

## Celebrating 100 Years In Business! Comfort at all Times

Hello and welcome to the New Year. It's an exciting year for the O'Connor Company as we celebrate 100 Years in business. I'm both humbled and honored to be the 4th President in the great history of the O'Connor Company. As President it's my role to provide resources, remove obstacles and guide the company forward. Most importantly though my role is to continue to build upon the culture and tradition that was built by so many great team members and leaders the last 100 years.

While researching the company history for our 100th year celebration we discovered a newsletter called the Comfort Times. The Comfort Times was published in the 50's and 60's first by Joe O'Connor and then by Bob Piller. The Comfort Times shared supplier news, company updates, employee spotlights, excerpts from the Farmer's Almanac, Reader's Digest articles and much more.

We hope you like the content and will share your O'Connor Company stories with us throughout the year. The Comfort Times will be published quarterly in the same format that it was originally published in by our founder Joe O'Connor. With that welcome to the first edition of the Comfort Times in over 50 years and enjoy a welcome from Joe O'Connor as it was published in Volume 1 - 1956.

Thank you,

*Greg Borr*

*President - O'Connor Company*



## The Welcome From Joe O'Connor

January 1956, Vol 1. No.1

Message to our dealer friends in the heating & air condition industry.....

Chances are you're busy... plenty of mail to read every day.... but we hope you will find time to read Comfort Times. It will be well worth your while.

The publication, which will be sent to your desk is designed to keep you abreast of the most current news in your industry. Like the former "Speaking of Heat" letter which we used to publish, Comfort Times aims to help you sell; but it goes a step further than our former letter. It recognizes that selling comfort is now a year 'round proposition... that you must have accurate news of air conditioning as well as heating.

Best regards,

*Joe O'Connor*



## 2020 Wells Fargo Plan Codes

If you participate in the Wells Fargo Financing program, please be aware of the **NEW 2020** plan codes. It is important you use the correct plan code to ensure you receive the correct rate on your financing jobs. If you need a copy of the new plan codes reach out to your TM or Sales Support Team.

## Be on the lookout for our 2020 Spring Training Calendar soon!



## Discover the Panasonic Advantage

Panasonic offers a wide range of ECOi VRF systems, controls, and accessories. Panasonic has been developing innovative HVAC products since 1958. In 1989 Panasonic pioneered the development of the "World's First" Heat Recovery Variable Refrigerant Flow System - giving the industry the ability to simultaneously heat and cool.

Installing a Panasonic product means you're partnering with a trusted brand renowned for well-designed solutions, innovative technologies, and unparalleled service and support. Panasonic advanced heating and air conditioning solutions can provide better comfort and control as well as space and cost savings compared to other HVAC system options.

**For more information, please contact your Territory Manager.**



## The Benefits Of New FER Compliant Furnace Fans

**When you think of your heating and air system do you ever think of the furnace fan?**

Why would you, if you don't ever see it? But sometimes what is out of sight, out of mind could be costing you more than you realize when it comes to energy efficiency and savings.

One of the biggest components of residential electricity consumption is the furnace fan. It is estimated that the typical furnace fan accounts for almost 10% of the total electricity use of an average home in the U.S..

On July 3, 2019, The U.S. Department of Energy developed a new FER (Fan Energy Rating) regulation on furnace motors intended to reduce energy consumption,

**Installing a furnace that has a furnace fan compliant with the FER regulation is estimated to save consumers up to **\$506** over the life of the furnace.**



*It's Hard To Stop A Trane.®*

lower carbon pollution and save homeowners money on their utility bills.

Trane is an industry leader in home comfort and energy efficiency and has committed to making some efficiency boosting alterations to their complete line of furnaces, as well as introduced new ones so you are guaranteed to get the comfort and efficiency you deserve. All of Trane's furnaces are FER compliant.

When pricing your new furnace or complete HVAC system be sure to ask if the furnace is FER compliant. You might invest slightly more upfront, but your utility savings in the long run will outweigh your initial investment.

And remember, **It's Hard To Stop A Trane.**

**See your TM for sales flyers available for you to use at the kitchen table!**

## Why The O'Connor App?

Download the O'Connor Mobile App for access to all the tools and resources you need on the go:

- Mobile Technical Support with OCPro
- On-line ordering with OCShop
- Troubleshooting Assistance
- O'Connor University Training
- Access to ComfortSite
- AHRI System Lookup Tool

## Download It Today!



## Warm Hearts Warm Home

This 2019 Holiday Season, Trane & Kelley & Dawson Service out of Wichita partnered for the annual Warm Hearts Warm Home furnace giveaway; which awards a deserving family or individual the gift of a warmer home with a new Trane Furnace. Nominations were submitted online and the 2019 Warm Hearts Warm Home winner was Betsy of Wichita. Betsy was diagnosed with breast cancer at the beginning of December and had been saving for two years to replace her furnace. Kelley & Dawson Service and Trane were able to replace her furnace and evaporator coil the day before her double mastectomy surgery so she could come home and recover in a warm home! We wish Betsy a speedy recovery from the surgery as well as the treatment of her cancer – it's hard to stop Betsy! Watch the 2019 Warm Hearts Warm Home video here <https://youtu.be/pyqqql9LUkA>



All-Electric Ductless Heat Pump Systems:

## A Game Changer in the HVAC Industry

As the HVAC industry’s landscape transcends, all-electric ductless heat pump systems are leading the way. This year, ductless heat pump sales are up almost 20% over last year. This is great news considering that unitary heat pump sales are flat. Homeowners who are looking to cut their energy costs and eliminate hot and cold spots are finding the answer in ductless heat pumps. O’Connor Company is proud to partner with Mitsubishi Electric Trane HVAC US (METUS); stocking their full line of residential and light commercial products. Mitsubishi Electric’s commitment to industry leading products and O’Connor’s dedication to contractor development, make us contractor’s preferred supplier for Mitsubishi Electric ductless products. As O’Connor Company continues to see exponential growth numbers in ductless heat pump sales, we are dedicating more resources to better serve our customer base to become the leading ductless supplier in the markets we serve.

With the ever-growing initiatives towards decarbonization and strategic electrification, all-electric heat pumps are the perfect solution in efforts to reduce the usage of fossil fuels. Homeowners, contractors, and builders seeking to reduce their carbon footprints are now considering all-electric heat pump systems to heat and cool their homes. Furthermore, residential new construction and the construction of High-Performance Homes is on the rise. Builders are building homes more efficiently and tighter, making Mitsubishi Electric’s ductless all-electric heat pump systems the best solution for their HVAC requirements.

Although the move to “greener” HVAC solutions is continuing to grow, retrofit applications are becoming more popular as well. Boiler homes built at the turn of the century without air-conditioning make all-electric heat pump systems a very attractive solution when renovating

and preserving the architectural integrity of an older home. Mitsubishi Electric’s Zoned Comfort Solutions™ allows contractors to design whole home ductless systems using both ducted and ductless indoor units with the ability to add supplemental heat. In addition, Mitsubishi Electric’s Zoned Comfort Solutions™ allows true zoning capability giving the homeowner individual zone control throughout their home.

In summary; efficiency, personal comfort, carbon footprint reduction, and ease of installation are just a few ways that all-electric heat pumps are changing how we look at residential heating and cooling. As one of the largest Mitsubishi Electric HVAC Trane products suppliers in the Midwest, we at O’Connor are dedicated to helping our contractors grow their businesses by implementing all-electric ductless heat pump systems into their product offerings. With consumer rebates, application assistance, and technical support, our contractor partners are the best of the best.

For more information on becoming an O’Connor contractor partner, please contact **Brandon Wayne** at [bwayne@oconnorhvac.com](mailto:bwayne@oconnorhvac.com) or your local Territory Manager.

## R22 Complete Phase Out in 2020

The U.S Government has placed restrictions on R22 and has issued the requirement that R22 refrigerant must be eliminated from use in cooling systems by 2020 under the Clean Air Act. R22 will be replaced by R-410A. At this point, R22 will no longer be manufactured and cannot be used as a refrigerant in new air conditioning systems. The EPA does not require the premature retirement of equipment and there is no ban on the continued use of existing R22 systems.



Recovered or reclaimed R22 still can be used, but the availability will be limited since it will no longer be produced or imported. Non-ozone-depleting alternatives to R22 are also available, if retrofitting an existing condenser, provided that the equipment is designed for use of alternatives.

Another change coming in 2020 to refrigerant is the color code. The AHRI has announced that all refrigerant will be using the same color code which is light grey/green base on the RAL 7044 Color Code. The identification will be by product markings and labels instead of by color code.

Homeowners with older systems may soon be faced with a difficult choice; replace their entire system or continue to pursue increasingly costly and hard to find R22 refrigerant. If you are with a homeowner that is on the fence about replacing their system or just trying to make it one more summer, this would be the perfect opportunity to discuss the R22 restrictions and how just repairing the system could be more costly in the long term. Not only will you be helping the environment, but you will also have a happy customer.

### Article from the O’Connor Newsletter Archives January 1956.

\$3.2 Billion Market in '56 Predicted for Industry

Roll up your shirt sleeves and start selling – there’s a \$3.2 billion market awaiting the air conditioning industry in 1956, according to national predictions.

The recent sales prediction, which breaks all records for the seventh year in a row, is due greatly to the growth of the residential field. Central air conditioning systems in homes will increase to about 200,000 installations for the year at a retail value of nearly a third of a billion dollars.

Projecting the increased use of air conditioning for future years, it’s possible that a half-million central systems will be installed annually by 1960.

Kansas dealers can expect to get their share of the market...if you roll up your shirt sleeves and start selling.