NEWSLINE

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FYI
HVACR BRIEFS

ACQUISITIONS

Sila Services (Philadelphia) acquired **Ainsley Heating & Cooling** (Cortland, Ohio) and **ECS Comfort Heating & Cooling** (Palmyra, Pa.).

MANUFACTURERS

Hilmor Tools (Duluth, Ga.) named **Ryan Figueroa** of **Top Gun Mechanical** (Imperial Valley, Calif.) the winner of its Fastest Hands in HVAC/R competition.

Reliable Controls (Victoria, British Columbia, Canada) named **Casey Crown** regional sales manager for California.

Bradford White Corp. (Ambler, Pa.) donated a water heater to each of eight low-income families in Philadelphia during Random Acts of Kindness Week.

Steril-Aire (Valencia, Calif.) won renewed ISO 9001 and ISO 14001 accreditations.

Lennox Industries Residential (Dallas) named **Lanessa Bannister** vice president and general manager, replacing **Quan Nguyen**, who retired.

ORGANIZATIONS

HVAC Excellence (Mount Prospect, Ill.) granted Certified Master HVACR Educator status to **Brad Cooper** of **Arkansas State University-Beebe** (Searcy, Ark.).

Sheet Metal and Air Conditioning Contractors' National Association (Chantilly, Va.) gave **Chris Hronek** of **Tweet/Garot Mechanical** (De Pere, Wis.) its 2024 Innovator of the Year award.

The Building Performance Institute (Saratoga Springs, N.Y.) named Daniela Freeman the manager of standards.

CEO Warrior (Eatontown, N.J.) named **Daikin Industries Ltd.** (Osaka, Japan) a preferred supplier.

SOFTWARE

XOi (Nashville, Tenn.) named **Ethan Halliwell** as the company's CFO.

FieldRoutes (Chesterfield, Mo.) announced a software integration with **ServiceTitan Fleet Pro**.

— compiled by Matt Jachman

Every day, we post the industry's breaking news at achrnews.com, including price increases, company acquisitions, and more. Read the highlights below, then visit our website for HVAC news updates posted as soon as they hit.

Expansion Plans At WaterFurnace

WaterFurnace is doubling the footprint of its manufacturing facility in Fort Wayne, Indiana, as geothermal is becoming increasingly popular in commercial and residential markets, owing in part to incentives in the Inflation Reduction Act (IRA).

CEO John Thomas spent the second day of AHR Expo in Chicago with his commercial and residential vice presidents of sales and marketing, sharing the company's vision for growth, as well as resources for capitalizing on tax incentives.

"Heat pumps don't just create heat, they move it from an undesirable location that is in cooling mode to a desirable location that is calling for heat. That's a big part of what a distributed hydronic system does," Thomas said. "It's been around for over 60 years. And we're just continuing to improve it with innovation and investment with some of the latest control and operation technologies."

WaterFurnace's expansion, slated for completion early next year, will reoptimize the company's footprint and consolidate all items to run the business under one roof, with added space for further research and development, such as for the data center industry.

"Data centers create millions and millions of BTUs per hour, every hour, and in many cases, that heat is just exhausted in the ambient air, even when there may be a building adjacent to it that actually is in need of heat and they're running the boiler in the basement," Thomas said, highlighting that as an opportunity to "connect those sinks and sources, recycling the heat from where it's not desired and utilize it in spaces where it is."

For its current 150,000-square-foot facility, "our three-acre pond has been our gas well since 1993," with loops on the bottom of the pond to reject heat and use the water feature as a heat source.

"It heats and cools the entire building; the only fossil fuel we use is to operate the brazing torches to do the brazing that we need to produce the units we're building every day. So we like to live by example," Thomas said.

Paul Selking, commercial vice president of sales and marketing, added a tax credit in the IRA allows building owners to get anywhere from 30% to 50% of the cost of the unit back in credit.

"It also made that entire amount available for not-for-profits. Cities, state, local, and tribal governments also have the ability to get that full amount for utilizing commercial geothermal," Selking said. "It's vastly expanded the reach and the financial payback to consider commercial geothermal on your building project. Whether it's retrofit or new construction, both of those qualify for this new incentive that's now available."

WaterFurnace also announced the launch of its new air-cooled chiller, the TruClimate 900.

Copeland Introduces Itself As a Stand-Alone Company

During an AHR Expo press conference hosted by Copeland, CEO Ross Shuster shared insights into the company, as it has joined forces with Blackstone and emerged as a pure-play climate technologies company. He also delved into how Copeland is equipped to navigate industry challenges and drive the adoption of sustainable climate solutions.

"Copeland was founded over 100 years ago, by Edward Copeland, with a focus on the refrigeration industry," said Shuster. "And then in 1986, we became part of Emerson, and that was a very successful and fruitful time in the Copeland history. But in June of last year, we became an independent stand-alone company, going back to our roots. And while the time under Emerson's ownership was a successful period of time, both for ourselves as well as Emerson, our private-equity sponsor felt that the focus that we would obtain for being a stand-alone company would benefit the company, our employees, and the industry as well."

Shuster said that in introducing "the newest 100-year-old company in the HVAC industry," there were three things he wanted everyone to know about Copeland. One is the scale that Copeland has as a global organization. Second is the innovation, which is part of Copeland's core DNA, and third is the breadth of business that Copeland has as an organization.

"In terms of scale, as a standalone business we are nearly $5 billion in annual revenues," said Shuster. "We have 18,000 employees, and we cover geographically all parts of the world: the Americas, Europe, Middle East, as well as Asia. One of the things we're very proud of is our installed base. We have over 200 million units installed around the world, and about 140 or 150 million units installed here in North America."

Shuster said that innovation is at the heart of what Copeland does.

"We've got over 1,700 engineers globally, 12 R&D facilities across the world, and we hold more than 3,000 patents," he said. "I think what's also important is how we're committed to that. We spend over 4% of our annual revenues in R&D, so we are committed to new products and developments."

Looking ahead, Shuster said that there are three megatrends that impact Copeland, as well as the entire HVACR industry. The first is the energy transition, the second is the low-GWP refrigerant transition, and third is the refrigeration of food and pharmaceuticals.

"The energy transition is likely the most impactful to what we do and the challenges that the industry has," said Shuster. "We all know that in order to achieve real decarbonization, we've got to electrify heat. And we are a leader in those technologies today. Over 90 million homes and buildings around the world use our compression technologies, and we're absolutely committed to that.

"In terms of low-GWP refrigerants, obviously, we are committed to that as well," he added. "We believe and we know that our compression technologies are a key enabler for the transition to low- and then ultra- low GWP refrigerants. About 95% of our R&D spend is either directly or indirectly tied to the compression of low- and ultra-low GWP refrigerants."

On the third point, food and pharmaceuticals travel 25% further today than they did in the 1970s, said Shuster. That means Copeland is making sure the quality and the efficiency are there in the refrigeration technology, as well offering the ability to monitor products across the global food chain.

Honeywell Launches Controls Platform

Honeywell launched its Advance Control for Buildings, a platform that pursues company efforts in the building controls field, during the AHR Expo.

"Buildings today are facing mounting amounts of pressure around safety, operational efficiency and loss of sustainability — we're trying to push the boundaries of our technological advancement," said Steve Kenny, vice president and general manager of Honeywell Building Management Systems.

Advance Control not only allows for building managers to meet these pressures by allowing users to optimize building operations, but it also takes that aforementioned leap toward innovation.

Advanced Control is designed to automate building management and provide the foundation for a building's energy-efficiency strategy. Automation and machine learning champion a streamlined operation system that features built-in cybersecurity and technology for faster network speeds, Honeywell said in a press release.

Building managers have more control over the efficiency of their buildings, Kenny said, improving occupant experience and advancing energy-management goals.

The rollout included a partnership between Honeywell and NXP Semiconductors N.V., and between Honeywell and Analog Devices Inc.

"NXP really focusing on its advanced semiconductor offering to bring intelligence into our hardware. … And at the heart of that is the environment in which we are now building is becoming more and more digitalized ... electrified, and the inputs on both the supply and demand perspective within that building are rapidly changing," Kenny said.