



Air Conditioning TODAY



NOVEMBER 2024

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Century HVAC Distributing Shoot N Scoot



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REECE HVAC Dealer Meeting



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Insko Distributing Vendor Day and Golf Tournament



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Ferguson Tool Fest Counter Day



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Major Wins for HVACR Contractors in EPA's Final Rule on HFC Management

Thanks to ACCA's persistent advocacy efforts, the Environmental Protection Agency's latest rule under the AIM Act will allow more flexibility for contractors. There's no doubt that the AIM Act and its regulations to phase down hydrofluorocarbons (HFCs) will impose unwanted costs and regulatory burdens on contractors, but we are pleased that EPA's final rule on HFC management includes several significant changes that reflect our members' needs.

ACCA has developed and released a fact sheet on the final refrigerant management rule that can be found at <https://accahvacblog.wpenginepowered.com/wp-content/uploads/2024/09/ACCA-EPA-HFC-Management-Basic-Summary.pdf>

Thanks in part to ACCA's comments on the proposed rule and subsequent meetings with federal officials, our industry secured significant victories in three key areas. As a result, the implications for residential and light commercial contractors are very limited, and burdens impacting other market segments have been reduced.

1. No mandate for reclaimed HFCs in initial charges

One of ACCA's top priorities was ensuring that EPA did not mandate the use of reclaimed HFCs for the initial charge of refrigerant-containing equipment. ACCA argued that this would place undue burdens

on contractors due to potential limitations in reclaimed refrigerant availability that could drive prices through the roof. The EPA listened, and the final rule does not require reclaimed HFCs for initial charges.

Additionally, EPA narrowed the reclaimed HFC requirement for servicing existing equipment, aligning it with supermarket systems, refrigerated transport, and automatic commercial ice makers—slightly reducing the scope by excluding standalone commercial food refrigeration.

EPA also committed to monitoring the availability of reclaimed HFCs and promised that any future mandates for reclaimed HFC use will be based on available supply. This is a direct reflection of ACCA's recommendation, ensuring that contractors are not forced to comply with regulations that are impractical due to market constraints.

2. Flexible disposable cylinder return

The proposed rule required that all disposable cylinders be returned to certified reclaimers for processing, which would have placed additional logistical and cost burdens on contractors. ACCA pushed for a more practical solution, and EPA introduced a DIY evacuation option.

Under the final rule, certified technicians can now evacuate disposable cylinders themselves, and then dispose of the cylinders to a final processor (such as a landfill operator

or scrap metal recycler) without needing to return them to certified reclaimers for further processing. This flexibility is a major win for contractors, offering a cost-effective and time-saving alternative while still ensuring environmental compliance. It should also be noted that the cylinder disposal rules do not go into effect until 2028.

3. No QR code tracking system

ACCA also successfully opposed the inclusion of a QR code tracking system for refrigerant cylinders, which would have imposed unnecessary administrative complexity on contractors. The final rule does not include this tracking system, meaning contractors will avoid cumbersome and invasive reporting requirements that would have added time and cost to daily operations. This victory helps maintain a practical, streamlined workflow for HVACR professionals without additional regulatory burdens. This is the second time that ACCA has opposed and helped defeat the QR tracking requirement.



A-Plus & Lennox Honor Local Heroes with HVAC Donation



Austin, Texas – A-Plus Air Conditioning & Home Solutions partnered with Lennox International, Inc. to give back to local heroes in Kyle, Texas. On Tuesday, October 8, 2024, a new air conditioning and furnace system was installed free of charge for the Taylor family, a deserving household of disabled veterans.

This act of generosity is part of the Lennox **Feel the Love Campaign™**, which provides much-needed HVAC systems to families and individuals facing financial hardships who have also made a positive impact on their communities. As part of this initiative, Lennox donated the HVAC equipment, while A-Plus Air Conditioning donated the labor to install it.

SEE A-PLUS PG.13

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K-FLEX USA Unveils Four New Distribution Centers in North America

State-of-the-art distribution centers poised to revolutionize customer experience

Youngville, N.C. – K-FLEX USA announced four new state-of-the-art distribution centers in Orlando, Florida, San Diego, California, Laredo, Texas and Toledo, Ohio last month. Each of these strategically located centers is designed to revolutionize the customer experience, ensuring customers receive K-FLEX insulation products faster, more efficiently, and at a competitive price.

“Whether you’re working on a new build or a major retrofit, you can trust K-FLEX has the inventory, local expertise, and resources to support your project from start to finish,” said K-FLEX President and General Manager Giuseppe Guarino. “Our new distribution centers in Orlando, San Diego, Laredo, and Toledo are perfectly positioned to serve you better, by minimizing downtime and maximizing efficiency for our customers.”

Here’s what customers can expect:

- Lightning-fast local delivery: No more delays – get your insulation products faster than ever.
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- K-FLEX distribution centers stock a full range of closed-cell rubber foam insulation tubes, sheets, rolls,

polyethylene foam tubing, duct, foil, FSK tapes, rubber foam tape, and other accessories for HVAC and plumbing systems in residential and commercial facilities.

All four new distribution centers are now operating. Products available include customer favorites such as:

- High-performance, eco-friendly **polyethylene (PE) foam insulation**.
- **Titan insulation**, K-FLEX’s go-to rubber tubing.
- Durable, high-quality K-FLEX **duct tape**.

Customers can visit kflexinsulation.com to contact a regional sales rep. Stay up to date on all K-FLEX news on LinkedIn.

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LG Drives Business Growth, Market Transformation at HVAC Dual Channel Leadership Summit



Phoenix — Supporting LG Electronics' global business-to-business (B2B) expansion, the company aims to double its U.S. HVAC product sales by 2030, executives announced at LG Air Conditioning Technologies USA's 2024 Dual Channel Leadership Summit.

The two-day summit, which brought together leaders from LG's distribution customers and applied representatives, cultivated a collaborative environment supporting LG's substantial B2B growth strategies. Attendees had the opportunity to connect with LG executives and gain insights into products, processes, the upcoming refrigerant transition, marketing initiatives, and more.

"As we actively expand our B2B business in the United States, we intend to more than double our HVAC product sales by 2030," said Chris Jung, President and CEO of LG Electronics North America, who highlighted LG's innovations and aggressive B2B acceleration with HVAC being a primary growth driver worldwide.

"Smart HVAC solutions are in demand due to rising commercial construction, energy-saving regulations, electrification and decarbonization, as well as Inflation Reduction Act rebates and incentives," he added.

Thanking the applied reps and distributors for their partnership in transforming the industry, Jung said, "We will never stop innovating and investing in solutions that help grow your business and will continue to build on the foundations of innovation and collaboration and collectively push the boundaries of what's possible in the HVAC industry."

Jung said LG aims to strengthen its U.S. air solutions business through strategic partnerships, fostering a deeper understanding of the importance of HVAC, especially as the electrification movement continues to expand. A significant LG focus is the company's extensive range of HVAC solutions, particularly its hydronic and heat pump products.

Heat pumps are a crucial element in the United States' pursuit of achieving electrification goals by 2030, with some states aiming to have 65 percent of all new residential HVAC and hot water heating systems consist of heat pumps by the end of the decade. The U.S. heat pump market, valued at \$13.6 billion

in 2023, is projected to grow at over 8.9 percent CAGR from 2024 to 2032.

Underscoring its commitment to electrification and decarbonization, LG invited Panama Bartholomy, Head of the Building Decarbonization Coalition (BDC) as the summit's keynote speaker on "The Path to a Decarbonized Future." Bartholomy spoke about emerging laws and regulations related to building emissions, the trajectory for the decarbonization movement and the opportunity the changes bring for the HVAC industry.

Senior Vice President and General Manager for LG Air Conditioning Technologies USA Steve Scarbrough said,

"LG is dedicated to delivering energy-efficient, environmentally-conscious solutions that contribute to sustainability and climate goals for our professionals, their customers and the U.S. The Dual Channel Leadership Summit provides us with a platform to not only talk through our product innovations, but the many ways in which we are providing associates solutions that help them grow their businesses today and into the future."

For example, Scarbrough explained that, as a leading advocate of the electrification movement, LG offers a broad portfolio of HVAC solutions that enhance energy efficiency, contribute to environmental stewardship, and

support the industry's transition towards a greener future.

LG Electronics' global acceleration of B2B operations as a central component of its overall business portfolio innovation strategy. By 2030, the company expects that its B2B areas will account for 45 percent of total sales versus 35 percent today. Beyond air solutions, LG Electronics is rapidly strengthening its B2B capabilities across a wide range of other areas, including vehicle components, information displays, robots, EV charging systems, built-in appliances, and smart factory solutions.

For more information about LG's air conditioning business, visit www.lghvac.com.



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Lennox Donates 400+ HVAC Units to Homeowners in Need to Provide Year-Round Comfort

Through the Feel The Love program, sponsored by the LII Lennox Foundation, Lennox and its dealer network supply and install new HVAC units to local community heroes throughout North America.

Richardson, Texas— Marking its 15th year anniversary, Feel The Love, sponsored by the LII Lennox Foundation, donated 413 heating and cooling (HVAC) units to deserving homeowners during Installation Week, which occurred from October 5-12.

Dealers across 45 states in the U.S. and several Canadian provinces worked alongside Lennox to install HVAC units for nominated recipients and beloved local heroes free of cost. Whether the recipient had been affected by financial challenges, unexpected injury or illness or other difficult circumstances, Feel The Love supported their needs by providing perfect air to keep their home at the ideal temperature through increasingly extreme winter and summer seasons.

“The hard work and generosity of our dealers and their employees have allowed us to bring comfort to deserving members of the community,” says Gary Bedard, EVP & President, Lennox Home Comfort Solutions. “Over the past 15 years, we’ve made a positive impact, and we look forward to continuing our mission of providing essential HVAC solutions to our neighbors in need.”

The donated units are the most efficient and modern designs, helping to keep energy bills down for recipients, heat and cool the home with less energy and reduce greenhouse gas (GHG) emissions, ultimately showcasing Lennox’ dedication to long-term investments in the community.



“We were really taken aback because this is a huge relief for me as a father,” says Mike Hooper, 2024 Feel The Love recipient. “When we heard about the (Feel The Love) program, we were just taken away. I am just really grateful for the relief this program has provided for us.”

Feel The Love is sponsored by the LII Lennox Foundation. Established in 2023, the LII Lennox Foundation is committed to improving the communities where Lennox employees work and live through impactful programs, strong partnerships and an emphasis on employee volunteerism.

Over 2,750 families in need have benefited from Feel The Love since it was first launched in 2009. Stay up to date on Feel The Love by following along with @LennoxFeelTheLove on Facebook. To nominate a member of your community for next year’s Installation Week, visit FeelTheLove.com.

NTEA, SEMA File Federal Lawsuit to Stop Advanced Clean Fleets EV Truck Mandates

Farmington Hills, Mich.— NTEA – The Work Truck Association™ and the Specialty Equipment Market Association (SEMA) today filed suit in the U.S. District Court’s Eastern District of California against the California Air Resources Board (CARB), seeking immediate declaratory and injunctive relief to stop electric vehicle mandates CARB intends to implement through its Advanced Clean Fleets (ACF) regulations. The organizations contend that CARB’s actions far exceed California’s constitutional and state statutory authority, and will have a dire effect on an industry that historically has led the way toward cleaner, safer vehicles through innovation and American ingenuity – particularly through alternative-fuel innovations, replacing older engine technologies with newer, cleaner versions, and converting older internal combustion engine (ICE) vehicles to new electric or hydrogen-powered vehicles.

CARB’s ACF regulation includes requirements that only zero-emission vehicles (ZEVs) may cross within California’s borders, regardless of which state the vehicle was purchased or registered. Vehicles covered by the regulation include everything from heavy-duty tractors with sleeper cabs to work trucks, pickup trucks, and light-duty package delivery vehicles. Interstate motor carriers and others who do not own CARB’s vehicle of choice would be barred from operating within the nation’s largest single-state economy for even a moment. This issue is currently under consideration by the U.S. Environmental Protection Agency, whose waiver is necessary for the state to proceed.



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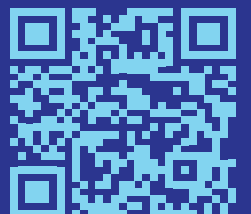
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Fifty-Five Students Awarded \$129,000 in Scholarships Through the PHCC Educational Foundation



Falls Church, Va. – The Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation is proud to announce the winners of our 2024 scholarship program. Fifty-five students were selected to receive scholarship awards totaling \$129,000. Applicants must be plumbing or HVAC apprentices or trade school students, or college students pursuing studies directly related to the plumbing-heating-cooling industry.

This year’s set of winners includes 39 apprentices, 4 trade school students and 12 college students. “I am so proud of these scholarship winners, and the variety of winners is great to see,” said Foundation Chair Patrick Wallner of Wallner Plumbing in Redding, Calif. “We have the usual young people making their choice to get their career started in the trades, but we also have some older folks who decided to make plumbing and HVAC their second career and are loving it.”

“I thank you for giving an older apprentice like me the chance to further my plumbing career,” wrote apprentice Leonard Digiantomasso of Havertown, Pa. in a thank you note to the Foundation donors. He

is enrolled in the PHCC of Pennsylvania plumbing apprenticeship training program.

This was also the first year for a new scholarship reserved for military veterans sponsored by the Gil Meyerowitz estate, and a set of awards for Hispanic and Latino applicants sponsored by the Ferguson Cares Foundation.

The Foundation extends our congratulations to all our winners and our thanks to the contractor donors and corporate sponsors who make these awards possible. Additional sponsorships are provided by A.O. Smith, Bradford White Corporation, Delta Faucet Company, InSinkErator, RIDGID, Scorpion Home Services Marketing, State Water Heaters, Sterling (a Kohler brand), SupplyHouse.com, the Texas and Massachusetts PHCC Auxiliaries, the PHCC Past National Officers, Bill Jones, and Gerry Kennedy. Funding is also provided by the generous donations made by PHCC contractors.

The 2025 PHCC Educational Foundation scholarship program will open for applications in January, with all submission materials due by May 1st. Information on the scholarship program, plus full details on our 2024 scholarship winners, photos and thank you notes can be found at <https://phccfoundation.org/scholarships>.



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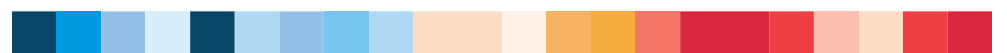
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Help Your Competitors

I am sure you think this headline is a mistake, that I meant to say something else, but I really mean this. If you want to build a successful business in a vibrant marketplace, you will grow faster if you help your competitors. Before you decide I am completely crazy, consider the following:

You don't know everything. Hanging around with other business owners in the same industry gives you a chance to learn a few things in exchange for sharing a few tips of your own.

Improve the quality and perception of your industry. If a customer has a bad experience with a service provider in your industry, it's easy for them to assume that all companies who do what you do are the same. Getting involved with

trade associations which offer training, professional and business development will improve the overall industry in which you are a participant.

Everyone is your customer. Getting to know companies who provide similar services to yours in slightly different niches gives you a chance to set up a referral relationship where each company gets more of the kind of customers they want to work with. For example, maybe you don't install ground source heat pumps, find someone who does.

Customers need education. This is particularly true when you are trying to build awareness and demand for a new or different product or service. Customers may be unwilling to try your product or service

if you are the only company talking about this approach, but when multiple companies all tout the same benefits, all of you have an easier time making a sale.

Everyone needs a little positive karma. Sometimes it's just nice to pay it forward. When I started Roundpeg, I reached out to a few business owners who had been running marketing firms for a while. They graciously gave me time, tips and tools to help me get started. Today I did the same. I like being able to look around the community and know that I played a role in helping other businesses get their start.

Protect Your Assets

You need to protect the marketing assets of your business.

I got a call the other day from a client I hadn't

worked with in 18 years. He wanted to know if I still had the original art files for his business now. As strange as that sounds, in the old days I would have had that information, but I sold my agency two years ago. The new owners don't have quite the file system I did so it took quite a while for them to find the artwork.

Is that my fault? No, it's his! He should have known better after 18 years in business. He should have multiple copies of his logo.

That's really what I want to drive home — This is your business. These are your assets. It's great if you work with the marketing agency and they have copies of your logo and access to your website and other platforms. But you need to take responsibility. Keep copies of your artwork and



Lorraine Ball

Digital marketing strategist, Lorraine Ball has spent 30 years working with small business owners. She has collected the best of her training, tools and resources in the Digital Toolbox (www.digitaltoolbox.club) She is also the host of More Than a Few Words, a marketing podcast, available wherever you listen to podcasts.

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Ritchie Engineering Company Hires Director of Engineering

Proven professional to lead YELLOW JACKET® Engineering Division.



Bloomington, MN—Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, announces the hiring of Eric Ruggles as Director of Engineering.

Eric is responsible for driving product strategy and development, as well as contributing to the marketing and business strategy for the YELLOW JACKET HVAC/R and Division. “We are thrilled to welcome Eric to our team,” said Tom Ritchie, President. “He has a wealth of knowledge and experience in engineering that will serve our customers and brand very well.”

Eric Ruggles comes to Ritchie Engineering Company with experience in commercial HVAC and vehicle and engine heating/cooling/electrification products. He has held roles in field service, technical support, applications, design, development and management. Eric has four patents for the design of a battery-powered HVAC system for semi-trucks to eliminate idling.

Ritchie Engineering Company Announces Promotion of Matt Ingold to National Sales Manager

Bloomington, MN – Ritchie Engineering Company, Inc., the leader in service tools for HVAC/R professionals and manufacturer of YELLOW JACKET® products, announces the promotion of Matt Ingold to National Sales Manager.



Matt Ingold joined Ritchie Engineering Company in 2018 as the Regional Sales Manager for the Eastern Region. By leveraging his creativity, sales skills and effective sales management, the Eastern Region has experienced continued growth. In his new role, Matt will continue to manage the Eastern region along with the addition of several national accounts and buying groups. “We look forward to continued growth in the HVAC/R industry with Matt as his career takes the next step,” said Gary Lampasona, Vice President Sales & Marketing.

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Meet the Taylor Family:

• **Shannon Taylor:** A retired Army veteran with a 90% disability rating due to her military service. She has overcome numerous personal challenges, including the removal of a non-cancerous brain tumor and living with Hashimoto's disease. Despite these difficulties, Shannon continues to serve her community through volunteer work at the local food bank, church, and youth ministries.

• **Jonathan Taylor:** A fellow veteran and medic who served in Afghanistan. Jonathan has not only provided critical care on the battlefield but also donated a kidney, showing his deep commitment to saving lives. He founded **DOVE (Donors Offering Veterans Everything)**, a nonprofit focused on organ

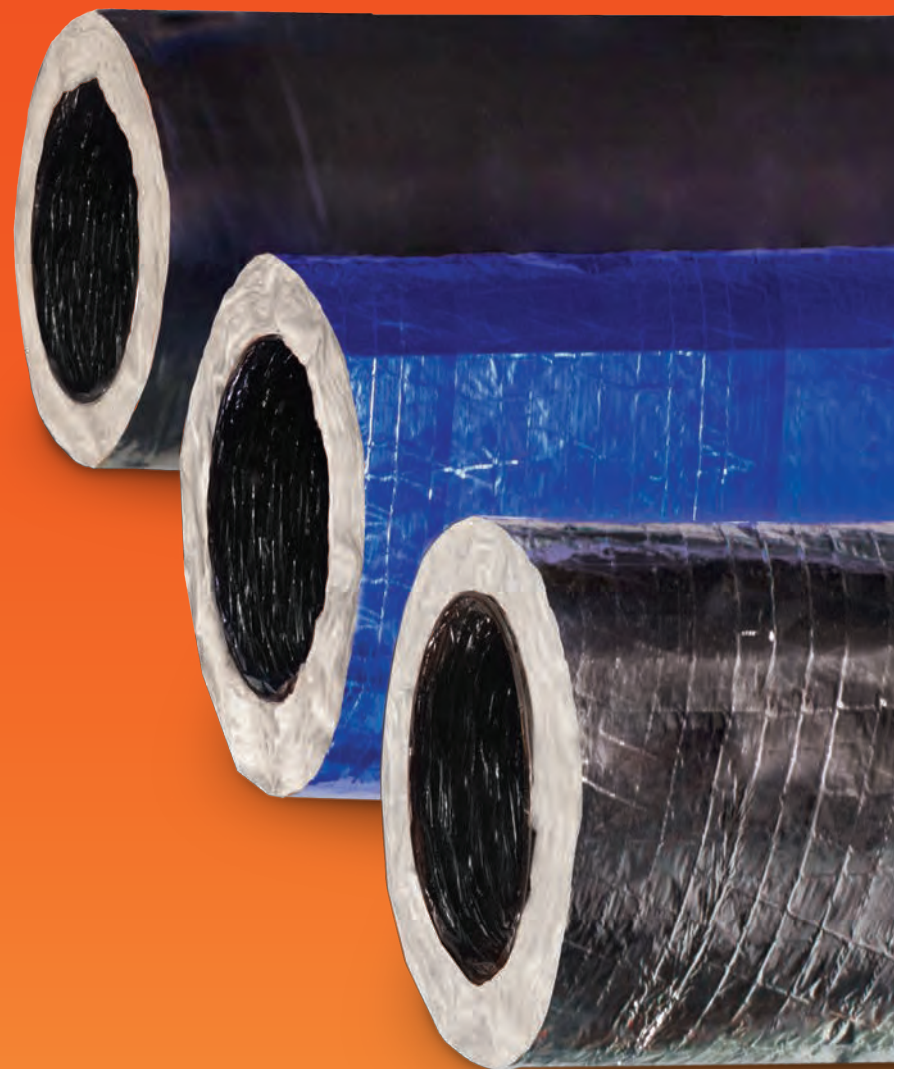


donation for veterans. His selflessness and contributions to both the military and civilian communities highlight his status as a true hero.

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Carrier Introduces Innovative Smart Valves and Smart Damper Actuators for the i-Vu Building Automation System

Kennesaw, Ga. — Carrier's lineup of communicating peripherals for the i-Vu® building automation system has been expanded to include smart valves with Characterized Control Valve (CCVTM) technology and smart damper actuators. These intelligent devices further enhance Carrier's range of peripherals designed for the i-Vu system, helping operators improve comfort and efficiency in their buildings. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

"We are committed to pushing the boundaries of HVAC technology, and these new smart solutions are a testament to Carrier's dedication to sustainability and forward-thinking engineering," said Mark Jones, Business Manager, Carrier Controls. "We believe these advancements will set a new standard in the industry and help our customers achieve their operational and environmental goals more effectively than ever before."

Key features and benefits include:

- **Direct Connectivity:** The new smart actuators can connect directly to the actuator sub-network (Act Net) bus on any Act Net-enabled i-Vu controller, allowing precise valve and damper position management via serial commands without using physical I/O on the controller. They also support analog (2-10V) connections.

- **Enhanced Control Precision:** The smart valves and damper actuators adjust to any position as directed by the controller, providing exact position feedback to the i-Vu system.

- **Simplified Setup:** Up to eight smart devices can be connected to the Act Net bus on each i-Vu controller, helping to reduce installation time. The smart devices also support Act Net auto-addressing for quick setup.

- **Efficient Selection and Ordering:** A new intelligent selection tool enables contractors to define an application, choose a valve size, and specify the valve flow coefficient (Cv). The tool then provides a

range of suitable valves along with compatible actuators. Choices can then be exported to an Excel valve schedule report for project submittals.

- **Remote Accessibility:** The smart valves and damper actuators can be accessed both locally and remotely via the i-Vu system, enabling thorough analysis and rapid error detection with fault detection and diagnostics (FDD). Operators receive automatic alerts if a valve or damper fails, gets stuck, or shows signs of cycling or leakage, ensuring timely and efficient maintenance. Precise position feedback is also communicated to the i-Vu system, ensuring proper operation.

- **Advanced Valve Technology:** Smart valves feature Characterized Control Valve (CCVTM) technology, ensuring stable flow and energy efficiency across various thermal conditions. CCV combines the high close-off capabilities of a ball valve with a specialized disc that ensures an equal percentage flow characteristic to meet specification requirements.

Paired with rotary actuators, these valves offer increased durability and superior value compared to traditional manual ball valves. The valve is bubble-tight, preventing energy losses and helping reduce operating costs.

- **Sophisticated Valve and Damper Control:** Smart valve/damper actuators use Multi-Function Technology (MFT) for precise valve/damper control, with models offering spring return, non-spring return, or electronic safeties to maintain normal valve/damper position during power loss. Auxiliary end switches and up to 95° rotation further enhance functionality. A diverse range of valve/damper actuators are available to meet any application need, offering torque options between 22 and 360 in-lbs.

The new smart peripherals are versatile and can be used in various applications such as air handling units, heating and cooling coils, fan coil units, unit ventilators, and VAV re-heat coils. They work with both Carrier and non-Carrier HVAC equipment.

Carrier's new smart valves and



damper actuators will be available for order in the United States and Canada starting on October 2, 2024, with shipments beginning at the end of October. For more information on the i-Vu building automation system, please visit www.carrier.com/ivu, or contact your local Carrier Controls Expert.



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Texas's Oldest Dude Ranch in Helotes goes Heat Pump

Dating back to the 1800's, there is a lot of history within the walls of this ranch located near Helotes, TX outside of San Antonio. Before it was a dude ranch it served as a military supply depot for Mexican president Antonio Lopez de Santa Anna.

The compound is undergoing major renovations and with that comes many obstacles to overcome. In the spirit of trying to keep the renovation as historically accurate as possible, it has created some challenges for the mechanical contractors. Joe, Casey and Garrett with Hauer Brothers AC and Heating from Bandera Texas have been working on the project to provide the best solution for the ranch's HVAC needs.

The compound has never had air conditioning. Some of the challenges have been with the existing structure of the building. Low ceilings with attic spaces less than 20 inches tall, and in some cases no attic at all make it almost impossible for any mechanical equipment to properly be placed inside. Power and voltage limitations also meant that the HVAC solution had to use the least amount of energy as possible while still providing a comfortable environment. With natural gas unavailable on the property, this made the

perfect opportunity to implement Mitsubishi Electric Heat Pumps as the HVAC solution brand of choice.

Mitsubishi Electric Trane HVAC U.S., LLC. has a wide range of all climate heat pump options that deliver best in class performance while using less energy than a typical HVAC system. Hauer Brothers AC and Heating chose to use Mitsubishi Electric's Multi Positional Air Handler and their Ceiling Concealed Ducted unit for rooms with less than 20 inches of attic space for the following reasons:

- Compact design allows the unit to fit into tight spaces.
- Units can deliver between .6" - .8" of static pressure for tight duct applications.
- Heat Pump Inverter technology to provide great performance while using less energy.
- Low profile outdoor unit with side discharge that can mount on rooftops so they are out of sight.
- Have the capability to install long refrigerant line-sets with little to no performance loss.

The equipment chosen for the job will be able to provide the space with heat during the winter without the use of gas or electric heat

strips while also keeping the space cool during Texas summer temperatures.

There is a total of 6 Mitsubishi Electric Heat Pump units in operation currently onsite with another section of renovation to come in early 2025. When complete, the compound will have implemented air conditioning for the first time since the early 1800's and will be one of the oldest buildings to feature Mitsubishi Electric Heat Pumps in the nation.

Sean Mulhollen, the local area sales manager for Mitsubishi Electric, explains that "It takes willpower to think outside the ordinary to deliver a mechanical solution that everyone else thinks is too challenging or can't be done. We are lucky to have loyal Diamond Contractors like Joe, Casey and Garrett with Hauer Brothers who push boundaries to satisfy the customer. They are some of the smartest and best people I have had the chance to work with and I have enjoyed assisting them with this project". He goes on to say "Being able to coach our Mitsubishi Electric Diamond Contractors on projects such as these brings me great joy and makes my job exciting. I think it is important to showcase that the future of HVAC technology can coexist and offer great solutions for buildings as old as this one".



More photos pg 18



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Thankful for Our Veterans: A Salute to Their Service



Honoring Those Who Served

As we take time this month to reflect on everything we're grateful for, we want to acknowledge the veterans in the MDM family.

Your service to our country and the sacrifices you've made to protect our freedoms means more than words can express. Today and every day, we honor and appreciate you. Thank you for your courage, dedication, and selfless service, both to our nation and to our team. We are incredibly proud to work alongside you.



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<p>Monday December 9 11:00am – 1:00pm</p>	<p>Tuesday December 10 11:00am – 1:00pm</p>	<p>Wednesday December 11 11:00am – 1:00pm</p>	<p>Thursday December 12 11:00am – 1:00pm</p>	<p>Friday December 13 11:00am – 1:00pm</p>

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It's On My Heart: What You Missed at Expo

We just wrapped up the Service Nation Expo event, considered by many attendees the best one ever! We had changed the format, now had 1.5-hour workshops instead of 45 min breakout sessions. And the workshops were presented by members (typically) who had actually done what they said could be done. You got to hear Andy Hobaica tell you how he sold \$5,000,000 in the first 9 months of this year. Better yet, he stopped the presentation at the 40-minute mark and opened the session to ask him how to handle the toughest objections. The ones that had stumped you in this economy.

By actual account, he got almost 20 objections from the audience, handled them with full explanations on how and why, gave room for questions as needed. He rocked it. Jessica Young shared how

she has put together an amazing company and culture that she enjoys today, starting with her working on the kitchen table using a 3-ring binder as her CRM. She was an English major in college, but none of her education prepared her for running a large plumbing company.

The opening Keynote was delivered by Daymond John, the Shark Tank financial guru. He told his story of how he started FUBU, using hip hop players to wear his clothing, and it took off after starting his clothing store in his mom's home. Told us the day his life changed, won't spoil his presentation, you should have been there.

On the second day Tom Peregrino and I honored Mike Henson, who had just retired from Daikin after 40 years, he was our main connection for Service Nation, helped us

in many ways. We presented him with the Servant Leader Award, he had made a positive difference in our business for decades. Also, on that day I had the privilege to induct Steve Howard into the Contracting Business Hall of Fame. Steve is the owner of the ACT Group, a training company that he started in 1986, created a company with several trainers who flew around the country, helping contractors improve their business. Steve has been a friend of mine for decades, we worked together at Trane back in the 80s. He and I have both been married over 55 years, went to church together, worked out together, ran a marathon together. OK, so it was a 10K, but still counts.

We also had Matt Michel and David Heimer get involved in the event, the original founders of Service

Nation. Both did an excellent job. Expo ended with a session from Kyle Scheele, who shared how he made a big deal out of non-events, hosting the world's first fake marathon, or gaining over a million Tik Tok followers in just 25 hours. His videos have been viewed over 250 million times. He encouraged us to follow our own crazy dreams, to become the people we were meant to be.

The exhibit hall was another significant improvement, the isles were wide, you had plenty of time to connect with the vendors, and we had several podcast booths running all day. Lots of swag, not that swag is important, but it is neat to bring home souvenirs from the show that remind you of what the partners shared.

And I would be remiss if I didn't mention we were



Jim Hinshaw

Upon graduating from the University of Missouri at Rolla, Hinshaw started his career in the air conditioning industry. Hinshaw's background includes positions as a manufacturer's rep, President of one of the oldest and largest air conditioning companies in Arizona, residential start-up specialist for the Carrier Corporation, and an officer in a Carrier owned service agency.

Jim Hinshaw, Vice President, Vertical Markets, HVAC for Service Nation. Jim works with hvac and plumbing companies of all sizes, Service Nation has members from 2 man shops to several hundred. We

help our members improve sales and profits offering employees a career path and strong financials, enabling owners to work on the business instead of in the business.

Memberships start at \$99/month, where you can get access to a download center with thousands of pieces of collateral to improve business. We also have a best practices level, to improve financial performance and scale the business, or help owners set up a successful exit strategy, on their timeline.

Jim can be reached at jhinshaw@servicenation.com or cell: 602-369-8097.

And now as an AUTHOR: "For those who might be interested, he has a collection of writings from the last 10 years. Stories of how one person can ruin a relationship with a customer, and how one can repair it! Stories of the loss of service in America, and how you can improve customer service today. Go to the following link for full details on how to make this collection yours!"

www.blurb.com/bookstore/detail/2223484 to check out the book - first 15 pages are free, sample before you buy!

at Disney World. The "Happiest Place" on earth. Sarah Blackhall got Disney World to shut down Animal Kingdom at 6 PM, and Daikin

set up a party for us starting at 8 PM, free rides and food, open bar, sort of amazing. It went well.

SEE HINSHAW PG.22



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Winsupply Acquires Epic Supply

Dayton, OH — Winsupply Inc., one of the largest distributors in the nation, has acquired Epic Supply, LLC.

Epic Supply is a leading distributor of commercial plumbing supplies. Founded in 2007 by Jay and Shelly Hall, and Ross and Vicki Ryon, it has grown to become one of the most successful distribution businesses in its Texas region. The company has now become a part of the Winsupply Family of Companies.

Winsupply is thrilled to announce that Jay, Shelly, Ross, and Vicki will continue working with the company in various capacities.

“As co-owner of Epic Supply I can say I’m as excited to move forward with Winsupply as I was when my family and the Ryon family opened Epic Supply,” Jay said. “Winsupply has a model that simply makes me smile for my employees to grow in their career!”

Jay and Ross will remain as presidents of Epic Supply in Haltom City and Dallas, respectively, while Shelly and Vicki will continue in financial roles. We believe Epic Supply is in good hands and will continue to grow in Dallas-Ft. Worth markets.

“Since Epic’s inception, the Ryon and Hall family have been dedicated to the success and personal growth of both our employees and customers,” Ross said. “The merger with Winsupply will enhance this commitment by providing combined resources that foster continued development. We are enthusiastic about the future and the opportunities this partnership with Winsupply will bring.”

“Winsupply continues the acquisition trajectory to further our purpose of building entrepreneurs,” said Greg Holbrook, Vice President of M&A Due Diligence and Financial Integration for Winsupply.

“This acquisition is an obvious and strategic choice for Winsupply,” said Steve Coen, Director of Business Development of Winsupply. “Epic Supply is led by great people who share our values and vision. Epic Supply was built on honesty and integrity. Their strong leadership team, deep customer relationships, and solid vendor alignment make them an excellent fit for the Winsupply family of companies.”

Honoring the Legacy of Buddy Sampson

It is with profound sadness that we share the news of the passing of our dear friend and esteemed instructor, Johnnie “Buddy” Sampson, Jr., who left us on September 21, 2024. Buddy was not only a dedicated member of our PHCC community but also a cherished mentor to many aspiring plumbing professionals.

Born on May 8, 1957, Buddy’s impact on the industry was immeasurable. He brought a wealth of knowledge and experience to our classrooms, teaching both continuing education and preparation courses. His passion for plumbing and commitment to his students was evident in everything he did. As our Education Coordinator Cindy Lawton beautifully expressed, “Buddy was long admired for his passion and commitment to his students. We were so blessed to have Buddy as an instructor and friend. He always made himself available to plumbers he taught over the years as they valued his guidance and friendship. He will truly be missed.”

Buddy’s legacy will live on in the countless lives he touched through his teaching and mentorship. He leaves behind a loving family, including his children, grandchild, brother, sisters, nieces, and nephews, who will carry his memory forward.

In honor of Buddy’s life and contributions, we encourage all of you to consider supporting the ThriveWell Cancer Foundation, as requested by his family. Your donations can help further their mission and serve those in need. You can donate at www.thrivewell.org. Additionally, if you wish to plant trees in memory of Buddy, please visit the Sympathy Store.

A visitation service for family and friends was held on Friday, October 25, from 2 to 5 p.m. at FuneralCaring Funeral Home, located at 2621 Mossrock, San Antonio, TX 78230.

Let us remember Buddy for the joy he brought to our community and the dedication he showed to his craft. He will be deeply missed, but his spirit will forever remain a part of the PHCC TX family.

HINSHAW con’t

So, you missed lots of excellent workshops, a massive trade show, some amazing keynotes from the main stage, and a chance to visit Disney World, we had our event at the Disney Coronado Springs hotel, which has a huge conference center attached. But one of the best parts of the Expo was the after-hours events, where you had conversations with other contractors and vendors, sharing concerns and ideas on how to increase business and the bottom line.

We are coming to Boston next spring, and next year the Service World Expo will be in Vegas, baby, in October. Dates will be announced shortly. Watch our website and plan on attending, this will be big. With everything going on today: economic news, elections, employees, AI, you need to get all the information you can on how to run and scale your business.

Thanks for listening, we’ll talk later.

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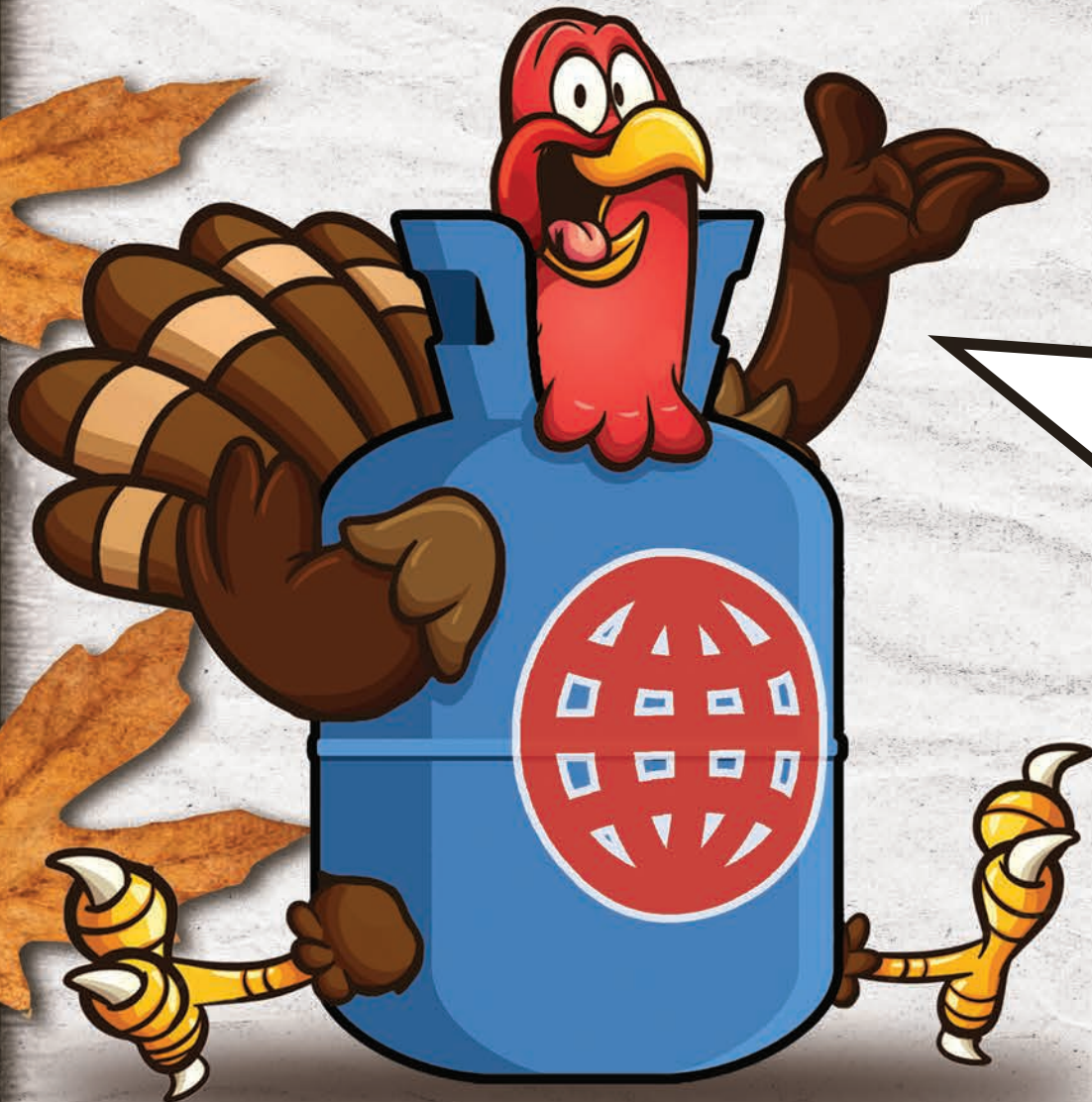
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Daikin Announces Initiative with ESCO Institute to Educate HVAC Industry on Next-Generation Refrigerants

Waller, Texas — Daikin Comfort Technologies North America, Inc. (Daikin), a global leader in Heating, Ventilation, and Air Conditioning (HVAC) manufacturing, is proud to announce a groundbreaking initiative aimed at educating the HVAC industry on the transition to Low Global Warming Potential (GWP) refrigerants and the advanced equipment designed to utilize them.

As the HVAC industry continues to evolve, traditional refrigerants and the equipment that operate with it are being phased down/out in favor of alternatives known as Low-GWP refrigerants. These new refrigerants, many of which are classified by ASHRAE as A2L, along with the HVAC equipment utilizing the new Low-GWP refrigerants, do not currently require specialized training for safe handling and transportation, but it is recommended for technicians and others who will be working with these new A2L refrigerants to become comfortable with the changes.

To support HVAC professionals in navigating these changes, Daikin has teamed up with the ESCO Institute to offer the “Low-GWP Refrigerant Safety: Flammable and Mildly Flammable (A2L) Refrigerants” course. This immersive learning course makes it simple to learn about the essential knowledge

and skills needed to safely work with these refrigerants through interactive exercises.

Key Topics Covered:

- **Refrigerant Safety:** Fundamental principles and best practices.
- **Introduction to Low-GWP Refrigerants:** Understanding the environmental and regulatory landscape.
- **Refrigerant Properties and Characteristics:** Detailed insights into various refrigerants.
- **The Refrigeration Cycle:** Core concepts and applications.
- **Working with Refrigerant Blends:** Techniques and considerations.
- **Proper Installation and Service Guidelines:** Standards for effective practices.
- **Flammable Refrigerant Considerations:** Safety measures and protocols. Associated Codes and Standards: Compliance with EPA SNAP Program, ASHRAE Standards 15 and 34, UL 60335-2-40, NFPA 55, and Safe Refrigerant Transition Task Force (SRTTF) guidelines.
- Target Audience**
This course is designed for all HVAC industry professionals who will be working with the new A2L refrigerants, regardless of

what stage they are at in their HVAC career, or brand of equipment.

How to Enroll

This immersive learning course is available through the HVAC Learning Campus. To enroll and start enhancing your expertise in next-generation refrigerants, follow the steps below. In addition, contact your local Daikin distributor to learn more about the array of in-person and online training available.

Enrollment Steps:

1. Go to HVAC Learning Campus
2. Click “Sign In” in the upper right corner
3. Click “Create Account” or enter username and password if you already have an account
4. From the drop-down menu next to your name in the upper right corner, select “My Trainings”
5. Search for “ESCO Institute Low GWP (A2L) Refrigerants”

Did You Know?

- **A2L cylinders** will feature a spring-loaded pressure relief valve instead of a rupture disc.
- **A2L cylinders** will have a red marking for easy identification.
- Most **A2L equipment** will require refrigerant detection systems (RDS).

• New **NFPA fire safety storage requirements** apply to Low GWP Refrigerants.

• There are over **280 million Low GWP Systems** already installed in more than 60 countries.

These essential updates are crucial for working with new equipment. Daikin is committed to making it simple for HVAC professionals to educate themselves on the next generation of refrigerants.

Are You A2L Ready?

”At Daikin, we understand that leadership in manufacturing requires a commitment to standards, excellence, and education. As the HVAC industry transitions to next-generation refrigerants and equipment, we are dedicated to educating not only our clientele but the entire industry. It’s not about making an immediate sale; it’s about building a pipeline of qualified technicians,” said Jeff Bledsoe, Manager Contractor Development, Daikin Comfort Technologies North America, Inc. “As one of the world’s largest HVAC manufacturers, we view this as part of our commitment to the industry. We are extremely proud to provide these resources and assistance to those who want to be proactive in their preparedness for the refrigerant transition.”

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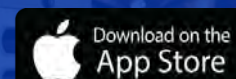


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Danfoss Turbocor® President, Ricardo Schneider, Announces a Transition to Retirement

Company Positioned for Continued Growth under Rogerio Federici

Danfoss announced that Rogerio Federici will succeed Ricardo Schneider as the new Head of Danfoss Turbocor® Compressors, effective January 1, 2025. Schneider, a recognized leader in the HVAC industry, will start a transition to retirement after 32 years with Danfoss and 16 years as President of Danfoss Turbocor. Schneider will remain onboard as an Executive Advisor for Danfoss, ensuring a smooth transition for the business.

Federici, currently Head of Sales & Marketing for Danfoss Turbocor, will step into the role after two years of successfully leading Turbocor’s commercial efforts. He brings 28 years of experience at Danfoss and a deep understanding of the market to his new position.

“Rogerio’s appointment reflects our commitment to ensuring seamless leadership transitions and continued growth,” says Kristian Strand, President, Commercial Compressors at Danfoss. “His expertise will be invaluable as we continue developing and delivering game-changing oil-free technology to the HVAC industry.”

An Industry Pioneer and Investing for Growth

Danfoss Turbocor has been an industry pioneer and revolutionized the HVAC industry with its oil-free, magnetic bearing compressor technology. The company’s compressors are recognized for their industry-leading energy



efficiency and reduced environmental impact. Danfoss Turbocor has experienced a doubling of the business every five years since becoming a fully-owned Danfoss business. Global production capacity has quadrupled, and revenue has increased nearly tenfold since Schneider took the helm.

Schneider leaves a strong manufacturing footprint, and an outstanding team dedicated to maintaining Turbocor’s

industry leadership by driving innovation and investing in the future. Earlier this year, the company doubled its Tallahassee, Florida manufacturing capacity with the opening of a new, 145,000 square foot factory. Schneider has also been a champion of Turbocor’s community partnerships and ESG initiatives, including an ongoing five-year partnership with the FAMU-FSU College of Engineering to foster STEM education and create opportunities for the next generation of engineers, and sourcing local renewable energy from a solar farm.

Looking to the Future

“I am honored to lead Danfoss Turbocor into this next chapter of innovation and growth,” says Federici. “We have a talented team and a powerful vision to further advance our technology and deliver even greater value to our customers.”

Schneider expressed confidence in Federici’s ability to lead the company to continued success. “It has been my privilege to be part of this amazing Danfoss Turbocor team and witness the transformative impact of innovation and technology together with our customer that I call collectively ‘The oil-free community’,” says Schneider. “I remain deeply committed to sustainability in my future endeavors and I am absolutely confident that, under Rogerio’s leadership, the company will reach new heights.”



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Century HVAC Distributing Shoot N Scoot

Century HVAC Distributing held a skeet shoot at Moyesway Shooting Sports in Kingsbury TX on September 27th. Breakfast and lunch were provided, as well as prizes and awards.



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 Michael Caito from MAP, who will share strategies on boosting business performance and leadership.
 Bryan Dodge from Dodge Development, known for his impactful insights on personal and professional growth.

Plus, stay ahead of the curve by learning about all the newest trends and developments in the Texas HVAC/R Industry.

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REECE HVAC Dealer Meeting

REECE HVAC held their Annual Dealer Meeting at The Worthington Renaissance Hotel in Ft. Worth on Friday October 11. The all day event had a Silent Auction, Vendor Trade Show, Snacks and Lunch. Door Prizes and a Happy Hour followed afternoon training sessions. A dinner and keynote speaker Tim Tebow were held in the Grand Ballroom. Buses took guests to Billy Bob's for a concert to finish the evening.







NEWS

ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability. Through research, standards writing, publishing, certification and continuing education, ASHRAE shapes tomorrow's built environment today. More information can be found at www.ashrae.org/news.

2025 ASHRAE Winter Conference Technical Program To Feature AI, IoT, Climate Technology and More Register by October 31 for early bird rates

Atlanta – The technical program is now available for the 2025 ASHRAE Winter Conference taking place February 8-12, 2025, in Orlando, Florida. The full conference schedule is available online and in the ASHRAE 365 app.

The event's more than 100 technical sessions will showcase on eight conference tracks will offer emerging approaches to building design, construction and operation.

"Our upcoming Winter Conference's technical program will explore strategies and best practices for leveraging emerging technologies to address critical challenges in the built environment," said 2024-25 ASHRAE President M. Dennis Knight, P.E., BEMP, Fellow Life Member ASHRAE. "With a record number of conference papers submitted, there's clear interest from scholars and experts eager to share their insights. This means attendees will benefit even more from the technical sessions and will gain valuable expertise in on trending topics such as integrating artificial intelligence, advanced building controls and decarbonization efforts, while continuing to build on core HVAC&R fundamentals and equipment research."

The technical tracks are as follows:

- Fundamentals and Applications
- HVAC&R Systems and Equipment
- Refrigeration and Refrigerants
- Energy Storage and Grid Resiliency
- Pathways to Building Decarbonization
- Artificial Intelligence, Building Automation and Controls
- Industrialized Construction: Opportunities and Challenges
- Ventilation and Indoor Environmental Quality
- Future-Proofing the Built Environment

Notable sessions include:

- Cutting Edge Japanese HVAC&R Systems and Equipment: SHASE Annual Award Winners

• Low and Ultra-Low GWP Refrigerants and Equipment to Comply with Current and Future Decarbonization Efforts

• Decarbonizing at Scale: Strategies for a Sustainable Energy Future

• ASHRAE IAQ Mythbusters: Debunking Misconceptions about ASHRAE Policy and Standards with Expert Insights

• Long Term Outlooks for the Built Environment

The ASHRAE Learning Institute will offer 20 courses during the Winter Conference and at AHR Expo, held February 10-12, 2025 at the Orange County Convention Center. All courses are approved for continuing education credits toward maintaining P.E. licensure.

Two new courses are being offered:

• Solar Energy Systems: Design, Applications, and Real-World Best Strategies

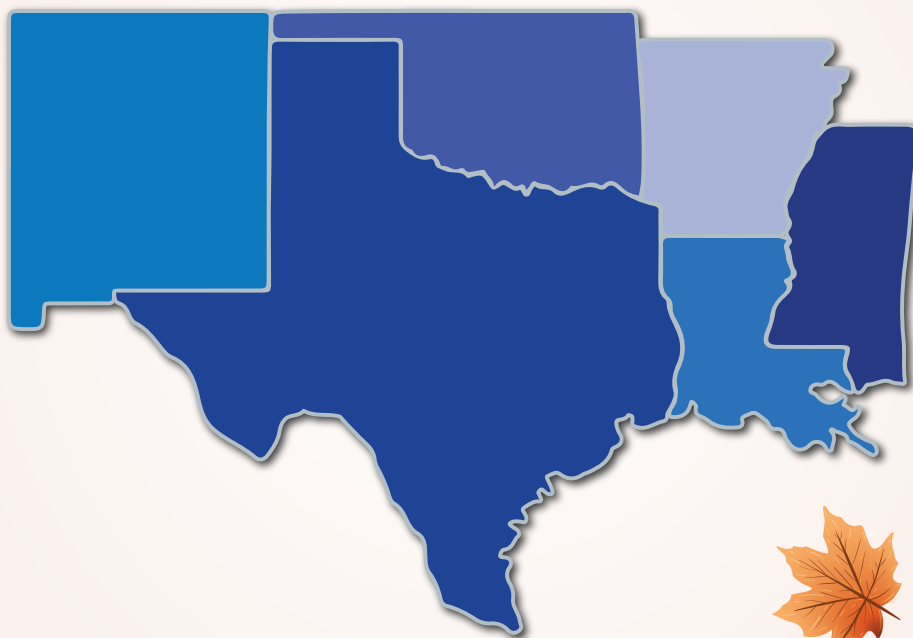
• Ultra-Low Energy Buildings and Microgrids: Tools for Resilience and Decarbonization

• Several courses provide exam task content for ASHRAE Certifications.

In-person early bird registration to attend the 2025 ASHRAE Winter Conference is \$790 for ASHRAE members (\$1065 for non-members which includes a free one-year ASHRAE membership). Early bird registration discounts are available thru October 31. Individual and company virtual registrations are available.

For full technical program, registration and additional for the 2025 ASHRAE Annual Conference, visit ashrae.org/2025Winter.

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Insko Distributing Vendor Day and Golf Tournament

Insko Distributing held a Vendor Day and Golf Tournament in El Paso TX on Wednesday October 2nd and 3rd. The Vendor Day was at their location in El Paso and included raffle prizes and lunch. Their Golf Tournament was held at Butterfield Golf Club and benefited the Make A Wish Foundation.



Product News

RectorSeal® Adds LineGate™ Lineset Protection for Ductless and Unitary HVAC Systems

Houston, TX—RectorSeal, a leading manufacturer of HVAC/R and plumbing accessories, has announced the addition of LineGate, an innovative HVAC lineset protection system. LineGate is designed to protect and beautify by blocking air leakage, moisture penetration, extreme weather, and rodent intrusion while hiding unsightly wall penetrations where HVAC linesets enter or exit structures.

Designed for quick installation, the base is wall-mounted around the HVAC line set, and the cover snaps securely together for durable protection. The snap-on cover allows for easy removal during repairs or maintenance. Also, LineGate is fully compatible with the Slimduct SD Flexible Ell for full coverage protection.

Constructed of high-grade PVC and fire-retardant chemicals, LineGate is UV-stabilized for use in a temperature range of -4° to 140°F (-20°C to 60°C). Available in white, LineGate comes in two sizes: 4-inch and 5-5/8-inch. LineGate is suitable for new and retrofit ductless and unitary HVAC systems.

“This is a great addition to our product

line,” said Derek Skogan, Product Marketing Manager at RectorSeal. “Not only is LineGate sleek and aesthetically pleasing, but it also adds outstanding protection to any HVAC lineset.”

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges professional trade contractors face. In 2015, RectorSeal became part of CSW Industrials, Inc. (Nasdaq: CSWI), and it now leads CSWI’s Contractor Solutions segment.

Please visit www.rectorseal.com for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and X for the latest product enhancements and news.



Ferguson Tool Fest Counter Day

Ferguson HVAC in San Antonio held a Tool Fest Counter Day at their 303 N Park Drive location in San Antonio on Tuesday, October 8th. They had tool specials, door prizes, vendors, music and food.



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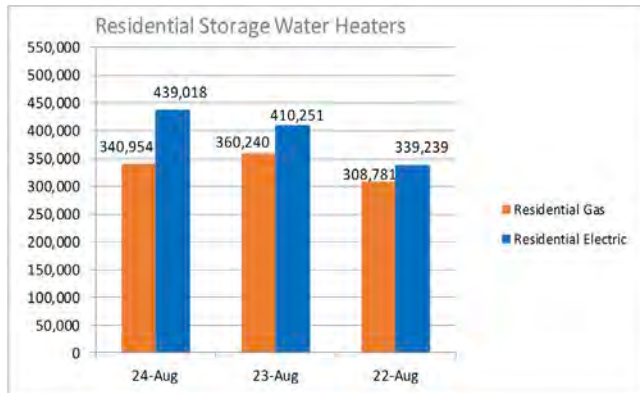
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AHRI Releases August 2024 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for August 2024 changed -5.4 percent, to 340,954 units, compared to 360,240 units shipped in August 2023. Residential electric storage water heater shipments changed +7.0 percent in August 2024 to 439,018 units, compared to 410,251 units shipped in August 2023.

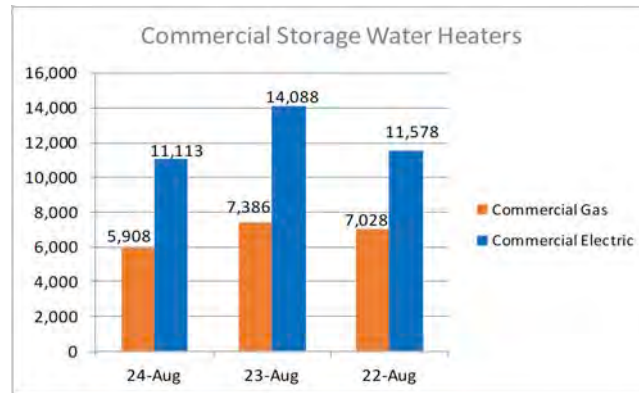


Year-to-date U.S. shipments of residential gas storage water heaters changed -0.4 percent, to 2,863,496, compared to 2,876,179 shipped during that same period in 2023. Residential electric storage water heater shipments changed +7.7 percent year-to-date, to 3,484,264 units, compared to 3,236,569 shipped during the same period in 2023.

Year-to-Date	Aug 24 YTD	Aug 23 YTD	% CHG. (From 2023-2024)	Aug 22 YTD
Residential Storage Gas	2,863,496	2,876,179	-0.4	2,805,911
Residential Storage Electric	3,484,264	3,236,569	+7.7	3,092,956

Commercial Storage Water Heaters

Commercial gas storage water heater shipments changed -20.0 percent in August 2024, to 5,908 units, compared to 7,386 units shipped in August 2023. Commercial electric storage water heater shipments changed -21.1 percent in August 2024, to 11,113, compared to 14,088 units shipped in August 2023.

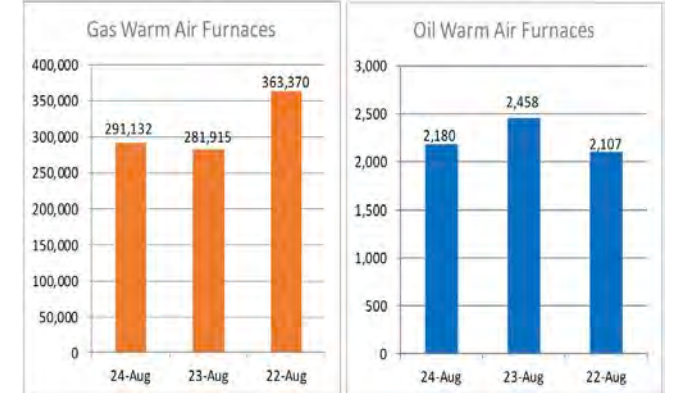


Year-to-date U.S. shipments of commercial gas storage water heaters changed -2.1 percent, to 57,906 units, compared to 59,155 units shipped during the same period in 2023. Year-to-date commercial electric storage water heater shipments changed +8.4 percent, to 106,760 units, compared to 98,524 units shipped during the same period in 2023.

Year-to-Date	Aug 24 YTD	Aug 23 YTD	% CHG. (From 2023-2024)	Aug 22 YTD
Commercial Storage Gas	57,906	59,155	-2.1	57,395
Commercial Storage Electric	106,760	98,524	+8.4	78,937

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for August 2024 changed +3.3 percent, to 291,132 units, compared to 281,915 units shipped in August 2023. Oil warm air furnace shipments changed -11.3 percent, to 2,180 units in August 2024, compared to 2,458 units shipped in August 2023.



Year-to-date U.S. shipments of gas warm air furnaces changed -0.1 percent, to 2,009,468 units, compared to 2,012,203 units shipped during the same period in 2023. Year-to-date U.S. shipments of oil warm air furnaces changed +42.2 percent, to 16,274 units, compared to 11,447 units shipped during the same period in 2023.

Year-to-Date	Aug 24 YTD	Aug 23 YTD	% CHG. (From 2023-2024)	Aug 22 YTD
Gas Warm Air Furnaces	2,009,468	2,012,203	-0.1	2,668,151
Oil Warm Air Furnaces	16,274	11,447	+42.2	17,416

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 975,841 units in August 2024, changed +11.2 percent compared to 877,200 units shipped in August 2023. U.S. shipments of air conditioners changed +5.6 percent, to 571,153 units, compared to 541,108 units shipped in August 2023. U.S. shipments of air-source heat pumps changed +20.4 percent, to 404,688 units, compared to 336,092 shipped in August 2023.



Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +4.1 percent, to 6,735,792, compared to 6,469,355 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed +3.2 percent, to 3,903,730 units, compared to 3,783,265 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed +5.4 percent, to 2,832,062, compared to 2,686,090 units shipped during the same period in 2023.

Year-to-Date	Aug 24 YTD	Aug 23 YTD	% CHG. (From 2023-2024)	Aug 22 YTD
Air Conditioners & Heat Pumps Combined Total	6,735,792	6,469,355	+4.1	7,403,143
Air Conditioners Only	3,903,730	3,783,265	+3.2	4,435,599
Heat Pumps Only	2,832,062	2,686,090	+5.4	2,967,544

U.S. Manufacturers' Shipments of Central Air Conditioners and Air-Source Heat Pumps

Size Description (000) BTUH	Month			YTD		
	2024 Total	% Change from 2023	2022 Total	2024 Total	% Change from 2023	2022 Total
Under 16.5	44,223	+30.0	40,144	263,552	+9.6	305,015
16.5-21.9	111,134	+14.5	98,225	782,937	+0.8	704,859
22-26.9	198,925	+22.0	200,566	1,423,745	+11.8	1,485,065
27-32.9	159,707	+25.2	144,460	1,043,426	+6.0	1,147,541
33-38.9	195,622	+12.8	198,773	1,334,039	+4.3	1,580,530
39-43.9	58,506	-5.3	68,738	442,759	-0.5	550,797
44-53.9	99,820	-4.9	99,893	675,473	-4.9	812,539
54-64.9	77,616	-9.1	82,349	547,590	-3.8	631,047
65-96.9	9,710	-6.5	10,131	73,694	+2.9	66,662
97-134.9	8,759	-4.3	8,010	63,099	+13.8	52,470
135-184.9	5,740	+15.9	4,476	41,146	+23.0	31,601
185-249.9	2,722	+12.2	1,850	18,818	+44.3	14,118
250-319.9	1,782	+9.8	1,414	13,814	+43.6	11,458
320-379.9	375	-11.1	330	3,024	+36.5	2,213
380-539.9	389	+19.0	348	3,117	+30.5	2,403
540-639.9	371	+35.9	252	2,431	+31.3	2,045
640-799.9	134	-5.6	103	1,065	+32.3	818
800.0-899.9	50	+8.7	77	440	+13.4	449
900.0-999.9	79	-1.3	103	563	+21.1	541
1,000.0-1,199.9	48	+4.3	35	320	+13.5	285
1,200.0 & Over	129	+2.4	97	740	+9.6	687
TOTAL	975,841	+11.2	960,374	6,735,792	+4.1	7,403,143

Notes and FAQs

A shipment is defined as when a unit transfers ownership; a consignment is not a transfer of ownership. Industry data is aggregated from the information supplied by AHRI member companies that participate in the statistics program and can be subject to revision. Published year-to-date data is inclusive of all revisions. No other AHRI data (e.g., by state or region) is available to the public other than that published. AHRI does not conduct any market forecasting and is not qualified to discuss market trends. BTUHs of 64.9 and below are for residential units; 65.0 and above for commercial. For previous monthly shipment releases and historical data, please see <http://www.ahrinet.org/statistics>.

- How do my colleagues subscribe to the report?** Go to <http://www.ahrinet.org/statistics> and click on *Subscribe*.
- Does this data represent shipments to the United States only or are shipments outside of the United States included?** This data represents shipments to customers in the United States only.
- Do you provide U.S. data by state?** That data is not available publicly.
- Is historical data available in Excel?** It is available monthly reflecting exactly the data presented in the monthly public release.
- Is data available in a different format?** The only format available is provided on the website.
- Does the December YTD data equal full calendar year?** Yes, it does.
- Can I purchase additional industry data from AHRI?** No, AHRI statistical data is not for sale.
- Does AHRI provide information for academic research purposes?** AHRI is not authorized by our members to provide information other than what is listed on our website.
- How much of the industry does the data represent?** Although we cannot get into specifics about how much of the industry the data represents, in general, AHRI is one of the largest trade associations in the nation, representing more than 300 heating, water heating, ventilation, air conditioning and commercial refrigeration manufacturers within the global HVACR industry. AHRI's 300+ member companies account for more than 90 percent of the residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment manufactured and sold in North America.
- Is it accurate to use the number for year-to-date U.S. shipments as a measure of sales?** AHRI reports track shipments, which are defined as when a unit transfers ownership. While some people use the terms shipments and sales interchangeably, they may not be the same.

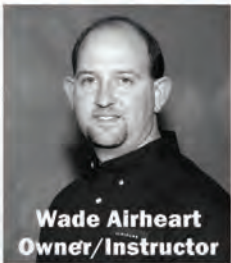
Century HVAC Distributing Annual Golf Tournament

Century HVAC Distributing held their Annual Golf Tournament at Blackhorse Golf Club in Cypress TX on Wednesday October 16th.



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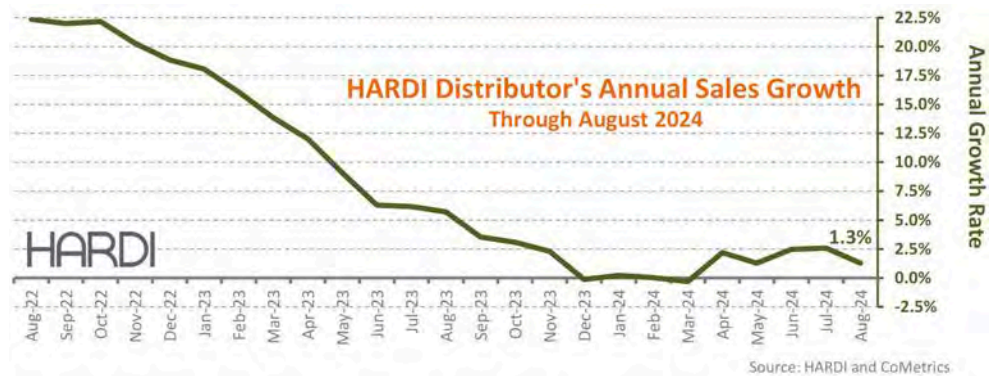
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HARDI

HARDI Distributors Report 5.4% Revenue Decline in August

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by 5.4% during August 2024.

The annual sales growth for the 12 months through August 2024 is an increase of 1.3%.



“After sales growth near 10% during July, a decline of 5.4% was a bit of a surprise,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “July sales had a boost from two extra billing days and August had one less billing day. We estimate August sales slipped by 1% with the same number of billing days which is very close to the adjusted results for July.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 37 days during August. “The post-Covid DSO for August has been near 40 the past few years,” said Loftus. “The DSO for July was unusually brisk also. I wonder if the rapid turn is related to the modest pace of activity instead of a sign of exceptional financial health.”

“Existing home sales have been declining for the past three years, with the help of Fed tightening for the past 2.5 years,” said Loftus. “Those factors helped squeeze the life out of distributor annual sales growth during the past 2.5 years. The rate cutting cycle has begun. The annual sales growth rate of distributors can breathe again and will look much different next year at this time.”

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

ABOUT HARDI

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staff. HARDI proudly represents more than 420 distributor members and their 5,000 + branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

Aspen Manufacturing Founder Passes



Humble, Texas— It is with profound sorrow that Aspen Manufacturing announces the passing of its esteemed founder, James ‘Jim’ Piccione. His visionary leadership, unwavering passion, and relentless dedication were the driving forces behind the company’s growth and the delivery of exceptional customer satisfaction.

Jim was a devoted family man, decorated veteran, and visionary entrepreneur who passed away peacefully at 92. Born in Jamaica, New York, Jim served with distinction in the U.S. Marine Corps during the Korean War, earning both the Purple Heart and Bronze Star for his bravery. Jim’s passion for life extended beyond business—he was an avid fisherman, tennis

player, skier, and golfer, finding joy in sharing these activities with family and friends.

His spirit will live-on in the hearts of his children, grandchildren, great-grandchildren, nieces, nephews, fellow parishioners, and all who had the pleasure of knowing him. His legacy lives on through his son, David, now Chairman of the Board, and his grandsons, Trevor and Coltan, who serve as Regional Sales Managers for Aspen.

In 1975, Jim founded Aspen Manufacturing, which continues to flourish today as a testament to his leadership, innovation, and dedication. Today, Aspen Manufacturing, LLC (Aspen), one of the largest independent manufacturers of evaporator coils and air handlers for the residential and commercial heating, ventilation, and air conditioning (HVAC) marketplace in the United States and Canada.

CALENDAR OF EVENTS

MEPO OF OKLAHOMA, INC.

We are a non-profit trade association in the State of Oklahoma. We work to give our members the tools they need to succeed in the Air Conditioning, Heating, Refrigeration, Electrical and Plumbing Industries.

OK City Monthly Meeting

November 13, 2024 11:30 pm -1:00pm

Charleston’s Restaurant, 2000 S Meridian Ave, Oklahoma City, OK 73108, USA

Tulsa Lunch Meeting

November 14, 2024 11:30 am - 1:00 pm

Stone Mill BBQ and Steakhouse, 2000 W Reno St, Broken Arrow, OK 74012, USA

OUBCC Mtgs

November 19, 2024 1:30 pm - 2:30 pm

Heat Pump Mtg

November 28, 2024 6:00 pm - 7:00 pm

Please RSVP with your and Guests Names text 918-282-7864

You do not have to be a member to attend our MEPO meetings
 If you would like to join MEPO the Association in Oklahoma that addresses Business Development, Codes and Licensing issues that effect your lively-hood
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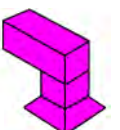
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