



Air Conditioning TODAY



JANUARY 2025

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FEB 10-12 / 2025
The event for HVACR



STEVE YUREK
President & CEO



The Current State of HVACR

“ Our industry around the world is strong and innovative. Our member companies manufacture **quality, reliable products and equipment that are essential to the health, wellbeing, and productivity of customers around the world.**”



LORI SCHIAVO
Senior Director of Operations



The Current State of HVACR

“ While I am hopeful that industry professionals are properly preparing for the new refrigerants and the continued transition of the HFC phasedown, I am not always certain that this is occurring as preparation, but rather as it is encountered in the field. While this is an effective approach from a cost efficiency standpoint – why train on something that has yet to be seen – for the safety of field professionals, **it is imperative to independently seek out training of the new refrigerants and technology.** AHR will provide a fantastic platform to do this, however, the equipment is already out there.”



M. DENNIS KNIGHT
President



The Current State of HVACR

“ Rapid advancements in technology and AI, along with a focus on sustainability, energy efficiency, and resilient building systems, are driving innovation in the HVAC&R industry at an unprecedented pace. However, this progress also brings a pressing need for skilled professionals. **By combining technological power with human creativity, both experienced professionals and new talent can work together to shape the future of our industry.**”



TALBOT GEE
CEO



The Current State of HVACR

“ 2025 should bring more opportunities for growth than 2024, however the complexities around the **A2L transition, various incentive programs and incentives qualifications, and the hard deadline for the expiration of expensive inventory at the end of the year will present plenty of challenges.** Distributors and contractors, in particular, who are unprepared or unaware of these complexities are likely to be exposed to their detriment and at HARDI we take very seriously our responsibility in not letting that happen to our members.”

2025 Trend Report

HVACR is a truly distinctive industry, bringing together professionals from a variety of sectors and disciplines. While we all share common objectives, our daily practices can vary significantly. The Industry Trend Report serves this career diversity, designed to bridge the differences and offer thoughtful connection points regarding the industry’s current state ahead of Orlando.

Our endorsing associations provide a comprehensive view of the many roles within the industry, highlighting relevant discussion topics as we prepare to meet in person. We appreciate the contributions of all those who participated in this report, as their input is vital in understanding the industry’s challenges and opportunities from multiple perspectives. We realize that despite our varied approaches, aligning our goals is essential for the path of continued growth and success of the HVACR industry—a sentiment that gains importance with each passing year.

You can find more information regarding the show and the industry at ahrexpo.com.

Johnstone Supply South Texas Customer Appreciation Week



Pictures on page B4.

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RectorSeal® Secures Investment and Strategic Relationship with Flair HVAC Control Solutions

Houston, TX—RectorSeal, a leading manufacturer of HVAC/R and plumbing accessories, has announced an investment to support the growth of Flair HVAC control solutions. The investment will empower Flair to accelerate its growth, expand its market-leading hvacOS™ smart heating and control platform, strengthen its position in the home HVAC control market, and drive its mission to bring meaningful energy reduction while improving comfort in people’s lives.

“Flair’s innovative technology complements our mission to provide cutting-edge solutions to the HVAC/R industry and expand our presence in the emerging smart-home HVAC control market,” said Jeff Underwood, President of RectorSeal. “We are excited to support Flair’s growth and help them bring their smart-home platform and products to a broader market.”

Founded in 2014, Flair manufactures smart vents, thermostats, and advanced software for room-level temperature control.

“We are excited to partner with RectorSeal, whose commitment to excellence in the HVAC/R market aligns with our goal of providing simple, affordable heating and cooling solutions for homeowners,” said Daniel Myers, Co-Founder and CEO of Flair. This collaboration allows us to deliver even greater value to our customers, channels, and HVAC/R industry partners.”

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. Rectorseal is part of the Contractor Solutions segment of CSW Industrials, Inc.

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.



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6. Variable speed, inverter-driven compressor **modulates** speeds for consistent comfort.
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Product News

New York® Large Capacity Centrifugal Chiller Delivers Operational Savings in a Reduced Footprint Optimized for Low-GWP Refrigerants

- *YORK® YK-CP Centrifugal Chiller optimized for high-efficiency use with low-GWP refrigerants across the 2,000 to 3,000-ton range*
- *Designed to deliver high-efficiency performance, meet stringent sustainability standards and aid in the decarbonization of large commercial buildings*

Milwaukee – Johnson Controls, the global leader for smart, healthy and sustainable buildings, announced the launch of the YORK® YK-CP Centrifugal Chiller designed to deliver high-efficiency performance, meet stringent sustainability standards and aid in the decarbonization of large commercial buildings.

Available in 2,000 to 3,000 tons, it is optimized specifically for the use of the ultra-low GWP refrigerant R-1234ze(E) without requiring a larger chiller footprint or sacrificing on efficiency. It can be equipped with an optional variable-speed drive for optimal utilization at both full and part loads, as well as under design and off-design conditions at varying ambient temperatures, resulting in operation up to 30% more energy-efficient than conventional chillers. That additional efficiency can be equivalent to cutting CO2 emissions by

over 500 metric tons or removing over 100 passenger vehicles from the road each year, per chiller.

“With an installed base that spans tens of thousands of installations in over 100 countries, YORK® YK chillers have built a reputation for delivering systems that are fully optimized for their environments and that have proven to operate more efficiently in real-world conditions,” said Greg Shirk, associate product manager, global centrifugal chillers, Applied Equipment, Johnson Controls. “The YK-CP model builds upon this legacy, allowing building owners to reduce costs and carbon impact with this long-term solution.”

An evolution of the successful, high-efficiency YK-EP centrifugal chiller, the YK-CP offers real-world efficiencies as low as 0.15 kW/ton (23.4 COP). This is due in part to the system’s high-efficiency economizer,

which improves system efficiency and reduces operating costs. Further, it features heat exchangers that use JCI’s proprietary, falling film evaporator design that allows the unit to operate more efficiently and with up to 40% less refrigerant charge than conventional chiller designs.

In addition to high-efficiency operation, the YK-CP features the proven OptiView™ Control Panel with updated software, making it easier than ever to manage chiller operations—securely and efficiently. The updated panel interface helps streamline operations by providing operators with the information they need in a clear, accessible format while increasing efficiency and minimizing errors. It also makes it easier for staff to learn and operate the system, and provides the tools and insights needed to work both smarter and more efficiently.

The YK-CP is configured to optimize

a large facility’s cooling needs. Designed with modularity in mind, the YK-CP has many different sizes of shell sets available while holding many key dimensions of the unit in place, which benefits facilities that need more than one cooling condition met. Additionally, the YK-CP can be equipped with different heat exchanger lengths to save on up-front cost while configuring the best performing unit for each cooling need.

The YK-CP can be ordered to deliver the exact capacity required—with a variety of options including heat exchangers, gears and open-drive motors—minimizing the need to order a larger-size chiller package than might be necessary. Once on-site, commissioning costs are also reduced, thanks to faster start-up and integration with existing controls and/or building automation systems.

SEE YORK pg 13



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Allied Air Enterprises Redesigns Armstrong Air® and AirEase® Pro Series Systems to Welcome New Low-GWP Refrigerant and Offer New Benefits

West Columbia, SC – Allied Air Enterprises has announced the re-design of the Pro Series™ for the Armstrong Air® and AirEase® brands to accommodate the Low-GWP refrigerant transition. This includes a newly designed cabinet and several benefits for dealers and consumers.

“We’ve reimagined the Pro Series from the ground up as part of our dedication to building for a cleaner tomorrow,” said Kim McGill, VP Marketing, Allied Air Enterprises. “As we transition to a new Low GWP refrigerant across product lines, this positive step will significantly reduce the impact of harmful greenhouse gases.” She noted that the new R-454B refrigerant used in Allied Air’s products reduces GWP by 78%¹ which contributes to a cleaner future for everyone.

The new Pro Series™ A7AC22V Air Conditioner and A7CP21V Heat Pump units deliver targeted comfort when consumers need it, especially when it’s paired with the Comfort Sync® A3 Thermostat for unprecedented control and energy savings. The heat pump’s state-of-the-art cold climate technology offers high performance heating down to 5° Fahrenheit before auxiliary heat turns on. And, the new 22 SEER2 air conditioner helps keep cooling costs low during hot weather.

Pro Series™ features also include:

• **Proprietary Omniguard® Total Corrosion Protection Technology** - with a new, durable composite top and base, the new Pro Series™ units can stand the test of time in sun, snow, sleet or rain.

• **Personalized temperature control** – when paired with the Comfort Sync® A3 Thermostat, each zone has its own adjustable, voice-activated² thermostat and delivers service reminders right to a smart phone. It also remotely monitors air quality and starts the system’s fans as needed to filter the indoor environment and dehumidifies the home.

• **55% More Efficient** - Purposeful fan and coil engineering enhances air flow through the unit, delivering more effective heating and cooling with up to 22 SEER2 efficiency ratings to lower energy use.

• **More than 50% Quieter** - Whisper-quiet fan design cuts operating noise levels in more than half compared to a conventional single-stage air conditioner or heat pump unit.

• **Precision Service™ Technology** - with easy access to the components, servicing and maintenance have never been quicker or more efficient. You can relax knowing that keeping everything in top shape is a simple task!

• **Variable Speeds** - longer, gentler run cycles offer enhanced air filtration, lower humidity, quieter noise levels and more consistent comfort throughout the home.


• **Energy-Efficient Systems** - Pro Series™ Systems are ENERGY STAR® Most Efficient-rated and help reduce energy bills.

Discover the new Armstrong Air and AirEase Pro Series™ systems, reimagined from the ground up to deliver total harmony for the home and the environment. Learn more at Our Brands | Allied Air Enterprises | Premier Heating & Cooling Solutions




¹Global, national, state and local GWP requirements may change at any time without notice.

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Single-Family Starts Post Solid Gain in November as Multifamily Falters



Ongoing lean levels of single-family existing home inventory helped to boost single-family production last month, while overall housing production fell because of a double-digit percentage drop in multifamily output.

Overall housing starts decreased 1.8% in November to a seasonally adjusted annual rate of 1.29 million units, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The November reading of 1.29 million starts is the number of housing units builders would begin if development kept this pace for the next 12 months. Within this overall number, single-family starts increased 6.4% to a 1.01 million seasonally adjusted annual rate. On a year-to-date basis, single-family construction is up 7.2%. The multifamily sector, which includes apartment buildings and condos, decreased 23.2% to an annualized 278,000 pace.

“While single-family starts were up in November, single-family permits were flat as builders face mixed market conditions that include an election result that promises a focus on regulatory relief, but ongoing elevated mortgage rates,” said Carl Harris, chairman of the National Association of Home Builders (NAHB) and custom home builder from Wichita, Kan.

SEE NAHB pg B7

Bryant Inspires 260 Women to “Discover Their Possible” at the 2024 Women in HVAC Conference in Palm Springs, CA

Indianapolis – Bryant recently hosted its ninth annual Women in HVAC conference in Palm Springs, CA. The event welcomed over 260 female dealers, distributors, and staff from across North America and Canada to network, refine their skills, and discover their possible in both their personal and professional lives. Bryant is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

Established in 2015, Bryant Women in HVAC engages and supports women in the HVAC industry by sharing trending industry topics and addressing their unique challenges. The 2024 conference theme was Discover Your Possible, representing Bryant’s efforts to highlight the stories of attendees that helped shape their path and how to use those stories to lead with authenticity. It was a jam-packed agenda across a few days that included general sessions, business and personal growth breakouts, peer panels, active roundtable discussions, and purposeful networking opportunities. Bestselling author, Kindra Hall, took the stage to discuss what is possible through intentional storytelling and how to apply it to your everyday life.

“I was inspired by so many truly incredible women engaging in insightful discussions about leadership and growth at this year’s Bryant Women in HVAC conference,” said presenter Milena Oliveira, Senior Vice President and Chief Marketing & Communications Officer, Carrier. “Everyone’s



professional path is unique and discovering what’s possible takes courage and purpose. It was a privilege to be part of this important conference and get to share what has been key to shaping my leadership style and career. It was also so energizing to connect with women who resonate with that message in their own professional journey.”

Attendees also learned more about Bryant’s latest products and enhancements like Puron Advance™, the new refrigerant of choice for the 2025 regulatory change and design changes to some of the ductless products. An optional Bryant Bootcamp also took place, which covered marketing programs, lead management, financing programs, and more. Guests were treated to evening receptions and customers could also update their professional headshots while on site.

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Your Website is More than Just a Pretty Face

Your Website Needs to Do More than Look Good!

Your website is more than just a pretty face for your business—it's a powerful tool that can work for you 24/7. But in order to do that, it has to be built with purpose. A functional website isn't just about looking good; it's about capturing attention, building trust, and driving action.

If you're gearing up to revamp your site or build a new one, here are five essential strategies to make sure your website not only looks great but also works hard for your business:

Start with Your Customer's Pain Points

Your website isn't about you—it's about your customer. Before you dive into design or copy, you need to understand your ideal

customer and the problems they're trying to solve. Think of it from their perspective: What pain point brought them to your site? How can you offer a solution?

When someone is searching for a solution to their problem, they often turn to Google, typing in queries that describe their pain. Your website should be ready to meet them where they are. Each page should speak clearly to a specific issue your customer is facing and show how your product or service can resolve it. The more specific you are, the better.

Craft Clear, Targeted Messages on Every Page

When visitors land on your page, they should immediately know what you do and how you can help

them. Don't overwhelm your audience by trying to answer every possible question on a single page. Each page of your site should have a focused message, addressing one specific issue at a time.

This is not just a content strategy—it's an SEO strategy. Google prioritizes pages that provide clear, relevant answers to specific queries. The more targeted and concise your page content is, the more likely it is to rank well and attract the right audience.

Pass the 'Billboard Test': Capture Attention in 7 Seconds

People don't have the patience to dig through cluttered websites. In fact, you've got about seven seconds—the same amount of time you'd have to capture

someone's attention with a billboard on the highway. If your site doesn't immediately communicate who you are, what you offer, and why it matters to your audience, they're going to hit the back button and move on.

Build Trust with Proof

When customers are considering working with you, trust is everything. Your visitors need to know you can deliver on your promises, and the best way to do that is by showing proof. Highlight testimonials from satisfied customers, showcase case studies, and display any awards or media coverage your business has received.

Make Conversion Easy: Don't Make Visitors Work

One of the biggest mistakes business owners

make is assuming their customers will know what to do next. Once you've captured someone's attention and built trust, you need to guide them toward the next step. Whether it's filling out a form, scheduling a call, or making a purchase, the call to action (CTA) should be clear, visible, and easy to complete.

Don't make your visitors hunt for how to get in touch with you. Provide simple, obvious steps to follow.

Your website is one of the most powerful marketing tools you have. When designed and structured properly, it will not only capture attention but also convert visitors into customers. Remember to start with your customer's pain points, build trust with proof, and guide them through a seamless journey from



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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Mitsubishi Electric Automation, Inc. is Exhibiting Energy- Efficient and Sustainable Drive Solutions for HVACR at AHR 2025

From February 10 to 12, 2025, Mitsubishi Electric Automation, along- side ICONICS Inc., will demonstrate solutions to help HVACR facilities operate more efficiently and sustainably at booth #1761.

Mitsubishi Electric Automation, Inc. provides HVACR solutions to remotely monitor operations, ensure redundancy, adapt to temperature changes, eliminate noise, unify management, and detect anomalies, all while maintaining the performance and reliability required for these kinds of applications. The HVACR team at Mitsubishi Electric Automation and the SCADA industry experts at ICONICS will attend the AHR 2025 show in Orlando to showcase the reliability of Mitsubishi Electric VFDs and built-in features that provide reduced energy and lower costs for customers.

This year, Mitsubishi Electric Automation is presenting as a complete solution provider for HVACR, demonstrating its pre-engineered and pre- packaged drive solution, PowerGate, which provides the simplicity and functionality of an HVAC bypass controller, and the high specification, performance, and reliability of the Mitsubishi Electric FR-F800 VFD. To further emphasize the impact of VFDs, the team has prepared drive pan- els showcasing its energy reduction and reliability capabilities. ICONICS will demonstrate its SCADA and Building Automation software for visu- alizing, monitoring, and controlling facilities. The Mitsubishi Electric Automation and ICONICS teams will present a combined solution through

a Fan Array demonstration integrated with ICONICS SCADA and their wider Smart Building solutions.

“We realize that the commercial HVACR market has been expanding rapidly in the past few years, and as a result, has brought challenges in growth opportunities, production capacity, and cost reduction,” said Dan DeLallo, Industry Solution Manager at Mitsubishi Electric Automation. “And Mitsubishi Electric Automation is here to help. In addition

to our exemplary reputation for supplying reliable, energy- ef- ficient VFDs for the equipment, we are ready to consult with production teams to provide cost-effective automation solutions supported by re- al-time production monitoring for more efficiency and to optimize resource usage.”

For more information about AHR 2025 and to register for free through February 8, please visit <https://us.mitsubishi-electric.com/fa/en/news-and-events/2025/february/ahr-2025/>.



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It's On My Heart: A New Year

Here we are, in a new year. I hope last year was a good one for you. Actually, a friend of mine recently reminded me: Hope is not a strategy! So if you have not done 2025 planning and goal setting yet, it is not too late. Take last year's monthly sales, add in some inflation and growth, and set some goals for each month going forward. Look at every expense item, you may need to do some shopping for the big items like insurance, but experience has shown that we can improve our financials by watching the expenses carefully.

A new subject for today. I was just asked, what are consumers looking for this year, maybe different than last few years. One thing is certain, this is a different (some would say more difficult) year from past ones. Here is my take.

This year is going to be full of the unknown. How is the

stock market going to perform, which businesses will fail? Which have already failed and are stuck in a reorganization mode, without enough employees to fully serve the market? Is my company that I own or work for going to have staff reductions, layoffs, or cut back on expenses and bonuses? How do I keep the team busy when the phones are not ringing?

The consumer is looking for value today, the opportunity is that many are cash poor. They may have had extra expenses, lower income or are afraid of the coming recession. Yes, I used the "R" word. In a side note, if there is a recession, I am not planning on participating in it.

So the contractor in the trades today must have options for the consumer, I guess you could call it "Good, Better, Best", but I would call it "Best, Better, Good".

Always start with the best package for that family. How will you know? Well, ya gotta ask some questions. And don't turn it into an interrogation, you must have a conversation that will reveal their needs and desires. Combine a long term financing package, so they can be comfortable for as low as "\$180/month", which is a made-up number!

And by the way, include the cost of financing in the package. Here is how you do that. Estimate what you are going to sell, and how much will be financed. As an example, if you are going to sell \$2 million in 2025, and half will be financed, you would have \$1 million financed, your average cost to finance is 4%, approximately \$40,000. Add that \$40,000 to your cost of total sales of \$2 million, raise the price 2% on average on every sale. As a contractor you need to

improve your marketing to the community. The use of social media is no longer an option, it is a necessity. Many of our members in the Service Nation have found success in giving back to the community, adopting a school, church, a non-profit of any kind. Give a percentage of your maintenance agreement sales (or replacement sales) to the non-profit, they are always in need of funds for operation. The holiday season is a great time to share this on social, but so is Valentines Day, Mother's Day, any of the holidays coming up.

The distributor has a part to play in this equation as well. You are the company that helps the contractor grow market share, here are a couple of ideas that will help them. It involves training and setting up systems for them to succeed. Start with the financing. Help them find a



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!

partner that can offer extended terms, 10 year minimum, maybe 15. A great package is 15 year terms at 7.99%, payment comes in around 1%. So a \$18,900 system

would be approx \$189/month. That same partner should be able to put together a training plan to help the contractor sell in his market.

SEE HINSHAW pg17



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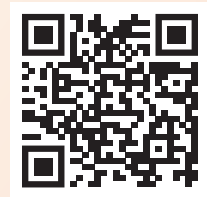
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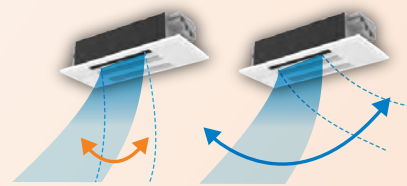
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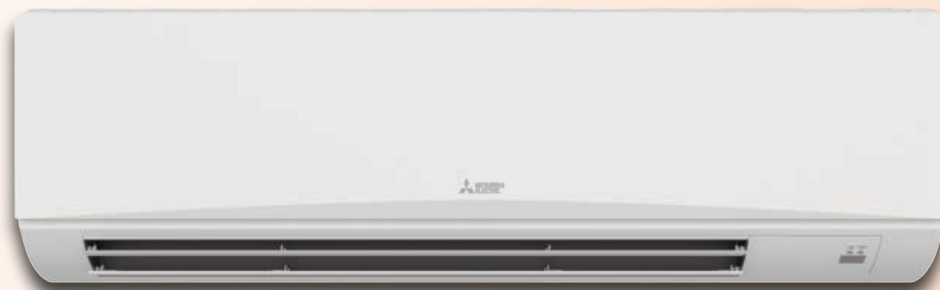
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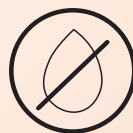


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A second level of training is on the new refrigerants that are coming online this year. There are leak detectors in the coil and condensing unit that will shut the system down in the event of a leak. The same sensors (in most systems) will bring on the fan to circulate the air to help stop the refrigerant from pooling, since the new refrigerants are mildly flammable. I say mildly, since R32 (one of the new refrigerants) has been in Europe for decades, over 10 million R 32 systems in use today. It is safe. But since it is classified as flammable these must be handled differently, and most contractors have not had the required training.

My message to the contractor is simple, but not easy. You should reach out to your preferred distributor, get them involved in helping you succeed this year. This year it is even more important than ever to think of them as a partner, not just a vendor. In addition, set up that maintenance agreement program that is on your "to do" list. Get the techs involved in what needs to be included in your plan and set it up for monthly billing. It will be under the radar, ensuring good renewal rates. In fact, monthly has no time frame on it, it is not a 1-year agreement, or 2, or 3. It goes to infinity, cancel anytime. But they don't.

Thanks for being part of my family this last year, we are looking for great things coming up in 2025!

Schaumburg, Ill. – More than 100 years in the making, RETA, established in 1910, and RSES, established in 1933, have officially joined forces at the Board level to tackle educating the entire gamut of the HVACR industry, together. After a two-year process—involving many meetings, a merge committee, both Boards of Directors, HQ Staff members, Executive Director Jim Barron and, of course, RETA and RSES Members—history has officially been made with the election of the first merged Board of Directors between these two long-time Associations.

The Board was voted/sworn in during the RETA Annual Business Meeting Oct. 22, 2024 at the RETA Annual Conference in Grapevine, TX. The result is a committed industry-diverse Board of Directors from all regions of the U.S. and Canada exemplifying all facets of the industrial and commercial HVACR industries equally representing both Associations.

The 2024–2025 RETA-RSES Board of Directors includes the following individuals:

EXECUTIVE BOARD

- **Chairman Michael Hawkins**, Midatlantic Refrigeration, LLC (Hanover, PA)
- **President David Gulczynski**, Dot Foods Inc. (Modesto, CA)
- **Executive Vice President Bill Lape**, SCS Engineers (Eden Prairie, MN)
- **Treasurer Ray Urban Jr**, Lineage Logistics (Richmond, VA)
- **Second Vice President Jeremy Murfin**,

RETA-RSES Announces its 2024-2025 International Board of Directors

AC&R Specialists (Sioux City, IA)

DIRECTORS

- **Jeremiah Armstrong**, Brakebush Brothers (Mocksville, NC)
- **Melissa Cassell**, General Refrigeration Company (Delmar, DE)
- **Dale Clinton**, Stellar (Jacksonville, FL)
- **Brynn Cooksey**, Air Doctors Heating and Cooling, LLC (Southfield, MI)
- **Mike Davis**, Republic Refrigeration (Montgomery, AL)
- **Ron Fetterley**, Applied Process Cooling Corp. (Modesto, CA)
- **Jayson Goff**, CoolSys (Mt. Juliet, TN)
- **Brandon Jones**, Tyson Foods Inc. (Bella Vista, AR)
- **Eric Kaiser**, TruTech Tools, Ltd., (Indianapolis, IN)
- **Jim Kovarik**, Gamma Graphics Services (Colorado Springs, CO)
- **Joe Marchese**, Koldcraft Refrigeration Services (Pittsburgh, PA)
- **Casey McConaughy**, Johnson Controls Technical Services (Inman, KS)
- **Michael Missall**, Summit Refrigeration Group (Menomonee Falls, WI)
- **Jodie Rukamp**, SCS Tracer Environmental (Germantown, WI)
- **Gary Struhar**, Retired (Belle River, ON)
- **Harrison Travis**, Sanden Vendo America, Inc. (Forney, TX)

The combined Board is committed to

working together to elevate the competency of professionals in the industrial, commercial and residential sides of the HVACR industry. In addition, much work will be focused on ensuring the newcomers entering these industries are well-trained and ready to hit the ground working directly out of school.

Finally, several new chairs were appointed to committees, including:

- **Certification Chair:** Lee Pyle, SCS Tracer Environmental (Carlsbad, CA)
- **Education Chair:** Don Tragethon, Retired (Pueblo West, CO)
- **Marketing Chair:** Jodie Rukamp, SCS Tracer Environmental (Germantown, WI)
- **Membership Chair:** Jason Daniell, APSM (Orem, UT)
- **Conference Chair:** Jim Kovarik, Gamma Graphics Services (Colorado Springs, CO)
- **Publications Chair:** Vern Sanderson, Schwan's Company (Paulding, OH)

The Board and committee leads will determine how each group continues to serve all sides of the HVACR industry. If you are interested in serving on a committee, please contact RETA or RSES HQ.

Board Member introductions will be made available in upcoming digital editions of the RETA Breeze and RSES Journal, however, you may also visit <https://reta.com/page/executiveleadership> or <https://rses.org/page/board-of-directors> for more information.



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Service Experts Lends a Hand as Military Makeover with Montel Completes 40th Home Renovation for Deserving DFW Veteran

Dallas – Service Experts participated in the milestone 40th season of Military Makeover with Montel on Lifetime TV, a home improvement series that celebrates military families through home makeovers across the country. The latest renovation with hosts Montel Williams, Art Edmonds, and Jennifer Bertrand in Duncanville, south of Dallas, which debuted on Lifetime Friday, honored Sergeant Kevin Jones, a distinguished veteran and devoted family man who dedicated 12 years to the Marines.

“It’s an honor to play a part in the meaningful work being completed by the Military Makeover team, and we were thrilled to have the 40th season in our own backyard here in North Texas,” said Jackie Vayo, Senior Director of Talent Management and Development for Service Experts, who was among the

“boots on the ground” for the company. “Many of our Service Experts employees are veterans themselves, and we’re deeply committed to supporting the military community through our ongoing partnerships with programs like Hiring Our Heroes.”

Jones’ deployments in Operation Desert Storm and Desert Shield brought him face-to-face with the stark realities of combat, and he sustained injuries, including a right ankle condition, a twisted right foot, and PTSD. To this day, there are lingering effects, which highlight the physical and emotional toll of his dedication to duty. Following his honorable discharge, Kevin has worked with the VA, becoming a vital advocate for veterans, helping them navigate the often-complex process of accessing benefits. He and his wife, Francesca, have been married for 26 years and are the proud parents of a daughter, Kelsey.

Service Experts installed an A.O. Smith Signature 100 50-Gallon water heater to ensure optimum hot water delivery without an external power source. Additionally, members of the team volunteered by putting on some of the finishing touches like building furniture for and participating in the “big reveal” for the Jones family. While in town for the renovation, Edmonds also visited Service Experts’ Richardson headquarters to see a model of The Home of the Future, which showcases the energy-saving technologies and services transforming homes.

This was the third renovation Service Experts has partnered with Military Makeover on. The company has more than 100 locations across 31 U.S. states to help homeowners like the Jones make their homes havens of comfort, well-being, and energy efficiency.



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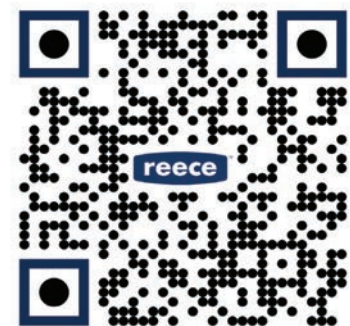
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Product News

EWC's "NEW" NCM-3z Zone Control Panel

EWC's "NEW" NCM-3z zone control panel has been designed and introduced after many years of feedback from dealers and contractors from around the country. The expanded features, smaller footprint design and LCD viewable window have all been enhanced and improved through customer input and experience.

The NCM-3z works with single stage and heat pump systems. Multiple configurations of Single Stage systems, 2 heat / 1 cool systems and 2 heat / 1 cool Heat pump systems are all compatible. This NEW panel makes it easy to wire typical 24V heat/cool single stage thermostats and 2 heat / 1 cool Heat pump thermostats with the NCM-3z, as well as any Smart Wifi thermostats. Four-button menu control is provided for easy set up while scrolling through the LCD Display screen. Left and Right maneuvering will scroll through multiple menu options one at-a-time, if desired, Up and Down maneuvering will allow changing the setting of the menu feature options. The LCD display will provide real-time "system status" feedback, such as Supply Air Temperature, System Mode of Operation, Fresh Air Cycles remaining and Status of the on-board safety interlock features. Fresh Air option allows the NCM-3z to operate as a 2-zone system with the (3rd) third zone acting as a Fresh Air intake. An outside air damper and intake will be required to allow fresh air to enter the home. The NCM-3z will calculate the amount of fresh air allowed based on "Minutes of Fresh Air per Hour" along with the Square Footage of the home, the number of occupants in the home and the size of the

intake duct installed. The NCM-3z will try and satisfy the fresh air demand during a heating and cooling call within the hour but will run the fresh air independently at the end of the hour if needed to satisfy the fresh air requirement. The NCM-3z Safety Circuit allows the installer to connect safety devices directly to the zone panel. This feature was designed with the new A2L refrigerants in mind, though this feature also works with wet switches, condensate pumps, smoke detectors, and fire alarms. If the safety device contacts open, the NCM-3z will shut down the heating or cooling demand and either turn the Indoor Fan "On" and open all dampers or turn the Indoor Fan "Off" and close all dampers. This feature is installer selectable depending on what desired outcome is required.

The "Data" output terminal on the NCM-3z is provided for those zoning applications where a By-pass damper has no room to be installed. When the "data" terminal is wired to the EWC Controls DAPC control it will modulate the connected zone dampers to balance the static pressure of the HVAC system. This will simulate the function of a traditional by-pass damper without the need to cycle conditioned air back to the return. The New NCM-3z has all the benefits and features that you are currently enjoying in our NCM-300 today. We have expanded the features to include more options for today's zoning installations. We know that you will enjoy the innovative redesign and added features that will make your next zoning installation easy and reliable. To hear more about EWC products, contact David Imig at dimig@ewccontrols.com

HVAC Excellence Announces Dr. James Crisp New Executive Director of Accreditation



HVAC Excellence is pleased to announce the appointment of Dr. James Crisp as the new Executive Director of Accreditation. Dr. Crisp brings over 30 years of experience in career and technical education, spanning secondary, post-secondary, and state-level leadership roles.

In this role, Dr. Crisp will oversee accreditation standards, processes, and the accreditation team, ensuring schools achieve and maintain the highest levels of quality and compliance. He will also work closely with schools launching new programs or seeking accreditation, providing leadership in to schools seeking to raise their standards.

A Proven Leader in Education

Dr. Crisp's career reflects a lifelong dedication to career and technical education. His extensive background includes:

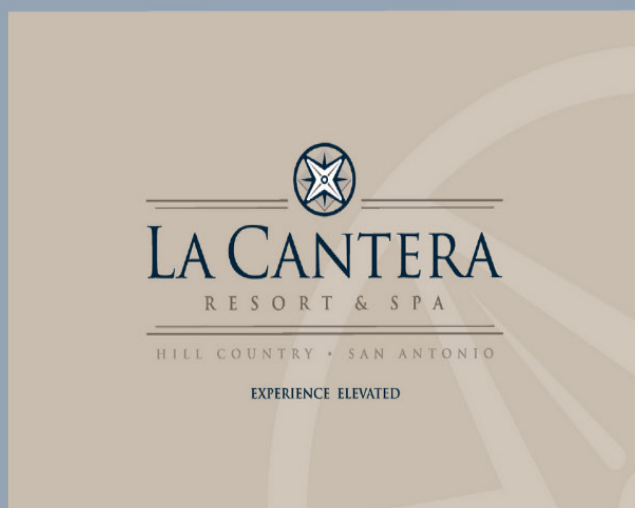
- State Coordinator for Educational Programs with the Technical College System of Georgia.
- Holding administrative roles as Instructional Coordinator at Heart of Georgia Technical College, Director of Institutional Effectiveness at Griffin Technical College.
- Serving as a classroom instructor for Construction Trades, Industrial Arts, and Industrial Technology at the secondary level.

Dr. Crisp has been instrumental in driving educational program effectiveness, coordinating institutional accreditation efforts, and developing technical education curricula that prepare students for success in the modern workforce.

To learn more about HVAC Excellence, programmatic accreditation, the standards, and the process, visit www.escogroup.org/hvac/ and click the accreditation link, or call 800 394-5268.

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Johnstone Supply, G.W. Berkheimer, and Design Air Shine in Banish Mercury Off the Planet Contest

Washington, D.C. — The Thermostat Recycling Corp. (TRC) has announced this year's winners of the Banish Mercury Off the Planet contest: Johnstone Supply, G.W. Berkheimer, and Design Air.

In 2024, members of the Heating, Air-Conditioning & Refrigeration Distributors International (HARDI) collectively recycled 150 pounds of mercury from various sources. More than 300 branch locations participated by returning collection bins from May 1 to Oct. 31.

"We're thrilled to see such dedicated efforts from our partners in recovering mercury-containing thermostats. Their contributions are vital to safeguarding our environment," said Danielle Myers, Executive Director of TRC. "This is the 12th consecutive year that Johnstone Supply has earned recognition, underscoring their unwavering commitment to environmental responsibility."

This year, TRC marked its 26th anniversary, a milestone that highlights the persistent dedication of HARDI members to its mission. The winners were honored during the HARDI annual conference Dec. 7 to 10, in Atlanta, GA.

Distributor Winners:

- **Johnstone Supply** led with the highest overall mercury recycling at 37.7 pounds.

- **G.W. Berkheimer** achieved the highest average recycling rate at 10.695 pounds per location.

- **Design Air** attained the highest participation rate (among distributors with more than five locations) at 25%.

Top 3 Branches for Recycling:

- **G.W. Berkheimer Co., Inc.**, Crown Point, IN - 4.64 pounds

- **G.W. Berkheimer Co., Inc.**, Arlington Heights, IL - 4.19 pounds

- **South Side Control Supply Co.**, Morton Grove, IL - 4.02 pounds

About Thermostat Recycling Corporation

Founded in 1998, Thermostat Recycling Corp. (TRC) is a nonprofit organization supported by 28 manufacturers who historically branded and sold mercury thermostats in the United States. TRC operates more than 3,600 collection sites nationwide and has successfully recovered over 2.9 million thermostats, containing 13 tons of mercury since its inception. TRC covers all expenses for transporting and properly disposing of mercury switch thermostats. To learn more about TRC, visit www.thermostat-recycle.org.



Introducing the Carrier Certified Ductless Pro Program: Elevating Standards for Expertise in Ductless HVAC Solutions

Indianapolis, Ind. – Carrier's extensive network of installers will have the opportunity to join the newly launched Certified Ductless Pro Program starting January 2025. Contractors who meet the program's brand loyalty and training criteria will gain access to a range of exclusive benefits, helping them stand out and attract more leads. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

"Our ductless dealers are expert problem-solvers, tackling challenging installations and delivering tailored solutions," said Paul Rebelo, Managing Director, Ductless & VRF, Carrier. "They go the extra mile to ensure year-round comfort for their customers, and the Certified Ductless Pro Program is our way of recognizing their dedication and providing the support they need to thrive."

The program will recognize outstanding contractors who sell, install, and service Carrier products. Carrier's ductless solutions are flexible, require minimal installation, and preserve the home's integrity all while

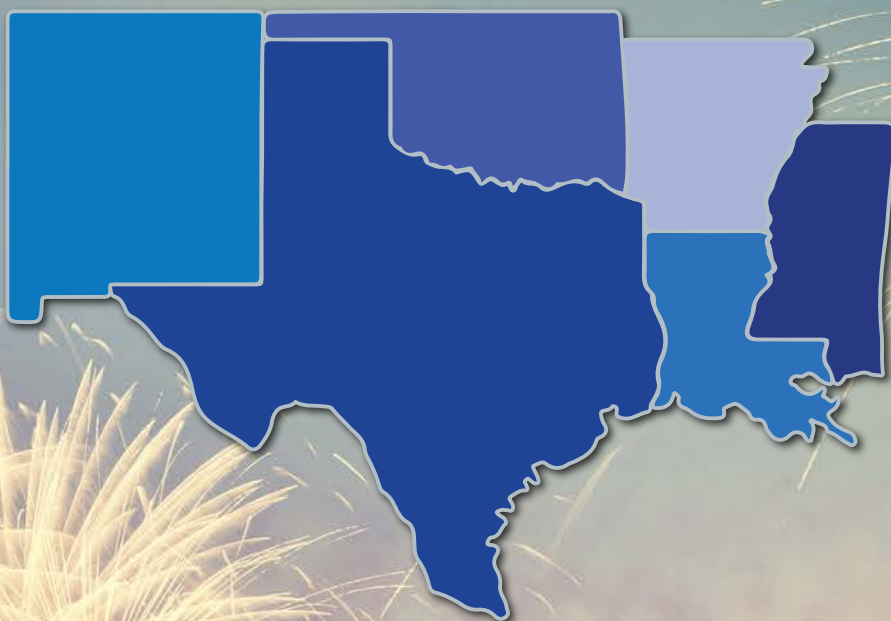


maintaining indoor comfort levels and providing energy savings in some situations. Benefits of the program include:

- Certified Ductless Pro icon on their dealer profile on the Carrier website.
- Unique financing options such as special financing rates on select plans, EcoHome financing reimbursement, and the inclusion of entry-tier products in financing claims.
- Search engine optimized (SEO) dealer pages that are customizable to increase leads for dealers. Leads are serviced via dispatch.

To learn more about Carrier, visit www.carrier.com/residential.

Happy New Year!



- Lance & Kayla

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AHRI Presents Awards, Names 2025 Leadership

Arlington, Va. – At its 2024 Leadership Forum in Palm Springs, Calif., the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) recognized several HVACR industry leaders for their contributions to the HVACR and water heating industry, and also named its 2025 leadership.

Awards were given in three categories: the Richard C. Schulze Award, which recognizes the industry-wide achievements of individuals also pursuing AHRI goals; the AHRI Public Service Award, for deserving individuals or organizations making a significant contribution to the HVACR industry and in furthering AHRI goals; and the AHRI Distinguished Service Award, the association's highest honor, recognizing industry leaders who have made considerable contributions throughout their careers.

Richard C. Schulze Award winners include:

- Robert Glass, Daikin Comfort Technologies North America
- Josh Greene, A.O. Smith Corporation
- Darcy Lee, Trane Technologies
- Eric Truskoski, Bradford White Corporation

The Public Service Award was presented to Joel Owen, who recently retired from Alabama Power after spending more than 50 years actively involved in the

HVACR industry.

Distinguished Service Awards were presented to two well-known industry leaders for their contributions:

- Morrison Carter, Beckett Thermal Solutions
- William Rafferty, Mestek

The AHRI Nominating Committee also named the association's Board of Directors and officers for 2025:

Officers:

- Megan Fellingner, Morrison Products, Chairman
- Mike Branson, Rheem Manufacturing Company, Vice Chairman
- R. Bruce Carnevale, Bradford White Corporation, Vice Chairman
- Kevin Beckett, R.W. Beckett, Treasurer
- Gary Bedard, Lennox International, Immediate Past Chairman

Board of Directors:

- Dennis Appel, Danfoss
- David Budzinski, Johnson Controls, Inc.
- Tim Figge, Hussman Corporation
- John Kramer, Cambridge Air Solutions
- Gaurang Pandya, Carrier Corporation
- Holly Paeper, Trane Technologies
- John Schneider, Copeland
- Steve Shafer, A.O. Smith Corporation
- John Thomas, WaterFurnace International
- Yogi Uemura, Daikin U.S. Corporation

Roger Pollex



The Partners Group's HVAC team mourns the loss of our dear colleague and friend, Roger Pollex, who passed away on Thursday, December 5th, in Houston, Texas. His unwavering dedication, passion, and positive influence have left an indelible mark on all of us. Roger's contributions to our work will forever be cherished.

Born on September 27th, Roger spent the majority of his life in Houston, where he was an integral part of our team and community. A true partner in every sense, Roger's leadership, vision, and kindness helped shape the future of our projects and created enduring relationships with all our trusted partners.

In honor of his memory, Roger's

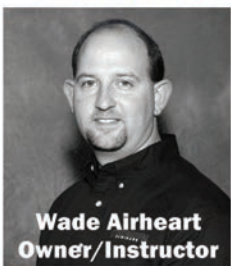
Celebration of Life services will be announced in early Spring 2025. As Roger was a strong supporter of Big Brothers Big Sisters, we kindly ask that any donations be made to this meaningful cause at <https://www.bbbs.org>.

As we process this loss, we wanted to take a moment to express our gratitude for your continued support and to assure you that the work Roger initiated will carry on in his honor. While we face this difficult time, we are committed to continuing the projects he cared about deeply, with the same integrity and care he exemplified.

Please keep Roger and his family in your thoughts and know that we appreciate your understanding and support during this time of transition.

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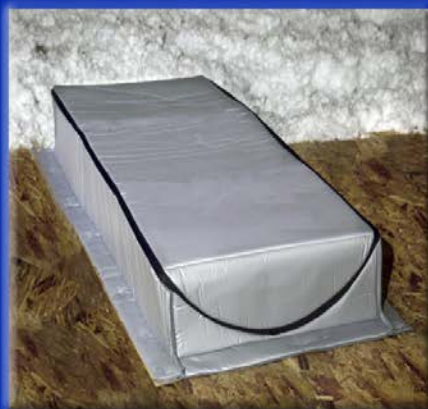
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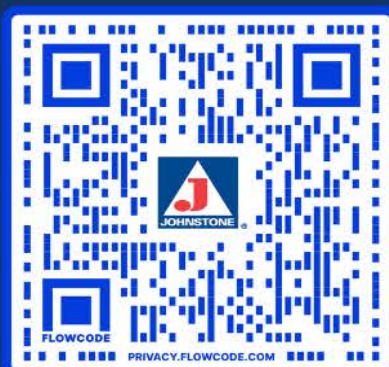
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<p>CONROE 800 Old Montgomery Ste 200, 77301 Phone: (936) 230-5040 Fax: (936) 242-0178</p>	<p>HOUSTON 5935A South Loop East, 77033 Phone: (713) 645-0085 Fax: (713) 645-7498</p>	<p>HOUSTON 15631 Blue Ash, #160, 77090 Phone: (281) 872-5200 Fax: (281) 872-4848</p>	<p>HUMBLE 19396 Kenswick Dr, Bldg C 77338 Phone: (832)-408-8593</p>	<p>STAFFORD 10650 W. Airport Blvd Ste. 180, 77477 Phone: (281) 988-5584 Fax: (281) 988-9533</p>	<p><i>Stop by and see us!</i></p>

Johnson Controls to Showcase Innovative Building Technology Solutions and Celebrate Milestone Anniversaries at 2025 AHR Expo

- Booth 2101 will highlight innovative commercial and residential HVAC, data center, controls and software solutions that add value at every stage of a building's lifecycle
- Visitors will learn how the latest cold-climate heat pumps and purpose-built, low-GWP cooling solutions deliver long-term peace of mind and help companies meet evolving sustainability goals
- The company will celebrate 140th anniversary of Johnson Controls and the 150th anniversary of the iconic YORK® brand

Milwaukee– Johnson Controls, the global leader for smart, healthy and sustainable buildings, will showcase its comprehensive portfolio of innovative HVAC and building technologies at the 2025 AHR Expo (Booth 2101) from Feb. 10-12 in Orlando, Florida, while celebrating the company's 140th anniversary and the 150th anniversary of its iconic YORK® brand. The company's booth will demonstrate how its strategic partnerships with distributors, contractors and business owners – combined with industry-leading technologies and services – deliver optimal outcomes across every stage of a building's lifecycle.

"From state-of-the-art building automation systems to advanced cold-climate heat pumps, attendees will see how these innovations drive performance and efficiency for our customers," said Lei Schlitz, vice president and president, Global Products, Johnson Controls. "For 140 years, Johnson Controls has met and exceeded the demands of even the most complex

environments. Today, our real-world expertise, proven solutions and cutting-edge technology empower our customers to achieve their goals of enhancing operational efficiency, improving occupant comfort and well-being and reducing environmental impact."

Meeting evolving efficiency goals and maximizing building performance

As expectations for built environments continue to evolve, distributors, contractors and building owners are looking for solutions that help drive efficiency and meet decarbonization targets while delivering enhanced experiences for occupants and driving long-term value.

- The newest iteration of the industry-leading building automation system, **Metasys 14.0**, is designed to elevate a commercial building's overall performance and sustainability while enhancing occupant comfort, health and safety. It builds on the proven Metasys platform with revolutionary new features that offer an improved user experience; enhanced

network efficiency, flexibility and security; simplified administration and improved energy management. Another innovation in the HVAC/R controls portfolio is the NSW 8000 Sensors. These sensors are designed to enhance real-time energy tracking, occupancy-based sensing, and indoor air quality monitoring, optimizing HVAC, lighting, and ventilation systems to deliver up to 30% energy savings while enabling predictive maintenance and performance benchmarking.

- The next-generation **YORK® YMAE Air-to-Water Inverter Scroll Modular Heat Pump** is a high-efficiency, future-ready HVAC decarbonization solution for commercial and institutional buildings that want to minimize their environmental impact. The modular YORK® YMAE is available in 2-pipe and 4-pipe configurations and can be configured with as many as 32 modules in a single control array, making it highly flexible to serve a wide range of applications. Variable-speed, inverter scroll compressors with enhanced vapor injection (EVI) technology efficiently widens the YMAE operating map, allowing it to provide water temperatures up to 130 degrees F (55 degrees C) at low ambient conditions of 0 F (-18 C).

- Amplifying the performance and efficiency of HVAC and other building systems, the **OpenBlue Enterprise Manager** suite of digital solutions, inclusive of FM:Systems solutions, now features significantly expanded AI capabilities. Coupled with equipment upgrades and proactive services, OpenBlue customers can reduce energy spend by up to 30%, reduce maintenance spend by up to 20%, and optimize space utilization by up to 10% – a win for the environment and the bottom line.

Delivering reliable comfort and peace of mind for cold climates

Residential and light commercial heat pump adoption is rising, driven by new regulations, incentives like the Inflation Reduction Act and up to 40% energy savings compared to older, low SEER systems. Booth 2101 will feature the latest Johnson Controls residential and light commercial heat pump technologies.

- The cold climate-compatible **YORK® HH8 Side-Discharge Heat Pump** features variable-speed technology and can deliver approximately 70% heating capacity at 0 F. This sustainable residential solution has been optimized for use with low global warming potential (GWP) refrigerant R-454B and

qualifies for the Energy Efficient Home Improvement Credit (25C).

- From Johnson Controls-Hitachi Air Conditioning, the new **airCore 700 with HeatForce** is an ENERGY STAR® certified cold-climate heat pump for light commercial and residential applications. With HeatForce technology, it offers 100% heating capacity at 5 F and 70% heating capacity or greater at -13 F, meeting most cold region climate rebate and incentive requirements.

Simplifying compliance

In response to the American Innovation and Manufacturing (AIM) Act, Johnson Controls is helping industry professionals adapt to the low-GWP refrigerant transition with innovative, A2L-ready technologies, including refrigerant detection systems (RDS) for leak detection, mitigation and regulatory compliance.

- Available within the company's Ducted Systems Solutions App, the new **Refrigerant Detection System (RDS) Calculator** is a first-of-its-kind tool. After entering details about a job, such as refrigerant volume, supply air discharge height and total area being conditioned, the calculator provides contractors with an immediate report confirming if an RDS is required for A2L equipment. This ensures an installation is compliant with current regulations without requiring contractors to complete complicated calculations.

- The new, plug-and-play **PENN® System 550** is a user-friendly modular electronic control solution that fulfills temperature, humidity and/or pressure control needs. It's the first of its kind to include A2L refrigerant leak sensing and mitigation functionality and optional two-way cloud connectivity, providing a complete solution to meet A2L refrigerant regulations.

"With a long history of innovation, Johnson Controls has helped shape the evolution of buildings while leading the way to the future. We're engineering ground-breaking technologies that drive efficiency and help meet both the decarbonization goals of today and the sustainability targets of tomorrow," said Schlitz. "Johnson Controls empowers companies to continually enhance value by optimizing utilization, improving occupant comfort and health, protecting people and assets, driving efficiency gains, enhancing productivity and increasing long-term savings. That is the true power of partnership."

To learn more, visit Johnson Controls at the AHR Expo in booth 2101.



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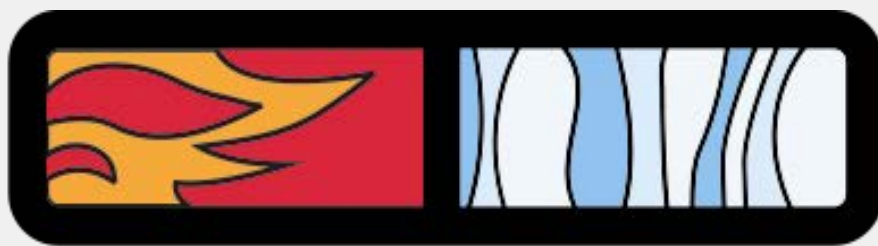
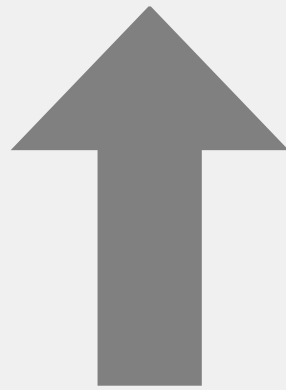


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Johnstone Supply South Texas Customer Appreciation Week

Johnstone Supply South Texas held their annual Customer Appreciation Week starting on Monday December 9th and going through Friday December 13th. The lunchtime events had a catered lunch, vendor fair and door prizes. The stores that were hosting were Laredo, La Feria, Pharr, Brownsville and Corpus Christi. The entire week was very well attended.

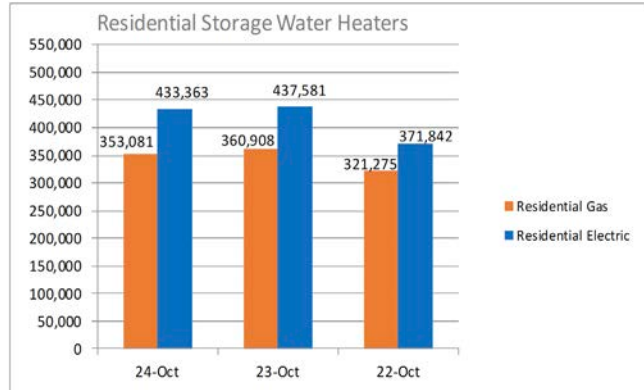




AHRI Releases October 2024 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for October 2024 changed -2.2 percent, to 353,081 units, compared to 360,908 units shipped in October 2023. Residential electric storage water heater shipments changed -1.0 percent in October 2024 to 433,363 units, compared to 437,581 units shipped in October 2023.

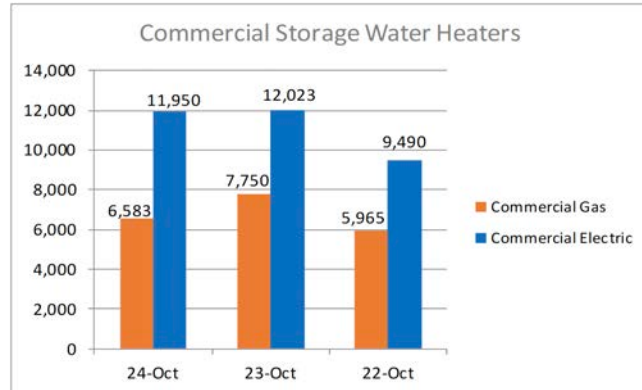


Year-to-date U.S. shipments of residential gas storage water heaters changed -2.2 percent, to 3,507,500, compared to 3,585,860 shipped during that same period in 2023. Residential electric storage water heater shipments changed +5.4 percent year-to-date, to 4,282,564 units, compared to 4,065,044 shipped during the same period in 2023.

Year-to-Date	Oct 24 YTD	Oct 23 YTD	% CHG. (From 2023-2024)	Oct 22 YTD
Residential Storage Gas	3,507,500	3,585,860	-2.2	3,432,944
Residential Storage Electric	4,282,564	4,065,044	+5.4	3,814,996

Commercial Storage Water Heaters

Commercial gas storage water heater shipments changed -15.1 percent in October 2024, to 6,583 units, compared to 7,750 units shipped in October 2023. Commercial electric storage water heater shipments changed -0.6 percent in October 2024, to 11,950, compared to 12,023 units shipped in October 2023.

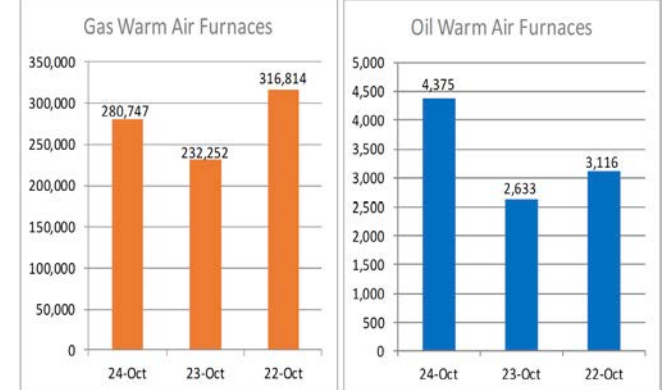


Year-to-date U.S. shipments of commercial gas storage water heaters changed -3.6 percent, to 70,514 units, compared to 73,140 units shipped during the same period in 2023. Year-to-date commercial electric storage water heater shipments changed +5.8 percent, to 129,544 units, compared to 122,423 units shipped during the same period in 2023.

Year-to-Date	Oct 24 YTD	Oct 23 YTD	% CHG. (From 2023-2024)	Oct 22 YTD
Commercial Storage Gas	70,514	73,140	-3.6	70,913
Commercial Storage Electric	129,544	122,423	+5.8	99,334

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for October 2024 changed +20.9 percent, to 280,747 units, compared to 232,252 units shipped in October 2023. Oil warm air furnace shipments changed +66.2 percent, to 4,375 units in October 2024, compared to 2,633 units shipped in October 2023.

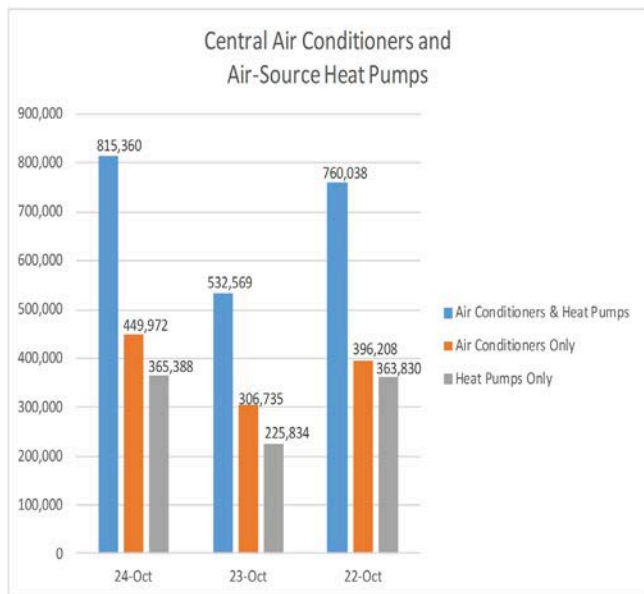


Year-to-date U.S. shipments of gas warm air furnaces changed +2.5 percent, to 2,592,961 units, compared to 2,530,229 units shipped during the same period in 2023. Year-to-date U.S. shipments of oil warm air furnaces changed +39.9 percent, to 24,028 units, compared to 17,173 units shipped during the same period in 2023.

Year-to-Date	Oct 24 YTD	Oct 23 YTD	% CHG. (From 2023-2024)	Oct 22 YTD
Gas Warm Air Furnaces	2,592,961	2,530,229	+2.5	3,337,600
Oil Warm Air Furnaces	24,028	17,173	+39.9	23,668

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 815,360 units in October 2024, changed +53.1 percent compared to 532,569 units shipped in October 2023. U.S. shipments of air conditioners changed +46.7 percent, to 449,972 units, compared to 306,735 units shipped in October 2023. U.S. shipments of air-source heat pumps changed +61.8 percent, to 365,388 units, compared to 225,834 shipped in October 2023.



Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +8.9 percent, to 8,455,008, compared to 7,765,225 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed +7.1 percent, to 4,873,899 units, compared to 4,551,330 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed +11.4 percent, to 3,581,109, compared to 3,213,895 units shipped during the same period in 2023.

Year-to-Date	Oct 24 YTD	Oct 23 YTD	% CHG. (From 2023-2024)	Oct 22 YTD
Air Conditioners & Heat Pumps Combined Total	8,455,008	7,765,225	+8.9	9,074,709
Air Conditioners Only	4,873,899	4,551,330	+7.1	5,335,871
Heat Pumps Only	3,581,109	3,213,895	+11.4	3,738,838

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	36,988	+72.6	33,825	338,019	+16.4	379,162
16.5-21.9	100,425	+58.0	101,047	1,005,167	+8.2	917,130
22-26.9	190,584	+100.4	150,062	1,810,245	+19.5	1,809,243
27-32.9	129,041	+81.1	101,545	1,310,267	+12.7	1,390,149
33-38.9	145,078	+37.3	153,163	1,648,103	+7.6	1,921,682
39-43.9	54,591	+41.2	54,904	561,041	+4.6	670,471
44-53.9	73,663	+27.0	80,689	834,807	-2.7	986,302
54-64.9	59,284	+13.2	61,399	673,395	-3.0	765,368
65-96.9	8,721	-3.9	8,175	91,045	-0.6	83,552
97-134.9	7,199	-6.1	6,071	77,633	+8.9	66,251
135-184.9	4,838	+2.4	4,322	50,987	+17.8	40,360
185-249.9	2,191	+10.9	2,042	23,087	+33.6	18,706
250-319.9	1,403	-18.5	1,557	16,601	+27.8	14,459
320-379.9	344	-0.3	324	3,742	+24.2	2,840
380-539.9	331	-0.9	352	3,880	+27.4	3,065
540-639.9	249	-10.8	270	3,000	+25.5	2,568
640-799.9	125	-7.4	89	1,350	+29.6	1,004
800.0-899.9	54	+35.0	31	553	+15.2	531
900.0-999.9	107	+167.5	62	741	+29.1	674
1,000.0-1,199.9	50	+72.4	33	426	+25.7	353
1,200.0 & Over	94	-16.1	76	919	+6.4	839
TOTAL	815,360	+53.1	760,038	8,455,008	+8.9	9,074,709

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>.

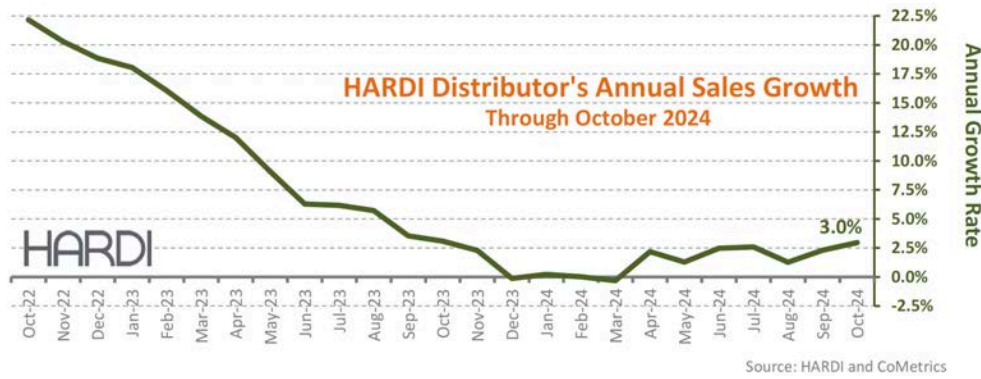
- How do my colleagues subscribe to the report?** Go to <http://www.ahrinet.org/statistics> and click on *Subscribe*.
- Does this data represent shipments to the United States only or are shipments outside of the United States included?** This data represents shipments to customers in the United States 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.

HARDI

HARDI Distributors Report 11% Revenue Increase in October

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 11% during October 2024.

The annual sales growth for the 12 months through October 2024 is an increase of 3.0%.



“11% is a nice start to the first month of heating season, but it was helped by one more billing day than October of 2023,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “We estimate the sales growth would have been 6.2% with the same number of billing days. That is the best monthly sales growth of 2024 when comparing the growth rates with the same number of billing days.”

The monthly sales survey also calculates distributor’s Days Sales Outstanding, a measure of how quickly customers pay their bills. “The brisk DSO pace of this summer continued during the first month of heating season,” said Loftus. “The post-Covid DSO for October was in the 42 to 43 day range during the past few years, but was only 38.5 this year.”

“It seems premature to attribute this encouraging sales growth to the rate cutting cycle that began September 18, but it is an encouraging development for HARDI members,” said Loftus. “The annual sales growth rate could keep climbing if inflation keeps melting and the ten-year bond yield pulls mortgage rates lower.”

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.

NAHB con’t

“NAHB is forecasting single-family starts to post a slight increase in 2025 as the financing conditions for builders improve modestly,” said NAHB Chief Economist Robert Dietz. “The significant decline for apartment construction is forecasted to end, with that market stabilizing during the second half of next year.”

On a regional and year-to-date basis, combined single-family and multifamily starts are 7.3% higher in the Northeast, 2.4% lower in the Midwest, 5.8% lower in the South and 5.9% lower in the West.

Overall permits increased 6.1% to a 1.51 million unit annualized rate in November. Single-family permits increased 0.1% to a 972,000 unit rate and are up 8.0% on a year-to-date basis. Multifamily permits increased 19.0% to an annualized 533,000 pace.

Looking at regional data on a year-to-date basis, permits are 3.2% higher in the Northeast, 4.8% higher in the Midwest, 2.5% lower in the South and 7.0% lower in the West.

The number of single-family units under construction is down 6.3% from a year ago, declining to 637,000. The number of multifamily units under construction is down 20.5% from a year ago, to 797,000 units.

In November, there were two multifamily units completed for every one unit starting construction. Two years ago, there were just 0.7 multifamily units being completed for every 1 unit starting construction.

The count of multifamily units in 5-plus unit properties units completing construction is up 36.1% on a year-to-date basis for 2024. In contrast, single-family completions are up 3.6% on a year-to-date basis.

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

January 8, 2025 11:30 pm -1:00pm

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

Tulsa Lunch Meeting

January 9, 2025 11:30 am - 1:00 pm

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

OUBCC Mtgs

January 21, 2025 1:30 pm - 2:30 pm

Heat Pump Mtg

January 30, 2025 6:00 pm - 7:00 pm

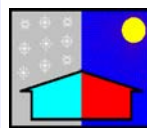
Please RSVP with your and Guests Names text 918-282-7864

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
Text/Call 918-282-7864

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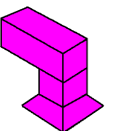


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