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JULY 2023

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HAPPY
Fourth of July

Industry News

Emerson HVAC Business to be Renamed Copeland

Sale to Blackstone Inc. valued at approximately \$14 billion.

Blackstone Inc., an investment firm managing more than \$990 billion in assets, has completed its acquisition of a majority stake in Emerson's climate technologies division in a transaction that valued the business at approximately \$14 billion.

The new standalone business, with a product line that includes compressors, controls, thermostats, valves, software, and monitoring equipment for the residential, commercial, and industrial HVACR markets, will be named Copeland, a nod to that brand's 100-year legacy. Emerson Climate Technologies, now Copeland, had net sales of \$5 billion in the 2022 fiscal year.

Blackstone and Emerson in October had jointly announced plans for the spinoff.

"Copeland has long been a pioneer in the HVAC and refrigeration industries, with unmatched capabilities in engineering, design and innovation," said Copeland CEO Ross B. Shuster in a press release. "With the focus that comes from being a stand-alone company and the support of our shareholders, Blackstone and Emerson, we plan to extend the company's leadership position in the industry and develop new and integrated climate technology solutions."

Emerson, a global technology company, receives about \$9.7 billion in pre-tax proceeds and a seller's note worth \$2.25 billion in the deal, plus retains a 40% equity stake in the new company.

The spinoff is seen by analysts as a vote of confidence in Emerson's climate technologies division and the future of the HVACR industry as a whole.

"Blackstone's investment ... is confirmation that the electrification growth story is real," said

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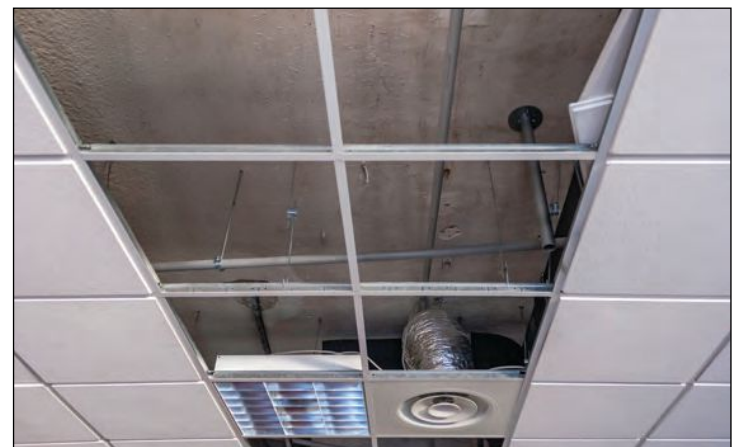
Inside

CEC Update

State Bolsters Grant Funding for HVAC Repairs in Schools

By Ted Rieger
Northern California
Correspondent

The California Energy Commission (CEC) has administered program grant funding since 2021 for applications from local educational agencies (LEAs), (including school districts, charter schools, and regional occupational centers) based on guidelines established for the California Schools Healthy Air, Plumbing and Efficiency (CalSHAPE) Ventilation Program that provides grants for the assessment, maintenance and repair of HVAC systems in California schools. At a meeting on May 31, the CEC approved the Third Edition of the CalSHAPE Ventilation Program guidelines to add provisions to include awards for major repairs and replacements of school HVAC systems beginning this year.



VENTILATION/HVAC IMPROVEMENTS IN THE CLASSROOM HAVE BENEFITED FROM THE PASSAGE OF AB 841 IN 2020.

The School Energy Efficiency Stimulus Program was established by AB 841 enacted in 2020 to provide grants to LEAs to assist with reopening schools after the COVID shutdowns with functional and tested ventilation and HVAC systems. AB 841 directed the CEC as program administrator to design, administer and implement the CalSHAPE program,

that consists of two grant programs: the CalSHAPE Ventilation Program, and the CalSHAPE Plumbing Program. The CalSHAPE Ventilation Program requires filter replacements, installation of carbon dioxide monitors in classrooms, testing of HVAC

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CALIFORNIA



Fieldpiece Awards Scholarships to SkillsUSA Students

Orange, Calif. – Fieldpiece Instruments, a leader in tool and test instruments for HVACR professionals for over 30 years, has awarded a total of \$17,500 in grants to seven deserving students in the first round of its second annual #MasteroftheTrade Scholarship program. An additional \$10,000 will be distributed to the six gold, silver and bronze medal-winning high school and college/postsecondary students that top the leader-board rankings of the National Leadership & Skills Conference in June.

The #MasteroftheTrade Scholarship, administered through SkillsUSA, aims to close the talent gap in the U.S. labor market for the heating, ventilation, air-conditioning and refrigeration trades by allocating funds to industry up-and-comers to use for college tuition fees or postsecondary HVACR technology program costs. “With so many deserving ap-

plicants to the #MasteroftheTrade Scholarship, it was a challenge selecting the seven winners. We received many applications from across the nation submitted by bright, talented and motivated individuals pursuing a future in HVACR, which was extremely rewarding to see,” said Fieldpiece Instruments’ head of marketing, Diana Liem. “Congratulations to this year’s group of recipients; Fieldpiece is honored to provide these financial gifts as we continue to encourage industry growth through other initiatives like student discounts and in-depth skills enhancement for HVACR pros at all levels through Fieldpiece University.”

The seven accomplished SkillsUSA students named to receive the initial round of funding for Fieldpiece’s second annual #MasteroftheTrade Scholarship are:

- Alabama: James Rogers, Alabama Army National Guard and Jason Rawls, Bevill State Community College
- Massachusetts: Hunter Claffin, HVARC program at Blackstone Valley Regional Vocational Technical High School
- Nebraska: Thomas Harling, University of Nebraska Lincoln
- North Carolina: Irma Gonzales, Central Carolina Community College
- Oklahoma: Ben Williams, East Central University

• Tennessee: Stacey Hicks, Chattanooga State Community College

On a mission to give back to the industry, Fieldpiece Instruments first introduced this scholarship program last year to help address the nearly one-hundred thousand unfilled HVACR technician jobs in the field reported in 2022. This important workforce is vital to ensuring energy is not wasted, food does not spoil and the comfort and safety of individuals are met on a daily basis. Pursuing a career in HVACR means having a consistent, well-paying job and offers professionals freedom, access to a hands-on work environment and the opportunity to create a lasting and positive impact on businesses, communities and the planet.

“SkillsUSA is proud to have had the opportunity to partner with Fieldpiece Instruments for the second year in a row,” said Chelle Travis, executive director at SkillsUSA. “Playing a small role in the career trajectory of eager young professionals is an honor and we look forward to seeing these rising stars continue to cultivate their skills and contribute to this critical workforce.”

To learn more, visit www.fieldpiece.com/Scholarship or www.fieldpiece.com/scholarship.

Rooter Hero Expands in L.A.

Los Angeles, Calif. – Rooter Hero Plumbing & Air, a plumbing and HVAC company serving residential and commercial locations in California and Arizona, expanded its HVAC services to include all of Los Angeles County.

Rooter Hero started as a California-based plumbing service company in 2011 but began moving into the HVAC installation and repair industry after it acquired an HVAC company in Phoenix in 2019.

“Expanding the Rooter Hero HVAC services brand throughout all of Los Angeles has been a priority for us, and we’re thrilled that we have met that goal,” said John Akhoian, cofounder and CEO, Rooter Hero. “We have offered the residents of Los Angeles County exceptional plumbing and drain cleaning services for more than a decade now, and it was a natural next step to add HVAC repair and maintenance to our roster of services, as well.”

In addition to standard HVAC repair and maintenance service, the company also provides 24-hour emergency services in the markets where its HVAC repair is available. The company’s plumbing division provides new installation, repair, and maintenance solutions and emergency services for both

residential and commercial customers.

The company currently services 13 metro areas in California and Arizona, including Los Angeles, San Francisco, San Diego, and Phoenix. The company plans to expand its HVAC services in several other California counties throughout the year. For more information, visit <https://rooterhero.com>.

CEC Adopts Goal to Make More Electricity Available

Sacramento, Calif. – The California Energy Commission (CEC) approved a new goal to make up to 7,000 megawatts (MW) of electricity available through the smarter use of existing clean energy resources. The target represents a doubling of current levels and is enough electricity to power up to 7 million homes by 2030 without new power plants.

Required by Senate Bill 846 (Dodd, 2022), the load shifting or load flexibility goal refers to a suite of efforts that offer incentives to customers to shift their electricity use (or load) to times of the day when it’s cheapest and cleanest. This includes programs like time-of-use rates that price electricity to encourage optimal use, and programs referred to as “demand response” that allow customers to earn money by reducing use on an ongoing basis when demand is high and during emergencies when the grid is strained.

“Smarter electricity use through voluntary programs that help Californians better manage energy use is a critical piece of the state’s clean energy transition plan, and it already pays to participate,” said CEC Vice Chair Siva Gunda, lead commissioner for demand response. “Most importantly, these efforts allow us to tap into our collective electricity resources to avoid running fossil fuel power plants during grid emergencies and protect vulnerable populations nearby.”

The 7,000 MW goal complements the 38,000 MW of new clean electricity resources the state projects to need by 2030. It was developed in consultation with the California Public

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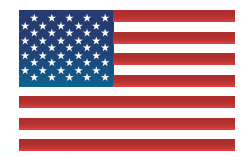
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Industry News

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Utilities Commission (CPUC) and the California Independent System Operator (Cal ISO), for a report based on research by Lawrence Berkeley National Laboratory. The report also discusses the current landscape of flexible demand in California and details policy recommendations to help achieve the new goal.

“I appreciate the agency collaboration in setting this critical goalpost,” said CPUC President Alice Reynolds. “Doubling our potential for load shifting by the end of the decade will increase resiliency and maximize the potential for a more flexible energy system that better responds to grid conditions.”

The work builds on updated standards the CEC adopted last year to help customers take better advantage of utilities’ lower time-dependent rates so smart appliances and buildings can automatically respond to rates that reflect electricity grid conditions. This includes smart home systems, thermostats, water heaters, electric vehicle chargers and pool pumps.

“This new goal is another important step towards realizing California’s vision of a smart and automated grid,” said CEC Commissioner Andrew McAllister, lead commissioner for energy efficiency and load management. “We are committed to working with our CPUC partners to further align rates and incentives to strengthen the grid, make best use of abundant renewable energy resources and deliver energy bill savings.”

Consumers should check with their electric utilities for programs that reduce energy costs or offer credits for shifting usage including time-of-use rate plans. Several

demand response programs offer incentives to conserve on an ongoing basis. Learn about what’s available on the CPUC’s website at <https://www.cpuc.ca.gov/>

To get paid to conserve during emergencies, residential customers of the state’s largest electric utilities and community choice aggregators can sign up to participate in the Power Saver Rewards program. When the program is activated, participants receive a \$2 electric bill credit for every kilowatt-hour of electricity they save as compared to their normal use.

Business customers can enroll in a similar program called the Emergency Load Reduction Program. The Demand Side Grid Support (DSGS) Program is another option for large customers that provide load reduction and backup generation to support the state’s electrical grid during extreme events such as heat waves, wildfires and high winds.

Nationwide Boiler Raises \$70K for Make-A-Wish

Fremont, Calif. – Nationwide Boiler Inc., a supplier of boiler equipment, emissions control systems, and custom programmable controls, raised a record-breaking \$70,000 for a Bay Area charity and a nationwide scholarship program through its 42nd annual charity golf tournament in May.

With the support of sponsors, donors, and golfers, the event itself, at Pebble Beach courses, raised \$69,639, and an anonymous last-minute donor topped that off to bring the total to \$70,000. The proceeds will be split between

Make-A-Wish Greater Bay Area and the Randy Rawson Scholarship Program, which is run by the American Boiler Manufacturers Association (ABMA).

“I am proud that our company has been able to continue this 42-year tradition of raising funds to benefit organizations that do so much for our community,” said Larry Day, president and CEO of Nationwide Boiler. “What originally started with eight golfers and 20 guests has now grown to an event with more than 50 golfers and 100 guests each year. I am grateful to work in an industry with so many individuals that share our desire to continually give back to those in need.”

The Randy Rawson Scholarship Program was founded by ABMA for the promotion of careers in boiler engineering and fabrication. The fund supports post-secondary education and/or technical training for graduating high school students who intend to pursue careers related to commercial, institutional, industrial, or power-generating boilers and associated equipment. The program awarded 12 scholarships in 2022 and has provided nearly \$250,000 in scholarships since its inception.

Make-A-Wish Greater Bay Area is a nonprofit that fulfills the wishes of children between the ages of 2½ and 18 who have been diagnosed with critical illnesses. The organization serves 17 counties in Northern California and has granted more than 9,000 wishes over its nearly 40 years.

Attendees traveled from across the U.S. and Canada to attend the two-day tournament, which included a practice round at the Links at Spanish Bay and the tournament round at Pebble Beach Golf Links. Funds were raised through various sponsorships and donations as well as through raffles, virtual and live auctions, and other fundraising activities.

CGNA Celebrates 40th Anniversary

Huntington Beach, Calif. – Controls Group North America (CGNA) – a member-owned organization of wholesale distributors and vendor partners representing various industries, including HVAC, controls, building automation, refrigeration, combustion/burner boiler, industrial, and equipment – celebrated its 40th anniversary via a conference in Huntington Beach, Calif. The event served as a celebration and an opportunity to reconnect with members, share best prac-

tices, discuss industry-related topics, talk to industry experts, and take away information to improve and expand their already successful businesses.

The organization has endured significant changes over the last 40 years. Despite these changes, the foundation and backbone of the organization and its members have remained steadfast. CGNA distributors have maintained their philosophy and commitment to two-step distribution, customers, and employees.

One of the most significant value propositions of CGNA is its shared inventory technology platform, which allows members to buy and sell inventory to each other. This platform enables a small, one-location members to access 250-plus warehouses and a member specializing in refrigeration to supply a commercial thermostat to their contractor customer. Such transactions require peer-to-peer relationships.

“CGNA’s story is a unique one, and it demonstrates the importance of relationships in business and life,” said Sarah Monteleone, president, CGNA. “CGNA is more than just a group of controls distributors and manufacturers; it’s a group of like-minded individuals working toward a common goal of excellence in the industry. Our passion for what we do and the relationships we form within the organization set us apart and enable us to stay at the forefront of technological advancements and industry trends.”

NATIONAL



Acuity Brands Acquires KE2 Therm

Atlanta, Ga. – Acuity Brands, Inc. (NYSE: AYI) (“Acuity”) a leading industrial technology company, announced the successful closing of its acquisition of KE2 Therm Solutions, Inc. (“KE2 Therm”), which develops and provides intelligent refrigeration control solutions that improve profitability by increasing system efficiency and decreasing operational and service costs. Acuity will begin integrating KE2 Therm into Distech Controls within the Intelligent Spaces Group business segment of Acuity.

“We are thrilled that Acuity Brands has closed the acquisition

of KE2 Therm and are excited to begin its integration within Distech Controls,” said Martin Villeneuve, President, Distech Controls and SVP Distributed Building Technology at Acuity. “This acquisition allows us to expand our product offerings and reach new customers in the commercial refrigeration market. Distech Controls looks forward to working alongside the talented KE2 Therm team to create an even stronger, more competitive company.”

On April 14, 2023, Acuity announced that it signed a definitive agreement to acquire KE2 Therm. Acuity is committed to a smooth integration process with minimal disruptions to customers, business partners, and associates. Additional information about the acquisition can be found at www.acuitybrands.com.

Danfoss Sponsors Energy Transition Conference

New York, N.Y. – HVACR components manufacturer Danfoss was among the sponsors of Reuters Events’ Global Energy Transition 2023, held in early June at the Marriott Marquis in New York City.

The two-day conference provided an opportunity for leaders in energy transition from around the world to share ideas and insights on how society can address the challenges in reaching net zero emissions.

The event featured keynote sessions and panel discussions on the regulatory landscape, strategies, financing, and new technologies for meeting the goals of the Paris Climate Agreement.

As part of the company’s environment, social, and governance (ESG) goals, Danfoss has committed to achieving net zero emissions across its global operations by 2030 and has pledged to be its customers’ partner in their decarbonization goals. In 2022, the company achieved a 7% decrease in carbon emissions, and its corporate headquarters in Nordborg, Denmark, achieved carbon neutrality. Danfoss North America recently signed an agreement to purchase 75 megawatts of solar power from a solar farm in Texas, allowing the company to fully replace its annual electricity usage across all of its North America locations with green energy, reducing the company’s carbon footprint by 75%.

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During the conference, Cliff Stokes, the Danfoss business development manager for electrification solutions, shared his expertise on hydrogen solutions as part of the panel, “New Applications, New Demands: Building a Global Hydrogen Market.” Moderated by the Electric Power Research Institute’s Neva Espinoza, the panel also featured Alex Hewitt, CEO of CWP Global; Charlotte Roule, CEO of Storengy; and Ludmila Nascimento, energy and decarbonization director at Vale.

The group explored the potential of hydrogen as a clean power source.

“As the world grapples with the urgent need to reduce greenhouse gas emissions and transition to a low-carbon economy, hydrogen offers a promising solution,” said Stokes. “Not only can we meet our growing energy demands, but also accelerate the shift towards a cleaner, more sustainable future for all.”

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BDR Launches Leadership Academy

Seattle, Wash. – Business Development Resources (BDR), a trusted provider of business coaching and training services for the HVAC, plumbing, and electrical industries, is excited to announce the return of its Leadership Excellence Academy this fall. This innovative program helps owners, managers, and team leads develop leadership skills and build high-performance teams that drive business growth and success.

The Leadership Excellence Academy is a one-year leadership development program that enhances key leadership competencies for success in the HVAC, plumbing, and electrical industries. The program is structured into sessions to cover a wide range of topics, such as communication, coaching, team building, and performance management.

“At BDR, we believe leadership development is essential to building a successful business,” said Bruce Wiseman, president and owner of BDR. “We want to empower owners, managers, and team leaders to become better leaders who build high-performance teams that drive their businesses forward.”

The Leadership Excellence Academy journey consists of six four-hour training workshops targeting key leadership elements. In addition to the six bimonthly

workshops, Leadership Excellence Academy offers podcasts to help participants prepare for and review each session, along with self-paced online courses available between the live online workshops.

“We know leadership is critical to success in today’s business environment, and that’s why we have designed the Leadership Excellence Academy to develop and enhance the leadership skills of owners, managers, and team leads in the HVAC, plumbing, and electrical industries,” said Jeff Plant, trainer and leadership expert at BDR. “We are confident this program will help contractors build better teams and achieve their company goals.”

With the Leadership Excellence Academy, attendees can expect to learn how to communicate effectively with their teams, develop coaching skills to help employees grow and excel, build cohesive and productive teams, and effectively manage performance to ensure the business’s success.

To learn more about the Leadership Excellence Academy and how it can help owners, managers, and team leads become better leaders and build high-performance teams, visit the BDR website at <https://www.bdrco.com/leadership-excellence-academy/>.

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Rheem Places at ‘23 Edison Awards

Atlanta, Ga. – Rheem®, a leading global manufacturer of water heating and HVAC products, is celebrating its achievement of winning two awards at the internationally recognized 2023 Edison Awards ceremony, in Ft. Myers, Fla. The Edison Awards, named after the American inventor Thomas Alva Edison, recognizes world-changing innovations and the brilliant minds behind them.

The Rheem Renaissance™ 15-25 ton Commercial HVAC line earned silver in the Engineering & Robotics, Commercial Technology category and the Rheem ProTerra® Plug-in Heat Pump Water Heater earned bronze in the Consumer Solutions, Sustainable Design category.

“To receive recognition for two of our Rheem products from the Edison Awards is a true testament to our company’s determination to provide next-level comfort solutions for all of our customers’ needs,” said Chris Day, vice president, global water product strategy and marketing, at Rheem. “It is an important acknowledgment for our Rheem team members who work meticulously to ensure



RHEEM TOOK HOME TWO TROPHIES AT THE ‘23 EDISON AWARDS.

we continue to lead the industry by bringing the most innovative, sustainable and smart products to market.”

Rheem Renaissance 15-25 ton is a culmination of years of research and development, creative engineering and innovation. Crafted with smart features, the Renaissance line includes exclusive PlusOne® advantages for easy replacement, installation and service. Renaissance products incorporate features contributing to Rheem’s goal of building a more sustainable future.

The Rheem ProTerra Plug-in Heat Pump Water Heater is ENERGY STAR® certified and ideal for drop-in gas replacement. It plugs into any standard 120V outlet and features high-efficiency upgrades without the need to install a 240V electric service. Its built-in EcoNet Wi-Fi technology provides control of the household water heater so homeowners can adjust water temperature and track energy usage from a smartphone.

All nominations were reviewed by the Edison Awards Steering Committee, with the final ballot determined by an independent judging panel. The panel comprises more than 3,000 senior business executives and academics from the product development, design, engineering, science, marketing and education fields and past winners.

For more information about Rheem, please visit www.rheem.com.

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DiversiTech to Buy Pro1 Thermostats

Duluth, Ga. – DiversiTech® Corp., North America’s leading manufacturer and supplier of components and related products for heating, ventilation, air conditioning and refrigeration (HVAC/R), entered into a definitive agreement to purchase Pro1 Thermostats,

a leader in heating and cooling technology. This acquisition will reinforce DiversiTech’s position in the HVAC/R Industry and expand its product offerings.

Pro1 Thermostats has a proven track record of delivering innovative products to the HVAC/R Industry, making it a perfect fit for DiversiTech. The successful launch of the next generation of thermostats and Pro1 Connect App offers simple, affordable & professional WIFI thermostat models designed for nearly every application. The Pro1 WIFI models are easy to install, simple to operate and provide the convenience to operate your thermostat from anywhere.

“We are thrilled to be joining forces with the team at Pro1,” said Andy Bergdoll, CEO of DiversiTech. “Their focus on developing contractor friendly control solutions as well as their commitment to the professional channel makes them a great fit with DiversiTech. We look forward to supporting Pro1’s product development program and enabling them to leverage DiversiTech resources and infrastructure to build even stronger wholesaler partnerships.”

“Pro1 was founded in 2007 with the mission to exclusively focus and service the needs of the HVAC/R Contractor base,” said Jeff Edgar, Pro1 Founder. “I’m thrilled that the Pro1 brand, HVAC/R Contractor focus, and strong industry reputation will grow even stronger under the DiversiTech portfolio.”

“We’re excited to join DiversiTech and accelerate our growth plan,” stated Steve Mykytyn, Pro1 President. “Equally important is that our company values are aligned on the focus on the professional HVAC/R trade. I am honored to be joining the DiversiTech team and to have the chance to work with some of the best minds in the industry,” he said. “Together, we will build on Pro1’s strong foundation and take it to

the next level.”

For more information about DiversiTech, visit diversitech.com

For more information about Pro1, visit pro1iaq.com.

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Air Pros USA Founder Named Entrepreneur of the Year

Davie, Fla. – Anthony Perera, who in just six years took the HVAC contracting company he founded, Air Pros USA, from a single truck and two employees to a multi-location business with 800 trucks and more than 1,000 employees, has won Ernst & Young’s Entrepreneur of the Year 2023 Florida Award.

Perera, the chief growth officer at Air Pros USA, was selected by an independent panel of judges; the Entrepreneur of the Year program, sponsored by the business management consulting company Ernst & Young (EY), celebrates visionary business leaders, recognizing them for going above and beyond in their ingenuity and devotion to innovating their ideas.

“I am honored and grateful to be recognized as a winner by the Ernst & Young Florida team for this prestigious award,” Perera said in a press release. “I would not be in this position without the support of each and every member of my teams over the years, and this is a testament to all of their hard work and dedication as much as it is to mine.”

Perera founded Air Pros USA in 2017 in Fort Lauderdale and has expanded it to 16 service locations – in Florida, Texas, Colorado, Georgia, Alabama, Louisiana, and Washington – that together serve more than a million customers.

Air Pros USA is also involved in several community outreach projects, working in partnerships with the Broward County Boys and Girls Club, the Miami Dolphins, and numerous nonprofits in communities in which it has locations.

Perera has successfully built multiple business ventures. At age 19, he launched his first business, an off-road publication called Mud Life Magazine and its parent company, Extreme Media Group. The magazine became a nationwide bestseller and he expanded the brand to include online media and a retail marketplace.

During the pandemic, Perera launched Inspected.com, a remote platform that uses a simple user interface to help contrac-

Continued on Page 10

The YORK® HMM7 Horizontal Discharge Heat Pump:

2-5 Ton • Standard 24 Volt Controls • Works With Conventional Air Handling Units and Evaporator Coils • Price Competitive With Standard Heat Pumps



- Up to 18 SEER/10.5 HSPF
- 40% more compact than standard heat pump units and can be installed in tighter spaces – ideal for high-density areas
- 36% quieter operating sound; as low as 54 dBA
- Capable of dual-fuel operation when paired with an existing or new furnace, using a Venstar thermostat
- Can be installed in conjunction with existing furnace for lower installation cost and potentially avoid electrical service upgrade**
- Modulating technology maintains exact temperatures by operating from 35-100% capacity
- No unique installation procedures required
- Long line set length (up to 246 ft)
- Designed to work with standard ECM indoor air handlers
- Includes a standard 10-year Compressor Limited Warranty and 10-year Parts Limited Warranty; extended warranties available for a full system replacement (product registration required)

*Contractor enrollment required. Rebate available for residential fuel replacement and certain dual fuel installations. Contact tech.inof@energy-solution.com for more info, or visit us-ac.com/techclean/
**Verify AHRI combination rating with existing furnace



Eligible for new
TECH Clean CA rebate
for \$1,000 unit*



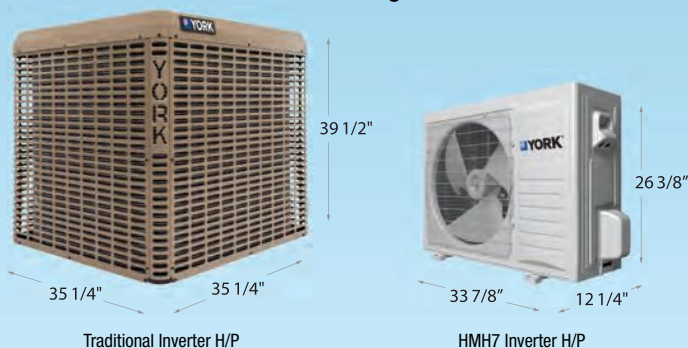
The YORK® HMM7 Heat Pump is designed to provide all the comfort and technology of a high efficiency unit at the cost of a base-tier vertical unit for residential customers. It's an ideal solution for homes that require a compact design and comes in several models and tonnages with flexible installation options and innovative features.



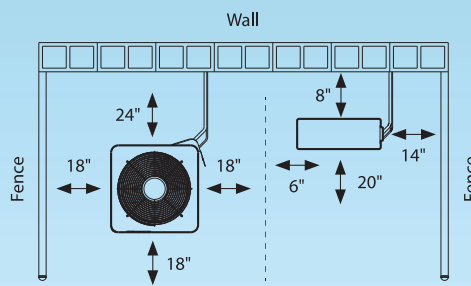
Model	Tons	SEER	HSPF	Height (Inches)	Width (Inches)	Depth (Inches)	Operating Weight (Lbs)	Sound Range (dBA) Low-High*
HMM72B241S	2	17.5	9.0	26 3/8	33 7/8	12 1/4	112	54-65
HMM72B361S	3	18.0	10.5	33	37 3/8	13 3/8	155	56-68
HMM72B481S	4	18.0	9.5	54 5/8	37 3/8	13 3/8	227	62-69
HMM72B601S	5	17.0	10.0	54 5/8	37 3/8	13 3/8	251	62-73

*High sound rated in accordance with AHRI Standard 270.

40% smaller footprint compared to traditional vertical discharge units



Traditional, Vertical Unit Minimum Clearances vs. HMM7 Minimum Clearances



HMM7 Horizontal Discharge Heat Pumps



Product registration required.



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tors schedule, inspect, and clear municipal permits securely, saving small businesses and city governments time and money.

“I nominated Anthony for this award because his personal character and business strategy epitomize what it means to be a great entrepreneur,” said Adam Talbot, a vice president at Cresa, a commercial real estate firm. “In all his ventures, Anthony is first and foremost motivated by integrity and honesty. His focus on human-centered policies and procedures that center the needs of his customers and colleagues will continue to lead him to accomplish great things.”

Regional award winners were announced on June 8, and the winners from each region will be considered by national judges for the Ernst & Young’s Entrepreneur of the Year National Awards, which will be presented in November.

The overall national Entrepreneur of the Year winner will then move on to compete in June 2024 for the EY World Entrepreneur of the Year Award.

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The Weather Changers Honored with Bryant Dealer of the Year Award

Indianapolis, Ind. – Bryant recognized The Weather Changers of Denver, Colorado, with its 2023 Dealer of the Year award, the highest honor a Bryant dealer can receive. Each year, this award recognizes a Bryant Factory Authorized Dealer (BFAD) whose hard work, expertise and business acumen distinguishes them as an industry leader. Bryant is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

With an A+ rating with the Better Business Bureau, a 5-star rating on Google with over 600 reviews, and NATE-certified technicians, The Weather Changers is a family-owned and operated business serving the Denver metro area. It was designated a Top 100 Women-Owned Company and Best of Colorado Business by ColoradoBiz Magazine in 2021 and 2022.

“As Bryant’s 2023 Dealer of the Year, The Weather Changers is recognized for its reputation of superior professionalism and customer satisfaction. We are proud to be their manufacturing partner of choice,” said Justin Keppy,



BRYANT AWARDED THE WEATHER CHANGERS WITH ITS HIGHEST HONOR: DEALER OF THE YEAR.

President, NA Residential & Light Commercial HVAC, Carrier.

For more information about Bryant visit www.bryant.com.

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Johnson Controls, HD Supply Form Distribution Partnership

Milwaukee, Wisc. – Johnson Controls, a global provider of smart, healthy, and sustainable buildings, and HD Supply®, a national distributor of maintenance, repair, and operations products, have announced a new national distribution relationship. Effective in April, Johnson Controls residential HVAC equipment will be available for distribution through HD Supply, a wholly owned subsidiary of The Home Depot.

“Through this strategic collaboration with HD Supply, Johnson Controls will be able to extend the reach and availability of our residential HVAC equipment across the United States,” said David Budzinski, president, global residential and light commercial, Johnson Controls. “We recognize the value of working with a well-known and established distribution partner like HD Supply and the superior service they will bring to new contractors working with Johnson Controls.”

HD Supply helps customers improve their communities by offering the right products, services, and solutions to those they serve each day. As a leader in the wholesale industry, the company is making significant investments to further its technology capabilities, delivery network, associate experience, and expanded product offerings.

“We have built this program with Johnson Controls to rapidly expand our residential HVAC business,” said Sami Nassar, chief merchandising officer, HD

Supply. “We couldn’t be more excited about this collaboration, and the opportunity to work with a market-leading brand that complements our customer reach with deep industry expertise and product innovation.”

For more information, visit www.johnsoncontrols.com.

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PHCC Legislative Conference Wraps Up in D.C.

Falls Church, Va. – The Plumbing-Heating-Cooling Contractors–National Association (PHCC) welcomed PHCC members, chapter executives, and corporate partners to Washington, D.C., May 16-17, to meet with lawmakers and educate them on energy, economic, and workforce policies that are important to the industry and consumers.

Before heading to Capitol Hill as industry experts, members first heard from political expert Charlie Cook, who was the keynote speaker for the event. Cook spoke on the current political landscape, lessons from the 2022 midterms, and predictions for 2024.

After hearing from Cook, the group was briefed by PHCC Legislative Affairs Director Mark Valentini, PHCC Vice President of Regulatory Affairs Chuck White, and a panel of other industry lobbyists. Panelists included Jim Collura, vice president and director of government affairs for the National Energy & Fuels Institute (NEFI); Steve Rossi, vice president of advocacy for the American Supply Association (ASA); and Robert Wolfer, manager of government relations for Bradford White Corp (PHCC Strategic Partner). That evening, the group attended a reception in the historic Caucus Room of the Cannon House Office Building. This reception was held in conjunction

with the Heating Air-conditioning and Refrigeration Distributors International (HARDI) and the Air-conditioning, Heating and Refrigeration Institute (AHRI). Members of Congress stopped by to network with members of PHCC and these other industry groups.

The next morning during breakfast, attendees heard insights from a second Washington Insider panel consisting of Craig Brightup, chief executive officer of the Brightup Group LLC; Matt Kiessling, senior director of state affairs for the American Gas Association (AGA); and Christopher Lindsay, vice president of government relations for the International Association of Plumbing and Mechanical Officials (IAPMO – PHCC Supporting Sponsor). After a quick stop for a picture on the Capitol steps, they headed to their respective meetings. In total, 71 PHCC members from 27 different states had 111 meetings with elected officials and their staffs. At a closing roof-top reception that evening, members spoke in-depth about how much they valued the in-person meetings on Capitol Hill, in addition to getting to participate in the rest of the sessions as a part of this two-day event.

“The 2023 PHCC Legislative Conference was an extremely valuable event for all who attended,” said PHCC—National Association President Dave Frame. “Besides the very beneficial one-on-one meetings with legislators, the conference was a great opportunity for PHCC members to connect with each other and with others in the industry supply chain. Together, we are able to accomplish so much more on behalf of our members, the industry, and society.”

The conference was sponsored by PHCC Corporate Partner Federated Insurance. Next year’s event will be May 21-22, 2024.

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Brewing Company, RIDGID Collaborate on New Craft Beer

Elyria, Ohio – RIDGID®, a part of Emerson’s professional tools portfolio, is celebrating its 100th anniversary with RIDGID Wrenched 100 IPA, a limited-edition anniversary beer. The brew, created in collaboration with Unplugged Brewing Company, pays tribute to the expert tradespeople who work hard and know how to unplug.

Unplugged is an Elyria-based



RIDGID WRENCHED 100 IPA, A LIMITED-EDITION ANNIVERSARY BEER.

craft brewery and worked closely with the RIDGID team to create the bold and steady brew – just like the brand that inspired it. “Our goal was to say thank you to the trade professionals who over the past 100 years have put their trust in our tools every day on job-sites around the world,” said Becky Brotherton, director of brand and marketing, RIDGID for Emerson. “Having a small, hardworking brewery in our own backyard allowed us to create something that was truly special.”

The specialty craft beer is available for purchase in select Northeast Ohio stores and online for direct-to-home shipping in 41 states through December. To purchase online, visit: rivalrybrews.com/products/ridgid-wrenched-100. Enjoy responsibly.

“RIDGID is an iconic name, recognized around the world, and we’re proud to help them celebrate this milestone anniversary,” said Carlos Lopez, owner of Unplugged Brewery. “As a small business owner, it’s been an honor to create this brew for a company that celebrates its customers in this special way.”

In addition to the RIDGID Wrenched 100 IPA, a limited edition RIDGID beer tap is also available to purchase for use or display. The tap is manufactured at RIDGID global headquarters in Elyria, Ohio, on the same production lines used to produce the brand’s legendary wrenches. It fits a 3/8”-16 body thread or can sit upright for display in a home or shop. Commemorative pint glasses, t-shirts, signs, and hats are also available at ridgidgear.com.

In 1923, the Ridge Tool Company invented the modern straight pipe wrench, introducing it to the world under their brand, RIDG-

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THE LATEST IN COMMERCIAL LINESET COVERS



SLIMDUCT™ RD

- Rooftop lineset protection
- Heavy duty metal
- Weatherproof
- Corrosion resistant
- Easy to install & maintain



SLIMDUCT™ PD

- Heavy duty PVC
- Three different sizes
- Fits multiple linesets
- Elevates linesets from wall, ceiling or deck

Continued from Page 10

ID. Since then, every step forward has been taken with the tradesperson in mind. Today, RIDGID's pipe wrench design is the best-selling pipe wrench in the world, and many of the wrenches that were sold back in the 1920s and 30s are still in use today.

This year, RIDGID is celebrating 100 years of designing and building innovative tools trusted on jobsites around the world and handed down from generation to generation. To commemorate the occasion, RIDGID is spending 2023 celebrating the trades, their impact on our world, and the brand's legacy.

To learn more about the 100th anniversary, individuals are invited to visit RIDGID.com/100 or their social channels - @RIDGIDTools on Facebook, @RIDGIDTools on Instagram, and @RIDGIDTools on TikTok.

Emerson's professional tools business, which includes RIDGID as well as the Greenlee® and Klauke® brands, provides the industry's broadest portfolio of advanced, reliable tools and technologies for the mechanical, electrical and plumbing trades globally. Visit emerson.com/professionaltools for more information.

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SMACNA Launches New Site to Raise IAQ Awareness

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, announced the launch of WeAre-

WhatWeBreathe.com, a new website designed to raise public awareness for indoor air pollution and how indoor air quality (IAQ) improvements can help improve occupant's health.

This comprehensive site operates as a one-stop-shop for visitors to explore how ventilation, airflow and indoor air quality impact schools, homes and office settings. Visitors can learn about the Ventilation Verification assessment, an important physical examination of a building's HVAC system made by trained and certified HVAC or Testing, Adjusting & Balancing technicians. The site also includes a guide to identifying federal and state funding opportunities to support HVAC system improvements and a locator to find a trained local HVAC professional.

"The pandemic shined a much-needed light on indoor air quality and some of the major health concerns arising in our schools, homes and workplaces," said Aaron Hilger, SMACNA's Chief Executive Officer. "As a standard-setting organization, SMACNA is proud to play a leading role in addressing the impact of poor ventilation and air quality on our lives. We are hopeful this website will be a helpful resource, while also instilling a sense of urgency for building owners and school systems to provide tenants with the clean, quality air they deserve."

The EPA's Science Advisory Board ranks indoor air quality (IAQ) among the top five environmental risks to public health. Inside our workplaces, homes and schools, exposure to air pollutants can be 2x to 5x worse than outdoors due to poor ventilation rates and underperforming HVAC

systems.

To learn more about indoor air pollutants and the need for better ventilation, visit WeAreWhatWeBreathe.com.

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Oatey Location Named One of Safest Companies in Nebraska

Omaha, Neb. – Oatey Co., a leading manufacturer in the plumbing industry since 1916, was recently recognized by the National Safety Council-Nebraska Chapter (NSCN) as one of Nebraska's Safest Companies. Oatey's Omaha-based manufacturing plant and distribution facility, which operates locally as the William H. Harvey Company, has earned this recognition for 10 consecutive years. For the third year in a row, Oatey has received the award with Distinction.

The National Safety Council's annual list of Nebraska's Safest Companies celebrates 115 companies that make safety a priority, have a commendable safety program and impeccable safety records based on their industry and size. Honorees are selected through assessment of their injury records and safety data, safety program details and walk-through safety inspections. Oatey's exemplary safety record is more than 50% better than the national average compared with its industry classification, qualifying the company for recognition with Distinction.

Oatey associates accepted the award on May 15 at the annual Celebration of Safety Luncheon, where Nebraska governor Jim Pillen was in attendance.

"It is an incredible honor to be recognized for the tenth time as one of Nebraska's safest companies, and I am incredibly proud of the Oatey/William H. Harvey team for their diligence and commitment to safety," said Matt Wilburn, Director of Operations at Oatey's Omaha facility. "Congratulations to all of our associates on this distinguished award."

"Winning a Nebraska's Safest Company Award clearly illustrates a company's commitment to ensuring that their team members return home safely to their families at the end of each workday. The Celebration of Safety honors the Nebraska organizations that have achieved excellence in safety this past year and we are proud to recognize their achievements in providing a safer Nebraska," said Eric Koeppel, President/CEO, National Safety Council, Nebraska, adding: "We

are honored that Governor Pillen will join us to recognize these Nebraska organizations."

Since 1916, Oatey has provided reliable, high-quality products for the residential and commercial plumbing industries, with a commitment to delivering quality, building trust and improving lives. Today, Oatey operates a comprehensive manufacturing and distribution network to supply thousands of products for professional builders, contractors, engineers and do-it-yourself consumers around the world.

Oatey is based in Cleveland, Ohio, and has locations in the United States, Canada, Mexico and China. For more information, visit www.oatey.com.

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MAX Service Group Award \$20K in Scholarships

Indianapolis, Ind. – MAX Service Group, which operates five HVAC and plumbing companies in the Midwest, has awarded 20 high school seniors with \$1,000 MAX Scholarships in leadership.

Since 2015, MAX Service Group has awarded scholarships to high school seniors in each market where the company operates. This year, five scholarships were awarded to leaders in each of these locations: central Indiana, on behalf of Williams Comfort Air and Mr. Plumber; greater Louisville, Kentucky, on behalf of Jarboe's Heating, Cooling and Plumbing; southwestern Ohio, on behalf of Thomas and Galbraith Heating, Cooling and Plumbing; and Columbus, Ohio, on behalf of Buckeye Heating, Cooling and Plumbing.

"Serving the community means doing more than simply providing a service," said Greg Wells, MAX Service Group president. "Giving back in the form of scholarships for high school seniors who have impressive leadership skills is one of the most important things we do. Each individual was nominated by loved ones and peers in their own communities, and they all exemplify leadership skills either in the classroom, on a team, or in the community."

MAX Service Group's scholarship program is part of its MAX Gives campaign, which focuses on charitable contributions to the community. Other initiatives include HVAC giveaways

to families in need and teachers, water heater giveaways to first responders and community volunteers, monthly donations to various charities, and donations to families during the holiday season.

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Investment Firm Acquires Nashville HVAC Distributor

Nashville, Tenn. – Private investment firm Kian Capital Partners has completed the acquisition of Team Air Distributing, a wholesale distributor of OEM-branded HVAC equipment, parts, and supplies to residential and commercial contractors.

Financial terms of the transaction were not disclosed.

Founded in 1990, Team Air is privately owned and headquartered in Nashville, Tennessee. The company has six locations. Product lines include American Standard, Ameristar Heating and Air Conditioning, and Mitsubishi HVAC. Team Air also offers parts, supplies, and accessories sourced from 120 vendors.

"At Team Air, we've always been committed to being the best partner possible to each and every customer," said Jeff Wallace, Team Air president and CEO, in a press release. "When the search began to find the best possible partner for Team Air, it was of vital importance to find one with the same values, commitment to excellence and willingness to help us achieve our goals to expand into new geographies and take advantage of opportunities as quickly as possible. From the moment we met the team at Kian, it was obvious that they believed in backing the business as well as the people who make it happen every day."

Wallace will continue to lead Team Air and will maintain an equity stake alongside Kian. Other investment partners supporting the transaction include Barings, Everside Capital Partners, LNC Partners, and MSouth Capital.

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Cochrane Supply Expands Market for Honeywell Products

Madison Heights, Mich. – Honeywell recently approved a territory expansion that allows Cochrane Supply & Engineering Inc., a distributor of building automation controls, to sell Honeywell products in previously restricted

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Duct Leakage Testing?





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Explorer®-IAQ Thermostats Feature a Built-in Air Quality Sensor.

Clean, healthy indoor air has never been more important. That's why our Explorer-IAQ thermostats include an exclusive Air Patrol® feature to continuously monitor and control indoor air quality. When needed, they automatically circulate polluted air through the HVAC's filtration system, so you and your customers can breathe easy.

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- Displays IAQ levels on free mobile app and website
- Compatible with easy pairing VenNet wireless sensors



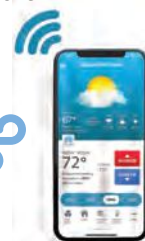
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Industry News

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markets, including in the states of Texas, Colorado, Wyoming, Oklahoma, Louisiana, and New Mexico.

“Honeywell and Cochrane Supply have a long history together, stemming back to our very beginning,” said Nicole Conklin, director of products and marketing at Cochrane Supply. “We look forward to bringing Honeywell products, training and inventory to our expanded territories.”

Adding Honeywell products to its new branches in Texas and Colorado allows Cochrane Supply to offer its customers more quality options, with support from an experienced and knowledgeable team, a press release from Cochrane said.

Cochrane Supply has distributed Honeywell products since Cochrane’s formation in 1967. Co-founder Don Cochrane Sr. got his start with Honeywell in 1960, and carried over many of the lessons he learned there, the company said.

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Unico Launches New Initiatives for Distributors

St. Louis, Mo. – Unico, Inc., maker of small-duct central heating and air conditioning systems, announced a series of initiatives to help their distributors and installing contractors for the remainder of the year and beyond. The SDHV manufacturer has introduced quarterly video confer-

ences with its top distributors and installers, signed exclusive distribution agreements with a maker of complementary products, created a new sales and support division to assist its partners serving the custom home market, and created a value-added compendium of federal and state offerings of rebates and other incentives for the purchase and installation of energy efficient HVAC equipment.

“We’ve always maintained that we have the best distributors and installing contractors in the HVAC industry,” said Ashton Gavelek, Unico brand marketing manager. “And we are committed to providing them with everything they need to continue Unico’s success in the marketplace.”

Chief among these initiatives are the newly instituted quarterly

video conferences with the manufacturer’s distributor and contractor councils. Historically, Unico hosted representatives from its top-selling wholesalers and veteran installing contractors at their factory for an annual meeting of these two key groups. With the pandemic and rise of remote meeting technology, Unico has opted to expand these consultations with remote conferences held each calendar quarter.

The Unico Distributor Council is comprised of the manufacturer’s most active distributor partners who participate in training, joint dealer calls, advertising, and stock placement in their distribution centers and branches. These council members advise and work with Unico Management on subjects such as advertising, product enhancements, correct timing for new product releases, pricing, regulatory

issues, territory rebate inclusions, and many more items.

Similarly, the Unico Dealer Council consists of long-term installer partners who have made Unico a cornerstone of their business. In the main, these partners register 20 or more projects a year and desire continued education on the small duct high velocity (SDHV) business and Unico products.

Notes Shannon Intagliata, Unico’s national sales manager, “These are our installing partners who field test all new products and features and provide meaningful feedback so that we continue to put out the best product offering in the industry. They understand that the better we are as a company, the more they can sell.”

A result of past council meetings has led Unico to add a complementary outdoor product to its offerings through an exclusive partnership with Chiltrix for its air-to-water heat pump line in North American markets, available for order through Unico on August 1, 2023. “Bringing on top-notch outdoor units from Chiltrix is a direct response to input from our leading partners in the field,” adds Intagliata. “We’re confident this product addition will provide both our distributors and installers even more solutions for their customers.”

Additionally, Unico has created a new sales and support division specifically tailored to its distribution and contracting partners who service the custom home industry.

Leading this new division are Ken Ware, custom home sales manager, and Maura Intagliata, custom home coordinator. Ms. Gavelek also provides support overseeing all manner of marketing activities, communications, and outreach to the custom homebuilding community and ensuring they harmonize with Unico’s larger branding efforts.

“As their name implies, custom homes occupy their own specialized niche in the residential homebuilding industry, and we feel this requires a specialized team of professionals familiar with the wants and needs of this market’s key players,” says Ms. Gavelek. “After decades of being the go-to HVAC system for thousands of custom home designers, builders, subcontractors, and owners we’re very excited to create a business division completely dedicated to this unique market.”



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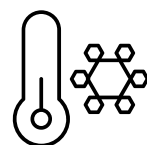
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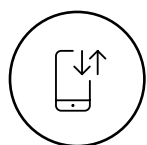
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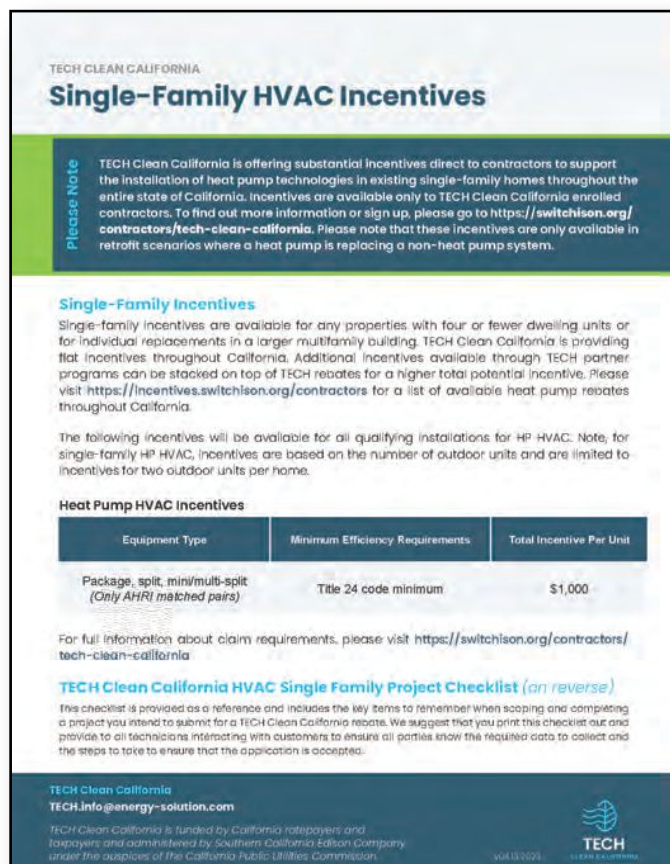
Program Design	2023
Incentive Structure	Flat
Incentive Level	\$1,000 HP rebate only
Eligible Customers	All customers in California
Eligible Equipment	AHRI matched pairs only
Project Limitations	Up to 2 incentives per household

Important Program Information From TECH Clean:

- The incentive rate will be \$1,000/unit everywhere in California.
- The equipment/project qualifications are the same as before: code minimum is accepted (new SEER2/HSPF2 ratings) and limited to 2 units per dwelling unit.
- Only situations where a heat pump is replacing a non-heat pump heating source is eligible. Conversions from heat pump or heat pumps added to a previously non-conditioned space are not eligible.
- Dual fuel equipment will continue to be allowed, but again must be part of a matched pair system where the HP is providing the primary heating source.

NOTE: Eligible projects will only be those that had a signed contract on or after April 25, 2023 will qualify.

For additional information, please contact: TECH.contractor@energy-solution.com



TECH CLEAN CALIFORNIA
Single-Family HVAC Incentives

Please Note TECH Clean California is offering substantial incentives direct to contractors to support the installation of heat pump technologies in existing single-family homes throughout the entire state of California. Incentives are available only to TECH Clean California enrolled contractors. To find out more information or sign up, please go to <https://switchison.org/contractors/tech-clean-california>. Please note that these incentives are only available in retrofit scenarios where a heat pump is replacing a non-heat pump system.

Single-Family Incentives
Single-family incentives are available for any properties with four or fewer dwelling units or for individual replacements in a larger multifamily building. TECH Clean California is providing flat incentives throughout California. Additional incentives available through TECH partner programs can be stacked on top of TECH rebates for a higher total potential incentive. Please visit <https://incentives.switchison.org/contractors> for a list of available heat pump rebates throughout California.

The following incentives will be available for all qualifying installations for HP HVAC. Note, for single-family HP HVAC, incentives are based on the number of outdoor units and are limited to incentives for two outdoor units per home.

Equipment Type	Minimum Efficiency Requirements	Total Incentive Per Unit
Package, split, mini/multi-split (Only AHRI matched pairs)	Title 24 code minimum	\$1,000

For full information about claim requirements, please visit <https://switchison.org/contractors/tech-clean-california>

TECH Clean California HVAC Single Family Project Checklist (on reverse)
This checklist is provided as a reference and includes the key items to remember when scoping and completing a project you intend to submit for a TECH Clean California rebate. We suggest that you print this checklist out and provide to all technicians interacting with customers to ensure all parties know the required data to collect and the steps to take to ensure that the application is accepted.

TECH Clean California
TECH.info@energy-solution.com

TECH Clean California is funded by California ratepayers and taxpayers and administered by Southern California Edison Company under the auspices of the California Public Utilities Commission.

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Commercial Cooling

Carrier EcoBlue



Carrier announced that its entire new WeatherMaker® line of rooftop units now feature the company's innovative EcoBlue™ Technology. Previously available only on select units, EcoBlue Technology is designed to improve performance and efficiency while decreasing maintenance and installation costs. Carrier is a part of Carrier Global

Corporation (NYSE: CARR), the leading global provider of healthy, safe, sustainable and intelligent building and cold chain solutions.

EcoBlue Technology features an exclusive patented, beltless direct-drive vane axial fan system – an industry first for rooftop units – that's up to 40% more energy efficient than conventional forward curve belt-driven fan systems. With 75% fewer moving parts – there are no fan belts, pulleys, shafts or shaft bearings – and a specially designed high-density fan blade, the advanced design can significantly reduce operating, installation and maintenance costs.

The addition of EcoBlue Technology also contributes to meeting

the 2023 Department of Energy (DOE) minimum efficiency requirements for HVAC equipment to continue efforts to reduce energy consumption in the United States. Energy efficient solutions like the WeatherMaker rooftop units support Carrier's 2030 Environmental, Social & Governance (ESG) goal to reduce its customers' carbon footprint by more than one gigaton.

"Today's building owners and HVAC contractors face pressure from every direction, from regulatory requirements and time constraints to meeting ever more demanding cost and performance metrics," said Mark Rabbia, Director, Commercial HVAC Product

Marketing, Carrier. "They need to find ways to minimize consumption of non-renewable energy, control the costs of installing, operating, and maintaining HVAC equipment, and ensure reliable, high-performance indoor climate control to maximize the comfort and productivity of building occupants. Carrier EcoBlue Technology helps with every aspect of that."

The new WeatherMaker units with EcoBlue Technology are lighter than past models while keeping the same footprint and cabinet size for the perfect replacement fit. The new units with 7.5 to 12.5-ton models will have Integrated Energy Efficiency Ratios (IEERs) up to 15.2 in 2023. Along with perfect

fit capabilities to eliminate the need for expensive adapter curbs or total roof curb replacements, the units will have optional MERV-13 four-inch filters, air management economizers for fresh air and free cooling, and SystemVu™ controls that provide smart diagnostics and real-time information to monitor and help optimize system performance.

Equally suitable for both new construction and replacement installations, WeatherMaker units with EcoBlue Technology are ideal for rooftop applications requiring high levels of comfort, productivity, performance, efficiency and reliability.

More information:

www.carrier.com/ecoblue.



Daikin Applied Trailblazer HP



The Daikin Applied Trailblazer HP is an air-cooled scroll chiller that uses heat pump technology to deliver electricity-powered heating and cooling for commercial buildings and industrial processes.

The air-to-water heat pump chiller provides a reversing function that allows the chiller to switch between cooling and heating modes based on the temperature requirements of the space or process being conditioned. In a cooling application, the refrigeration cycle allows for heat removal from the internal space, dissipating excess heat into the external air. In heating mode, the refrigeration cycle reverses and transfers heat absorbed from the outside air into the internal space or process.

Available as a stock unit, Trailblazer HP's design allows for easy installation in new and retrofit applications, making it ideal for office buildings, schools, commercial retail spaces and a range of other facilities.

More information:

www.daikinapplied.com.



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Continued on Page 20



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Pacific Gas and Electric Company is pleased to offer the following HVAC/R training courses specifically designed to advance the skills of HVAC/R professionals.

SEPTEMBER 2023

System Diagnostics Module
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Instructor: Mitch Bailey
Wed., Sept. 6 – Part 1
Thurs., Sept. 7 – Part 2
Wed., Sept. 13 – Part 3
Thurs., Sept. 14 – Part 4

OCT/NOV 2023

NATE CORE & Gas Heating
(Four-Night Class)
Instructor: Mitch Bailey
Wed., Oct. 25 – Part 1
Thurs., Oct. 26 – Part 2
Wed., Nov. 8 – Part 3
Thurs., Nov. 9 – Part 4

NOVEMBER 2023

System Performance Module
(Four-Night Class)
Instructor: Mitch Bailey
Wed., Nov. 20 – Part 1
Thurs., Nov. 21 – Part 2
Wed., Nov. 29 – Part 3
Thurs., Nov. 30 – Part 4
NOV/DEC EXAM:
Saturday, Dec. 2 – 7:30 AM
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All classes are currently held 6:00 pm to 8:00 pm.

Webinars are **FREE** of charge and online registration is required.

You can register online by visiting: pge.com/hvactraining. Attendees must register for each night separately and registration is on a first-come, first-served basis. "PG&E" refers to Pacific Gas and Electric Company, a subsidiary of PG&E Corporation. ©2022 Pacific Gas and Electric Company. All rights reserved. These offerings are funded by California utility customers and administered by PG&E under the auspices of the California Public Utilities Commission.



Editorial Focus

Continued from Page 18

EVAPCO eco-Air Series

EVAPCO's eco-Air Series of dry and adiabatic coolers include flat, V-style and double stack dry coolers available with optional spray or adiabatic pad pre-cooling systems.

With coil sections stacked vertically, eco-Air double stack coolers are designed for applications with



very large cooling requirements and reduced footprint.

Recently, EVAPCO was recog-

nized as the only manufacturer with a Cooling Technology Institute (CTI)-certified line of dry coolers. Dry coolers are a recent addition to CTI's standard 201, which previously included only cooling towers and evaporative fluid coolers.

The product line now offers custom ECM fan assemblies on double-stack units through a collaboration with Multi-Wing. The

equipment offers high electrical efficiency, high airflow, integrated control package for fan speed control, and BAS communications.

eco-Air also offers a newly-updated control package with larger touchscreen and proprietary EVAPCO control sequence and further reduction in water usage for their adiabatic systems.

EVAPCO provides a full spectrum of global product solu-

tions for the commercial HVAC, industrial refrigeration, power generation and industrial process markets.

More information:

www.evapco.com.



Greenheck Dedicated Outdoor Air Systems



Greenheck's line of Dedicated Outdoor Air Systems (DOAS) for high percentage and 100% outside air continues to grow with the addition of two new models. Pre-engineered rooftop ventilator models RV-75 and RVE-150 with energy recovery offer capacities up to 16,000 cfm, up to 50 tons of packaged cooling, and up to 1200 mbh of indirect gas-fired heating. Featuring two-inch double-wall construction and R13 thermally broken foam insulation, both models include a top-mounted condenser and an upgraded controls platform with a web user interface that comes as standard. The factory-programmed, wired, and tested controller can operate as a stand-alone unit or integrate with a Building Management System (BMS).

Models RV-75 and RVE-150 can be specified with an optional inverter compressor that provides precise temperature and humidity control at reduced sound levels and helps save energy by improving part load efficiency. Inverter compressors typically achieve 15%-20% higher IEER compared to digital scroll compressors. An optional electronically commutated (EC) motor is also available on the lead condenser fan or all condenser fans for additional energy savings.

Greenheck pre-engineered rooftop units are factory-tested and can be specified with a variety of options. Greenheck's comprehensive line of DOAS units, including models RV-110 and RVE-180 with up to 18,000 cfm and up to 70 tons of packaged cooling, can meet a wide range of heating, cooling, dehumidification, and ventilation requirements.

Greenheck is a worldwide leader in manufacturing and distributing air movement, conditioning, and control equipment.

More information:

www.greenheck.com.



Contractor Collaborative Platform



Program Overview

The Contractor Collaborative Platform (CCP), a collaboration between SoCalGas and Affinity Engineering (AE), provides participating contractors with a \$200 bonus for every qualifying energy-efficient central natural gas furnace and \$150 bonus for every qualifying energy-efficient natural gas tankless water heater they install at single family, multifamily (in-dwelling), and/or commercial properties within the SoCalGas service territory and have an active SoCalGas account.

How to Participate

Contractors must first enroll through AE. After completing a no-cost energy efficiency training and being accepted into the program, participants should submit paid invoices and other required project information for bonus processing and approval. Contractors will also need to attend an additional energy efficiency training every six months to maintain CCP eligibility.

Available Bonuses and Rebates

Participating contractors must install natural gas furnaces and/or tankless water heaters that meet the following annual fuel utilization efficiency (AFUE), uniform energy factor (UEF), or thermal efficiency (TE) requirements.

Product Type	Property Type	Required Efficiency	Rebate Amount*	CCP Bonus
Furnace	Single Family	92%+ AFUE	\$115-\$1,000	\$200
Tankless Water Heater	Single Family	.82+ UEF	\$80-\$1,000	\$150
	Multifamily (In-Dwelling)	.82+ UEF	\$80	
	Commercial	.81+ UEF (<200 kBtuh)	\$-.45-\$7/kBtuh	
.84+ TE (≥200 kBtuh)		\$3-\$15/kBtuh		

* Rebates belong to SoCalGas account holders but may be signed over to contractors.

End users may also utilize the SoCalGas Home Energy Efficiency Rebate, Multifamily Rebate, or Energy Efficiency Rebates for Business Programs to obtain rebates. For rebate information, visit socialgas.com/rebates.

Contact

Affinity Engineering
903-265-9652
CCP@affinityengr.com



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The Contractor Collaborative Platform (CCP) Program is funded by California utility customers and administered by SoCalGas under the auspices of the California Public Utilities Commission, through a contract awarded to Affinity Engineering. Program funds, including any funds utilized for contractor bonuses, will be allocated on a first-come, first-served basis until such funds are no longer available. This program may be modified or terminated without prior notice. Contractors who choose to participate in this program are not obligated to purchase any additional goods or services offered by Affinity Engineering or any other third party. The selection, purchase, and ownership of goods and/or services are the sole responsibility of contractors. **SoCalGas makes no warranty, whether express or implied, including the warranty of merchantability or fitness for a particular purpose, of goods or services selected by contractors. SoCalGas does not endorse, qualify, or guarantee the work of Affinity Engineering or any other third party.** Affinity Engineering is a SoCalGas authorized contractor responsible for implementing this program through 3/31/2024. Eligibility requirements apply; see the program conditions for details.

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Johnson Controls Choice Rooftop Units



Johnson Controls, the global leader for smart, healthy and sustainable buildings, launched the newest development in the Choice line of commercial rooftop units (RTUs) available from Johnson Controls®, YORK® and TempMaster®. The 12.5- to 27.5-ton RTUs surpass aggressive Department of Energy (DOE) 2023 efficiency standards by 6-45%, depending on the efficiency level, while maintaining an economical advantage.

Available in high-efficiency, ultra-high-efficiency and heat pump models, Choice RTUs can be configured for cooling only, staged-gas heating, modulating-gas heating and now heat pump operation in conjunction with factory-installed electric heating to provide the flexibility necessary to help building owners reach today's evolving efficiency requirements.

"We've elevated the proven performance of Choice rooftop units with enhanced features and options to help our customers achieve their sustainability goals," said Jason Carter, senior product manager, Ducted Systems, Johnson Controls. "Building operators now have even more options to reduce energy consumption and deliver cost savings based on the unique needs of their facility."

Choice Rooftop Unit Options Include:

- High-efficiency Choice rooftop units: Available in dedicated downflow (15-27.5 tons) or sideflow (15-25 tons) configurations. Provide up to 23% greater part-load efficiency than our legacy comparable, standard-efficiency units. Surpasses DOE 2023 efficiency standards by almost 10%.

- Ultra-high-efficiency Choice rooftop units (12.5-23 tons): Leverage a combination of Copeland™ high-efficiency ZPKZ fixed speed, ZPS two-stage, and ZPV variable-speed compressor technology to deliver the highest part-load efficiency in their class. Surpasses DOE 2023 efficiency standards by up to 45%.

- Heat pump Choice rooftop units (12.5-25 tons): De-

liver up to 13% higher IEER than competitive units and meet DOE 2023 efficiencies for both heating and cooling using mechanical and electric heat instead of gas combustion to support sustainability and decarbonization. Surpasses DOE 2023 efficiency standards by up to 6%.

All Choice rooftop units feature a convertible filter rack with pleated filters up to MERV 13 available as a factory option to help meet LEED requirements. Multiple airflow strategies – including variable air

volume (VAV), exclusive IntelliSpeed™ discrete fan control (DFC) with 2-stage and 4-stage options and Continuous Reset Single Zone (CRSZ) control – help to improve ventilation based on building requirements. Additionally, the units are compatible with a full suite of system accessories to further support indoor air quality (IAQ) performance.

In addition to operational cost-savings achieved through system efficiencies, Choice RTUs are de-

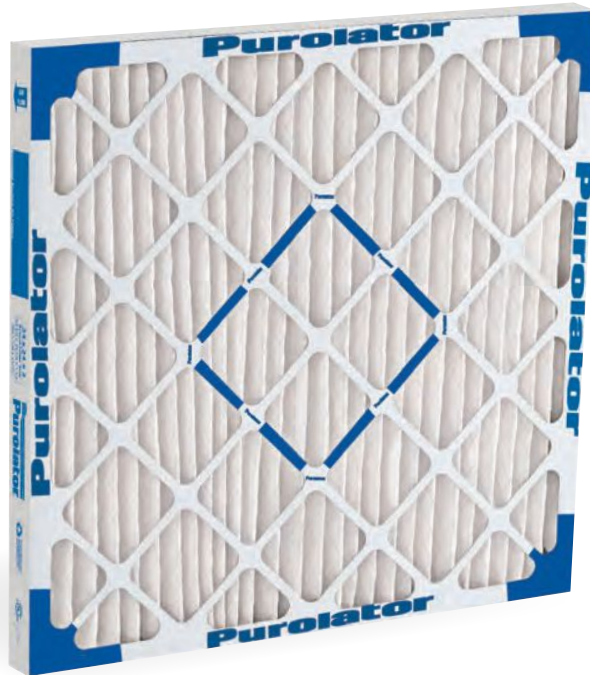
signed to lower initial project costs as well. The lightweight design streamlines specification by reducing building design requirements and eliminating the need for additional structural engineering analysis when used in replacement applications.

Johnson Controls® Choice, YORK® Sun™ Choice and TempMaster® Omni™ Choice rooftop units are designed and tested in the Johnson Controls Advanced Technology Lab located in Nor-

man, Oklahoma, and supported by factory-backed warranties, including a 1-year parts warranty, 5-year compressor and electric heat limited warranties, 10-year aluminized heat exchanger limited warranty and a 15-year stainless steel heat exchanger limited warranty.

More information: www.york.com/commercial-equipment/packaged-split-dx/packaged-rooftop-units/15275tchoiceac_ds/york-sun-choice-rooftop-units.

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A No-Cooling Complaint in a Residential Home

By Jim Johnson
Contributing Editor

In this troubleshooting problem, you're responding to a complaint that

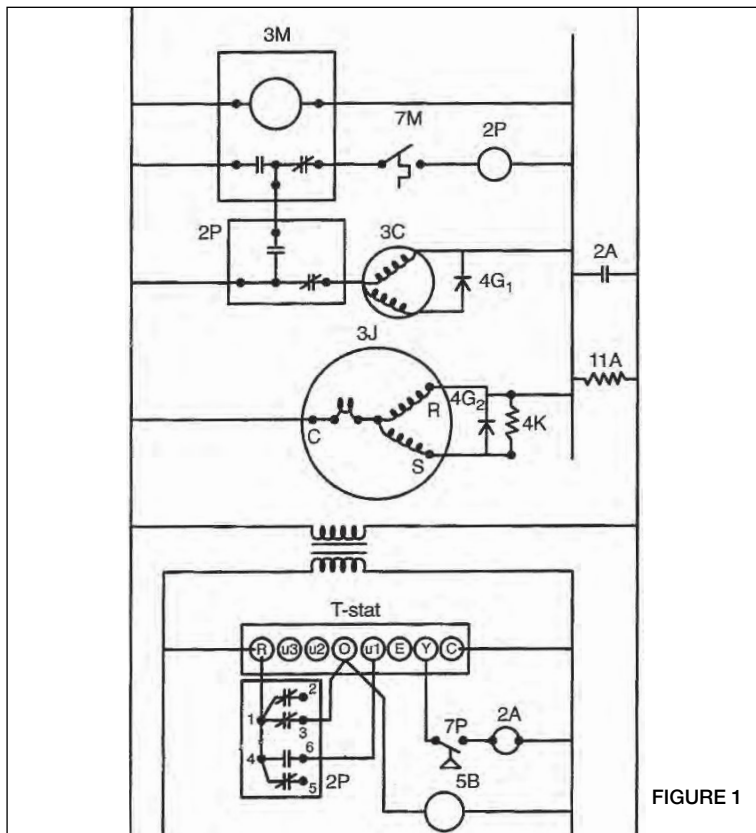


FIGURE 1

- 3M = Defrost timer
- 7M = Defrost thermostat
- 2P = Defrost relay
- 3C = Outside fan
- 4G₁ = Fan run capacitor
- 2A = Low-pressure relay
- 3J = Compressor
- 4G₂ = Compressor run capacitor
- 4K = Compressor capacitor resistor
- 11A = Crankcase heater
- 7P = Low-pressure switch
- 5B = Reversing valve solenoid

FIGURE 2

the temperature in a house is too warm. When you call ahead to let the customer know that you're on the way, they provide the additional information that "something is running" but the temperature in the building just continues to rise.

Upon your arrival you perform a quick check to confirm that the thermostat is properly set, that the temperature in the building is far beyond the set-point, and that the indoor air flow is normal. Investigating further outside, you also find that the outdoor fan motor is operating normally, but the compressor is attempting to start and kicking off on overload.

Using the diagram in **Figure One** and the legend shown in **Figure Two**, you begin your evaluation of the electrical components. (Note: What you also find relative to the compressor wiring is that while the diagram doesn't show it, a start kit consisting of a potential relay and start capacitor was added to this equipment sometime in the past.)

Your electrical checks of the capacitors and relay show the following results:

...4G₂: 50 MFD

...Potential Relay Terminals 2 and 5: 2,493 Ohms
...Potential Relay Terminals 1 and 2: Continuity
...Start Capacitor: 97 MFD

With the compressor cooled down, your ohmmeter checks show the following:

...C to S: 3.5 Ohms
...C to R: 2.9 Ohms
...Terminal to Ground: Infinity

Your troubleshooting question: *What is the source of the starting problem with this compressor?*

If you believe you have the correct answer to one of Jim Johnson's Troubleshooting Problems, please submit it by email to Jim Johnson at icntroubleshooting@techtrainassoc.com or by U.S. Mail to: Technical Training Associates, PO Box 2259, Green Valley, AZ 85622-2259.

In your email subject line please include "Troubleshooting Answer" and indicate which month the question you are responding to was published.

Correct answers will be entered into a drawing and will be eligible to receive a copy of Jim Johnson's video "Evaluating Refrigeration Systems: Troubleshooting & Identifying Problems."

Answer to Last Month's Troubleshooting Problem

The underlying cause of the problem is a low refrigerant charge. The manufacturer's chart showed a suction pressure of 115 PSIG and a liquid pressure of 325 PSIG. The cross point of these two pressure was below the 95-degree line on the chart, indicating the low charge.

The winner of last month's Troubleshooting is:

Bryan M. Downey

Emerson, Copeland

Continued from Page 1

Brian Loftus, market research and benchmarking analyst at Heating Air Conditioning and Refrigeration Distributors International (HARDI), a trade group for HVAC distributors, shortly after the deal was announced. "Blackstone is not a slash-and-dash investor. They see the strategic value and potential of climate technology, as does Emerson."

"This is further confirmation that the financial world has recognized the resilience of the HVAC industry," said Matt Michel, the recently retired president of Service Nation Inc. "While HVAC may lack the 'wow' factor of some of the tech flavors of the day, we perform

on a steady basis."

"Copeland has grown into the market leader in supplying critical components for residential, commercial, and industrial climate control solutions, and we are thrilled to support its next phase of growth as a world-class stand-alone company," said Joe Baratta, global head of private equity at Blackstone. "Leveraging Blackstone's long track record of successful large-scale corporate partnerships, we look forward to working with the Copeland and Emerson teams to accelerate the company's profitable, long-term growth."

Copeland will be headquartered in the St. Louis area, where Emerson is based, while operating in markets in North America, Europe, Latin America, Asia, the Middle East, and Africa.



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Technical Training

Growing Green Technicians Part 165: Fixed and Modulating Metering Devices

By Jim Johnson
Contributing Editor

With summer in full swing, we'll continue our discussion on determining whether or not a comfort cooling system is operating properly regarding the refrigeration system charge. In the June issue our focus was on the operation of a split system employing a modulating metering device, and how to consult manufacturer's information regarding refrigerant line length and liquid line temperature and pressure to determine if the charge was correct. In this issue we'll consider the operation of a refrigeration system employing both fixed bore and modulating metering devices.

The fixed orifice (sometimes referred to as fixed bore) device is the simplest to understand, employing either what is referred to as a piston assembly, or is just a small hole in a brass fitting where high-pressure liquid refrigerant is forced through the opening, creating a drop in pressure. Some manufacturers may refer to this type of device as an FCCV, Flow Control Check Valve. Regardless of the specific design or how different manufacturers choose to identify it, a fixed orifice device meters at the same volume of refrigerant flow whether the heat load situation is severe, or the control system is approaching its set-point and is about to cycle the equipment off.

In **Figure One**, we're showing one type of chart that can be employed when evaluating system performance and considering discharge pressure of a fixed orifice refrigeration system, along with outdoor ambient temperature and indoor wet bulb temperature.

At the bottom of this chart,

used for R-410A refrigeration systems, the technician selects the outdoor ambient temperature. The discharge pressures are shown at the left of the chart, and there are four curves shown, representing the measured wet bulb temperature of the air entering the indoor coil, listed as 71, 67, 63, and 59 degrees respectively.

Figure Two also shows an R-410A chart that is designed for use with a modulating metering device system, such as a thermostatic expansion valve or an EEV, electronic expansion valve.

Referring to **Figure Two**, the first step in accomplishing evaluation of the equipment is to establish the outdoor ambient temperature. In our example, we have established that the system has been operating for at least 20 minutes, and we've measured our outdoor temperature at 82°F.

Next, we've established that the wet bulb temperature of the air entering the indoor coil is 67°F. This indicator is a reading that tells us what the total heat is on the evaporator coil. A higher wet bulb reading indicates a higher total heat load on the coil, and a lower wet bulb reading indicates that the system isn't working as hard to transfer heat as it is with a higher indicator.

With the outdoor ambient and indoor wet bulb temperatures measured and plotted, we can arrive at a conclusion at point 4 on our chart, showing that the high side pressure of the system is 316 PSIG.

When we consider that manufacturers allow an acceptable range of plus/minus 10 percent variation in the measured discharge pressure (from a low of 306 PSIG and a high of 326 PSIG in our case) we have determined that the system is not low on charge, nor do we have to add refrigerant.

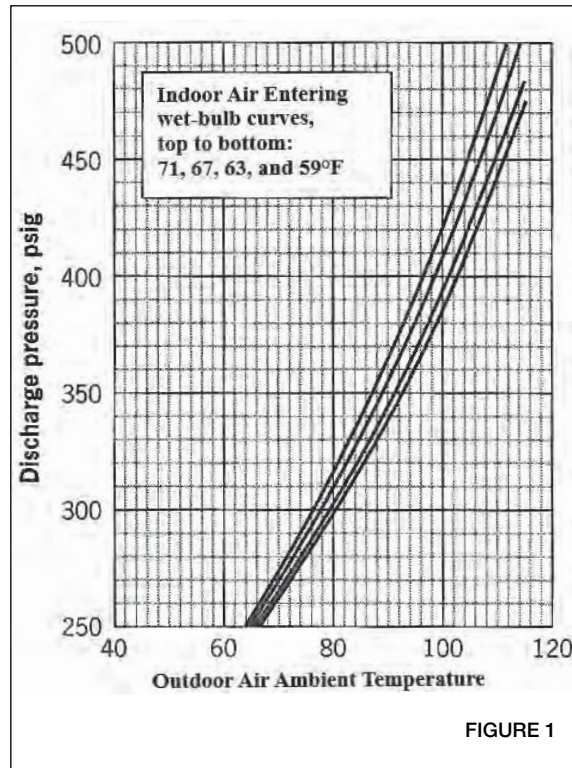


FIGURE 1

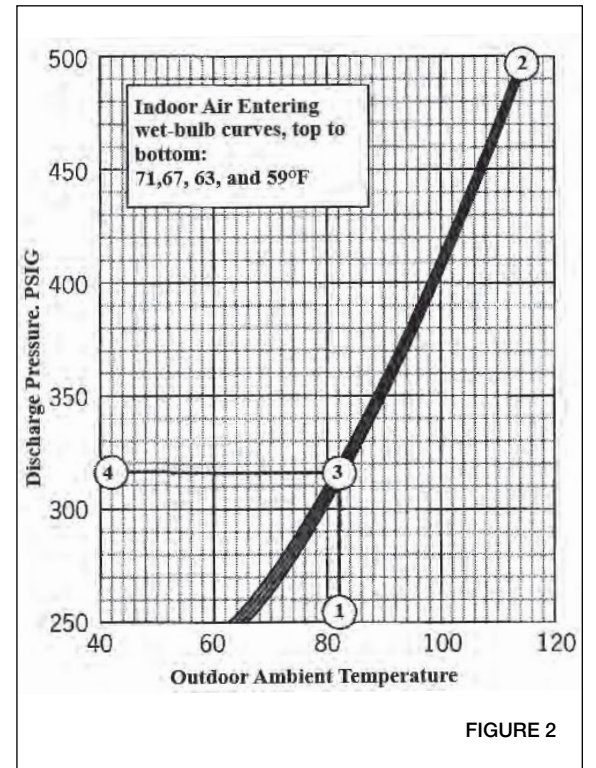


FIGURE 2

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Thank you

Tips on How to Make this Summer Your Company's Biggest Ever

By Lawrence Castillo
Contributing Editor

Every year, Major League Baseball teams report to Spring Training with optimism and hope that this year could be their year to win the pennant. Every MLB executive watches their team show up to camp hoping that the moves that they made in the off-season to better their club will pay off, and that the result will be that their team will still be playing baseball in October.

In residential HVAC, it should look something like that as well. Every owner and operator should be hitting the summer after spending the fall/winter seasons preparing to have the best busy season in their company's history. Those contractors who spent the down season developing a plan for summer success will reap the rewards. Those who didn't will enjoy the extra business that the heat waves bring, but then right back to struggling once the heat subsides.

Let's take a look at what residential contractors should have been doing, and what they STILL CAN do to take advantage of this summer:

1. Develop a Structured Meeting Schedule for your Technicians

Your technicians need to be trained WEEKLY on how to leave options that will sell.... on how to get five-star reviews.... on how to quote for more than the minimum. They cannot train themselves. They rely upon you to help to make them better. If you don't have a structured training plan/schedule for your technicians, then you are letting them and your entire company down. Start today! Find out what they need training on. If you aren't capable of training them, find someone who can. (Also, a word of advice. All of you run your businesses your own way, but at my shops, if you are late to a meeting, you aren't allowed to attend).

2. Spend time with your Dispatchers

Your Dispatchers have the power to make or break your business. Your success, profitability, and bank account are all at their mercy. If you trust them without verifying that they are following your processes, or best practices, then you don't know if the most important daily decisions in your business are being made correctly. Sit in Dispatch. Give direction. Ask them what issues they are having. Ask why

they assigned calls to particular technicians. Listen to them communicate with your techs. Ask them if they need anything from you. Be involved.

3. What are your Expectations for your Technicians?

A successful Service Department begins with a clear understanding of expectations. You employ your Service Technicians to run a profitable truck, build goodwill with your clients, and to secure long-term relationships with all customers. If they aren't succeeding in these areas, what are you doing about it? It all starts with a signed position agreement ensuring your technicians know the expectations of the position, and the consequences for not fulfilling those expectations. If you have techs that are not bringing in revenue, service agreements, sales leads, and five-star reviews, and your position agreement clearly states that those are the expectations, then you now have the ammunition necessary to hold them accountable. Don't be afraid to discipline them.....they expect you to.

4. Be Engaged as a Leader

Summer is really the time for you to be more engaged in your business. Your demonstrative leadership will elicit an extra 10% to 20% of effort out of your people if you give them the same. Inspire them to do great things. Incentivize them to achieve more than they ever have. Show them the way.

5. What are your non-negotiables?

Your employees should know what your non-negotiables are. What do I mean? There are certain aspects of your business that are not up for debate. These items are definite and not to be challenged, and violation is met with swift consequences. So, what is it that is law at your shop? Is it important to you that your trucks are clean? Is it important to you that your employees are on time for their first calls of the day? Do "zero-tickets" drive you crazy? Make sure your staff knows what metrics, KPI's, or processes must be followed as a minimum condition of employment.

Final Word:

So many contractors are looking for lightning in a bottle. I had one ask me what he should do today if the phone isn't ringing. I told him to look back at

six months ago and be regretful for all the service agreements that his technicians didn't sell then which would have created maintenance calls for today. I probed further and asked him what his conversion ratio is on membership opportunities. He didn't know. I explained that he is spending untold thousands of dollars to make the phone ring, yet when they do finally book and run the call, he has no idea how often they are taking advantage of this expensive opportunity. There is a costly lesson here.

I wish all of you a happy and prosperous summer, and I hope it is the best in your company's history. Work a little harder.....lead a little better.....and find the opportunities to make your business just a little bit better every day.

IHACI Peer Groups:

Recently, you received a form in the mail asking if you would like to participate in our IHACI Peer Groups. The Peer Groups are our newest benefit, allowing IHACI members to establish a close network with other contractors with whom you regularly meet via Zoom to share and discuss ideas. If you have ever belonged to Nexstar, Service Roundtable, the Success Group, or any other best-practices group, you already understand how beneficial the relationships that you establish can be some of your most important. At IHACI, our goal with Peer Groups is to give our members a way to connect so that they can leverage each other to help make their businesses more successful.

Please join us to see how IHACI

Peer Groups can help you to establish relationships with other like-minded contractors who share some of the same struggles and issues that you face every day in your business. Please contact me at lawrence@brodypennell.com to ask questions about how to join.

Lawrence Castillo is the President/ Operating Partner of Brody Pennell Heating & Air Conditioning in Los Angeles and is a Board Member of IHACI. Castillo is nationally respected as one of the residential HVAC/plumbing industry's top operators and has generated record revenue growth for some of the West Coast's most respected and well-known companies over the past 20+ years. Lawrence can be reached at Lawrence@brodypennell.com.

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CEC Update

Continued from Page 1

systems, and a verification report upon completion of the work. Any deficiencies in the HVAC system or ventilation rates of occupied areas must be documented in an assessment report. The report is reviewed by a licensed professional for recommendations on repairs or upgrades to correct the deficiencies and meet minimum ventilation and filtration requirements. Goals and benefits of the program are to improve indoor air quality, increase energy efficiency, reduce greenhouse gas (GHG) emissions, and create jobs and economic benefits.



The CalSHAPE Plumbing Program provides funding for LEAs to replace aging, non-compliant, and water-inefficient plumbing fixtures and appliances with water-conserving plumbing fixtures and appliances.

CalSHAPE Program funding comes from the energy efficiency budgets of California's large electric and gas investor owned utilities (IOUs). The program accumulates funding in 2021, 2022, and 2023, and runs until December 1, 2026, when all unused funds must be returned to the utilities. Funding is allocated

based upon the geographic area covered by each IOU and the corresponding energy efficiency funds accumulated.

In addition, CalSHAPE Ventilation was awarded \$20 million from the Greenhouse Gas Reduction Fund (GGRF) in the 2022 state budget, and additional GGRF funding may be available in the future. The GGRF funds are designated specifically for the replacement of HVAC systems in schools. Replacements with new systems will focus on electric heat pumps.

Based on program statistics provided by CEC staff program manager David Velazquez, as of May 31, 2023: 628 LEAs have applied for CalSHAPE Ventilation funding, with \$440 million in funds requested. This repre-

sents 38 percent of the total schools in the state, located in 49 of the state's 58 counties, and 54 percent of the funds have been awarded to underserved schools. LEAs that have applied for HVAC system assessments and testing in the earlier program phases can now receive and use awards for major repairs and replacements of HVAC systems. Velazquez estimated that CalSHAPE Program funding will total about \$750 million over the life of the whole program.

More information on CalSHAPE can be found at: <https://www.energy.ca.gov/programs-and-topics/programs/california-schools-healthy-air-plumbing-and-efficiency-program>.

GOLD KEY Contest Winner

The winner of last month's ICN Gold Key contest is:



Dahnee Salvador
Denco

Salvador is the winner of a \$50 Amazon gift card, courtesy of ICN. Congrats!



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JULY

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Wed., July 26 – Part 1

Thurs., July 27 – Part 2

AUGUST

System Performance Module

(Four-Night Class Cont. from July) Instructors: Mike Griffin / John Dalton

Wed., Aug. 2 – Part 3

Thurs., Aug. 3 – Part 4

SEPTEMBER

NATE CORE & Gas Heating Training (Webinar)

(Four-Night Class) Instructors: Mike Griffin / John Dalton

Wed., Sept. 6 – Part 1

Thurs., Sept. 7 – Part 2

Wed., Sept. 13 – Part 3

Thurs., Sept. 14 – Part 4

OCTOBER

NATE AC/HP Refrigeration & Air Distribution Training (Webinar)

(Four-Night Class) Instructors: Mike Griffin / John Dalton

Wed., Oct. 4 – Part 1

Thurs., Oct. 5 – Part 2

Wed., Oct. 25 – Part 3

Thurs., Oct. 26 – Part 4

Sat., Oct. 28 - NATE Exam, 7:30 a.m. (In-Person/Onsite)

SOUTHERN CALIFORNIA EDISON, IRWINDALE

SEPTEMBER

System Diagnostics Module

(Four-Night Class) Instructor: John Dalton

Wed., Sept. 20 – Part 1

Thurs., Sept. 21 – Part 2

Wed., Sept. 27 – Part 3

Thurs., Sept. 28 – Part 4

OCTOBER

Non-Res ATE Acceptance

(Two-Night Class) Instructors: Mike Griffin / John Dalton

Wed., Oct. 11 – Part 1

Thurs., Oct. 12 – Part 2

Non-Res ATT Acceptance

(Two-Night Class) Instructors: Mike Griffin / John Dalton

Wed., Oct. 18 – Part 1

Thurs., Oct. 19 – Part 2

NOVEMBER

System Performance Module

(Four-Night Class) Instructors: Mike Griffin / John Dalton

Wed., Nov. 1 – Part 1

Thurs., Nov. 2 – Part 2

Wed., Nov. 8 – Part 3

Thurs., Nov. 9 – Part 4

SOUTHERN CALIFORNIA EDISON, TULARE

SEPTEMBER

System Diagnostics Module

(Four-Night Class) Instructors: Mitch Bailey / TBA

Wed., Sept. 20 – Part 1

Thurs., Sept. 21 – Part 2

Wed., Sept. 27 – Part 3

Thurs., Sept. 28 – Part 4

OCTOBER

NATE CORE & Gas Heating Training

(Four-Night Class) Instructors: Mitch Bailey / TBA

Wed., Oct. 11 – Part 1

Thurs., Oct. 12 – Part 2

Wed., Oct. 18 – Part 3

Thurs., Oct. 19 – Part 4

NOVEMBER

NATE AC/HP Refrigeration & Air Distribution Training

(Four-Night Class) Instructors: Mitch Bailey / TBA

(Four-Night Class) Instructors: Mitch Bailey / TBA

Wed., Nov. 1 – Part 1

Thurs., Nov. 2 – Part 2

Wed., Nov. 15 – Part 3

Thurs., Nov. 16 – Part 4

Sat., Nov. 18 - NATE Exam, 7:30 a.m.

Note: When registering for a training class please make sure you honor that commitment and show up on time and prepared. If you cannot attend, please call (818) 551-1555 and cancel in ample time. Thank you.

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(Two-Night Class) Instructors: Mike Griffin / John Dalton

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Non-Res MATT Training (Webinar)

(Two-Night Class) Instructors: Mike Griffin / John Dalton

Wed., July 12 – Part 1

Thurs., July 13 – Part 2

Chiller Module (Webinar)

(Two-Night Class) Instructors: Mike Griffin / John Dalton

Wed., July 19 – Part 1

Thurs., July 20 – Part 2

AUGUST

Commercial Cooling Tower Module (Webinar)

(Two-Night Class) Instructors: Mike Griffin / John Dalton

Wed., Aug. 9 – Part 1

Thurs., Aug. 10 – Part 2

Boiler Module (Webinar)

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Wed., Aug. 16 – Part 1

Thurs., Aug. 17 – Part 2

Commercial Refrigeration Module (Webinar)

(Two-Night Class) Instructors: Mike Griffin / John Dalton

Wed., Aug. 23 – Part 1

Thurs., Aug. 24 – Part 2

SEPTEMBER

Electrical Module (Webinar)

(Four-Night Class) Instructors: Mike Griffin / John Dalton

Mon., Sept. 11 – Part 1

Tues., Sept. 12 – Part 2

Mon., Sept. 18 – Part 3

Tues., Sept. 19 – Part 4

OCTOBER

System Diagnostics Module (Webinar)

(Four-Night Class) Instructors: Mike Griffin/John Dalton

Mon., Oct. 16 – Part 1

Tues., Oct. 17 – Part 2

Mon., Oct. 23 – Part 3

Tues., Oct. 24 – Part 4

NOVEMBER

NATE Core & Gas Heating Training (Webinar)

(Four-Night Class) Instructors: Mike Griffin/John Dalton

Mon., Nov. 13 – Part 1

Tues., Nov. 14 – Part 2

Mon., Nov. 20 – Part 3

Tues., Nov. 21 – Part 4

DECEMBER

NATE AC/HP Refrigeration &

Air Distribution Training (Webinar)

(Four-Night Class) Instructors: Mike Griffin/John Dalton

Mon., Dec. 4 – Part 1

Tues., Dec. 5 – Part 2

Mon., Dec. 11 – Part 3

Tues., Dec. 12 – Part 4

PACIFIC GAS AND ELECTRIC COMPANY, STOCKTON

SEPTEMBER

System Diagnostics Module (In-Person & Webinar)

(Four-Night Class) Instructor: Mitch Bailey

Wed., Sept. 6 – Part 1

Thurs., Sept. 7 – Part 2

Wed., Sept. 13 – Part 3

Thurs., Sept. 14 – Part 4

This class will be presented In-Person and webinar from the ETC.

OCTOBER/NOVEMBER

NATE Core & Gas Heating Training (Webinar)

(Four-Night Class) Instructor: Mitch Bailey

Wed., Oct. 25 – Part 1

Thurs., Oct. 26 – Part 2

Wed., Nov. 8 – Part 3

Thurs., Nov. 9 – Part 4

NOVEMBER/DECEMBER

NATE AC/HP Refrigeration &

Air Distribution Training (Webinar)

(Four-Night Class) Instructor: Mitch Bailey

Mon., Nov. 20 – Part 1

Tues., Nov. 21 – Part 2

Mon., Nov. 29 – Part 3

Tues., Nov. 30 – Part 4

DEC EXAM: Saturday, Dec. 2 – 7:30 a.m (In-Person/Onsite)

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TERESA WORKMAN

PSGHVAC, Pacific Systems Group, a Manufacturers Representative Company, headquartered in Torrance, California, is pleased to announce **Teresa Workman** as the Channel Development and Utilities Manager for the fast growing Ductless and VRF heat pump market in California and Hawaii.

Pacific Systems Group capitalizes

on strong relationships with manufacturers of HVAC equipment to include Carrier Ductless and VRF, Variable Refrigerant Flow.

Before arriving at PSGHVAC, Teresa spent the prior 17 years working in Real Estate and Development, collaborating with builders, homeowners and contractors. Her territory spanned from Sacramento to San Diego. Teresa has a proven track record in building long-term relationships with customers and business partners.

We are excited to bring Teresa's skill set to the fast growing heat pump market in California and Hawaii, according to Bobby Hahn, Principle at PSGHVAC.

.....

ServiceTitan, which offers a software platform for trades businesses, has named **Dave Sherry** as its new chief



DAVE SHERRY

financial officer (CFO).

Sherry has held CFO positions for the past ten years, most recently at QuintoAndar, Latin America's leading real estate marketplace and one of the largest technology companies in South America. Prior to that, Dave served as CFO at Lightspeed, a vertical software company focused on the retail and restaurant industries. He has also held positions at TPG, Accel, and McKinsey & Co.

Sherry earned a master's degree in business administration at Stanford University.

"Dave's experience in vertical software and scaling successful businesses will be invaluable to our team, and, most importantly, our customers," Ara Mahdessian, ServiceTitan co-founder and CEO, said in a press release. "His passion and expertise will be critical as we continue to expand our capabilities to solve the biggest pain points for contractors all across the country. I am thrilled to have him be part of the ServiceTitan team as we take the company into its next phase of growth."

ServiceTitan serves residential and commercial contractors focused on HVAC, plumbing, electrical, and other trade verticals. It also continues expanding its customer base in the green industry, which includes pest control, lawn care, landscaping, and janitorial services. ServiceTitan serves over 11,800 businesses in North America.

"I see so much opportunity in the trades industry, which I wholeheartedly believe deserves the most advanced software solutions that so many other sectors are already afforded," said Sherry. "ServiceTitan has the key elements of what makes a great business – authentic, mission-driven founders who genuinely believe that long-term success will come from delivering value to their customers, a high-caliber and highly functioning team, and a market ripe for disruption and leadership."



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CLIFTON BECK

The ESCO Institute announced the addition of **Clifton Beck** to their team. Beck will serve as the manager of digital media where he will oversee the company's digital content.

Clifton Beck comes to the ESCO Institute with 25-years of experience in the HVACR industry after graduating from Indiana State University. While he has served both the residential and commercial sectors of the industry, his area of focus was industrial building automation and commercial refrigeration and VRV systems. Using this skill set, he transitioned from the field to the classroom, becoming a technical service advisor and trainer for a wholesaler with 18 branches located in Indiana, Ohio, Kentucky, West Virginia, and Pennsylvania. Most recently, Beck worked for Bluon, where he developed curriculum and training resources for HVACR

professionals.

Beck will now take his talents to the ESCO Institute, which develop standards, validation tools, and training resources for the HVACR and building science fields. As manager of digital media, he will oversee the development and implementation of numerous digital resources.

"When the World Health Organization (WHO) declared COVID-19 a pandemic, a large percentage of HVACR educators found themselves working one day and ordered to work from home the next," said Renee Tomlinson, executive director. "As HVACR instructors tried to understand, and later acquire the resources for teaching online, Clifton was ready day one, having already launched hybrid learning. As an early adapter of this learning model, he quickly helped others understand how to transition their training as well. His ability to see the future, and understand the tools required, made him the perfect fit to help ESCO Institute take our digital resources into the next stage."



Refrigerated Solutions Group (RSG) recently announced an executive leadership addition to their team.

Eric Doyle joined Refrigerated Solutions Group (RSG) as Chief Fi-



ERIC DOYLE

nancial Office. Doyle came to RSG from Welbilt, where he most recently led the finance organization for the Multiplex Beverage brand and previously also led finance for Manitowoc Ice.

Doyle stated, "RSG has a compelling future, and I am humbled to join the team that continues to elevate the financial performance and combined 150-year legacy of two strong, industry respected brands in Norlake and Master-Bilt."

Doyle is an industry veteran with more than 25 years of diverse manufacturing experience both financially and operationally. He is experienced in efficiently leading global multifacility manufacturing operations to achieving financial excellence.

"We are excited to welcome Eric to our team. He will help continue to strengthen our disciplined culture focused on building high

performing teams and empowering employees to serve our customers and collaborate with our partners for shared success," said Aaron Brown, RSG's Chief Executive Officer. "Eric has expertise in maximizing financial performance by leveraging continuous improvement and an employee and customer centric approach."



MITCH MOBLEY

Leap Partners, a home services company with businesses across the Southeast, has hired **Mitch Mobley** as vice president of operational support. In this new role, Mobley will lead the HVAC, plumbing, and electrical technician training and development program for all of Leap Partners' companies. His responsibilities will include training technicians on improving efficiencies and customer service.

Mobley joins Leap Partners with more than a decade of experience. Prior to his new role, at Leap Partners, he was general manager of the northern middle Tennessee territory for Hiller Plumbing, Heating, Cooling & Electrical. Before that role, he led Hiller's efforts in developing and implementing the company's training programs.



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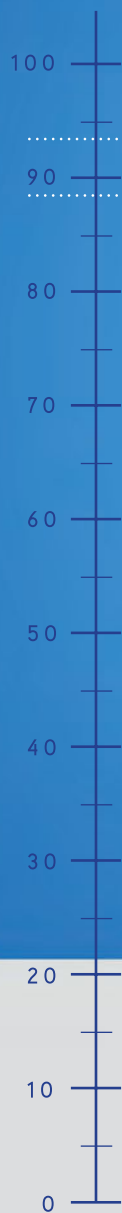
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