Supporting the Global Industry

The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) is the trade association representing manufacturers of HVACR and water heating equipment within the global industry.

AHRI’s 309 member companies manufacture quality, efficient, and innovative residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment and components for sale in North America and around the world, and account for more than 90 percent of HVACR and water heating residential and commercial equipment manufactured and sold in North America.
This year, things continued to look up for our industry. Many of our product categories enjoyed at least slight increases in shipments, and the 2012 AHR Expo in Chicago was — at 430,000 square feet — the largest ever held. There is no question that we have a long way to go if we ever hope to return to the boom years of 2004-2006, but considering what we have been through, the beginnings of a recovery are positive developments.

In an election year — during a Congress widely considered to be one of the least productive in history — our policy team, working closely with our member companies, succeeded in passing legislation and delivering it to the President’s desk. H.R. 6582 was a bill of great importance to our industry — its passage will result in much-needed changes to federal standards governing certain commercial refrigeration products and small duct high velocity air conditioners, and will expedite a new test procedure for water heaters.

In 2012, we launched the first industry standard for variable frequency drives, bringing us for the first time to 100 standards and guidelines. We expanded our certification program — particularly overseas — such that it now includes more than 600 OEM and PBM participants in 20 countries, with more than 100 applications in process.

We also continued our efforts to determine appropriate new refrigerants for different applications through the Low-Global Warming Potential Alternative Refrigerant Evaluation Program (Low-GWP AREP).

Our public affairs staff expanded our presence on YouTube and Twitter; hosted the best-attended AHRI Annual Meeting in history in Palm Springs, Calif.; prepared materials for AHRI participation in trade shows in Europe, Mexico, India, China, and the Middle East; and revamped AHRI’s website such that it now receives more than 30,000 visits per month.

These activities and many more, detailed in the following pages, are a good indication of the successful year AHRI and our industry had in 2012. We look forward to an even better 2013.
AHRI makes life better through standards.

AHRI regularly publishes new and revised industry standards, which are recognized by ANSI and utilized throughout the industry.

AHRI published an industry-first standard for Variable Frequency Drives, 1210 (I-P) -2011 & 1211 (SI) -2011, Performance Rating of Variable Frequency Drives.

AHRI Standard 880, Performance Rating of Air Terminals, was revised to include end reflection loss to better predict sound generated by air terminal units. The revised standard is used in test procedures for the Variable Air Volume Terminals certification program.

AHRI published standards 570 (I-P)-2012 and 571 (SI)-2012, Performance Rating of Positive Displacement Carbon Dioxide Refrigerant Compressors and Compressor Units, providing for the first time a rating method for compressors and compressor units that use CO2 as a refrigerant. They were developed in cooperation with ASERCOM and CRAA to harmonize the rating conditions with standards under development in Europe and China.

AHRI established the Datacom Cooling Product Section, which will work toward development of an industry standard for this type of equipment.

AHRI President and CEO Stephen Yurek presents at the Ozone2Climate Industry Roundtable in Beijing, China.
“The publication of these standards [Standards 570 (I-P)-2012 and 571 (SI)-2012, Performance Rating of Positive Displacement Carbon Dioxide Refrigerant Compressors and Compressor Units] is the result of nearly six years of effort on the part of AHRI and our members,” said Stephen Yurek, AHRI’s president and CEO. “Prior to publication, there was no available method to rate compressors that use CO2 as a refrigerant.” — ACHR News, July 6, 2012

2 AHRI’s Unitary Regulatory Committee is an integral part of developing AHRI’s policy positions. 3 AHRI’s Product Sections meet several times each year to develop and update industry standards, discuss certification issues, and develop policy positions. 4 In recognition of India’s growing HVACR and water heating market, and its interest in AHRI standards and certification, the Indian Society of Heating, Refrigerating, and Air-Conditioning Engineers (ISHRAE) and AHRI signed a Global Partnership Agreement on January 12, 2012.
“AHRI certifications seem to be everywhere we look.”

— JARN
Japan Air Conditioning, Heating & Refrigeration News
December 25, 2012
AHRI makes life better through certification.

AHRI’s world class certification program continues to grow, and serves as a certification body for the Environmental Protection Agency’s ENERGY STAR program.

The U.S. Department of Energy (DOE) released efficiency verification ENERGY STAR® testing results for tankless and storage water heaters that showed no further action necessary, demonstrating the validity and reliability of AHRI certification testing. The results supported AHRI’s position that DOE should rely on AHRI’s private sector certification program to verify compliance with federal standards.

AHRI launched the Indoor Pool Dehumidifier Certification Program, its 38th program. Equipment in the program is rated and tested in accordance with AHRI Standard 910, Performance Rating of Indoor Pool Dehumidifiers.

After a two-year effort on the part of the Engineering and Compliance Committees and AHRI staff, AHRI launched a new online directory of AHRI Certified Forced Circulation Air-Cooling and Air-Heating Coils (ACHC). The new directory makes it easier for specifiers, engineers, and contractors to verify performance and certification of products.

AHRI exhibited at the 13th annual ACREX India show in Bangalore, February 23-25. Vice President of Certification Bill Tritsis (top left) discusses AHRI’s certification program with show attendees.

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AHRI makes life better through certification.

Following approval by the Certification Program & Policy Committee, all updated product-specific Operations Manuals were published online.

The inaugural meeting of the Global Certification Task Force took place February 27 in Arlington, Va., under the direction of chair Keith Coursin (Desert Aire).

More than 1,800 people subscribe to the AHRI Weekly Digest.
AHRI oversaw 2,500 tests at independent third-party laboratories as part of its globally recognized, industry respected certification program.

The AHR Expo in Chicago was the largest ever in the United States, attracting more than 57,000 visitors.

1. AHRI Chairman Ajita Rajendra addresses attendees of the AHR Expo in Chicago. 2. Left to right: Dave Calabrese, General Counsel and Senior Vice President, Public Policy; Bill Tritsis, Vice President, Certification; and Karim Amrane, Vice President, Regulatory Policy & Research, address a members-only session on Department of Energy enforcement and compliance at the Spring Meeting. 3. AHRI’s Vice President of International Affairs Jim Walters (right) participates in the ribbon cutting that officially opened the 2012 AHR Expo Mexico, which is co-sponsored by AHRI, ASHRAE, and the International Exposition Company.
AHRI makes life better through collaboration.

AHRI takes the lead, working with our industry colleagues on issues that impact us all.

AHRI launched its first-ever mobile app, which is designed to enhance users’ partnership with AHRI. Users can access the AHRI Update, connect to AHRI’s social media outlets, and view and personalize a calendar of upcoming meetings and events relevant to the industry.

The Canadian Institute of Plumbing and Heating (CIPH) and AHRI signed a mutual cooperation agreement that allows each to promote common policy positions and statements, and to communicate with their respective governments and code bodies.

AHRI launched the HVACR Workforce Development Foundation, a coalition of eight heating, ventilation, air conditioning, refrigeration, and water heating industry associations that will work to raise awareness of the industry, attract new members to the workforce, and enhance the quality of the available workforce in the industry. Members include ACCA, AMCA, ASHRAE, HARDI, HRAI, PHCC, and RSES.

AHRI partnered with the U.S. Department of Commerce’s U.S. Foreign and Commercial Service (US&FCS) to create a formalized program that offers AHRI members improved access to the Service’s international trade resources, including the New Market Export Initiative, which helps manufacturers expand their export sales to new markets.

After finding that an aspect of the current DOE efficiency test procedure for residential furnaces and boilers may result in an inaccurate AFUE measurement for modulating condensing residential boilers, AHRI moved quickly to ensure accurate equipment ratings and to work with DOE to ensure the issue is corrected for all products. These actions ensured that AHRI certification program participants would continue to operate on a level playing field.

AHRI published the 2012 Industry Statistical Profile, providing a snapshot of the current state of the HVACR and water heating industries, as well as historical data. The report is available for download free of charge to individuals from AHRI member companies on the members-only website.

AHRI signed a Global Partnership Agreement with ISHRAE to collaborate in meetings, workshops, and events of mutual interest.

AHRI became a supporter of REHVA, the Federation of European Heating, Ventilation and Air-Conditioning Associations, an organization in Europe dedicated to improving the health, comfort, and energy efficiency in all buildings and communities. The partnership provides AHRI with regular information on EU directives, regulations, and standards.

AHRI maintained a close relationship with the Heating, Refrigeration and Air Conditioning Institute of Canada (HRAI), and worked with the Canadian Standards Association on standards harmonization in North America.
“We are grateful for the strong support and hard work on this bill by several of our member companies, as well as our legislative staff and the many cosponsors in the House and Senate. This is common sense legislation that will go a long way in helping our member companies as they work to rebuild our economy.”

— Stephen Yurek, Appliance Magazine, December 20, 2012
There were 1.7 million visits to the AHRI Directory of Certified Product Performance in 2012. Utility companies and regulatory agencies alike depend on AHRI to identify products eligible for rebates and for compliance with minimum efficiency standards.
AHRI submitted 40 comments to state and federal agencies in support of its manufacturer members in 2012.

AHRinet.org averages nearly 32,000 visits per month.

“We’d like to see more being done to enforce what’s already out there than continuing to increase the stringency of the regulations.”
— Stephen Yurek, Fox News, June 14, 2012
Commenting on California’s regulatory climate.
AHRI makes life better through education.

**AHRI knows that education will lead to a more productive, innovative, and successful HVACR and water heating industry.**

The Clifford H. “Ted” Rees, Jr., Scholarship Foundation awarded its 100th scholarship in 2012, and gave $35,000 in funding to students pursuing a career in the industry.

More than 200 education professionals attended the HVACR & Mechanical Conference March 12-14, in Colorado Springs.

AHRI’s Annual Meeting was held November 11-13 in Palm, Springs, Calif., and attracted a record 600 attendees.

The Second Edition (June 2012) of the Energy Policy and Conservation Act (EPCA) Guide for AHRI Members, made available on the AHRI Members Only website, contains many important updates, including new standards levels and updated information on standards, certification, and enforcement requirements.

In May, the Air-Conditioning, Heating, and Refrigeration Technology Institute completed research project Material Compatibility & Lubricants Research for Low GWP Refrigerants — Phase I: Thermal and Chemical Stability of Low GWP Refrigerants with Lubricants.

AHRI was the recipient of the ASHRAE Platinum Circle Investor Award, which recognizes contributors who have provided significant financial leadership to ASHRAE.

In keeping with one of AHRI’s core goals of maintaining consumer safety, AHRI conducted a research project, Risk Assessment of Residential Heat Pump Systems Using 2L Flammable Refrigerants. It concluded that there is a very low risk of ignition from the use of R-32, HFO-1234yf, or HFO-1234ze in ducted residential split heat pump systems.

The Clifford H. “Ted” Rees, Jr., Scholarship Foundation created two new programs to support returning veterans and HVACR instructors.

In November, the Air-Conditioning, Heating, and Refrigeration Technology Institute published the final report of its research project No. 20110, Void Fraction Measurement and Modeling for Condensing Refrigerant Flows in Small Diameter Tubes. This project measured the pressure drop and void fraction of R-410A at condensation conditions (i.e., $T_{sat}$ ~ 50 °C) in small, single tubes of 0.5 mm, 1 mm, and 3 mm in diameter.

AHRI began releasing the final test reports for its Low-Global Warming Potential Alternative Refrigerants Evaluation Program, following review and approval by the program’s technical committee. The reports contain the results of low-GWP refrigerants for residential heat pump, water-cooled chiller, and commercial ice machine applications, and also include the refrigerants’ compositions.
“The Clifford H. “Ted” Rees, Jr., Scholarship Foundation created two new programs to support returning veterans and HVACR instructors.”
AHRI co-hosted the AHR Expo in Chicago, January 23-25, which attracted more than 57,000 people.

AHRI’s Spring Meeting was held May 9-11 in Arlington, Va., and welcomed more than 300 members.


Political analyst Charlie Cook provided an insider’s look at the national political landscape during the AHRI Annual Meeting in Palm Springs, Calif.

Rees Program Director and AHRI Certification Manager Marc Neufcourt spoke to students at San Joaquin Valley College about the Clifford H. “Ted” Rees, Jr. Scholarship Foundation, prior to presenting scholarship checks to four students.
More than 12,000 bills floundered in the 112th Congress while AHRI’s bill, H.R. 6582, passed both the House and Senate, and was signed into law by President Obama.

AHRI Product Sections and Engineering and Compliance Committees met an average of 10 times each month in 2012.

AHRI has 2,217 followers on Twitter.

AHRI has more than 500 fans on Facebook.
AHRI-supported H.R. 6582, the American Energy Manufacturing Technical Corrections Act, was signed into law after passing the House and Senate in December in an exemplary display of bipartisanship. The law is the result of support and work on the part of several AHRI member companies, staff, and cosponsors in Congress. The bill contains corrections to commercial refrigeration standards, specifically correcting standards for service-over-the-counter commercial refrigerators that had incorrectly been in place for over a year; codifies standards for small duct high velocity systems into U.S. law; and makes important technical corrections to laws impacting AHRI members. The bill also expedites the creation of a uniform efficiency descriptor and accompanying test procedure for water heaters one year from the date of passage.

At AHRI’s request, the U.S. Department of Energy (DOE) granted a 12-month extension for manufacturers of covered commercial equipment, with the exception of automatic commercial ice makers, to certify and file specific performance information with DOE. AHRI continues to work with DOE to ensure that its testing, certification, and reporting requirements do not unduly burden manufacturers, and to issue a final rule on requirements for developing and maintaining an Alternative Efficiency Determination Method for commercial equipment to assist manufacturers in complying with the rule.
AHRI communicates with legislators and regulatory agencies on behalf of its member companies, making them aware of the value our industry delivers.

New Mexico Federal District Court Judge Martha Vázquez issued an opinion and order in favor of AHRI, finding that certain provisions of the 2007 Albuquerque Energy Conservation Code related to the energy efficiency of federally covered residential and commercial HVAC equipment and water heaters are preempted by federal law, specifically the Energy Policy and Conservation Act.

After 27 years of service to the HVACR and water heating industry, AHRI’s General Counsel and Secretary Joseph Mattingly retired on June 28.

On August 8, AHRI hosted a successful Industry Awareness event on Capitol Hill that attracted more than 200 Congressional staff.

The annual Public Policy Symposium was held March 20-21, and included more than 30 meetings with Senators, Congressmen, and Congressional staff. Eight members of Congress addressed the event.

AHRI partnered with the American Council for an Energy-Efficiency Economy (ACEEE) to host the Energy Efficiency Summit in February. The event brought together representatives from AHRI member companies and the environmental community to find common ground and work together on issues related to environmental stewardship.

AHRI successfully stopped a Washington State bill that would have effectively mandated that all manufacturers provide extended warranties for various products, including water heaters, air conditioners, furnaces, boilers, and humidifiers, while also stating the estimated life expectancy and the estimated repair and maintenance costs of the product.

AHRI President and CEO Stephen Yurek and Research Manager Xudong Wang participated in an Ozone2Climate Industry Roundtable April 12 in Beijing, where they discussed the future of refrigerants and details on AHRI refrigerant research programs.
AHRI makes life better through advocacy.

The International Council of Air-Conditioning, Refrigeration, and Heating Manufacturers’ Associations (ICARHMA) and the European Partnership for Energy and the Environment hosted an official Side Event in conjunction with the 32nd Open-Ended Working Group (OEWG 32) of the Parties to the Montreal Protocol in Bangkok, during which AHRI President and CEO Stephen Yurek spoke as the Secretariat of ICARHMA with a global perspective of the transition to lower GWP refrigerants.
AHRI Chairman Ajita Rajendra discusses AHRI’s policy priorities during the Public Policy Symposium in Washington, D.C.

An elaborate 250-pound cake, which depicted how HVACR products make their way from manufacturing facilities and into homes and businesses, was the centerpiece of the AHRI’s Industry Awareness Event on Capitol Hill.

AHRI participated in an air conditioning debate on NPR in August. Left to right: AHRI President and CEO Stephen Yurek, radio host Diane Rehm, and President of the Institute for Governance and Sustainable Development Durwood Zaelke.

Ruth Ann Davis (Williams Furnace Co.) and AHRI Regulatory Engineer Aniruddh Roy discuss the impact of HVACR manufacturing on the economy during AHRI’s Industry Awareness Event.
AHRI members make life better.

AHRI takes every opportunity to visit its member companies to learn about their products, operations, and issues important to them.

1. Left to right: Heidi Williams, Darin Klein, Jeremy Lindstedt, Mike Woodford (AHRI), Aykut Yilmaz (AHRI), and Tamer Abousoud at Ajax Boiler, Inc.
2. Left to right: Brooks Sherman, Frank Stanonik (AHRI), Tim Rothgeb, and Matthew Bertler at DuraVent.
3. Left to right: Karl Fischer, Edgar Tempe, Lance Block, Aniruddh Roy (AHRI), and Mike Woodford (AHRI) at Killion Industries, Inc.
The American National Standards Institute has approved nearly 70 AHRI standards.

There are more than 3,000 subscribers to the AHRI Update.
2012 Financial Data

**REVENUE**

- Membership Dues: $6,285,300
- Exposition: $2,746,400
- Investment Income: $559,800
- Education and Publications: $550,100
- Special Projects: $345,900
- Other: $102,300
- Certification Program and Testing Fees: $12,786,900

**EXPENSES**

- Certification, Standards, and Statistics: $13,412,900
- Administration and Membership: $2,340,800
- Research: $284,100
- Public Affairs, Education, and Member Meetings: $2,304,000
- Policy: $2,719,500
“The Air-Conditioning, Heating, and Refrigeration Institute (AHRI) announced that its Rees Scholarship Foundation has awarded $20,000 in scholarships to 12 students in the HVACR and water heating trades this year, reaching the milestone of 100 scholarships awarded since its inception in 2003.”

— ACHR News, August 30, 2012
2012 Board of Directors

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Ajita Rajendra, A.O. Smith Water Products Company

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Bill Johnson, Hill PHOENIX
David LaGrand, NORDYNE
Robert McDonough, Carrier Corporation
John Murphy, Johnson Controls, Inc.
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Eric Roberts, Mammoth, Inc.
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Stephen Martin, Duro Dyne Corporation

Harry Milliken, Desert Aire Corp.
Ronnie Moffitt, Trane
Terrence Mullen, Bock Water Heaters
Robert Muser, Weil-McLain
Kenny Owen, Master-Bilt
William Rafferty, Mestek, Inc.
Rajan Rajendran, Emerson Climate Technologies
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David Street, Thomas & Betts Corporation
Steve Thompson, Taco, Inc.
Robert Torbin, OmegaFlex, Inc.
Thomas Troyanek, Trane
Sue Walker, Empire Comfort Systems, Inc.
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Stephen Yurek, AHRI
2012 AHRI Member Companies

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.
AirRotor, LLC
Airxchange, Inc.
Ajax Boiler, Inc.
Alfa Laval, Inc.
Allied Air Enterprises
Allied Engineering Company
Allstyle Coil Company, LP
Amana Company, LP
American Geothermal, Inc.
American Water Heater Company
American Zettler, Inc.
Ametek Precision Motion Control
Amtral, Inc.
Anthony International
APC
APCOM, A Division of State Ind.
API Heat Transfer
Applied Comfort Products, Inc.
APV North America Heat Transfer
AquaCal, Inc.
AquaPRO Systems
Arkema, Inc.
Armstrong International, Inc.
Armstrong Pumps, Inc.
Arzel Zoning Technology, Inc.
Aspen Manufacturing, LLC
Bacharach, Inc.
Backer EHP, Inc.
Bally Refrigerated Boxes, Inc.
Baltimore Aircell 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
Boytowntown Furnace
Bradford White Corporation
Brass-Craft Manufacturing Company
Bristol Compressors International, Inc.
Built Right Pool Heaters, LLC
Burnham Commercial, a Subsidiary of Burnham Holdings
Calentadores de America SA de CV
Calmac Manufacturing Corp.
Cambridge Engineering, Inc.
Camus Hydronics Limited
Carlín Combustion Technology, Inc.
Carnes Company, Inc.
Carrier Corporation
Cash Acme
Century Corporation
Cerro Flow Products, Inc.
Change/Air Products & Services LTD.
Cleaver-Brooks, Inc.
Cleveland Controls
ClimaCool Corp.
ClimateCraft, Inc.
ClimateMaster, Inc.
Coilmaster Corp.
Combustion Research Corporation
Conbraco Industries, Inc.
Continental Refrigerator
CoorsTek
Copreci S. Coop
CPI Engineering, Inc.
Craig Industries
Crown Boiler Company, a Subsidiary of Burnham Holdings
CSC Worldwide
Daikin Industries
Danfoss
Danfoss Turbocor, Inc.
Data Aire, Inc.
DDR Americas, Inc.
Dectron, Inc.
Delta T Solutions
Desert Aire Corp.
Detroit Radiant Products Co.
Dexen Industries, Inc.
DiversiTech Corporation
Doucette Industries, Inc.
dPoint Technologies, Inc.
Dunham-Bush, Inc.
E.I. du Pont de Nemours & Co.
Duro Dyne Corp.
eAir, LLC
Earth to Air Systems, LLC
EarthLinked Technologies, Inc.
ebm-papst, Inc.
ECR International, Inc.
Eemax, Inc.
Emerson Climate Technologies
Empire Comfort Systems, Inc.
Enertech Global, LLC
EVPACO, Inc.
EWC Controls
FAFCO Thermal Storage Systems, Inc.
Federal Industries
Fenwal Controls
FHP Manufacturing Company
Field Controls, LLC
Fiorentini USA
Friedrich Air Conditioning Co.
Fujiitsu General America
Fulton Heating Solutions
G & F Manufacturing
Gas-Fired Products, Inc.
GD Midea Heating & Ventilating Equipment Co. Ltd.
GE Appliances & Lighting
GEA PHE Systems North America, Inc.
General Filters, Inc.
Goodman Manufacturing Company, LP
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.
Heat Transfer Products Group, LLC
Heatco, Inc.
Heatcraft Worldwide Refrigeration, LLC
Hill PHOENIX
Hitachi America Ltd.
Honeywell International, Inc.
Hose Master, LLC
Hoshizaki America, Inc.
LETTER FROM THE
INCOMING CHAIRMAN OF THE BOARD

As I begin my Chairmanship for 2013, I have two main priorities: 1) Expanding the association’s efforts in workforce development to attract and retain qualified technicians and installers for our members’ products and equipment, and 2) working to expand our presence on Capitol Hill and in the federal agencies to emphasize the positive role of our industry in the life of the nation.

Proper installation and maintenance is essential to the performance of our members’ products and equipment; therefore, our ability to attract skilled, competent technicians is a crucial element of our work as an association. We will promote the fact that these are good-paying jobs that cannot be exported.

Our industry plays a huge role in global, economic progress. Our products make it possible for people to live and work comfortably in virtually any place you can get electricity, natural gas, oil, or propane. In other words, pretty much anywhere. And we do it in an increasingly energy efficient manner, so that people get more comfort for less money, using less energy.

Over the past 30 years our industry has increased the overall efficiency of our products by more than 30 percent. That our products require energy to operate is no secret, but we need to remember that consumers would be using a whole lot more if it were not for our member companies’ ingenuity and commitment to energy efficiency.

In addition to those two priorities, we will continue to expand and promote our certification program as an essential building block to sustainability; we will expand and promote our world-class standards and guidelines, both in the United States and around the world; and we will continue vital research into the next generation of refrigerants.

As I said in my inaugural speech, we are part of a dynamic, innovative, vibrant industry. All of our more than 300 member companies can take pride in how the products we make improve the quality of life for people — here in America and around the world. I look forward to projecting that pride during my chairmanship.

Harry Holmes
2013 AHRI Chairman of the Board