THE MEASURE OF AN ASSOCIATION is how it gets results for its members, while providing value and professional service.

With more than 300 member companies, the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) has an unwavering commitment to the heating, cooling, water heating, and commercial refrigeration industry to deliver results in our core focus areas of standards, certification, and advocacy.

Headquartered in Arlington, Virginia, AHRI’s professional staff—several of whom have served the industry for more than 20 years—offer the engineering, communications, meeting planning, financial, and management expertise critical to addressing the many issues faced by our member companies in North America and around the world.

In these pages, you will get a glimpse of a “year in the life” of a dynamic and effective trade association and its activities and accomplishments on behalf of its members and the industry.
2010 was a good year of growth and opportunity for AHRI and for our industry. Our accomplishments are further proof that by coming together, we can accomplish far more than we ever could have as separate organizations.
THIS YEAR WE FINALLY WERE ABLE to begin to break out of the recession doldrums, as one, united industry.

In 2010, the Environmental Protection Agency named AHRI a Recognized Certification Body for its ENERGY STAR program. Shipments of residential furnaces, air conditioners, heat pumps, and water heaters increased across the board. And we came within one vote of passing our consensus agreements in Congress.

On the global front, we advanced our consistent message of harmonized standards and certification programs in Colombia, United Arab Emirates, Saudi Arabia, Japan, Brazil, Mexico, India, and China. In February alone, AHRI signed three international agreements on standards and certification harmonization, one with the Indian Society of Heating, Refrigerating, and Air-Conditioning Engineers (ISHRAE) and the Refrigeration and Air-Conditioning Manufacturers Association (RAMA); one with the Saudi Standards, Metrology, and Quality Association (SASO); and one with the UAE’s Emirates Standardization and Metrology Authority (ESMA).

In April, China’s General Machinery Product Inspection Institute (GMPI) became the first laboratory outside the U.S. to complete an AHRI-sanctioned certification test. The chiller certification test is the first of many such tests to be conducted by the Chinese lab. This is a significant first step in AHRI’s effort to find global testing partners that can deliver the quality and integrity that are hallmarks of our certification program.

As part of our effort to educate members of Congress about our industry and the state of American manufacturing, Marvair hosted Rep. Sanford Bishop (D-Ga.) at its facilities and engineering laboratory in Cordele, Ga. Congressman Bishop came away impressed with what he saw, stating it was proof that American companies can compete in the global economy. Visits such as this help not only establish a relationship with Congressional representatives, but also help educate them about issues facing American manufacturing. AHRI’s government affairs staff can help you arrange these visits.

All in all, 2010 was a good year of growth and opportunity for AHRI and for our industry. Our accomplishments are further proof that by coming together, we can accomplish far more than we ever could have as separate organizations. We look forward to an even better 2011.
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Robert Wilkins
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**Setting the Standard**

AHRI is one of the premier standards-setting organizations in the nation, with more than 80 standards and guidelines available for free download from the AHRI website. Our standards are recognized, used, and emulated around the world; associations and government entities in nations and regions across the globe work with us to either adopt or harmonize our standards for their use. Many of our standards have been accredited as American National Standards by the American National Standards Institute (ANSI), and they form the basis for our internationally renowned performance certification programs.

▶ In 2010 nearly 50,000 users across the globe reviewed or downloaded AHRI standards.

▶ The American National Standards Institute (ANSI) approved 24 AHRI standards, all of which will become American National Standards.

▶ AHRI signed a tripartite agreement with the Indian Society of Heating, Refrigerating, and Air-Conditioning Engineers (ISHRAE) and the Refrigeration and Air-Conditioning Manufacturers Association (RAMA) establishing the basis for cooperation on standards harmonization, and laying the groundwork for cooperation on future performance certification programs.

▶ In 2010, volunteers from AHRI member companies contributed nearly 5,000 hours to develop new and revised AHRI standards. In addition to in-person meetings, the use of over 100 web-conference meetings resulted in significant cost savings and participation by a wider group of experts.

AHRI hosted a reception at the ASHRAE Summer Meeting in Albuquerque to honor AHRI members who serve on ASHRAE committees.
AHRI hosted a reception at the 2010 ASHRAE summer meeting in Albuquerque to honor those AHRI members who serve on ASHRAE committees. Their experience, expertise, and knowledge is invaluable to the standards-setting process.

AHRI signed cooperative agreements with the Saudi Standards, Metrology and Quality Association (SASO) and the UAE’s Emirates Standardization and Metrology Authority (ESMA) to adopt AHRI’s standards as Saudi and UAE national standards, respectively, in some cases with regional adaptations.

AHRI persuaded International Code Council delegates to reject revisions to the International Energy Conservation Code that would have mandated the use of certain water heater technologies and higher minimum energy efficiency standards for residential air conditioners and furnaces, placed restrictions on the use of pilot lights on gas appliances, and banned the installation of vent-free gas heaters.

AHRI Standards Engineer Danny Abbate presented at the Council for Harmonization of Electrotechnical Standards of the Nations of the Americas (CANENA) Conference in San José, Costa Rica, on the development of electrical safety and performance standards for the air conditioning, heating, and refrigeration industry. He also discussed the certification programs that have evolved in support of energy efficiency regulations in the United States and elsewhere.

AHRI Vice President of International Affairs Jim Walters presented at the April United Arab Emirates Energy Efficiency Standards and Labeling Seminar in Dubai. Mr. Walters presented a model, based on U.S. practice, of how industry and government can partner to set realistic energy efficiency performance standards and, specifically, on the role that industry can play in that partnership.
Vital Industry Research

The research arm of the association, the Air-Conditioning, Heating, and Refrigeration Technology Institute (AHRTI), serves as the industry’s “think tank,” coordinating research activities in a variety of technical areas. Prior to this year, AHRTI was known as ARTI, the Air-Conditioning and Refrigeration Technology Institute.

▶ In 2010, ARTI project, Review of Regulations and Standards for the Use of Refrigerants with Global Warming Potential (GWP) Values less than 20 in HVAC&R Applications, was completed by Navigant Consulting, Inc. The project involved a comprehensive review of the regulatory issues in the United States, the European Union, and Japan that are relevant to the use of emerging low-GWP refrigerants.

▶ On July 9, 2010, California’s South Coast Air Quality Management District’s (SCAQMD) governing board approved a recommendation to fund four proposed research projects on the development of low NOx furnaces. The approved projects include a Gas Technology Institute (GTI) proposal that incorporated several aspects of AHRI’s suggested research program previously presented to the SCAQMD staff.
Any manufacturer can “rate” a product as meeting a specific performance standard, but when a product bears the AHRI Performance Certified® mark, consumers know it has been tested by a third-party laboratory and shown to meet the performance claims of the manufacturer. The AHRI Certified® mark—recognized across the globe as a symbol of quality—provides peace of mind for homeowners, building owners, architects, contractors, and building engineers seeking assurance of energy efficiency in an energy-constrained world.

- In 2010, The Environmental Protection Agency (EPA) named AHRI as a Recognized Certification Body (CB) for its ENERGY STAR program. This designation enables AHRI Certification Program participants to avoid duplicative equipment testing, saving them time and money.

- AHRI signed the first-ever testing contract with the General Machinery Product Inspection Institute (GMPI) to conduct all water-cooled chiller tests in China.

- In 2010, over 100 Certification Compliance Committee meetings were held to review and evaluate the operational efficiency and relevancy of all 36 certification programs and reported back to the AHRI Executive Committee.

- AHRI staff participated in the Feria Internacional trade show in Bogotá, Colombia, which attracted over 25,000 visitors. While there, staff met with the Colombian Association of Air Conditioning and Refrigeration (ACAIRE) to discuss opportunities to work together on standards and certification in the future.

- AHRI reached an agreement with DOE, in which AHRI can submit energy efficiency data for federally covered products on behalf of participants in AHRI’s certification program. DOE also agreed that the current AHRI Directory database listings satisfy the DOE requirement to provide certification reports for each product.
October 26–28, AHRI staff traveled to AHR Expo Mexico, in Mexico City, to promote AHRI’s standards and certification programs. While in Mexico, staff met with Mexican regulators and others to better understand the Mexican regulatory environment for HVACR and water heating equipment.

The Water-Source Heat Pump Engineering Committee visited Intertek’s test facilities in Cortland, New York, to witness the setup of a water-to-water heat pump test as part of the expansion of the water-source heat pump certification program to include these products.

AHRI Vice President of International Affairs Jim Walters participates in the ribbon cutting opening the 2010 AHR Expo Mexico show in Mexico City

AHRI staff members Jim Walters and Aniruddh Roy visited Dubai, UAE to meet with Emirates officials and AHRI member company representatives in support of AHRI’s efforts to promote standards and certification programs.
Advocating for our Members

Ours is a truly global industry. Our manufacturers build and sell heating, cooling, water heating, and commercial refrigeration equipment and components to consumers in every corner of the world. As the industry’s trade association, we advocate for our member companies in Congress, in the federal agencies, and in the states. We also spend a significant amount of time and resources promoting our members’ products as well as our industry-leading standards and certification programs in developed and developing nations all over the world. As developing nations become more prosperous, demand for space conditioning, water heating, and commercial and mobile refrigeration become less of a luxury; more of a necessity. We are there to help ensure access to performance-assured, energy-efficient products.

The 62nd AHR Expo, held January 25–27, 2010, in Orlando, Florida, broke the record for the largest visitor attendance ever in the Southeast. The show attracted more than 44,000 HVACR and water heating industry professionals from all 50 states and over 120 countries, up nearly eight percent from the 2005 AHR Expo in Orlando.

AHRI Chairman Ray Hoglund and AHRI President and CEO Stephen Yurek visit member companies’ booths on show floor

AHRI exhibited at the China Refrigeration and Heating Expo. Heating products were added to the show this year with a special section on the floor designated to showcase those products.

More than 60 AHRI members joined AHRI staff at the 2010 AHRI Public Policy Symposium held in Washington, DC, March 10–11, 2010, to hear from a variety of policy makers on issues affecting the HVACR and water heating industries.
Rep. Sanford D. Bishop, Jr. (D-Ga.) visited AHRI member company Marvair’s facilities in Cordele, Ga. After a tour of the four production lines and the engineering lab, Congressman Bishop addressed the employees, stating, “I am extremely impressed with the products I saw being produced today. The factory and the people here at Marvair are proof that Georgia companies can, and do, compete successfully in a world economy.” The visit was part of AHRI’s effort to educate Congressional representatives about our industry.


AHRI, the Secretariat for the International Council of Air-Conditioning, Refrigeration, and Heating Manufacturers’ Associations (ICARHMA), hosted the organization’s Annual Meeting August 8–11, 2010, in Portland, Ore.

On September 30, 2010, AHRI and the American Council for an Energy-Efficient Economy (ACEEE) jointly hosted the fifth Energy Efficiency Summit. The summit led to the development of three working groups: one dedicated to energy savings through incentives, specifically targeting the residential installed base; the second dedicated to solving issues faced in the development of building codes; and the third dedicated to more effective labeling of equipment.
AHRI and the Heating, Refrigeration, and Air-Conditioning Institute of Canada (HRAI) signed a memorandum of understanding on mutual cooperation and assistance in providing services to their respective members, many of whom are common to both associations.

At AHRI’s urging, the Senate passed a tax package that included a one-year extension of tax credits for the purchase of certain residential energy efficient heating, air conditioning, and water heating products.

On December 15, 2010, AHRI staff met with Consumer Product Safety Commission staff at CPSC headquarters to strengthen relationships with the CPSC staff responsible for activities that affect AHRI members’ products and to review the status of activities impacting the industry.

Advocating for our Members continued
Educating the Next Generation of Installers and Technicians

A skilled HVACR workforce is critical to energy conservation goals in the United States and around the globe. With an estimated additional 57,000 skilled workers needed each year to work in this fast-paced, well-paying, multibillion dollar industry—an industry that cannot be outsourced to foreign countries—AHRI works closely with our member companies and industry partners to recruit and train the next generation of HVACR and water heating workers.

Each year, AHRI and our industry partners sponsor a workshop for HVACR and water heating instructors to impart the latest industry knowledge and teaching techniques. The 2010 Instructor Workshop in March attracted 221 attendees to Lansdowne, Va.

The Clifford H. “Ted” Rees Scholarship Foundation awarded a total of $14,000 to ten deserving students in 2010.

Tracking Industry Statistics

One of the signature member benefits provided by AHRI is the compilation of statistical data on the scope, size, and growth of the heating, air conditioning, water heating, and commercial refrigeration industry. The data gathered help member companies recognize trends and assess their position in the market. While most of the data are available only to those members in a particular product section, AHRI does release to the public monthly shipment data for residential and light commercial furnaces, water heaters, and central air conditioners.
Interacting with our Members

Visiting with member companies at their offices and manufacturing plants expands the knowledge base of the AHRI staff and enables them to better serve our members and the industry. AHRI staff visited member companies in Alabama, Connecticut, Georgia, Massachusetts, Missouri, Ohio, Pennsylvania, Texas, and Virginia in 2010.
In addition to visiting with the members at their offices, AHRI holds two membership-wide meetings each year: The spring meeting, held in the Washington, DC, area; and the Annual Meeting, held in 2010 in Scottsdale, Ariz., at The Phoenician Resort and Spa. These meetings allow members to interact in both business and social settings, helping to unite the industry around common goals and enabling cooperation in the areas of standards, certification, and advocacy.
2010 Financial Results

Revenues

Certification Program and Testing Fees $11,544,000
Meetings $521,000
Education and Publications $561,000
Investment Income $459,000
AHR Expo $2,146,000
Membership Dues $6,663,000
Certification, Standards, and Statistics $11,892,000
Special Projects $331,000
Other $88,000
Other $88,000

Expenses

Certification, Standards, and Statistics $11,892,000
Research $672,000
Policy and Public Affairs $3,672,000
Member Meetings $974,000
Administration and Membership $2,626,000
Other $88,000
Special Projects $331,000
Other $88,000

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AHR Expo $2,146,000
Membership Dues $6,663,000
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2010 Board of Directors

Directors-At-Large

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Christopher Drew
Burnham Holdings, Inc.

David Diggs
Honeywell International, Inc.

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Johnson Controls, Inc.

Christopher Peel
Rheem Manufacturing Company

Earle Pfefferkorn
Cleaver-Brooks, Inc.

Ed Purvis
Emerson Climate Technologies

Ajita Rajendra
A.O. Smith Water Products Company

John Reilly
National Refrigeration Products

Eric Roberts
Mammoth-WEBCO, Inc.

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Richard Schul
Emerson Climate Technologies

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Goodman Manufacturing Company, LP

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Trane (Ingersoll-Rand Company)

William Vallett
Lochinvar Corporation

Doug Young
Lennox International, Inc.

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Simpson Dura-Vent, Inc.

Daniel Arnold
NORDYNE

Timothy Barton
General Filters, Inc.

Jeff Biel
Scotsman Ice Systems

James Boyle
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Parker-Hannifin Corporation

Larry Wilson
Tru-Flex Metal Hose Corporation

Nathan Wright
Trane (Ingersoll-Rand Company)
I am excited to be taking the helm of our dynamic and innovative association during a pivotal time in our history. As we work to increase our effectiveness, heighten our innovation, and strengthen awareness of the importance of our industry, we must bear in mind that it is our credibility as an organization that ultimately will set us apart, both here and abroad. Credibility makes our organization the solid, reliable, dynamic association it is, and it will be one of the main areas of focus during my chairmanship.

Credibility enables us to create and maintain the world-class industry performance certification program that is increasingly relied upon throughout the world, along with the standards and guidelines on which our certification programs are based. Without that credibility, global HVACR organizations and government entities would not want to harmonize or adopt our standards for their countries and regions. Our credibility led to the EPA naming AHRI a Recognized Certification Body for its revamped ENERGY STAR Program.

With that in mind, I will continue to share our positive message with other nations, while also spending a good bit of time ensuring that our priorities are heard and acted on here at home. I will also spend time working to ensure the gains we’ve made in terms of coming together as a united association are sustained and built upon. Our strength lies in our being a united, credible, inclusive organization.

Sincerely,

Morrison Carter
2011 AHRI CHAIRMAN
Member Companies

A.O. Smith Electrical Products Company
A.O. Smith Water Products Company
Aaon, Inc.
ABB, Inc.
Adams Manufacturing
Advanced Distributor Products
AERCO International, Inc.
Aerofin Division of Air & Liquid Systems Corporation
AeroSys, Inc.
Air System Components
Airgas Refrigerants, Inc.
Aiorrot LLC
Airwell Fedders North America, Inc.
AirXchange, Inc.
Alfa Laval, Inc.
Alied Air Enterprises
Alied Engineering Company
Allstyle Coil Company, L.P.
Amana Company, L.P.
Ambi-Rad Limited
American Honda Motor Company, Home Energy Group
American Water Heater Company
American Zettler, Inc.
Amtrol, Inc.
Anthony International
APCOM, A Division of Stad Ind.
API Heat Transfer
APV North America Heat Transfer
AquaCal, Inc.
AquaPRO Systems
Arkema
Armstrong International, Inc.
Armstrong Pumps, Inc.
Arzel Zoning Technology, Inc.
Aspen Manufacturing, Inc.
Baltimore Aircoil Company
Bard Manufacturing Company, Inc.
Beckett Gas, Inc.
Bekaert Combustion Technology USA
Benchmark Manufacturing, Inc.
Bitzer U.S., Inc.
Bock Water Heaters
Bosch Thermotechnology Corporation
Boyertown Furnace
Bradford White Corporation
Brass-Craft Manufacturing Company
Bristol Compressors International, Inc.
Built Right Pool Heaters LLC
Burnham Commercial Cast Iron, a Subsidiary of Burnham Holdings
Calentadores de America SA de CV
Calmac Manufacturing Corporation
Cambridge Engineering, Inc.
Camus Hydronics Limited
Carlin Combustion Technology, Inc.
Carnes Company, Inc.
Carrier Corporation
Cash Acme
Cerro Flow Products, Inc.
Change’Air Products & Services Ltd.
Cleaver-Brooks, Inc.
Cleveland Controls
ClimaCool Corporation
ClimateCraft, Inc.
ClimateMaster, Inc.
Coilmaster Corporation
Combustion Research Corporation
Conbraco Industries, Inc.
Continental Appliances, Inc.
Continental Refrigerator
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Craig Industries
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Danfoss
Danfoss Turbocor, Inc.
DDR Americas, Inc.
Dectron, Inc.
Desert Aire Corporation
Detroit Radiant Products Company
Dexen Industries, Inc.
DiversiTech Corporation
Domestic Corporation
Doucette Industries, Inc.
Dunham-Bush, Inc.
Duro Dyne Corporation
E.I. du Pont de Nemours & Company eAir LLC
Earth to Air Systems LLC
EarthLinked Technologies, Inc.
ebm-papst, Inc.
EcoSmart US LLC
ECR International, Inc.
Eemax, Inc.
Embraco North America, Inc.
Emerson Climate Technologies
Emerson Heating Products
Empire Comfort Systems, Inc.
Enertech Manufacturing LLC
EVAPCO, Inc.
EWC Controls
Fasco Industries, Inc.
Federal Industries
Fenwal Controls
FHP Manufacturing Company
Field Controls LLC
Fiorentini USA
Friedrich Air Conditioning Company
Fujitsu General America
Fulton Thermal Corporation
G & F Manufacturing
Gas-Fired Products, Inc.
GD Midea Heating & Ventilating Equipment Company Ltd.
GEA PHE Systems North America, Inc.
General Filters, Inc.
Goodman Manufacturing Company, L.P.
Granby Furnaces
Gree Electric Appliances, Inc.
Greenheck Fan Corporation
Grundfos Pumps Corporation
GSW Water Heating
Guntner U.S. LLC
Haier America
Halton Group Americas
Harsco Industrial, Patterson-Kelley
Hart & Cooley, Inc.
Haydon Corporation
Hays Fluid Controls
Hayward Industries, Inc.
Heat Pipe Technology, Inc.
Heatco, Inc.
Heatcraft Worldwide Refrigeration LLC
Hill PHOENIX
Honeywell International, Inc.
Hose Master LLC
Hoshizaki America, Inc.
HTP, Inc.
Hudson Technologies, Inc.
Hussmann Corporation
Hydro-Air Components, Inc.
Hydrolevel Company
Ice Energy
IMI Cornelius, Inc.
Imperial
Infrared Dynamics
INNERGY TECH, Inc.
International Environmental Corporation
Invensys Controls
ITT Residential and Commercial Water
ITV Ice Makers SA