A global industry.

A national association.
Annual Report 2017
Our responsibilities as your trade association evolve each year as we work to uphold AHRI’s three pillars: certification, standards, and advocacy. As our industry and association have grown, so too has each of these pillars — from a largely local responsibility to a global one; thus, we are ever-working to support our members’ interests both locally and worldwide.

The 2017 Annual Report is organized to demonstrate this effort. The first section shows the work we are doing at the state and local levels to establish policies that will protect our members from burdensome or unnecessary regulations, and to bring our member company representatives together for relevant meetings and events. The national section examines our work on creating bi- and tri-national standards, conducting regulatory reporting through our certification program, and supporting U.S. legislative and regulatory policies that will allow our members to grow their businesses. The final section is designed to showcase our global work, including participation at industry trade shows, expanded certification program testing and participation, and critical refrigerant research to support the global phase down of HFC refrigerants.

We hope that as you read this report, our commitment to our member companies is evident and celebrated. We are proud to represent each of our members, both locally and abroad, and we look forward to continued success in the years to come.

Chris Drew
2017 Chairman

Stephen Yurek
President and CEO
While AHRI is a national association, it works to support members in every location. AHRI zeroes in on areas that require support and takes action to ensure the HVACR industry is well represented.

In Utah, the House and Senate unanimously passed AHRI-supported H.B. 37, which corrected state NOx emission regulations for natural gas water heaters. The legislation also resolved an install vs. manufacture date issue. The revised regulations went into effect July 1, 2017.

In California, AHRI worked with State Senator Ricardo Lara and staff throughout the year on the Woodsmoke Reduction Program, which has been signed by the Governor. The bill:

- Provides incentives for the voluntary replacement of old wood-burning stoves with cleaner, more efficient alternatives.
- Authorizes allocation of funds from the Greenhouse Gas Reduction Fund for incentives offered as part of the program.
- Requires professional installation of new devices to maximize energy efficiency and minimize emissions.

— FRANCIS DIETZ, S&P GLOBAL NEWSWIRE
AHRI’s first State Summit in Sacramento, Calif., welcomed nearly 60 AHRI members and staff, who came together to advocate for the industry before key decision makers. Participants met with the California Energy Commission, California Air Resources Board, California Manufacturers & Technology Association, National Federation of Independent Business, and over 40 legislative offices in the State Assembly and State Senate.

Promoting Our Industry
AHRI utilizes social media to communicate directly with the general public, as well as the media and others, about the positive influence of the industry, to grow support for manufacturing, and to attract new workers.

Facebook Likes 2,443
Instagram Followers 138
Twitter Followers 10,157
@AHRIConnect
@AHRIEngage

The [ENERGY STAR] program provides an easy way for consumers to identify the most efficient products on the market, and we feel that provides enough value to justify its continuation in some form.

— STEPHEN YUREK, ASSOCIATED PRESS
In 2017, AHRI persuaded the California Energy Commission (CEC) to withdraw an RFP for development of an HVAC equipment tracking system. Instead, the CEC will request the commission develop a comprehensive plan to improve Title 24 permit compliance by 2019. AHRI, along with our industry partners, will be actively involved in the development of this plan.

The Virginia House of Delegates and Senate passed legislation spearheaded by AHRI that would require home inspectors to notify homeowners of the presence of yellow corrugated stainless steel tubing during the normal course of an inspection. The law was signed by the governor and took effect on July 1, 2017. AHRI testified in support of the legislation during the Virginia General Assembly session.
AHRI’s Annual and Spring Meetings play an integral role in bringing the industry together. During these meetings, AHRI members and invited guests meet to discuss standards, certification, and regulatory and policy developments. At the same time, they allow AHRI members to gather in a relaxed environment and network with each other and industry partners.

AHRI President & CEO Stephen Yurek and officers at the Board of Directors meeting during the Spring Meeting in Reston, Va. Left to right: Yurek, John Lanier (AHRI COO), Chris Drew (2017 Chairman), Chris Peel (Vice Chairman), and Ron Duncan (Treasurer).

We advise homeowners to play it safe and replace, rather than repair, flood-damaged heating, cooling, and water heating equipment.

— STEPHEN YUREK, CONTRACTING BUSINESS

The much-praised 80s-themed closing party at the Annual Meeting.

2017 AHRI Chairman of the Board Chris Drew addresses attendees at the Annual Meeting in Miami, Fla.
For most AHRI members, even those doing business in other countries, North America is the center of operations. Accordingly, AHRI spends considerable time and resources engaging with U.S. policymakers, regulators, and the public to support the HVACR and water heating manufacturing industry.

Early in 2017, with AHRI’s active support, the House passed H.R. 5, the Regulatory Accountability Act. This comprehensive regulatory reform bill would make the Information Quality Act judicially reviewable, requiring the Office of Information and Regulatory Affairs to issue guidelines for conducting cost-benefit analyses, as well as requiring the agency to issue guidelines to ensure rules are consistent and compatible with other federal agency regulations. The Senate has not yet considered the bill, but in the absence of Senate action, the Trump Administration has taken a number of steps on regulatory reform, from delaying finalization of several pending regulations prior to review, to an Executive Order requiring agencies to repeal two regulations for every new regulation in an effort to reduce costs for consumers and American industry.

On behalf of our certification participants, AHRI submitted 56,651 reports to NRCan, California Energy Commission, Department of Energy, and Environmental Protection Agency—nearly twice last year’s submittals.
Joe Trauger, AHRI Senior Vice President of Policy and Government Relations, moderates a panel on “Effective Messaging and Communication on the Hill,” featuring William F. McQuade, the Executive Director of Global Energy and Sustainability Policy at Johnson Controls, Inc.; Hon. Blanche Lincoln, Former U.S. Senator & Founder and Principal of the Lincoln Policy Group; and Hon. Vin Weber, former member, U.S. House of Representatives & Partner, Mercury, LLC.

The 2017 National Advocacy Conference, held March 21–22, brought a record number of AHRI members to Washington to advocate for three key priorities: Energy Policy and Conservation Act (EPCA) modernization; tax reform; and regulatory reform.

The conference featured Fox News Digital Politics Editor Chris Stirewalt, and Rep. Markwayne Mullin (R-Okla.), a member of the House Committee on Energy and Commerce, both of whom encouraged AHRI members to stay engaged on the Hill and ensure that their voice is heard.

80 House and Senate Office Visits

2 Day Conference
In March 2017, AHRI led a petition requesting Environmental Protection Agency (EPA) Significant New Alternatives Policy (SNAP) approval of R-448A, R-449A, and R-449B for use in medium temperature stand-alone retail food refrigeration equipment, to replace other high-GWP refrigerants.

The AHRI-supported Tax Cuts and Jobs Act of 2017

- includes 100 percent bonus depreciation for business purchase of HVACR equipment;
- permanently reduces the corporate rate to 21 percent beginning in 2018;
- reduces rate for pass-through entities;
- repeals the corporate alternative minimum tax;
- increases Section 179 expensing for small businesses; and
- doubles the estate tax exemption.

— all of which will serve to make the U.S. a more competitive place to do business. AHRI fought for these provisions in the bill to serve the continued growth of manufacturing in the United States, allowing our industry and others to continue to innovate and create jobs.

In March 2017, AHRI led a petition requesting Environmental Protection Agency (EPA) Significant New Alternatives Policy (SNAP) approval of R-448A, R-449A, and R-449B for use in medium temperature stand-alone retail food refrigeration equipment, to replace other high-GWP refrigerants.

Protecting the Hard-fought Error Correction Rule

In July, with approval from the AHRI Executive Committee, AHRI filed a motion to intervene as a defendant in two related federal lawsuits with the aim 1) to avoid judicial precedent establishing narrow definitions under DOE’s Error Correction Rule, and 2) to ensure AHRI has a seat at the table if the parties enter into settlement negotiations. The Error Correction Rule resulted from the settlement of AHRI’s 2016 lawsuit against DOE pertaining to walk-in cooler and freezer standards. AHRI is working to ensure that DOE maintains the ability to make corrections to pre-published rules as it deems necessary as allowed by the Energy Policy and Conservation Act and the Administrative Procedures Act. [Note: In February 2018, the court ordered DOE to publish the rules in question by March 16, 2018.]
Chairman’s Challenge

The 2017 AHRI Chairman’s Challenge encouraged members to engage with their communities through school visits and interactions with their elected officials in order to increase knowledge of the HVACR industry around the country. AHRI members helped bring awareness to the many careers available within the industry, the technologies being used in their facilities, the current economic impact of the HVACR industry, and the policies that affect our members’ businesses at every level of government.


On August 15, Purdue University and TU Dresden students visited the Emerson facility in Dayton, Ohio.

On February 28, Parker Sporlan met with students at Traviss Technical College in Lakeland, Fla.

On August 15, Purdue University and TU Dresden students visited the Emerson facility in Dayton, Ohio.

On September 29, Matt Mogilnicki and Beckett Gas welcomed Olmsted Falls students to their North Ridgeville, Ohio facility to discuss the Rees Scholarship Foundation, tool and die procedures, and HVACR futures.

On October 3, Bryan Armstrong of Carel hosted the Women in STEM club from Warwick High School at the Carel facility in Manheim, Pa., and presented on the Rees Scholarship.
AHRI in the Community

AHRI is committed to addressing the workforce shortage. Through the Rees Scholarship Foundation, AHRI is supporting the next generation of skilled installers and maintenance technicians.

$177,500
Raised this Year

$139,200
In Scholarships
Awarded this Year

80 Students,
Including 3 Veterans
AHRI members donated 343 pieces of equipment to trade and technical schools around the country.
One Industry, One Voice

In June, President Trump indicated a plan to withdraw from the Paris Agreement, and AHRI responded swiftly to reiterate the industry’s commitment to energy efficiency and environmental stewardship.

“The fact that the United States government has decided to seek alternative avenues other than the Paris Accord to address its energy and environmental objectives does not in any way alter the resolve of America’s HVACR and water heating industry to reduce the environmental impact of the products and equipment we manufacture,” said Stephen Yurek, AHRI President & CEO. “Our industry has demonstrated its commitment to energy efficiency and environmental stewardship both domestically and abroad, which is evident in the global array of heating, cooling, water heating, and commercial refrigeration products that are more technologically advanced — while being more energy efficient — than ever before,” he added.
Support for Kigali Amendment

AHRI made a priority of communicating the industry’s support of the Kigali Amendment to the White House and relevant congressional and federal agency leaders. AHRI also worked with a broad group of stakeholders to educate them on the history of the amendment and its critical importance for our industry, jobs, and American manufacturing. The Trump Administration has since spoken favorably of the amendment.

Our industry remains committed to ratification and implementation of the Kigali Amendment to globally phase down the use of HFC refrigerants.

— STEPHEN YUREK, WASHINGTON EXAMINER
AHRI Members are Job Creators

As part of its effort to actively communicate the value of the industry to policymakers, regulators, the press, and the general public, AHRI prepared a new economic report, available free to AHRI members, which shows that America’s HVACR and water heating industry supports the U.S economy with $42 billion worth of products sold in the U.S. (2015) and, thanks to $10.1 billion of labor compensation, added $15.5 billion worth of value to the U.S. economy.
Audits Maintain Certification Program Integrity

In January, the Standards Council of Canada (SCC) conducted its annual audit of AHRI’s certification program management system. The SCC evaluated conformity with the requirements of ISO/IEC Standard 17065:2012 and associated reference documents. The results of the intensive audit were positive, and offer AHRI the opportunity to improve certification program processes and procedures, making the programs even stronger.

AHRI’s Consensus Standards Project Committees will develop the next editions of the following standards as Joint Canada-U.S. National Standards:

- ANSI/CAN/AHRI Standard 540, Performance Rating of Positive Displacement Refrigerant Compressors and Compressor Units
- ANSI/CAN/AHRI Standard 1330, Performance Rating of Radiant Output of Gas-Fired Infrared Heaters

Manufacturers support

125,000 U.S. jobs

+883,100 with upstream suppliers, and downstream distributors

+408,000 jobs associated with installation, construction, and maintenance

1.3 million jobs total
Members rely on AHRI to support their business goals and, to the extent practicable, level the global playing field. Thus, AHRI works to harmonize standards, support global certification programs, expand trade, and maintain relationships with partner organizations worldwide.

AHRI Testing Laboratory Locations
- Air Movement and Control Association (AMCA) – USA
- Canadian Standards Association (CSA) – USA
- CETIAT – France
- DMT GmbH & Co. KG – Germany
- GMPI – China
- Heat Transfer Research, Inc. (TX) – USA
- Intertek (NY, OH, TX) – USA
- Lucerne University (HSLU) – Switzerland
- UL – USA

2017 Global Highlights

AHRI Held 6 Global Partner Meetings and Interacted with 3,500 Industry Leaders
Through its Saudi Standards, Quality and Metrology Organization (SASO), Saudi Arabia recently implemented an online registration system for commercial products to ensure compliance to MEPS for those products. The AHRI Directory of Certified Product Performance has been synced with the SASO database, allowing AHRI Certified products to be registered in the SASO system, following Path A without additional certification testing for market entry. This is a significant step for those AHRI members doing business in the Kingdom.

GMPI, a testing laboratory in China, has been approved as a qualified laboratory for DCOM, ACHC, RFC, AHU, AHUC, and VRF testing, as well as for WCCL and ACCL witness testing. Another lab, CETIAT, has the experience and ability to perform witness testing for the air-cooled and water-cooler chillers programs.

In addition to its longstanding accreditation as a certification body by the Standards Council of Canada, AHRI is now also accredited by COFRAC, a French accrediting agency, to include EN/ISO standards under AHRI’s scope of 17065 accreditation. The COFRAC accreditation helps AHRI and its certification program participants meet European regulatory requirements.
As the industry prepares to transition from HFCs, the AHRI-led Low-GWP Alternative Refrigerants Research Program is conducting the real-world research necessary to provide information to code committees as they update safety standards to allow the safe use of flammable and mildly flammable replacement refrigerants. In addition, AHRI continues to engage with several global partner organizations on two industry-led initiatives to focus on additional training and education for industry technicians:

- Refrigerant Driving License (United Nations Environment Programme)
- Global Refrigerant Management Initiative
AHRI, ASHRAE, the California Air Resources Board, and DOE are funding a flammable refrigerant research program to identify critical research needs and fill knowledge gaps on the implementation of flammable refrigerants in codes and standards. The program, funded at $5.6 million, includes eight key research projects. AHRI has launched three of them through its research arm, the Air-Conditioning, Heating, and Refrigeration Technology Institute (AHRTI). The remaining five projects are being conducted by ASHRAE, the Oak Ridge National Laboratory, and the National Institute of Standards and Technology. The research program will evaluate flammable or mildly flammable low-global warming potential (low-GWP) refrigerants that are under consideration to replace those currently in use. These refrigerants were identified under AHRI’s Low-GWP Alternative Refrigerants Evaluation Program.
The AHRI Standards Policy Committee’s Framework to Incorporate Global Rating Conditions in AHRI Standards was further advanced last year, and multiple standard rating conditions have been incorporated into the standards for the following products where performance is affected by climate: unitary air conditioners and heat pumps, variable refrigerant flow equipment, water-source heat pumps, single package vertical units, packaged terminal equipment, data processing room air conditioners, and chillers.

In 2017, AHRI completed development of the all-new NextGen Directory of Certified Product Performance. The new Directory required support from dedicated program participants, staff members, and user groups — all key contributions toward a successful launch in January 2018. The new Directory features increased security, ease of use for both manufacturers and contractors, and improved regulatory reporting capabilities. It has been built from the ground up, specifically to accommodate not only today’s data storage and reporting needs but also the data needs for the future of the certification program.

AHRI Directory of Certified Product Performance

- 678 Thousand users
- 24 million annual page views
What’s New?

Certified Product Performance is now more accessible than ever.
Financial Data

2017 Revenues

Certification program and testing fees: $16,783,000

- Membership dues: $7,338,700
- Exposition: $3,595,500
- Investment income: $691,800
- Education and Publications: $120,000
- Meeting revenue: $768,800
- Special projects: $238,500
- Other: $113,200

Total: $22,910,700
2017 Expenses

Certification, Standards, and Statistics: $18,214,500

Policy: $4,266,800

Public Affairs, Education, and Member Meetings: $2,878,700

Administration and Membership: $2,925,600

Research: $848,300
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Vice Chairman: Chris Peel, Rheem Manufacturing Company
Treasurer: Ron Duncan, Magic Aire
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John Galyen, Danfoss
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Chris Nelson, Carrier Corporation
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Dave Regnery, Ingersoll Rand
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Brent Schroeder, Emerson
Mike Schwartz, Daikin Applied
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CrownTonka
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and Daikin Applied)
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DDR Americas, Inc.
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Desert Aire Corp.
Detroit Radiant Products Co.
Dexen Industries, Inc.
Direct Coil, Inc.
Drake Refrigeration
EarthLinked Technologies, Inc.
ebm-papst, Inc.
ECR International, Inc.
Eemax, Inc.
Emerson Electric
Empire Comfort Systems, Inc.
Enertech Global LLC
EVAPCO, Inc.
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Keltco, Inc.
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Kold-Draft International LLC
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Lennox International, Inc.
Liebert Corporation
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Midco International, Inc.
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Modine Manufacturing Company
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Mortex Products, Inc.
Mueller Industries, Inc.
Multiaqua, Inc.
Multistack LLC
Munters Corporation
Nailor Industries, Inc.
National Comfort Products
National Refrigerants, Inc.
National Refrigeration Products
NY Thermal, Inc.
New Yorker Boiler Company, Inc.,
a subsidiary of Burnham Holdings
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Nortec Humidity, Inc.
Nortek Air Solutions LLC
Nortek Air Solutions Canada, Inc.
Nortek Air Solutions Quebec, Inc.
Nortek Global HVAC LLC
NovelAire Technologies
OmegaFlex, Inc.
Packless Industries, Inc.
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Parker-Hannifin Corporation
Patterson Pump Company
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Sondex, Inc.
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Structural Concepts Corporation
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Luvata Franklin, Inc.
Magontec US LLC
We work in an industry that makes products and equipment that matter and make people’s lives better. Considering the fact that what we make uses significant amounts of energy, we recognize we have both a responsibility and an opportunity to make a positive difference. Our industry employs 1.3 million people across our land — people whose families are supported by what we do. From this position of strength, I plan to work proactively with government officials, particularly at the Department of Energy and the Environmental Protection Agency, to codify the rulemaking process, protect the ENERGY STAR program, interact in a positive way on refrigerant regulations, and create an atmosphere of predictability in our industry. These relationships are the key to collaborative interactions that build trust and help us accomplish our goals of predictability, energy efficiency, and environmental stewardship.

Further, we simply must attract new people to our industry by accelerating our workforce development efforts. Work in our industry is complex and demanding, and the workforce shortage is growing each day. As a veteran myself, I recognize the untapped potential that the nearly one million unemployed and returning veterans across the country, who are highly trained and disciplined, can have on the health of our industry, so I will be working with staff to foster relationships with veterans’ organizations to spread the word about our dynamic industry and its promise of a rewarding career.

I invite you to join me in addressing these challenges, and I thank you for all of the hard work you do in support of the many activities that collectively make our association great.

Chris Peel
2018 Chairman