC Excellence Certifications by visiting [escogroup.org](http://escogroup.org) and clicking the certification link. In addition, feel free to contact our team at 800-394-5268 with any questions you may have.



## FOR PEAK PERFORMANCE, ALWAYS ASK FOR ASPEN!



### Aspen is A2L Refrigerant-Ready!

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



Aspen delivers when you need it!  
Ask your Aspen Sales Team about A2L products today.  
[www.aspenmfg.com](http://www.aspenmfg.com)



## Summer Housing Slowdown Continues

High interest rates for construction and development loans as well as ongoing challenges regarding labor shortages and higher prices for many building materials continued to slow the building market this summer.

Overall housing starts decreased 6.8% in July to a seasonally adjusted annual rate of 1.24 million units, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. This is the lowest pace since May 2020.

The July reading of 1.24 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 14.1% from an upwardly revised June figure to an 851,000 seasonally adjusted annual rate. However, on a year-to-date basis, single-family starts are up 11.4%. The multifamily sector, which includes apartment buildings and condos, increased 14.5% to an annualized 387,000 pace.

“The decline in new home construction mirrors our latest builder surveys, which show that buyers remain concerned about challenging affordability conditions and builders are grappling with elevated rates for builder loans, a shortage of workers and lots, and supply chain concerns for some building materials,” said Carl Harris, chairman of the National

Association of Home Builders (NAHB) and custom home builder from Wichita, Kan.

“Better inflation data points to the Federal Reserve moving to cut interest rates possibly as early as September, and with interest rates expected to moderate in the months ahead, this will help both buyers and builders who are dealing with tight lending conditions,” said NAHB Chief Economist Robert Dietz.

On a regional and year-to-date basis, combined single-family and multifamily starts are 1.3% lower in the Northeast, 5.1% lower in the Midwest, 5.4% lower in the South and 5.1% lower in the West.

Overall permits decreased 4.0% to a 1.40 million unit annualized rate in July. Single-family permits decreased 0.1% to a 938,000 unit rate. Multifamily permits decreased 11.1% to an annualized 458,000 pace.

Looking at regional data on a year-to-date basis, permits are 1.1% higher in the Northeast, 3.2% higher in the Midwest, 0.3% lower in the South and 4.1% lower in the West.

Single-family homes under construction fell back to a count of 653,000—down 4.1% compared to a year ago. The number of multifamily units under construction fell to an 886,000 count—down 13.2% compared to a year ago. The number of multifamily units under construction is now the lowest since July 2022.

## RectorSeal® Acquires PSP Products, Expanding its Surge Protection Products Portfolio

**Houston, TX**—RectorSeal, a leading manufacturer of HVAC/R and plumbing accessories, has announced the acquisition of PSP Products. PSP Products is an innovative supplier of surge protection and load management electrical solutions and has worked with RectorSeal in recent years to build a comprehensive line of HVAC electrical products. This strategic acquisition broadens RectorSeal’s existing surge protection product line while allowing for continued market expansion and growth outpacing the market.

Based in Manassas, Va, PSP Products has provided superior surge protection and load management products for over 30 years. The company has developed industry-leading load management systems for residential and commercial applications. All PSP surge protection devices have been designed, tested, and built for consistent and superior performance and have UL safety ratings. In addition to excellent performance, function, and protection, PSP Products use a unique hybrid design that allows products to perform efficiently for years in extreme power and environmental conditions.

“PSP has been a great partner to RectorSeal, working hand in hand to develop an industry-leading series of HVAC electrical products”,

said Jeff Underwood, President of RectorSeal. “Bringing Clay and the rest of the PSP team into the organization will allow us to continue our innovation pace and better serve electrical distributors and contractors with a broader product offering.”

“I have had the chance to work with RectorSeal for the last five years and am confident that RectorSeal will be a good steward of the PSP team,” said Clay

Outlaw, President of PSP Products. “We’re excited to join an industry leader and to continue innovating with new products to meet the electrical and HVAC contractor’s needs.”

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges professional trade contractors face. In 2015, RectorSeal became part of CSW Industrials, Inc. (Nasdaq: CSWI), and it now leads CSWI’s Contractor Solutions.

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



**RUB US-PP**



**RUB-3**



**RUB-1**



**PIPE PROP®**

The Professional's Choice



**1-888-590-0120**  
PipeProp.com





**Corpus Christi**

2701 Agnes St.  
(361) 882-8896

**Brownsville**

4635 Mar St.  
(956) 838-0542

**Pharr**

3107 N. Sugar Rd.  
(956) 783-1036

**La Feria**

13422 E. Expressway 83  
(956) 797-2035

**Corpus Christi**

8051 South Padre Island Dr.  
(361) 986-0613

**Victoria**

3704 Billy Dr.  
(361) 574-8349

**Laredo**

4114 Airpark Dr. #4A  
(956) 727-2235

*YOUR*  
**COMPLETE CHOICE IN REFRIGERATION**



From high-quality condensing units to efficient unit coolers and cutting-edge electronic controls, Heatcraft Refrigeration Products' complete lineup ensures you'll have everything your customers need.



Scan the QR code or visit us at [www.heatcraftprd.com](http://www.heatcraftprd.com)

Now Available Through **Johnstone Supply**







# Buy a part, get a partner.

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

Exceptional equipment.

Expert service.

Job well done.



Seller of **Comfortmaker**  
Air Conditioning & Heating



Find a location.

Start your job at Reece HVAC or visit [buyhvacsupply.com](http://buyhvacsupply.com) today.



## Product News

# Carrier Reimagines Possibilities with Updated Ductless Product Line, Highlighting Cutting-Edge Technology and Sustainable Innovations

**Indianapolis, IN**— Against the backdrop of back-to-back regulatory changes impacting the HVAC industry, Carrier is once again taking the opportunity to redesign its systems from the inside out, putting dealers, technicians, and homeowners at the forefront of innovation. Carrier's latest portfolio relaunch includes the entire lineup of ductless systems; expanding offerings, incorporating new platforms and technologies, and integrating R-454B, Carrier's refrigerant of choice known commercially as Puron Advance™. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

"The 2025 refrigerant phasedown set the timeline, but improving serviceability and installation while maximizing energy-efficiency was the priority," said Tyler Oehlman, Associate Director, Ductless and VRF Product Management, Carrier. "We're not just adding to the lineup, we're improving the full portfolio and helping to establish ductless as a viable, sometimes even preferred, home heating and cooling solution for North America."

Changes to the Carrier ductless portfolio include refrigerant specific components, new control technologies, and additions to the Crossover portfolio. Carrier's Crossover Solutions provide a system that maintains the traditional ducted heating and cooling characteristics while leveraging elements of ductless technology. Enhancements made to the ductless lineup include:

#### NEW Puron Advance components:

- Expanded portfolio with enhanced capabilities and capacities.

- Refrigerant leakage detection sensors included in most indoor units.

- Enhanced compressors in select equipment.

- One more connection port added to multi-zone condensers.

#### NEW controls features:

- New wireless and wired controllers, with built-in wifi option.
- Optimized, user-friendly and easy-to-read display screens.
- Remote upgrades with over-the-air updates.

#### NEW additions to the Crossover lineup:

- New air handler unit with multi-poise design configuration.
- Single fan chassis up to 5 ton.
- Larger service port available.
- Isolated terminals for 5V and 24V controls.
- Improved performance across all sizes.

To learn more about Carrier, visit [www.carrier.com/residential](http://www.carrier.com/residential).



## Educational Programming Announced for PHCC CONNECT 2024

**Falls Church, Va.**— The Plumbing-Heating-Cooling Contractors—National Association (PHCC) reveals educational programming including knowledge, technology and podcast hubs, for CONNECT 2024 in Birmingham, Alabama. With over 20 education sessions, CONNECT will cover relevant topics like finance, business management, legislation, regulatory issues, influencer marketing, sales and marketing strategies and the latest in AI technologies.

In addition to its strong emphasis on education, CONNECT 2024 will feature a tradeshow with a multitude of exhibitors, as well as specific technology, knowledge, and podcast hubs around the tradeshow floor. Attendees will have the opportunity to enhance their skills at the different knowledge and technology hubs, or listen to a live podcast featuring industry professionals recording in the podcast hub.

There will be over 20 speakers and panelists at CONNECT 2024 who will provide attendees with the tools to thrive and succeed with their businesses and companies. Through the speakers and panelists, attendees will expand their knowledge on various legislative and regulatory updates, learn how to create a leadership vision that shapes a productive and constructive team, grow profits through service and repair, and protect their company from cybersecurity threats.

For more details, visit [phccweb.org/CONNECT](http://phccweb.org/CONNECT). This site offers information on education sessions, speakers, exhibitors, registration and hotel reservations, as well as the many attractions of Birmingham, Alabama, known as "The Country's Best Kept Secret." Register for CONNECT 2024 here.



## Don't Sacrifice Performance for Peace of Mind

With the **RD17AZ Endeavor® Line Classic Plus® Series Universal Heat Pump**, you get the best of both worlds. Save more each month with the unit's high efficiency design, all while enjoying precision comfort thanks to its inverter-driven, variable speed, twin rotary compressor technology. And the best part? Every purchase is backed by one of the best warranties in the industry—10 Year Conditional Parts whether installed as a heat pump only or as part of a system.

- ✓ **Cooling Efficiencies up to:** 19 SEER2 / 12 EER2
- ✓ **Heating Efficiencies up to:** 8.5 HSPF2
- ✓ **Nominal Sizes:** 2 to 5 Ton [7.0 to 17.6 kW]
- ✓ **Cooling Capacities:** 22.8 to 53.0 kBTU [7.0 to 17.6 kW]
- ✓ **Refrigerant Type:** R-410A



**Coburn Supply Company**

TX · LA · MS · TN · AL

Learn more today at your local Coburn's!

[COBURNS.COM/LOCATIONS](http://COBURNS.COM/LOCATIONS)



## Product News

### RectorSeal® Introduces ClearDrain™ PVC, Effectively Eliminating Clogged HVAC Condensate Lines

**Houston, TX**— RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, introduces ClearDrain PVC, which effectively eliminates major contributors to clogged HVAC/R condensate drains. The new product supports RectorSeal's continued position as a leader in condensate management.

HVAC condensate lines typically become clogged over a relatively short period due to algae and bacteria buildup. Problems related to restricted or clogged condensate lines may include:

- Water overflow—damaging walls, ceilings, and flooring near the HVAC system and may lead to mold growth, wood rot, and other structural damage.
- Improper drainage—leading to water backing up to the evaporator coil and reducing the energy efficiency and performance of the HVAC system.
- Stagnant water—producing foul odors indoors when condensate drains are contaminated with mold, bacteria, and other pollutants.

ClearDrain PVC employs zinc in the manufacturing process, resulting in a smooth and slippery inner wall to prevent the buildup of condensate-clogging growth. Its polymer surface is electrostatically repulsive, offers low surface energy, and, with its hydrophobic properties, protects against bacteria, viruses, molds, biofilm, and other microorganisms.

Tested independently to ISO-22196:2011 Standard, zinc-infused ClearDrain PVC is up to 1,000 times more effective at preventing blockages caused by white slime than a standard SCH40 PVC pipe. ClearDrain PVC is biocide-free and can reduce the growth of white slime by up to 98% or higher and reduce the growth of slime-blocking bacteria by up to 99.9% compared to the SCH40 PVC pipe.



### Mark your Calendar for Work Truck Week® 2025

*North America's largest work truck event returns to Indianapolis March 4-7, 2025*

**Farmington Hills, Mich.** — Work Truck Week®, North America's largest work truck event, returns to Indiana Convention Center in Indianapolis March 4-7, 2025. More Than a Trade Show™, Work Truck Week encompasses The Work Truck Show®, Green Truck Summit, NTEA Annual Meeting, Work Truck Week Ride & Drive, educational sessions and more. Mark your calendar for Green Truck Summit March 4, educational sessions March 4-6, and Work Truck Show exhibits March 5-7. Sign up to be notified when registration and housing open this fall at [worktruckweek.com/wtw25signup](http://worktruckweek.com/wtw25signup).

Produced annually by NTEA – The Work Truck Association™, Work Truck Week provides commercial vehicle industry professionals with unmatched opportunities to explore the latest vocational trucks, equipment, software, and advanced vehicle and fuel technology; learn new ideas and solutions that can impact their operations; and connect with the people and companies they need to succeed. It's the best place to

see what's new and prepare for the future.

Work Truck Week offers countless chances to:

- Get up close and hands-on with new products from over 500 exhibiting companies
- Hear chassis OEM plans and upfitter solutions
- Identify operational improvement strategies
- Optimize commercial vehicle design and specification
- Meet with current and prospective customers, suppliers and business partners
- Find new business opportunities and ways to stay competitive
- Collaborate with management, product and engineering teams

Learn more and hear from other industry professionals about why they attend Work Truck Week at [worktruckweek.com/about](http://worktruckweek.com/about). Join the conversation in social media with hashtags #wtw25, #worktrucks25, #greentrucks25 and #worktruckweek.

## WATER LEAK DETECTION ANYWHERE

**resideo** Water leaks can pose a serious threat to homes and businesses when left undetected. The Resideo L-Series Water Leak Detectors are made for peace of mind, so homeowners can stay on top of water damage with early leak alerts. With WiFi capabilities and audio alarms when a leak or freeze is detected, your customers can stay one step ahead of an emergent leak or freeze.



#### L1 WiFi Water Leak and Freeze Detector

- Additional cables available for water leak detectors, extending sensor link up to 500 ft
- 100 dB alarm, smartphone alerts and email
- Easily reset the device after it detects a leak and re-use for continued protection



#### L2 WiFi Water Sensor and Switch

- Detect and protect against damage due to excessive condensate water from HVAC equipment
- Sensor and switch can turn designated equipment off or on when a leak is detected
- Works with multiple different types of HVAC equipment
- Additional cables available for water leak detectors, extending sensor link up to 500 ft
- Easily reset the device after it detects a leak and re-use for continued protection



#### L5 WiFi Water Leak Shutoff Valve

- Responds to detected water leaks by automatically shutting off water flow
- Use as a standalone device or with other Resideo leak detection products
- Additional cables available for water leak detectors, extending sensor link up to 500 ft
- Includes a manual override to turn water on or off

### PURCHASE TODAY AT FERGUSON

Protect your customers and their belongings from costly water damage with the Resideo L-Series Water Leak Detectors available now at your local Ferguson location.

**FERGUSON**  
HVAC

**FERGUSONHVAC.COM**



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



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



**Select** series

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

# Rheem Select Bundles



**NOW IN STOCK**

and readily available at your local  
Texas Gemaire location.

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



**Shop Now!**

[gemaire.com/brands/rheemselect](http://gemaire.com/brands/rheemselect)

### Visit your local Texas branch

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

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

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

**GEM/AIRE.COM**



# GET THE PERFECT PLAYBOOK FOR **COMFORT**



# **BOSCH**

- **INNOVATION YOU CAN COUNT ON**
- **PEACE-OF-MIND PERFORMANCE**
- **DURABLE CURB APPEAL**
- **QUIET OPERATION**
- **ENERGY EFFICIENT**
- **DEPENDABLE 5 YEAR WARRANTY**

- **HIGH EFFICIENCY**
- **MINIMAL NOISE OUTPUT**
- **CONSISTENT ROOM TEMPERATURE**
- **AVAILABLE IN MULTIPLE CAPACITIES**
- **REMOTE MONITORING**
- **10 YEAR PARTS WARRANTY**



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

**INSCO.COM**

Product lines subject to market restrictions



BEST PRODUCTS. BEST SERVICE. BEST PEOPLE.



/inscodistributing  
@inscohvac







# JOHNSTONE SUPPLY



At Johnstone Supply, we prioritize customer convenience and offer a wide range of HVAC/R products. Visit a nearby Johnstone Supply store for all your needs.

## SCAN TO SIGN UP









**OE Touch**  
Apple Store



**OE Touch**  
Google Play

# WE OFFER

-  Delivery
-  Locker Pick-up
-  QLess App
-  Online Ordering
-  Text Us
-  OE Touch App

## CONTACT US



(713)-868-8967



Marketing@  
johnstonesupply39.com



2120 Shepherd Dr,  
Houston TX, 77007

[www.johnstonesupply/store39.com](http://www.johnstonesupply/store39.com)

### GROW WITH US

#### The McCall Group

##### BEAUMONT

675 M.L. King Pkwy,  
77701  
Phone: (409) 832-7409  
Fax: (409) 832-1462

##### HOUSTON

2120 Shepherd Drive,  
77007  
Phone: (713) 868-8967  
Fax: (713) 868-3045

##### HOUSTON

8304 Westpark,  
77063  
Phone: (713) 952-4601  
Fax: (713) 952-0865

##### HOUSTON

6630 Roxburgh Dr Ste #175,  
77041  
Phone: (713) 466-5716  
Fax: (713) 466-7530

##### KATY

22110 Merchants Way, Ste. 100,  
77449  
Phone: (713) 803-6240  
Fax: (713) 803-6250

##### WEBSTER

16910 N Texas Ave Ste. A-14,  
77598  
Phone: (346) 444-3879  
Fax: (832) 476-2450

##### CONROE

800 Old Montgomery Ste 200,  
77301  
Phone: (936) 230-5040  
Fax: (936) 242-0178

##### HOUSTON

5935A South Loop East,  
77033  
Phone: (713) 645-0085  
Fax: (713) 645-7498

##### HOUSTON

15631 Blue Ash, #160,  
77090  
Phone: (281) 872-5200  
Fax: (281) 872-4848

##### HUMBLE

19396 Kenswick Dr, Bldg C  
77338  
Phone: (832)-408-8593

##### STAFFORD

10650 W. Airport Blvd Ste. 180,  
77477  
Phone: (281) 988-5584  
Fax: (281) 988-9533

 Stop by  
and see us!



## Product News

### Fieldpiece Instruments Wins Silver in the 2024 Dealer Design Awards

#### *HVACR Tool Manufacturer Honored for Game-changing Valve Core Removal Tool*

**Orange, Calif.** – Fieldpiece Instruments, a leading manufacturer of tools and test instruments for HVACR professionals, has been awarded silver in the hand tools category of the 2024 Dealer Design Awards for its VC2G Valve Core Removal Tool with Sight Glass and Dual Ball Valves. This recognition underscores Fieldpiece's commitment to advancing HVACR technology and delivering solutions that enhance the efficiency and confidence of technicians.

The Dealer Design Awards, now in its 20th year and hosted by ACHR News, celebrate contractor-oriented products and tools that excel in design and functionality, addressing the practical needs of HVACR professionals. An independent panel of contractors evaluated numerous entries, honoring the VC2G for its innovative features and superior performance.

"Fieldpiece is honored to receive this recognition from the Dealer Design Awards," said Diana Liem, vice president of marketing at Fieldpiece Instruments. "This win is a testament to our team's dedication to developing tools that solve real-world challenges for HVACR technicians. Our VCRTs offer benefits that current tools on the market do not provide," continues Liem.

The VC2G is part of Fieldpiece's innovative line of Valve Core Removal Tools (VCRTs), designed to help technicians recover, evacuate and charge systems faster and with greater

confidence. Key features of the VC2G include:

- **Integrated Sight Glass:** Allows technicians to verify that the valve core is engaged before removing it and to confirm refrigerant is flowing.
- **Dual Ball Valves:** A second ball valve protects a technician's vacuum gauge without introducing a second fitting and leak point.
- **Comfort Spinner:** A free-spinning, rubberized, magnetic cap makes valve core removal and insertion easier under pressure.
- **Vacuum-Rated to 20 Microns:** Ensures top performance in vacuum applications.
- **A2L Compatible:** Suitable for use with modern refrigerant systems.
- **Optional Field-installed 5/16" Fitting:** Provides versatility for mini-split systems using one tool.

Fieldpiece's VCRT lineup, including the VC2G, represents a significant leap forward in valve core removal technology. These tools eliminate common frustrations, such as multiple attempts to engage and remove valve cores. Each model features a secure grip design that ensures the valve core is captured correctly the first time.

To learn more about the award-winning VC2G Valve Core Removal Tool, visit [Fieldpiece.com](http://Fieldpiece.com).

### RIDGID® Celebrates the Trades with 7th Annual RIDGID Experience Trip



**Elyria, Ohio** – RIDGID®, a part of Emerson's professional tools portfolio, recently hosted their seventh RIDGID Experience, an annual celebration of the skilled trades held at RIDGID headquarters in Elyria, Ohio. Each year, the brand's signature event rewards select members of the trades with an all-expenses-paid, three-day VIP trip that features hands-on experiences, fun and camaraderie.

Participants included:

- Nick Parlet, Webster, NY
- Pat Finley, Frankton, IN
- Germaine Nelson, Bowie, MD
- David Williams, New Braunfels, TX
- Philip Juliano, Boynton Beach, FL
- Laura Giudice, Mississauga, ON, Canada
- Herb Lisone, Sylmar, CA
- David Waldon, Ogden, KS
- Mike Caruso, Moreland Hills, OH

# THE ORIGINAL ECM MOTOR PROTECTOR

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



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



## Zebra Instruments™

Industry Leader in Motor & System Protection Over 10 Years

[ZebraInstruments.com](http://ZebraInstruments.com)





# CenturyHVAC

D I S T R I B U T I N G™

## HAVE A COMMERCIAL PROJECT?

- COMPETITIVE PRICING
- R410A INVENTORY IN STOCK
- GIVE US A CHANCE!



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



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



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

At Century HVAC Distributing, we've beefed up our York Commercial offering. With a larger selection of units in stock & competitive pricing, we mean serious business when it comes to your commercial needs. Email us today for your competitive quote and to check stock.

[CommercialQuotes@centuryhvac.com](mailto:CommercialQuotes@centuryhvac.com)

# CenturyHVAC

D I S T R I B U T I N G™

**Cedar Park**

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

**Mansfield**

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

**San Antonio West**

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

**Dallas**

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

**Mesquite**

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

**San Marcos**

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

**Fort Worth**

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

**Richardson**

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

**South Austin**

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

**La Feria**

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

**San Antonio**

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

**Waco**

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








# GO FURTHER WITH SUPERIOR SUPPORT FROM LUXAIRE® HVAC

## ACHIEVE EVEN MORE WITH LUXAIRE® CONTRACTOR SUCCESS PROGRAMS

Luxaire® Contractor Success programs offer the most comprehensive set of independent HVAC contractor business support tools available in the industry. Highlights include:



-  **First-year unit replacement program** backed by the manufacturer
-  **Home services scheduling** via Dispatch digital scheduling program
-  **Dealer locator** listing on the Luxaire® website, with priority listing for Certified Comfort Expert™-level contractors
-  **Financing** support for residential and commercial customers

-  **Training** through the Johnson Controls Ducted Systems Academy, a one-stop location for professional development and training
-  **Contractor spiffs** to reward contractor sales personnel
-  **Personal use rebate** for Luxaire® contractors, employees, friends and family members

With 66 locations throughout the region, Solar Supply is proud to be the resource contractors turn to for Luxaire® products. Contact your local Solar Supply distributor for complete details: [SolarSupplyLuxaire.com](http://SolarSupplyLuxaire.com)



### ALABAMA

Daphne (251-625-2263)  
Dothan (334-673-2114)

### ARKANSAS

El Dorado (870-862-5991)

### FLORIDA

Pensacola (850-332-7890)

### LOUISIANA

Alexandria (318-473-8627)  
Baton Rouge (225-925-5463)  
Denham Springs (225-380-5232)  
Gonzales (225-647-6803)  
Gretna (504-362-9019)

### LOUISIANA (continued)

Hammond (985-429-0828)  
Houma (985-653-7455)  
Jefferson (504-734-7400)  
La Place (985-653-7455)  
Lafayette (337-233-8733)  
Lake Charles (337-478-8000)  
Leesville (337-238-9164)  
Mandeville (895-893-3670)  
Monroe (318-325-4652)  
Natchitoches (318-352-4800)  
New Iberia (337-365-7033)  
Opelousas (337-948-5061)  
Ruston (318-255-3141)  
Shreveport (318-869-0700)  
Slidell (985-643-6591)

### MISSISSIPPI

Gulfport (228-868-7358)  
Hattiesburg (601-544-1777)  
McComb (601-684-8477)  
Meridian (601-482-2617)  
Natchez (601-442-9994)  
Ridgeland (601-853-4200)  
Vicksburg (601-638-6650)

### TEXAS

Houston - Jones Road West (832-478-5153)  
Houston - Waverly Street (713-868-4551)  
Houston - Winkler (713-944-2962)  
Abilene (325-672-5515)

### TEXAS (continued)

Angleton (979-849-5720)  
Arlington (817-402-7657)  
Beaumont (409-833-7438)  
Brenham (979-836-2121)  
Brownsville (956-547-9463)  
Bryan (979-779-4822)  
Cleburne (817-556-4648)  
Conroe (936-539-3114)  
Corpus Christi (361-452-1475)  
Early (325-641-0900)  
Galveston (409-744-0043)  
Harlingen (956-412-3900)  
Humble (281-446-3116)  
Huntsville (936-435-1166)  
Lufkin (936-639-5995)  
Marshall (903-927-2828)

### TEXAS (continued)

McAllen (956-687-8551)  
McKinney (469-952-5886)  
Missouri City (281-564-7777)  
Nacogdoches (936-564-0207)  
Orange (409-745-4800)  
Paris (903-784-8332)  
Port Arthur (406-985-5561)  
San Marcos (512-392-6288)  
Sherman (903-891-9966)  
Temple (254-791-4822)  
Texarkana (903-832-5555)  
Victoria (361-572-9111)  
Waco (254-756-6527)

FIND OUT MORE AT [SOLARSUPPLY.US](http://SOLARSUPPLY.US)



# Don't just tape it. Seal It.

With Hardcast®  
Rolled Mastic Sealant



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

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

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



**Zero Dry Time,  
Zero Mess**



**Easy Install with  
Waterproof &  
Airtight Seal**



**True Zero-VOC**



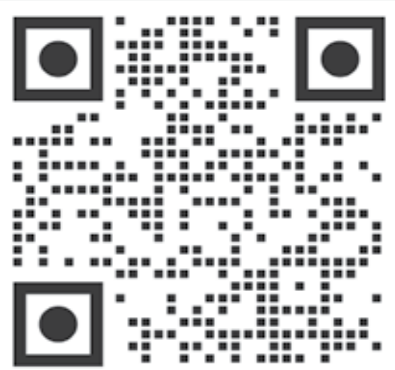
**Superior  
Performance**



**Backed by  
Third-Party  
Testing**

SCAN TO REQUEST A FREE SAMPLE

**IDEAL FOR EQUIPMENT CHANGEOUTS!**



[www.carlislehvac.com](http://www.carlislehvac.com)





# LIQUIDATION SALE 30% OFF 2023 PRICING ON ALL MITSUBISHI ELECTRIC INVENTORY!

**Limited Time Offer  
September 1- December 31st**



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

[johnsonsupply.com](http://johnsonsupply.com)

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

# HARDI

## HARDI Distributors Report 1.9% Revenue Increase in June

**Columbus, Ohio** – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 1.9% during June 2024.

The annual sales growth for the 12 months through June 2024 is an increase of 2.5%.



“It was warmer than normal in all seven of our regions during June, and there were twice as many cooling degree days than the prior year in four of our regions,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus.

“Another big difference is there were two fewer billing days than last year. We estimate the sales growth would have been closer to 12% with the same number of billing days.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was near 38 days during June. “The 38-day DSO for June was a bit better than recent results,” said Loftus. “June of 2021, 2022, and 2023 was near 39 days. Softer demand has not been a noticeable drag on customer’s abilities to pay their bills.”

“That annual rate is showing some life after being about flat during the first calendar quarter,” said Loftus. “We hope that will continue with easy comps during the back half of the year, steady or improving economic conditions in most of our seven economic regions, and it starts with two extra billing days this July versus last year.”

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

### ABOUT HARDI

*HARDI (Heating, Air-conditioning, and Refrigeration Distributors International) is the single voice of wholesale distribution within the North American and Latin American HVACR markets.*

*A non-profit association, HARDI serves its members through government affairs and advocacy efforts, market intelligence and benchmarking, training programs, and world-class events. HARDI proudly represents more than 440 distributor members, their 5,000+ branch locations, and close to 500 suppliers, manufacturer representatives, and service vendors. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets as well as commercial/industrial and institutional maintenance staff. HARDI Affiliate members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts, and supplies. Learn more at [www.hardinet.org](http://www.hardinet.org).*

## Glasfloss Industries Hires New Vice President of Supply Chain

**Desoto, TX** – Scott Lange, President and CEO announced, “It is with great pleasure that I announce the appointment of Vivek Kudva to the position of Vice President, Supply Chain for Glasfloss. Vivek is a 25-year Supply Chain veteran with deep experience and significant accomplishments in procurement, inventory management, logistics, and demand / supply optimization. He has multi-industry tenure in the Aerospace & Defense, Automotive, Energy, Medical Device spaces with recognizable brands such as GE, Alcoa and Enovis. Vivek has an undergraduate degree in Mechanical and Industrial Engineering from Pune University and an MBA from Wayne State University and will bring depth to our already talented leadership team. His philosophy of employee and customer first fits perfectly with the established Glasfloss business philosophy,” said Scott Lange, President and CEO.

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](http://www.glasfloss.com)



## Product News

# Metalmark Unveils Groundbreaking Sierra™ Air Filter: The World's First MERV 13 Wildfire Smoke Filter for HVAC Systems

*Provides Enhanced Protection Against Wildfire Smoke*

**Cambridge, MA** – Wildfire smoke particles are roughly 300 times smaller than a strand of hair, and 10x smaller than even particulate matter 2.5 (PM2.5). This means these tiny invaders pose substantial health risks, easily infiltrating buildings in higher quantities than larger particles like pollen and dust. With the many health problems associated with smoke, safeguarding indoor air quality is more important than ever. But how?

Metalmark, a leading innovator in air filtration technology, is pleased to announce the launch of its revolutionary Sierra™ Smoke Safe Filters set to transform the commercial air filtration industry. With its cutting-edge materials, the Sierra™ Filter stands out as the only MERV 13 filter scientifically tested and proven for highly effective wildfire smoke removal. Its unparalleled efficiency makes it the top choice for safeguarding health during wildfire seasons.

During wildfire smoke events, the general advice is to reduce HVAC ventilation and upgrade filters to MERV 13. Still, it turns out that the majority of smoke particles escape removal by typical MERV 13 filters. A scientifically peer-reviewed paper by Metalmark scientists reveals the gaps in HVAC filter media technology and standard testing methods for smoke filtration.

The Sierra™ Filter's filtration efficiency was evaluated using pine needle smoke, which is comparable to wildfire smoke and a common analyte used by U.S. EPA scientists. It was independently

tested at a third-party lab with pine needle smoke for an extended duration under commercial HVAC flow rates (2000 CFM equivalent). While the Sierra™ Filter demonstrated over 60% efficiency in filtering smoke particles, both Metalmark's internal studies and third-party testing show that commercially available HVAC filter media have much lower-than-expected filtration efficiencies or lose their effectiveness within a matter of hours.

In addition to being enhanced for smoke filtration, the Sierra™ Air Filter has undergone rigorous testing per ASHRAE standard 52.2 and is rated a MERV 13 filter for general use. It is now available for pre-order for \$59.99 through Metalmark's website.

**Key benefits of the Metalmark Sierra™ Air Filter include:**

- **5x More Effective Smoke Protection:** Removes wildfire smoke up to 5X better than typical MERV 13 HVAC filters.
- **Simple Solution:** A drop-in replacement for existing HVAC filters that maintains airflow and pressure.
- **Scientifically Proven:** Tested and rated as a MERV 13 general-purpose filter for commercial HVAC systems (24" x 24" x 2" filter at 2000 CFM airflow rate). The only filter tested and proven for highly effective wildfire smoke removal.
- **Long-Lasting Performance:** The filter's bio-inspired materials and robust construction enable it to outperform



other filters for longer periods, reducing maintenance costs and downtime.

• **Versatile Application:** Designed for commercial use, the Sierra™ Air Filter is suitable for a wide range of settings, such as educational institutions, healthcare facilities, offices, hotels, and restaurants.

SEE METALMARK PG.15



## HVAC Accessories That Make Life Comfortable



**Cooler Temps Are On The Way!  
Be Prepared With Top-Notch Plenums,  
Drain Pans, and Filter Bases From MDM**

Prepare for winter now with our premium HVAC plenums, drain pans, and filter bases, designed to ensure your home stays warm and efficient all season long. Our components enhance airflow, protect against leaks, and simplify maintenance, making your HVAC system more energy-efficient. Act now and enjoy peace of mind with a well-prepared HVAC system.



Dual Filter Plenum

Labor Saver

Accommodator

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



## UNITED AC SUPPLY HVAC WHOLESALER SERVING THE INDUSTRY FOR 33 YEARS

**ONE STOP DOES IT ALL!**



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

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



Call, stop in,  
or visit us  
online today!

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

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



# Martinez Refrigeration Launches American Standard Heating and Air Conditioning

**Laredo, Texas** - Martinez Refrigeration celebrates 62 years of keeping Laredo cool along with the launching of the American Standard Heating & Air Conditioning product line.

In recognition of this product launch, the buildings received a facelift complete with a Grand Re-Opening party.

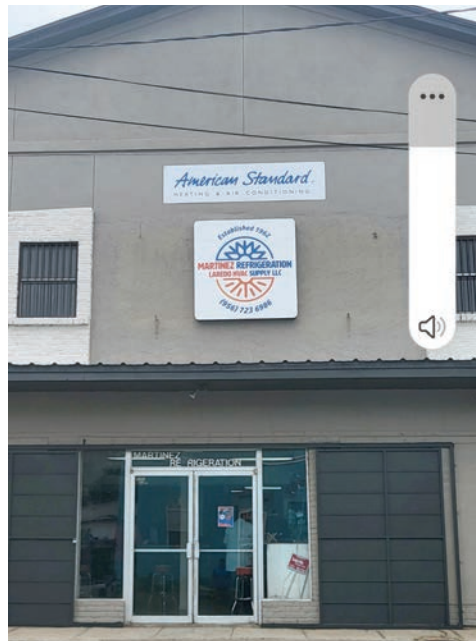
The turnout was great. There were door prizes, food, and even a Mariachi band for entertainment. Everyone had a great time.

Paul Kalisz's parents, Rafael & Lola Martinez opened the doors originally as an HVAC service company in 1962 growing to become an HVAC equipment & supply distributor in 1982.

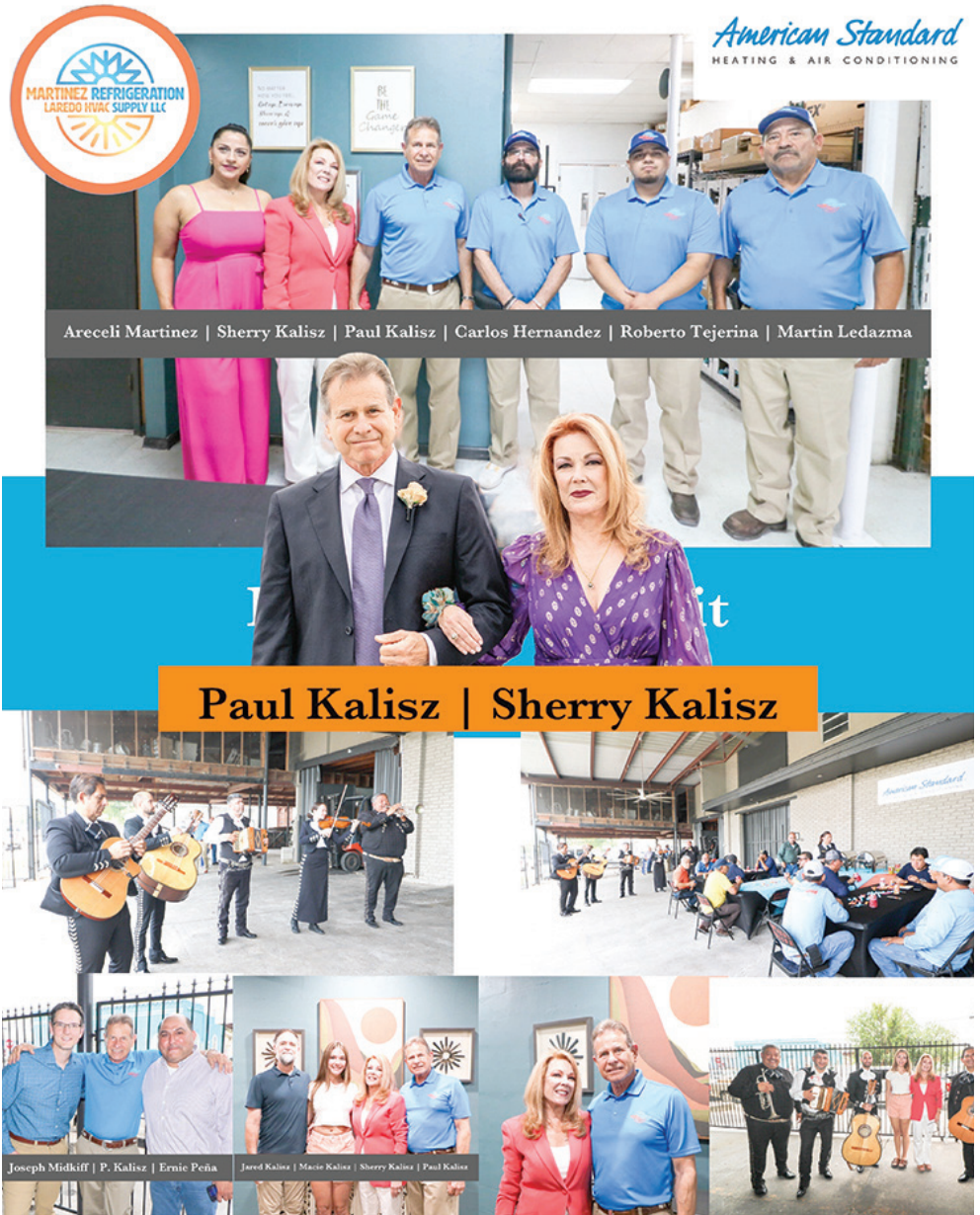
Paul Kalisz and his wife Sherry took over the business in June of 2023. Since then, the buildings and warehouses have been redesigned to accommodate a multimillion-dollar inventory.

The launching of the American Standard Heating & Air Conditioning brand will no doubt strengthen the company's market share and presence in Laredo.

*Pictures courtesy of Martinez Refrigeration.*



**American Standard**  
HEATING & AIR CONDITIONING



Areceli Martinez | Sherry Kalisz | Paul Kalisz | Carlos Hernandez | Roberto Tejerina | Martin Ledazma

**Paul Kalisz | Sherry Kalisz**

Joseph Midkiff | P. Kalisz | Ernie Peña

Jared Kalisz | Macie Kalisz | Sherry Kalisz | Paul Kalisz

**Are you** **\$35**

**A 2 L**

**Ready?**

**UPCOMING 2024 A2L TRAINING DATES:**

- August 15th
- August 29th
- September 5th
- September 26th
- October 3rd
- October 10th

**Class Time: 5:30pm-6:30pm**

\*ALL CLASSES WILL BE HELD AT 2120 SHEPHERD DR, HOUSTON TX 77007

**CONSTRUCTION DATA**

**TEXAS HVAC/R TEST PREPARATION**

**3 DAY LIVE INSTRUCTED**

**SCHEDULE**

<b>IRVING</b>	<b>Sept 19 - 21</b>
<b>HOUSTON</b>	<b>Oct 24 - 26</b>
<b>IRVING</b>	<b>Nov 21 - 23</b>

**HELPING TEXANS SUCCEED FOR OVER 20 YEARS**

**888-500-PASS**

**www.constructiondatainc.com**



# Construction Spending Slides 0.3 Percent In June As Drop In Homebuilding And Major Public Segments Outweighs Selected Nonresidential Gains

*Construction Spending Dropped to a Seasonally Adjusted Annual Rate of \$2.148 trillion in June as Construction Officials Urge Biden Administration to Ease Regulatory Barriers for Infrastructure Projects*

Construction spending slid 0.3 percent from May to June as declines in single-family homebuilding and major public project types outweighed selective gains in private nonresidential categories, according to an analysis of a new government report that the Associated General Contractors of America released today. Association officials urged the Biden administration to explore ways to ease regulatory barriers that are preventing work from starting on vital infrastructure projects.

“Although overall outlays fell for the second month in a row, there were enough bright spots to suggest construction will continue growing, on balance,” said Ken Simonson, the association’s chief economist. “In particular, data centers, manufacturing, and several infrastructure segments are expanding.”

Construction spending, not adjusted for inflation, totaled \$2.148 trillion at a seasonally adjusted annual rate in June. That figure is 0.3 percent below the May rate, but 6.2 percent above the June 2023 level.

Private nonresidential and residential spending both fell in June but rose year-over-year. Nonresidential construction slipped

0.1 percent for the month but rose 4.2 percent from June 2023. The largest private segment, manufacturing construction, climbed 0.1 percent and 19.1 percent, respectively. Data centers, which are included in the office total but reported on the Census Bureau’s website, climbed for the 13th-straight month, by 1.7 percent, and by 62.4 percent year-over-year. Those gains were offset by declines in commercial and power construction, which fell 0.8 percent and 0.6 percent, respectively, in June.

Spending on private residential construction declined 0.3 percent for the month but grew 7.3 percent over 12 months. Single-family construction fell 1.2 percent rose 9.9 percent year-over-year. Multifamily spending inched up 0.1 percent in June but slumped 7.4 percent from June 2023.

Public construction spending decreased 0.4 percent for the month but rose 7.3 percent from a year earlier. The largest public segments, highway and street and educational construction, fell 0.4

percent and 0.9 percent, respectively, in June but rose 5.7 percent and 4.8 percent, respectively, over 12 months. Public transportation spending rose 0.1 percent in June and 2.6 percent year-over-year.

Association officials noted that many state and local officials remain concerned about their ability to comply with the Biden administration’s new Build America Buy America requirements. Those new rules make it very difficult for projects to move forward when any components are not available domestically, which happens frequently.

“The best way to rebuild domestic manufacturing capacity for infrastructure components is to get projects moving so construction firms can start buying those products,” said Jeffrey D. Shoaf, the association’s chief executive officer. “Unfortunately, the Biden administration’s current approach to Buy America is likely delaying the start of key infrastructure projects and suppressing demand for those components.”

## Product News

### AMCA Updates Fan Sound-Testing Standard 300

**Arlington Heights, Ill.**—Air Movement and Control Association (AMCA) International Inc. announces the publication of ANSI/AMCA Standard 300-24, *Reverberation Room Methods of Sound Testing of Fans*.

Superseding ANSI/AMCA Standard 300-14, ANSI/AMCA Standard 300-24 establishes methods of determining the sound-power levels of fans of all types and sizes. It is limited to the determination of airborne-sound emission for the setup specified in the standard; neither measurement of vibration nor determination of sensitivity of airborne-sound emission to vibration effects is covered.

ANSI/AMCA Standard 300-24 includes a number of substantial changes and numerous minor changes, including:

- The requirement that new test data be recorded in one-third octave bands.
- The removal of references to the use of weighting filters.
- Revised formulas for calculating end reflections aligning with ANSI/AMCA Standard 320-23, *Laboratory Method of Sound Testing of Fans Using Sound Intensity*.
- Clarification of requirements for Type E installations (whole-fan test, total discharge, inlet, and cabinet).
- The changing of the reference-sound-source calibration to the method found in AHRI 250, *Performance and Calibration of Reference Sound Sources*.
- The expansion and clarification of the section (7.1) on background-sound corrections.
- The retitling of Annex B to “Room Qualification: Discrete Frequency” and the clarification of the test procedure within.
- The addition of an informative annex (D) describing an alternate and simpler procedure for discrete-frequency room qualification.
- Clarification of the definition of reverberation room.

ANSI/AMCA Standard 300-24 is available in printed and PDF formats.

## NOVEMBER 6-8, 2024 TEXAS A&M HOTEL AND CONFERENCE CENTER



### THE PREMIER CONFERENCE IN 2024 FOR THE HVAC INDUSTRY IN TEXAS INDUSTRY LEADING EXHIBITORS

With Smarter sessions to boost your business and keep you ahead in the HVAC/R Industry in Texas

- ✔ Leadership Training
- ✔ Expense Management
- ✔ Marketing
- ✔ Preventive Maintenance Contracts
- ✔ HR and Talent Aquisition
- ✔ Risk Assessment
- ✔ Business Valuation
- ✔ Code Compliance

Contact Us

512-320-0616

www.TACCCA.org





# ComfortStar®

Air Conditioning & Heating Products



## THE EASY FIT™

# CPR

## HEAT PUMP SERIES



### FEATURES:

- Side-Discharge Condensing Unit.
- The 24-volt control feature enables this condensing unit to connect to any indoor unit controlled by any Heat Pump Thermostat.

- R410a Heat pump systems can be replaced without the need to modify existing line sets or wires.
- Includes Gold fin protection.



Distributed by



Supply at the following locations:

**Comfort... it's in our name**

### TEXAS

Abilene, Angleton  
Arlington, Beaumont  
Brenham, Brownsville  
Brownwood/Early  
Bryan, Cleburne,

Conroe, Corpus Christi,  
Galveston, Harlingen,  
Houston, Humble,  
Huntsville, Lufkin,  
Marshall, McAllen,

McKinney, Nacogdoches  
Orange, Paris, Port Arthur  
San Marcos, Sherman,  
Temple, Texarkana  
Victoria and Waco

### LOUISIANA

Alexandria, Baton Rouge  
Covington/Mandeville,  
Gonzales, Gretna,  
Harahan, Hammond,  
Houma, La Place,

Lafayette, Lake Charles,  
Leesville, Monroe,  
Natchitoches, New Iberia,  
Opelousas, Ruston,  
Shreveport and Slidell

### MISSISSIPPI

Gulport, Hattiesburg  
McComb, Meridian  
Natches, Ridgeland  
Vicksburg

12201 N. W. 107TH AVENUE • MEDLEY, FL 33178 • TOLL FREE: 1-866-524-9898 • FAX: 305-500-9896

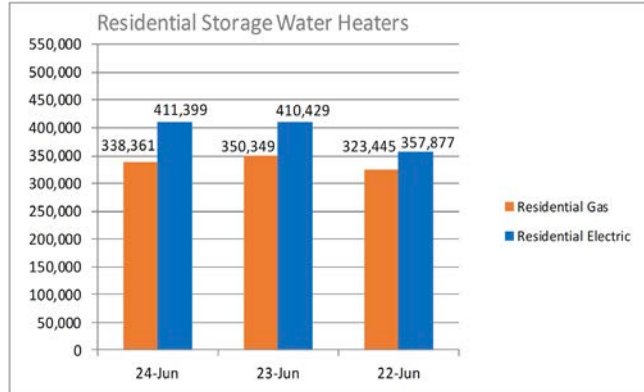
[www.solarsupply.us](http://www.solarsupply.us) | [www.comfortstarusa.com](http://www.comfortstarusa.com)



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

## Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for June 2024 changed -3.4 percent, to 338,361 units, compared to 350,349 units shipped in June 2023. Residential electric storage water heater shipments changed +0.2 percent in June 2024 to 411,399 units, compared to 410,429 units shipped in June 2023.

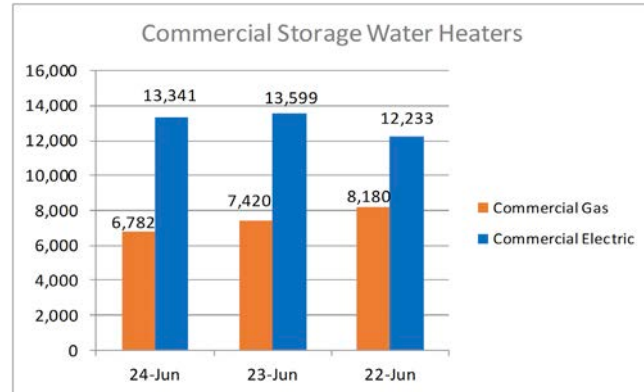


Year-to-date U.S. shipments of residential gas storage water heaters changed -0.9 percent, to 2,210,066, compared to 2,229,320 shipped during that same period in 2023. Residential electric storage water heater shipments changed +6.2 percent year-to-date, to 2,649,078 units, compared to 2,494,677 shipped during the same period in 2023.

Year-to-Date	Jun 24 YTD	Jun 23 YTD	% CHG. (From 2023-2024)	Jun 22 YTD
Residential Storage Gas	2,210,066	2,229,320	-0.9	2,232,521
Residential Storage Electric	2,649,078	2,494,677	+6.2	2,450,936

## Commercial Storage Water Heaters

Commercial gas storage water heater shipments changed -8.6 percent in June 2024, to 6,782 units, compared to 7,420 units shipped in June 2023. Commercial electric storage water heater shipments changed -1.9 percent in June 2024, to 13,341, compared to 13,599 units shipped in June 2023.

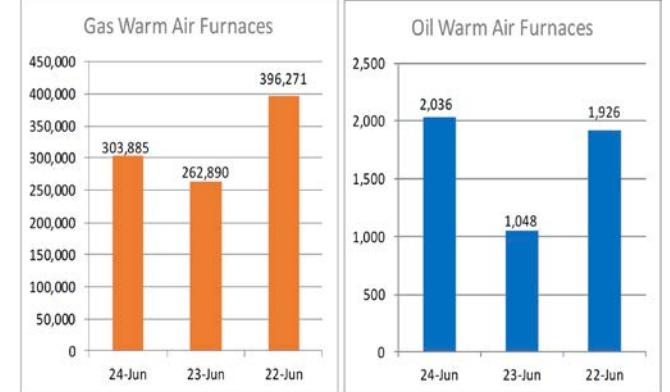


Year-to-date U.S. shipments of commercial gas storage water heaters changed +2.3 percent, to 46,781 units, compared to 45,748 units shipped during the same period in 2023. Year-to-date commercial electric storage water heater shipments changed +11.8 percent, to 83,938 units, compared to 75,063 units shipped during the same period in 2023.

Year-to-Date	Jun 24 YTD	Jun 23 YTD	% CHG. (From 2023-2024)	Jun 22 YTD
Commercial Storage Gas	46,781	45,748	+2.3	43,502
Commercial Storage Electric	83,938	75,063	+11.8	57,758

## Warm Air Furnaces

U.S. shipments of gas warm air furnaces for June 2024 changed +15.6 percent, to 303,885 units, compared to 262,890 units shipped in June 2023. Oil warm air furnace shipments changed +94.3 percent, to 2,036 units in June 2024, compared to 1,048 units shipped in June 2023.



Year-to-date U.S. shipments of gas warm air furnaces changed -3.6 percent, to 1,463,237 units, compared to 1,517,798 units shipped during the same period in 2023. Year-to-date U.S. shipments of oil warm air furnaces changed +54.7 percent, to 12,230 units, compared to 7,907 units shipped during the same period in 2023.

Year-to-Date	Jun 24 YTD	Jun 23 YTD	% CHG. (From 2023-2024)	Jun 22 YTD
Gas Warm Air Furnaces	1,463,237	1,517,798	-3.6	2,004,958
Oil Warm Air Furnaces	12,230	7,907	+54.7	13,555

## Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,080,817 units in June 2024, changed +10.4 percent compared to 978,661 units shipped in June 2023. U.S. shipments of air conditioners changed +8.2 percent, to 647,901 units, compared to 598,766 units shipped in June 2023. U.S. shipments of air-source heat pumps changed +14.0 percent, to 432,916 units, compared to 379,895 shipped in June 2023.



Year-to-date combined shipments of central air conditioners and air-source heat pumps changed -0.4 percent, to 4,716,531, compared to 4,735,684 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed +0.3 percent, to 2,719,361 units, compared to 2,712,457 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed -1.3 percent, to 1,997,170, compared to 2,023,227 units shipped during the same period in 2023.

Year-to-Date	Jun 24 YTD	Jun 23 YTD	% CHG. (From 2023-2024)	Jun 22 YTD
Air Conditioners & Heat Pumps Combined Total	4,716,531	4,735,684	-0.4	5,542,560
Air Conditioners Only	2,719,361	2,712,457	+0.3	3,338,316
Heat Pumps Only	1,997,170	2,023,227	-1.3	2,204,244

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

Size Description (000) BTUH	Month			YTD		
	2024 Total	% Change from 2023	2022 Total	2024 Total	% Change from 2023	2022 Total
Under 16.5	39,841	+6.6	55,019	175,067	-0.7	228,459
16.5-21.9	120,466	+6.4	107,067	544,782	-7.9	525,183
22-26.9	233,524	+23.1	224,697	1,003,572	+7.3	1,101,320
27-32.9	165,373	+10.6	175,660	732,423	+0.4	871,759
33-38.9	215,613	+9.9	241,937	925,863	-1.5	1,187,839
39-43.9	78,498	+3.3	87,253	320,122	-0.1	418,924
44-53.9	110,132	+3.0	126,662	471,768	-6.0	610,626
54-64.9	87,151	+6.6	100,009	381,551	-5.5	464,147
65-96.9	9,576	-4.2	9,043	53,639	+2.4	47,522
97-134.9	8,875	+6.2	7,788	45,613	+19.1	37,583
135-184.9	5,945	+17.1	4,404	29,659	+22.9	22,984
185-249.9	2,455	+33.3	2,032	13,605	+56.6	10,531
250-319.9	1,936	+30.9	1,548	10,251	+53.0	8,787
320-379.9	364	+13.4	319	2,254	+50.7	1,636
380-539.9	375	-1.3	300	2,339	+33.4	1,689
540-639.9	311	+41.4	289	1,738	+29.0	1,529
640-799.9	142	+24.6	100	787	+38.3	608
800.0-899.9	68	+47.8	76	322	+10.3	332
900.0-999.9	72	+67.4	55	398	+21.3	369
1,000.0-1,199.9	38	0.0	25	249	+25.8	203
1,200.0 & Over	62	-3.1	76	529	+16.8	530
<b>TOTAL</b>	<b>1,080,817</b>	<b>+10.4</b>	<b>1,144,359</b>	<b>4,716,531</b>	<b>-0.4</b>	<b>5,542,560</b>

### 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.



## Air Pros USA Makes Inc. 5000 for the Fourth Consecutive Year

*Leading HVAC company among America's Fastest Growing Private Companies*

**Hollywood, Fla.** – Air Pros USA, a leading residential air conditioning services company, was ranked on Inc. Magazine's annual Inc. 5000 list, the most prestigious ranking of the nation's fastest-growing private companies. The 2024 Inc. 5000 ranking marks Air Pros USA's fourth consecutive appearance on the national list.

Air Pros USA is ranked No. 868 on the 2024 Inc. 5000 list of the fastest-growing private companies in America. The list represents a unique look at the most successful companies within the American economy's most dynamic segment—its independent small businesses.

"It is an honor to have earned our place in the top 1000 of the Inc. 5000 list," said Anthony Perera, Founder and Chief Growth Officer, of Air Pros USA. "This is a testament to the dedication of our entire team and the choices they make every day to give it their all. The hard work they do for their coworkers and customers is what truly powers the growth of our company."

Founder Anthony Perera established Air Pros USA in 2017 in Fort Lauderdale with a single truck and two employees. The business has grown to over 800 trucks, 1,000 employees,

and 1.9 million customers across 16 service locations in Florida, Texas, Colorado, Georgia, Alabama, Louisiana, and Washington.

"One of the greatest joys of my job is going through the Inc. 5000 list," says Mike Hofman, who recently joined Inc. as editor-in-chief. "To see all of the intriguing and surprising ways that companies are transforming sectors, from health care and AI to apparel and pet food, is fascinating as a journalist and storyteller. Congratulations to this year's honorees, as well, for growing their businesses fast despite the economic disruption we all faced over the past three years, from supply chain woes to inflation to changes in the workforce."

Air Pros USA boasts of its loyal customers and extraordinary service. They work constantly in partnership with the Broward County Boys and Girls Club, Miami Dolphins, and numerous nonprofits in every local service area where they have an office to give back to the community.

Complete results of the Inc. 5000, including company profiles and an interactive database that can be sorted by industry, region, and other criteria, can be found at [www.inc.com/inc5000](http://www.inc.com/inc5000).

## Carrier and Sibi Announce Collaboration to Revolutionize the Future of the HVAC Supply Chain for Home Builders

**Indianapolis** – Carrier and Sibi, a technology platform for supply chains, are collaborating to transform the HVAC industry through enhanced data-driven efficiency and the creation of a new optimized supply chain management system. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

As part of the agreement, Sibi's flagship integration products will connect home builders directly with Carrier's distribution channel partners. The platforms will allow channel partners to place orders for Carrier solutions directly through Sibi's interface, saving time and resulting in a more streamlined supply chain. Additionally, through the agreement, Carrier will now have access to expansive networks in the Single-Family Rental, Multi-Family Rental, Home Warranty and New Construction sectors.

Furthermore, digital tools will now be made available to help enhance HVAC contractors' operations, providing instant access to a wide array of Carrier products and more. This support is designed to empower one of the largest contractor networks in the world

with advanced technology and award-winning heating and cooling solutions.

"Together with Sibi, we are innovating to solve HVAC industry supply chain challenges," said David Meyers, Vice President of Sales, Residential Systems, Carrier. "Making our energy-efficient, sustainable solutions available to the single-family and multi-family rental segment while eliminating barriers to attainment is a move in the right direction for our partners, builders and renters. Carrier invented this industry by designing the first modern air conditioning system over 120 years ago and continues to be a pioneer in HVAC."

Barrie Lindahl, CEO, Sibi, said, "Our collaboration with Carrier will empower businesses by turning their data into actionable insights, pushing the boundaries of supply chain management. Data alone remains inert; layered with context, it becomes applied information."

This announcement highlights Carrier's and Sibi's dedication to groundbreaking innovation and excellence. By leveraging AI and advanced technologies, this collaboration will help redefine operational efficiency and responsible resource management.

**TACCA**  
Texas Air Conditioning Contractors Association  
GREATER SAN ANTONIO

**31st Annual FISHING TOURNAMENT!**

SEPTEMBER 13-14, 2024

DOC'S SEAFOOD & STEAKS  
13309 S PADRE ISLAND DR, CORPUS CHRISTI, TX 78418

**TOURNAMENT SPONSORS:** **DXS** **JOHNSON SUPPLY**

GET ALL THE DETAILS & REGISTER TODAY AT [TACCAGREATERSANANTONIO.ORG](http://TACCAGREATERSANANTONIO.ORG)

*Join Now!*

**NEW MEMBERSHIP SPECIAL**

**SAVE \$100**

**TACCA HELPS CONTRACTORS Succeed!**

SAVE TIME AND MONEY, IMPROVING YOUR BOTTOM LINE AND YOUR QUALITY OF LIFE.

CALL 210-901-4222 FOR DETAILS OR VISIT OUR WEBSITE TO JOIN ONLINE!

[TACCAGREATERSANANTONIO.ORG](http://TACCAGREATERSANANTONIO.ORG)



## ESAB Announces Recipients of AWS Foundation Scholarships; 11 Winners Each Receive \$5,000 for Welding Education

North Bethesda, Md. – ESAB announced that 11 recipients have received scholarships in the amount of \$5,000 each from the American Welding Society Foundation. ESAB made the scholarships possible through collaboration with the AWS Foundation, which supports students working towards welding certifications, associate, and baccalaureate welding degrees.

“The scholarships, made possible through the ESAB Future Fabricators program, allow students to focus on education and training rather than the burden of paying for school,” says Eleanor Lukens, President of the Americas, ESAB. “AWS estimates that we need to fill an average of 82,500 welding jobs annually between now and 2028. Our support of the AWS Foundation scholarship program demonstrates our commitment to providing solutions for the welder shortage and shows how industry can positively impact students, educational institutions and manufacturing in America.”

“The AWS Foundation is proud to partner with ESAB to award scholarships to welding students across the country. By investing in their education and training, we are fostering their personal and professional growth while also helping to build a stronger, more capable workforce for the future,” said Monica Pfarr, Executive Director, AWS Foundation. After making donations to the AWS Foundation since the early 1990s, ESAB and the AWS Foundation established the current scholarships in 2021.

### Student Success

The 2024-2025 ESAB AWS Scholarship winners are Samuel Curley, Pennsylvania College of Technology; Chad Cutlip, Northampton County Area Community College; Deric Donovan, Central New Mexico Community College; Robert Gravel, Hill College; Nicholas Hutchinson, Tidewater Tech; Kyle Nothstein, Pennsylvania College

of Technology; Gage Orme, Brigham Young University-Idaho; Cody Sype, Ferris State University; Paul Wakeman, Texas State Technical College Waco; Joseph Wood, Brigham Young University-Idaho; Madison Yingling, Pennsylvania College of Technology.

“This scholarship will significantly help me during the second year of my welding engineering program at Ferris State University,” says Cody Sype, student at Ferris State University. “I am currently working at an internship this summer with Newport News Shipbuilding after finishing my freshman year. After my graduation in 2027, I plan to build my experience in the Shipbuilding Industry as a welding engineer, being an essential part of the shipbuilding process to protect our troops.”






“I am very passionate about welding,” says Nicholas Hutchinson, Tidewater Tech. “The ESAB scholarship will help me pay for my education, and it has taken a pressure off when it comes to pursuing my career as a TIG welder for Space X.”

“The cost of college can be stressful, but helpful companies such as ESAB make it possible for students to focus on their education and achieve their goals,” says Madison Yingling, Pennsylvania College of Technology. “After four years of school, I plan to join a company as a weld engineer, which would not be possible without support like I have received from ESAB.”

ESAB developed its Future Fabricators Program for aspiring welders and fabricators to provide tools, equipment, scholarships, training and educational materials to technical and trade education programs from high schools to four-year welding engineering programs across North America. To read more inspiring stories from the 2024-25 scholarship winners and to learn more about ESAB’s support for welding

**AWESOME SCHOLARSHIPS**

**PROUDLY PRESENTING 2024 RECIPIENTS**

 Samuel Curley	 Deric Donovan	 Chad Cutlip	 Nicholas Hutchinson
 Madison Yingling	 Gage Orme	 Kyle Nothstein	 Robert Gravel
 Cody Sype	 Joseph Wood	 Paul Wakeman	

**TACCA**  
Texas Air Conditioning Contractors Association  
NORTH TEXAS

**TOP GOLF NETWORKING NIGHT**

SEPTEMBER 12TH 5P - 8P  
TOP GOLF @ COLONY

It's a party on the rooftop to kick off an exciting 2024-2025 year! This event is all about networking and is exclusive to current TACCA members and their guests. Bringing a guest is encouraged!

Sponsorship & Registration now open!

REGISTRATION DEADLINE: 9/4/2024



READ THE NEWEST ISSUE ONLINE!

**AC-TODAY.COM**



# City of Houston Launches Initiative with Daikin to Equip Homes with Advanced AC and Heating Solutions, Providing More Comfort and Energy Efficiency for Homeowners

*In celebration of Daikin's 100th anniversary and Air Conditioning Appreciation Days, Houston Housing and Community Development Home Repair recipients will be upgraded with advanced Daikin FIT Heat Pumps*

**Houston, Texas** – Daikin Comfort Technologies North America, Inc. (Daikin) has announced a new collaboration with the City of Houston to install up to 30 high-efficiency, horizontal discharge, inverter Daikin FIT heat pumps units over the next three years. These units will be provided to low-to-moderate-income households, including many seniors over 62, in homes renovated through the Housing and Community Development Department's Home Repair Program.

Daikin is launching this collaboration during the company's 100th year anniversary and National Air Condition Appreciation Days.

Adding to the momentous news, City of Houston Mayor John Whitmire declared August 13 as "Daikin Air Conditioning Appreciation Day" in Houston, in honor of the company's dedication to sustainability and community well-being.

"The City thanks Daikin for this collaboration. Houstonians, especially seniors, must have the resources to stay comfortable during extreme temperatures. This partnership reflects our dedication to caring for the well-being of our community," said Whitmire.

"We are proud to partner with the City of Houston to launch this program that can directly advance their vision for decarbonization and



*The City of Houston declared August 13 as "Daikin Air Conditioning Appreciation Day," honoring the company's dedication to sustainability and community well-being. City of Houston Mayor John Whitmire presents the official proclamation to Satoru Akama, CEO, Daikin Comfort Technologies North America, during a celebration at Houston City Hall.*

increasing grid resiliency through higher efficiency." said Satoru Akama, CEO, Daikin. "Through this program, homeowners will have a premium system that will not only provide comfort but save on their monthly bills and do so in a way that lowers site emissions of CO2 compared to traditional, non-inverter systems. At Daikin, we are focused on changing the culture of air conditioning in North America and are looking forward to having a direct impact in our hometown."

The new Daikin HVAC systems will provide homeowners with high quality, premium systems that offer internet

connectivity for remote monitoring and control. The installations will coincide with the department's Home Repair Program reconstruction plans, ensuring that the systems are integrated into renovated homes, making a meaningful difference in the lives of many.

"Daikin's generosity is truly commendable, and we look forward to installing these advanced systems into the newly renovated homes through our Home Repair Program," said Assistant Director Cedrick LaSane, City of Houston Housing and Community Development Single Family program.

This initiative aims to improve the quality of life while building more sustainable and resilient communities.

City of Houston Council Member Sallie Alcorn added, "Through these new energy-efficient solutions, Daikin is helping the city promote a more sustainable environment for our community, and we are thankful for their example of how public-private partnerships can make a positive difference in society."

Information about the City of Houston Housing and Community Development Home Repair Program can be found at: [www.houstontx.gov/housing/home-repair.html](http://www.houstontx.gov/housing/home-repair.html).

## Learn About Air Conditioning Appreciation Days

This announcement comes during Air Conditioning Appreciation Days, which runs from July 3 until August 15 to recognize and celebrate modern air conditioners. The City and Daikin both recognize the need for not only new units for Houstonians but technology that can aid citywide efforts to improve infrastructure demand.

Throughout this time, Daikin recommends homeowners and facilities to clean filters, schedule maintenance checkups and learn about the latest technologies that are designed to lower energy usage.

**CONTINUING EDUCATION**

**LIVE OR ONLINE**

**Wade Airheart**  
Owner/Instructor

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

TDLR Provider #1142

**CONSTRUCTION DATA** (888) 500-PASS

[www.airconditioningce.com](http://www.airconditioningce.com)

Want to SAVE on CRANE costs?

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

[www.pro-lift.com](http://www.pro-lift.com)  
(972) 939-3231

**Attic Tent**

**Distributor Benefits:**

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

**Needs only 27" x 19" Floor Space**

**Contractor Benefits:**

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

*Always get the best!*

**Sold at your local distributor!**  
If not, call:  
**(704) 892-5399 or**  
[www.attictent.com](http://www.attictent.com)



# CALENDAR OF EVENTS

MEPO OF OKLAHOMA, INC.

## Carrier Joins Civic Nation, the U.S. Department of Energy, Leading Companies and Nonprofit Organizations to Help Consumers Save On Clean Energy

New "Save On Clean Energy" campaign aims to educate and connect consumers to information on how to lower their energy bills and save on clean energy upgrades

**Palm Beach Gardens, Fla.**— Today, alongside 50+ coalition partners, Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions, is proud to announce its participation in the Save On Clean Energy campaign.

Coordinated by the nonprofit Civic Nation, the U.S. Department of Energy, Save On Clean Energy is a nonpartisan, national public education campaign to help consumers and communities lower their energy bills and save on clean energy upgrades.

"Simplifying how consumers access available incentives for higher-efficiency heat pumps is the key to saving energy costs and improving electrification efforts," said Nick Arch, Vice President and General Manager, Residential HVAC Solutions, Carrier. "We committed to investing \$2 billion by the end of 2030 in sustainable solutions focusing on electric heat pumps. We are pleased to see partners from across industries unite to push for more affordable decarbonization."

Right now, consumers and community leaders who want to save money through clean energy upgrades can face a complicated web of tools and resources that may be difficult to navigate. The Save on Clean Energy Campaign helps address this problem.

"Millions of Americans are eligible to

lower their energy bills and dramatically reduce the cost of upgrades like heat pumps, solar panels and cooking appliances. But right now, many consumers don't know how to take advantage of these historic incentives," said Kyle Lierman, CEO, Civic Nation. "We want to make sure that homeowners, renters and community institutions like schools, businesses and houses of worship understand how they can save. We are excited to team up with a dynamic coalition of 50+ organizations that will help us reach people in every corner of the country."

The Clean Energy Plan passed by Congress will save Americans \$38 billion on electricity bills. The campaign brings together a diverse coalition of voices to promote these new investments and build a pipeline of demand as more becomes available in states across the country. In addition to Carrier, the coalition of partners includes major nonprofit organizations like the United Way, industry partners like Sunrun, municipalities and a bipartisan network of mayors across the country through Climate Mayors, and key partnerships with Rewiring America, League of Conservation Voters, and Climate Power.

Visit the Save on Clean Energy website to learn more about new opportunities to reduce monthly energy bills as these programs become available in every state.

### METALMARK con't

The SierraTM Air Filter combines advanced materials and state-of-the-art filtration technology to deliver superior air filtration performance beyond just wildfire smoke. Deceptively simple, it is a direct replacement of HVAC filters of similar dimensions without causing airflow, pressure, or energy penalties. The SierraTM Filter effectively captures smoke particles, along with other airborne contaminants such as dust and pollen.

"We are thrilled to introduce the SierraTM Smoke Free Air Filter, a game-changer in commercial air filtration," said Sissi Liu, CEO of Metalmark. "Our team has worked tirelessly to develop a solution that provides exceptional indoor air quality without compromising HVAC equipment or energy use. With the SierraTM Filter, schools

and businesses can prioritize the health and well-being of their students and employees in the face of escalating climate threats like wildfire smoke."

Along with the SierraTM Air Filter, Metalmark also developed the TatamaTM Air Cleaner, the world's first self-renewing air cleaner, designed for commercial buildings to remove harmful airborne particulates, smoke, and pathogens\*. TatamaTM is a system for commercial building retrofits and new-build integrations. Owing to its patented self-renewing technology, it offers a low cost of ownership, maintenance, and waste generation while providing cleaner indoor air with a number of potential health and economic benefits, such as reduced absenteeism and HVAC energy use.

\* Third-party independently tested with MS2 and Staphylococcus

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

September 11, 2024 11:30 pm -1:00pm

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

#### Tulsa Lunch Meeting

September 12, 2024 11:30 am - 1:00 pm

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

#### OUBCC Mtgs

September 17, 2024 1:30 pm - 2:30 pm

#### Heat Pump Mtg

September 26, 2024 6:00 pm - 7:00 pm

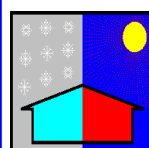
**Please RSVP with your and Guests Names text 918-282-7864**

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

# FOCUS

## Elite Software Over 20 Hvac Design Programs!

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



**New!**

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

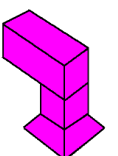


**\$199/up** To add CAD Drawing Features, Graphic Sales Proposals, Bill of Materials, & Gas Vent Sizing

**Register for Free Trial Version!**

**www.elitesoft.com**

**800-648-9523**



**Solar Supply**

**Arlington and Brownsville Store Manager Opening**

**Salary, Bonus and Vehicle**

**Salary based on Experience and Qualifications**

**Send resume in confidence to corp@solarsupply.us**



Almost all  
**(97%)**

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

All all  
**(100%)**

of people like  
free money.



## AMERICAN STANDARD: ALMOST AS POPULAR AS FREE MONEY.

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



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

See why it makes sense to sell us more at [amsd.us/freemoney](https://amsd.us/freemoney)

### CORPORATE HEADQUARTERS

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



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

**ACCESSUPPLY.COM**

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

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

**CORPUS CHRISTI**  
1157 HENDRICKS ROAD  
(361) 853-5050

**FRIENDSWOOD**  
4021 ELLIS ROAD  
(832) 481-1099

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

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

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

**SAN ANTONIO**  
3835 STAHL ROAD  
(210) 656-6900

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

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

**STAFFORD**  
10155 MULA ROAD  
(281) 977.6980