



Winsupply Corpus Christi 2nd Anniversary



Pictures on page B10.

Annual Johnstone Supply Houston Employee Casino Night



Pictures on page B18.

Housing Starts Up in February as Builders Still Contend with Rising Costs

Limited existing inventory helped single-family starts to post a solid gain in February, but builders are still grappling with elevated construction costs stemming from tariff issues and persistent shortages related to buildable lots and labor.

Overall housing starts increased 11.2% in February to a seasonally adjusted annual rate of 1.50 million units, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The February reading of 1.50 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 11.4% to a 1.11 million seasonally adjusted annual rate, the highest pace since February 2024. The multifamily sector, which includes apartment buildings and condos, increased 10.7% to an annualized 393,000 pace.

“While solid demand and a lack of existing inventory provided a boost to single-family production in February, our latest builder survey shows that builders remain concerned about challenging housing affordability conditions, most



notably elevated financing and construction costs as well as tariffs on key building materials,” said Buddy Hughes, chairman of the National Association of Home Builders (NAHB) and a home builder and developer from Lexington, N.C.

“Despite elevated interest rates and policy uncertainty, ongoing lean levels of single-family existing home inventory helped to boost single-family production in February,” said Jing Fu, NAHB senior director, forecasting and analysis. “NAHB forecasts that single-family starts will remain effectively flat in 2025 as prospects of a better regulatory business climate are offset by uncertainty on the tariff front. Meanwhile, multifamily construction is

expected to remain soft in early 2025 due to challenging financing conditions, before stabilizing in the second half of the year.”

On a regional and year-to-date basis, combined single-family and multifamily starts were 4.7% lower in the Northeast, 21.5% lower in the Midwest, 8.3% lower in the South and 20.2% higher in the West.

Overall permits decreased 1.2% to a 1.46-million-unit annualized rate in February and were down 6.8% compared to February 2024. Single-family permits decreased 0.2% to a 992,000-unit rate and were down 3.4% compared to the previous year. Multifamily permits decreased 3.1% to a 464,000 pace.

Looking at regional permit data on a year-to-date basis, permits were 30.1% lower in the Northeast, 2.3% higher in the Midwest, 2.1% lower in the South and 12.5% lower in the West.

The number of single-family homes under construction in February was down 6.7% from a year ago, at 640,000 homes. In February, the count of apartments under construction increased 0.3% to an annualized 772,000 pace. It marks the first gain after 18 months of consecutive declines. But it was down 20% from a year ago.

FISSCO SUPPLY Dealer Meeting



Pictures on page B16.

Transtar Customer Appreciation Crawfish Boil



Pictures on page 22.

INSIDE

- Consultants' Corner 10,17
- Product News..... 18,B12
- Calendar.....B13
- Braggin' Rights B5
- HARDI News.....B13
- Focus Section.....B19



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Winsupply Takes Innovation to the Next Level with Strategic Investment in Mined XAI



Jeff Dice

Dayton, Ohio – Winsupply Inc. is pleased to announce its strategic acquisition of a minority stake in Mined XAI, an AI-driven company known for transforming complex data into strategic insights.

Winsupply Inc. is a family of companies that includes more than 670 Winsupply local companies and regional wholesalers across the U.S. and service companies for sourcing and business support. Winsupply’s purpose – to build entrepreneurs – is a driving force behind this investment in Mined XAI.

The investment is part of Winsupply’s ongoing commitment to champion innovation and deliver enhanced value to Winsupply local companies, their customers, and vendor partners.

“This partnership is a significant step forward for our company and I am incredibly excited about the value this creates for the local companies, employees, and shareholders,” said Jeff Dice, President, Winsupply Inc.

Building on their successful three-year collaboration, Winsupply and Mined XAI are advancing their partnership to deliver Explainable AI (XAI) solutions for applications in supply chain, purchasing, distribution, and fleet management. This strengthened relationship positions Mined XAI to drive rapid growth while maintaining its commitment to deliver exceptional value to its customers.

“This strategic investment keeps Winsupply at the forefront of leveraging this transformative technology to

support entrepreneurs in a business environment of growing complexity,” said Robert DiTommaso, President, Support Services Group, Winsupply Inc. “We have seen the impact of using AI in our operational processes and we anticipate this relationship will accelerate our overall business operations.”

Mined XAI is known for its advanced forecasting, scalability for a variety of use cases, fully explainable insights, and customer-centric approach. With Winsupply’s support, the two companies aim to leverage technological innovation for improved customer outcomes.

“We are thrilled to have Winsupply as a strategic partner,” said Ryan Kramer, President and Founder, Mined XAI. “This partnership is a perfect cultural fit, as both of our teams share an entrepreneurial mindset with a strong focus on results. The trust we have cultivated over the past few years ensures we are aligned in our mission to develop XAI solutions that deliver significant value to Winsupply and the broader marketplace.”

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Complete Curb	B9
Construction Data	B12,B13
Dundas Jafine	13
Duct Saddles	B14
Ecoer HVAC	8
Elite Software.....	B19
FTL Finance.....	B9
Ferguson HVAC	B2
FISSCO HVAC.....	5
Gemaire.....	B8
iFlow Pro	6
InSCO Distributing	24
Johnson HVAC Distribution	11,23,B4
Johnstone Supply Houston	B1,B13
Johnstone Supply South Texas.....	B7
HARDI Southwest Conference.....	B19
McDaniel Metals	B14
Mitsubishi Electric	7
Pipe Prop	9
Pro Lift	B12
RGF Environmental.....	19
REECE	15
Shearer Supply	3
Star AC Supply.....	B5
Transtar AC Supply.....	22
United AC Supply	17
US Motors.....	2
Venstar	16
Winsupply Corpus Christi.....	B10
Yellow Jacket.....	10
Zebra Instruments.....	21

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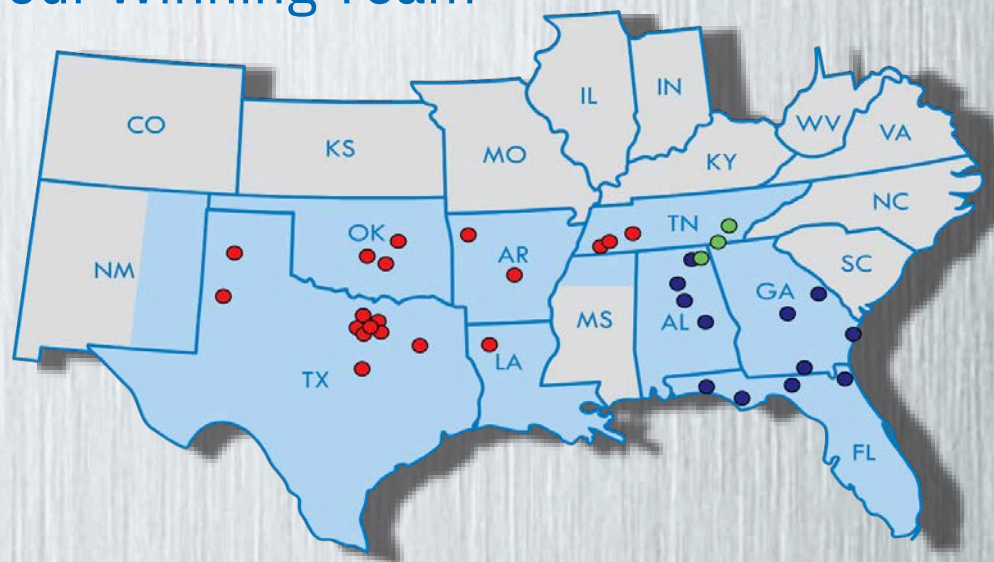

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National Technical Institute Creates Centralized Career Services to Empower Student Success

New Department Debuts to Standardize Job Placement Support Across Campuses

Las Vegas – National Technical Institute (NTI), a state-approved trade school with campuses in Las Vegas, Phoenix, and Houston offering fast-track training in HVAC, plumbing and electrical, launched its first centralized Career Services Department. This initiative reflects NTI’s commitment to providing consistent, high-quality career support to ensure graduates are well-prepared for the workforce.

Nanci Munoz, an experienced career services professional with a background in career development, employer relations, and recruitment, has been appointed as the Career Services Advisor to lead this department across all campuses. She has been tasked with developing and implementing impactful career services programs, building strong industry partnerships, and creating workshops tailored to technical career paths. Nanci plans to utilize data analytics to optimize student success and drive organizational improvements, drawing on her background in recruiting.

“This marks an exciting shift in how we support our students’ transition to rewarding careers,” said Munoz. “By strengthening our career services offerings, we can provide a more dedicated, structured and effective approach to job placement, helping graduates from all campuses achieve success in their chosen trades.”

Previously, each NTI campus managed job placement and career support independently, with campus directors overseeing

basic assistance such as resume preparation, job placement tracking, and potential employer outreach. The creation of this centralized department expands NTI’s career services to ensure all students receive consistent, high-quality career support, including mock interview sessions, targeted outreach to industry employers, graduate tracking and reporting, and enhanced student engagement through classroom presentations and career workshops.

“I have recognized firsthand Nanci’s dedication to student success and her deep understanding of recruiting and career development,” said Rick Jackson, COO of NTI. “Her passion for providing students with the tools they need to succeed makes her the ideal leader for our new Career Services Department.”

Prior to this role, Munoz served as NTI’s Director of First Impressions, where she enhanced campus operations through student engagement and industry partnerships. She also has experience as an Associate Recruiter at Top Talent Inc., where she specialized in sourcing and screening candidates for Fortune 500 and 1000 companies. Her expertise in career services program development and data-driven job placement strategies makes her a strong fit for this role.

A Growing Need

These developments come at a time of growing demand for trade careers, driven by factors such as the high cost of college and the mass retirement of Baby Boomers. NTI’s accelerated programs, which allow students to graduate in as little as 12-16

weeks, position the school as a leader in preparing skilled professionals for an evolving workforce.

“The trades need skilled workers now more than ever,” added Ryan Woodward, CEO of NTI. “With Nanci leading our new Career Services Department, our graduates will have the guidance and connections they need to secure high-demand roles and build successful careers from day one.”

NTI has established itself as a pioneer in trade education, offering affordable tuition, flexible financing options, and fast-track training programs that prepare students for careers in HVAC, plumbing, and electrical trades.

About NTI:

Established in 2003, NTI is a state approved trade school with campuses in Las Vegas, Phoenix and Houston offering fast-track training in HVAC, plumbing and electrical. NTI’s mission is to produce problem solving, creative thinking graduates who possess industry-standard knowledge and skills for a long-term, promising career. NTI offers both in-person and hybrid training options, including a Fusion Training Program consisting of both online and practical lab classes with weekend or weekday tracks and morning or evening classes available. In 2019, 2020 and 2022 NTI was honored as “The Best Trade School” by the *Las Vegas Review-Journal* and one of the fastest growing companies for 2020, 2021 and 2022 by Inc. 5000. For more information go to www.NTItraining.com or email info@ntitraining.com.

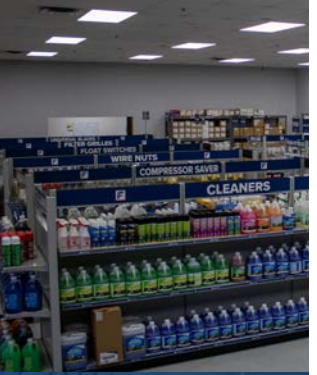


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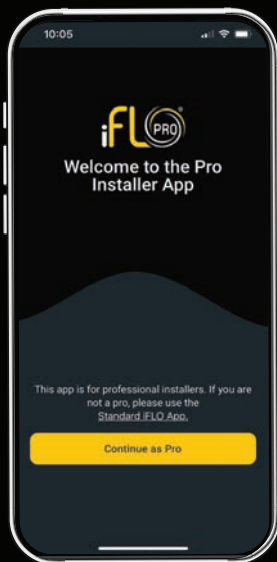
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Over \$150,000 in PHCC Scholarship Opportunities

Applications are available now for the Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation 2025 scholarship program. The organization plans to award 65 scholarships totaling \$150,500 to plumbing and HVACR apprentices working for PHCC—National Association members, trade school or community college students taking plumbing or HVAC classes and college students pursuing majors directly related to the plumbing-heating-cooling industry.

In the application process, scholarship candidates answer questions about their involvement in the trades and future career goals. They are asked to supply a letter of recommendation, which apprentices can secure from their PHCC member contractor employer, while students enrolled in trade schools or colleges can obtain it from a teacher or academic advisor. Scholarship amounts vary between \$1,500 and \$10,000, with most scholarships valued at \$3,000. The deadline for all required documents to be turned in is May 1st, and the application form can be

accessed at phccfoundation.org/scholarships.

The scholarships are funded by contractor donations to the PHCC Educational Foundation and by these corporate sponsors: A. O. Smith, Bradford White Corporation, Delta Faucet Company, Ferguson Cares Foundation, Home Depot Pro, InSinkErator, RIDGID, Scorpion Home Services Marketing, State Water Heaters, and Sterling (a Kohler Brand).

Contractor business owners want to ensure that apprentices and technicians are invested in their training and commonly will require new hires to pay for their own classes. This can be difficult for employees who are also supporting a family or stretching their finances on entry-level earnings. The Foundation's scholarships can provide a bridge to the point where their growing skills deliver the job earnings needed to self-fund the rest of their training. "And for employers who pay for their employees' training, our scholarships can free up training funds the company can reinvest in other areas," added John Zink, the Foundation's VP of Development and Communications.



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NTEA releases 18th edition of Truck Equipment Handbook

Farmington Hills, Mich.— NTEA – The Work Truck Association™ released the 18th edition of its Truck Equipment Handbook, a comprehensive pocket guide for commercial vehicle components and equipment.

“NTEA’s Truck Equipment Handbook is a practical, condensed reference guide for work truck industry companies,” said Steve Spata, NTEA senior technical assistance director. “This updated version continues to provide valuable technical insights for both new and experienced industry professionals.”

Topics addressed

- Fundamental concepts and selection of chassis frames, PTOs, tires and other commercial vehicle systems
- Vehicle weight analysis methods, calculations and illustrations
- Advanced vehicle and fuel technology descriptions
- Reference sections on vehicle certification and Federal/Canadian Motor Vehicle Safety Standards
- Lighting requirements and illustrations
- Weights and measures
- Glossary of commercial vehicle industry terms

The new Handbook is available for \$15 NTEA members and \$29 nonmembers. Contact us (248-489-7090 or info@ntea.com) to order in bulk. Find more details at ntea.com/handbook.

Watts Announces Grand Prize Winner of 150th Anniversary Sweepstakes

Watts has announced the grand prize winner of its 150th Anniversary Sweepstakes: Dave Plasschaert, an engineer from the Chicago area. Dave has won an all-expenses-paid trip for two to Boston, MA.

His winning entry was earned through participation in the Watts Works Learning Program, which includes Lunch & Learns, in-person training at Watts Learning Centers and eLearning via Watts Works Online. His dedication to expanding his professional knowledge not only strengthened his expertise, but also secured him this exciting prize.

While the 150th Anniversary Sweepstakes has concluded, Watts remains committed to supporting industry professionals through its ongoing Learn & Earn program. Participants can continue earning tokens and tickets by learning about Watts’ differentiated products and solutions. Tokens can be redeemed



for a variety of free lifestyle merchandise, while tickets provide entry into various sweepstakes held throughout the year.

For more details on upcoming sweepstakes and learning opportunities, visit watts.com/learnandwin.

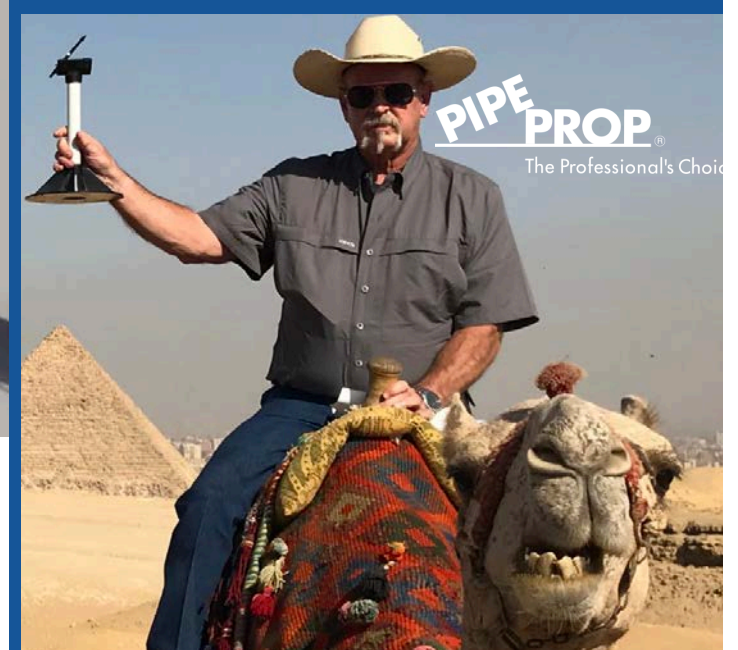
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When I was Vice President of Creative Services at Conesco, we were always out of literature for key products. In the insurance business literature is all you must sell, so these outages would cripple our sales team. Our out-of-stock list was routinely close to 300 different items. We had numerous meetings on the subject, nothing ever changed.

One of the challenges in growing your business is finding the right balance of staffing and capacity. Hiring prematurely directly impacts the bottom line. If business fails to materialize, you may be faced with the uncomfortable scenario of downsizing newly acquired personnel.

Waiting too long

may mean forfeiting sales opportunities as you try to fill essential positions. Worse yet, the delivery of substandard service levels could inflict lasting damage on the business. So, how do you navigate the intricacies of staffing in anticipation of growth? Here are a few tips:

Reassign staff:

Review what each team member is working on. Reallocate responsibilities so employees have more time to work on the most important projects. Be willing to let less critical things fall by the wayside until you add staff. This is a place where project management software tools can help you keep a handle on everyone's workload.

Review your process:

Just because you have always done something a

certain way doesn't mean you need to keep doing it that way. Often when people do a job for a long time, they build habits and routines that may not really be necessary. Evaluate your processes. Look for ways to streamline, eliminate unnecessary steps and reduce the number of people who are involved in the process. This is a place where automation software can be helpful.

Use time-saving technology to help manage customer contacts:

Not every function can be automated, but some things can. From CRMs to auto-response email tools, there are ways to create the illusion of intimacy while reducing the number of hands required to make the connections.

Overtime in limited doses is a great investment.

If you are unsure that your current spike in activity is sustainable, offer your employees the option to work a few extra hours each week. Pay them at overtime rates and account for the overtime separately. This gives them a chance to earn a little more money but be careful. If you do it for too long you will burn out your best employee. If your overtime consistently runs at 15 – 20% of your payroll, you are probably ready for a new team member.

Evaluate your pricing.

If you can only handle 10 clients and you already have nine, it is time to raise your price. You may make fewer sales, but each one will be more profitable. Then it will be easier to afford the increased staffing that lets you grow to the next level.



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.

The key is paying attention to your business, studying trends, and making smart investment choices when the time is right.

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Atlanta – Celebrating a century of excellence, innovation, and ingenuity, Rheem®, a leader in the water heating and HVAC/R industry, with manufacturing facilities in 88 countries, showcased the culmination of 100 years of engineering at the 2025 AHR Expo. Rheem’s family of 50 global brands — including Rheem Heating & Cooling, Rheem Water Heating, Eemax®, Friedrich®, HTPG®, IBC™, Nordyne®, and Raypak® — present a range of dependable, cutting-edge, and environmentally friendly product options designed for commercial and residential use.

Rheem CEO Chris Peel, joined by the company’s customers, partners, and employees, kicked off this major milestone event. As hundreds of attendees rallied together to toast to 100 years, Peel unveiled Rheem’s newly launched brand evolution, “Engineered for Life.” Synonymous with remarkable, reliable, and resilient products designed for everyday life, the branding update reflects Rheem’s 100-year legacy. With more than 500 active patents, in addition to revolutionary products, Rheem is known for a century of strong, meaningful collaboration with customers and partners.

At Rheem’s booth, 2343, show attendees joined in the festive atmosphere, while enjoying giveaways and discovering a range of product solutions ideal for many applications. Rheem will also hosted a number of on-trend discussions within the booth from commercial advancements and engineering for new regulations to the latest on heat pumps and decarbonization.

Moreover, visitors to the booth learned about Rheem’s sustainability achievements, including attaining zero-waste-to-landfill status and training more than 600,000 plumbers, contractors, and key influencers on sustainable products and practices.

Additionally, at AHR Expo, Rheem representatives were featured in two educational panel sessions:

“The Wide World of HVAC/R: New Motivations, EPA Regulations and Mapping the Path Forward” on Tuesday, Feb. 11 at 2:30 p.m.: Rheem’s Vice President of Government Affairs Karen Meyers will delve into future predictions of HVAC/R.

“Understanding Business Opportunities Based on Your Region” on Wednesday, Feb. 12 at 10 a.m.: Rheem’s Vice President of Residential Business Development, U.S. Air Conditioning, Randy Roberts will share perspectives on the push surrounding multi-trade contracting for businesses in North America.

Products on display include:

Rheem Heating & Cooling:

Residential:

Rheem® Endeavor® Line Prestige® Series Universal Heat Pump (RD18AY): The Rheem® Endeavor® Line of Heat Pumps offers a versatile, high-efficiency solution for any home, delivering reliable comfort season after season. The RD18AY heat pump, launching in March, and ranging in size from two to five tons, is the latest unit in the lineup of Endeavor heat pumps

designed with advanced technology and built for durability. With higher SEER2, EER2, and HSPF2 ratings, contractors can offer customers energy-efficient systems that provide consistent savings month after month. With cooling efficiencies up to 19 SEER2 and 13 EER2, and heating efficiencies up to 10 HSPF2, the RD18AY units are built to perform in a range of conditions, giving contractors the flexibility to meet homeowners’ needs while maintaining high standards of energy efficiency and comfort. Rheem’s heat pumps also help homeowners save on energy bills while ensuring long-term performance.

Rheem® Endeavor® Prestige® Series Gas Furnace (R98MV): The EcoNet® enabled Rheem® Endeavor® Line Prestige® Series R98MV Gas Furnace is designed to offer top-tier efficiency and performance. With a 98% AFUE rating and ENERGY STAR® certification, it provides one of the highest efficiency levels available, translating into lower utility bills and consistent home comfort. The R98MV is built to convert gas to heat with near-perfect efficiency, making it an ideal choice for customers looking to reduce energy costs without sacrificing comfort. As an ENERGY STAR® certified product, the unit delivers reliable comfort and helps reduce carbon emissions and other greenhouse gases—enhancing the home’s efficiency. The R98MV is an excellent choice for contractors looking to provide high-performance, energy-efficient heating solutions.

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Rheem® Classic® Plus iR Packaged Gas Electric (RGEAYC): The Rheem® Classic® Plus iR Packaged Gas Electric RGEAYC unit combines efficiency, durability, and advanced technology for superior year-round comfort. The ENERGY STAR® certified unit boasts a 15.2 SEER2, 11.5 EER2 and 81% AFUE with two-stage heating and cooling on all tonnages. Featuring a two-stage scroll compressor for quiet operation and maximum energy savings, the unit's Constant CFM Motor with variable-speed technology, ensures precise humidity control, quieter operation and consistent performance. Additionally, a direct spark ignition with remote flame sensing provides years of worry-free operation. Built-in EcoNet® and Bluetooth® technology, accessible via the Rheem EcoNet Apps, allow homeowners to control their comfort within or away from the home while contractors can easily utilize Rheem's Contractor App technology for troubleshooting or repairs.

Commercial:

Rheem® Renaissance™ Packaged Units: Designed with direct field input with features that make install, maintenance, and service easier, the entire Renaissance™ Commercial HVAC Line boast industry-common footprints and connections, eliminating the need for curb adapters in most replacement scenarios, resulting in labor and materials cost

savings for building owners. The PlusOne® ServiceSmart™ package facilitates faster and easier access throughout, featuring Qwik-slide components and easy-access, reducing service and maintenance times by up to 100 minutes compared to other brands. Rheem Renaissance packaged units are offered in Gas/Electric, A/C and heat pump styles in a variety of capacities from 3 to 25 tons. The Renaissance 15-25 ton, on the floor at AHR, delivers up to 14.2 IEER / 11 EER. Packed with innovative features like Rheem's patented VelociFin® gas heat exchanger and patented, industry-first SmartShield™ indoor and outdoor interlaced microchannel coil design, Renaissance is a reliable and easy choice for a variety of commercial applications.

Friedrich:**Residential:**

Friedrich® Floating Air™ Ductless Mini-Split: Introducing the all-new Friedrich® Floating Air™ ductless mini-split series. The streamlined product lineup features 40 SKUs across three distinct lines—Pro X, Pro, and Select—optimizing inventory management and installation flexibility. FastPro® technology in all wall-mounted units simplifies maintenance, reducing labor time significantly. Built-in Wi-Fi enhances control with the ComfortPro mobile app, available for wall-mounted and ceiling cassette models. The Pro X Series offers

the ultimate in flexibility and performance in extreme temperatures, available for both single and multi-zone configurations, with a wide range of indoor options—wall-mounted, ceiling cassettes, concealed ducted, and ducted air handlers—from 9K to 42K BTU. The Pro Series focuses on high efficiency, delivering a SEER2 of 25.0 and an HSPF2 of 11.0 in single-zone wall-mounted units ranging from 9K to 24K BTU. All Pro X and Pro models are ENERGY STAR® and ENERGY STAR® cold climate certified. The Select Series provides reliable, cost-effective solutions in single-zone wall-mounted from 9K to 36K BTU with ENERGY STAR® certified models available.

Friedrich® Breeze™ Universal Heat Pumps: The Friedrich® Breeze™ Universal Heat Pump is the ultimate solution for upgrading to efficient inverter heat pump technology. Designed for versatility, it seamlessly integrates with nearly any existing HVAC system or pairs with the Friedrich Breeze Air Handler for precise, year-round comfort. Additionally, inverter technology delivers efficiencies of up to 20.0 SEER2 and 9.5 HSPF2 for lower energy bills. Breeze simplifies installation with the ability to accommodate long lineset runs up to 246 feet and height differentials of up to 98 feet, all within a compact footprint that's 40% smaller than traditional top-discharge outdoor units. The unit saves on outdoor space without sacrificing performance.

Maytag®:

Maytag® M1200 Series High-Efficiency Heat Pump: The Maytag® M1200 Series High-Efficiency Heat Pumps deliver reliable, year-round comfort with energy efficiency and quiet operation. Engineered with durable stainless steel, these systems are built to withstand extreme weather while protecting the coil for long-lasting performance. Available in 1.5- to 5-ton capacities with single- and two-stage options and a SEER2 rating of 14.3 - 15.2, the M1200 Series is versatile and can meet various comfort needs. Designed for easy installation and servicing, the units feature removable side panels and convenient access to the compressor and controls, saving time on the job. Backed by Maytag's best-in-class 12-year limited parts warranty and dependability promise, with registration, the M1200 Series is a reliable choice for contractors looking to provide customers with superior performance and peace of mind.

Rheem's family of brands is proud to return to the AHR Expo to continue strengthening its relationships with customers, suppliers and contracting partners while commemorating 100 years within the industry.

For more information on Rheem products, visit www.rheem.com and to learn more about Rheem's centennial celebration, visit www.rheem.com/100.



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The Ruud® Pro Partner™ Program recognizes and rewards HVAC contractors like you for your superior dedication to the sale, installation and servicing of Ruud products. Built on contractor feedback and a philosophy of mutual success, this program seeks to provide the best contractor loyalty experience in the industry driven by product innovation, program advancements and the partnership approach.

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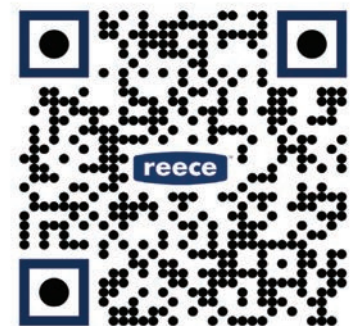
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It's On My Heart: Another AMP Regional Event

I just wrapped up another AMP (Amplified) training, this time at the Rinnai headquarters in Griffin, GA, just south of Atlanta. We kicked things off with an excellent dinner at Hilary Bistro, a charming spot in downtown Senoia, about 30 miles from Rinnai. The meal was fantastic—starting with fried deviled eggs. Yes, deep-fried! They were amazing. But as much as I could go on about those eggs, this article isn't about them—it's about the training and Rinnai.

Day 1: Leadership & DISC Training

Chris Michel led an outstanding session on leadership, communication, and DISC personality profiles. For those unfamiliar, DISC helps individuals understand how their coworkers process information, communicate, and respond to feedback.

We had 11 attendees from

8 different companies, ranging from a one-person operation to a business generating over \$6 million in revenue—a diverse group, yet the concepts applied to all. Chris started by asking each participant why they were there and what they hoped to gain. He closed the session by revisiting those questions, ensuring that everyone left with the insights they came for.

Day 2: Touring Rinnai's Factory

On the second day, we toured the Rinnai factory, where they manufacture their tankless water heaters. What's truly impressive is that this factory was assembled in Japan and then shipped over. Even more impressive? Every single unit is tested for both gas and water integrity.

The company culture at Rinnai is also worth noting. Their break area includes workout rooms, snack machines (with a weekly

allowance for employees), an on-site doctor and nurse, and more. We even saw a sign for an upcoming "mandatory cultural alignment" training—a testament to how seriously they take their work environment.

What AMP Training Is (and Isn't)

To clarify, AMP training doesn't replace the sessions we host at our Dallas headquarters—where we'll conduct over 100 sessions this year. Instead, AMP events bring training into the field, allowing businesses to send their teams for education without the time and expense of travel.

The first round of AMP meetings has focused on leadership, but later this year, we'll shift gears to topics like implementation—because we believe school is never out for the professional.

Still, I often hear, "I had no idea you were coming to

my area!" Remember, we post all dates and details on our events page. Check regularly to stay updated!

AHR Expo: A Small Industry, A Big Reunion

On another note, I recently worked the Service Nation booth at AHR, an incredible event with over 50,000 attendees and 1,800 exhibitors at the Orlando Convention Center. The show focuses on HVAC and plumbing—both residential and commercial.

One thing that struck me? How small this industry really is.

Walking the floor with Michael Rudowitz and Chris Michel, we couldn't go 100 feet without running into someone from our past—colleagues from jobs 20+ years ago. At one point, a guy from a training I held in Canada 15 years ago recognized me while I passed a commercial



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!



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The Lesson? Never Burn Bridges

If you ever leave a job, do it on good terms—because you'll likely cross paths with former

coworkers again. This industry is built on relationships, and your reputation follows you.

Thanks for being part of the journey. Talk soon!


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Product News

Solving HVAC Drain Line Backups with iFLO Pro: Your Ultimate Solution to Zooglea

In the HVAC industry, one persistent issue has plagued contractors, OEMs, and homeowners alike: drain line backups caused by Zooglea. This hidden enemy has been a longstanding challenge, leading to costly call-backs and frustrating customer experiences. Enter iFLO Pro, the groundbreaking solution poised to revolutionize HVAC maintenance and installation. iFLO Pro was originally developed to solve Zooglea in South Florida, the worst conditions of Zooglea exist.

Understanding Zooglea: The Silent Saboteur

Zooglea is a bacterial biofilm that forms within HVAC drain lines, creating a sticky, gelatinous mass that clogs the system. This formation is often invisible until it's too late, leading to water damage, system inefficiencies, and ultimately, complete drain line blockages. Homeowners frequently misattribute these issues to the OEM or the contractor, unaware that Zooglea is the true culprit.

The iFLO Pro Advantage

iFLO Pro is designed to address this pervasive problem head-on. By integrating this smart, connected device into every new installation, contractors can prevent drain line backups before they start. Here's how iFLO Pro benefits all stakeholders involved:

1. For Contractors: iFLO Pro reduces costly call-backs by proactively managing and monitoring drain line conditions. This leads to increased efficiency and profitability, as less time and resources are spent on emergency fixes. The

device's advanced float switch monitoring can send critical alerts to contractors within minutes of a float switch tripping, allowing for rapid response and resolution.

2. For Homeowners: With iFLO Pro, homeowners experience fewer disruptions and enjoy a more reliable HVAC system. The innovative design ensures that the system runs smoothly, preventing water damage and maintaining indoor air quality. Homeowners can also monitor their system through a user-friendly app, providing peace of mind and increased control.

3. For OEMs: iFLO Pro's effectiveness in preventing drain line issues means fewer warranty claims and higher customer satisfaction. This enhances the OEM's reputation for reliability and quality, fostering trust and loyalty among consumers.

Innovation at Its Best: Smart and Connected

What sets iFLO Pro apart is its smart technology. The device is not only a physical solution but also a digital ally. Connected through an app, it allows for real-time monitoring and alerts, ensuring that any potential issues are addressed promptly. This level of connectivity and innovation is unprecedented in the HVAC industry, setting a new standard for preventive maintenance.

Become an iFLO Pro Certified Installer:

Visit us at www.iflopro.com
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RectorSeal Adds Safe-T-Switch® SSL (Elbow)—Designed for Space Restricted Installations



Houston, TX—RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, adds Safe-T-Switch® SSL (Elbow) to its condensate management portfolio. Safe-T-Switch SSL is designed and engineered for installations where space is restricted. Like the proven and trusted line of Safe-T-Switch products, the SSL switch will shut off the HVAC system when water is detected.

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With a unique 90° elbow, Safe-T-Switch SSL allows easy installation in tight spaces like closets and other space-restricted HVAC installations. A magnetic reed switch enables the SSL switch to be installed on a slope up to 20 degrees on the HVAC drain pan's primary or auxiliary outlet. In addition, the unit comes equipped with an adjustable ratcheting float level and a code-compliant inline cleanout. The SSL switch includes a cleanout tool, threaded adapter, and plug to ensure easy installation.

“The SSL is a natural extension to our Safe-T-Switch product line,” said Allen Chiang, Product Marketing Manager at RectorSeal. “We continuously look for improvements and products that solve installation issues while delivering outstanding performance. The SSL switch solves a major headache of HVAC technicians when installation space is tight.”

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.



Hunton Distribution Hosts “Tackle the Bull” - 2025 Dealer Meeting at The Woodlands Waterway Marriott Convention Center



The Woodlands, Texas – Hunton Distribution, along with its regional and national Trane and Mitsubishi partners, hosted its 2025 Dealer Meeting at the Woodland Waterway Marriott Convention Center on February 13, 2025, bringing together top industry professionals and customers for an evening of networking, insight, and inspiration.

Hunton’s valued customers had the opportunity to engage with over 40 of our trusted vendor partners. It was the largest turnout Hunton Distribution has had – 456 attendees! The event was a fantastic showcase of innovative products and solutions, allowing attendees to explore the latest offerings, network with industry experts, and discover new opportunities for collaboration. It was a great success, fostering strong relationships and providing valuable insights into the future of the distribution industry. Once attendees finished visiting with vendors, Charlie Hunton, president of Hunton Distribution, welcomed and thanked guests for their continued loyalty and success through 2024. He illustrated what it means to “Tackle

the Bull” – noting all dealers face exterior obstacles that are out of our control and how we must deal with these difficulties head-on. One of the major highlights of the event was an inspiring keynote address by legendary football and hall of fame coach, Jimmy Johnson, who shared his experiences and leadership principles with attendees.

Other Event Highlights: state of the industry, marketing and operations updates, Trane and Mitsubishi presentations from Rich Vincent, Trane’s Regional Manager of Independent Distribution, and Erik Gray, Mitsubishi’s Regional Sales Manager; vendor product show and meet and greet, “Top Gun” winners and incentive trips announced, and the grand finale—signed mini Hunton Distribution helmets and pictures with Jimmy Johnson.

Trane was awarded the esteemed “Most Trusted Award” once again in 2024 for the 11th time.

To learn more about Hunton Distribution and its locations, please visit www.huntondistribution.com.

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Transtar Customer Appreciation Crawfish Boil

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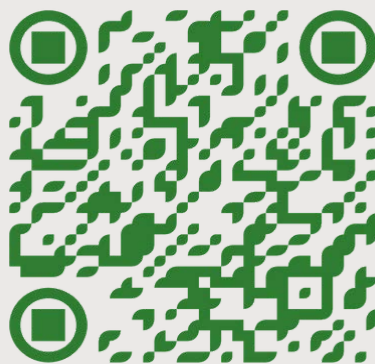


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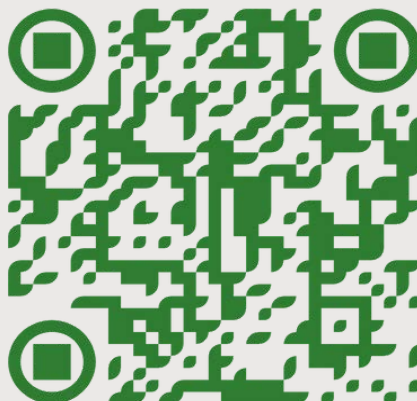


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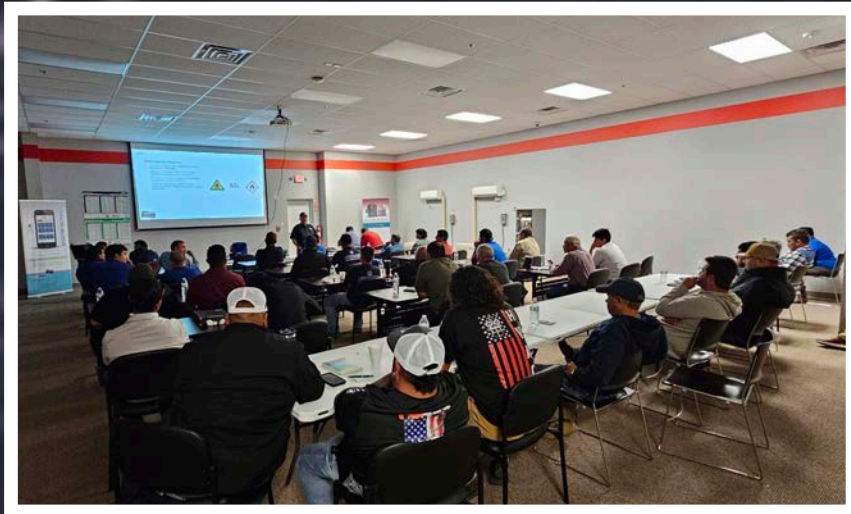


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Helix Earth Adds Former Carrier Corporation, Trane Technologies Executives David Hamlin and Greg Powers to Leadership Team

Houston, Tx – Helix Earth Technologies, Inc., (Helix Earth), a Houston-based hardware company at the forefront of clean tech solutions for ventilation and air conditioning in the built environment, recently added two industry veterans to its leadership team. David Hamlin has been appointed Vice President of Engineering to lead product development and engineering strategies while Greg Powers has joined the company's Advisory Board.

As Vice President of Engineering, Hamlin will oversee the development of market-ready products, validate emerging opportunities, and align engineering strategies with the company's vision. As a former engineering leader at Trane

Technologies, he brings more than 20 years of engineering and manufacturing experience to Helix Earth. Most recently, Hamlin served as Director of Engineering in Trane's Residential business, leading development of packaged HVAC systems, indoor air quality and sourced products. His diverse background also includes a distinguished 20-year, active and reserve military career as a U.S. Navy Surface Warfare Officer.

Hamlin holds a bachelor's degree in mechanical engineering from the University of Colorado at Boulder, a master's degree in mechanical engineering from The University of Texas at San Antonio, and an MBA from The University of Texas at Austin. He is an active member of The American Society of Heating, Refrigerating

and Air-Conditioning Engineers (Houston Chapter).

Powers, a seasoned executive with decades of leadership in HVAC, clean energy and industrial innovation, previously served as Vice President of Engineering at Carrier HVAC, where he was responsible for product development and engineering across a \$15 billion portfolio in HVAC and commercial refrigeration. In addition to his HVAC experience, Powers has held executive roles at Halliburton, BayoTech Hydrogen and GE, where he led technology development, commercialization, and investment in clean energy solutions. His deep understanding of energy efficiency, product innovation, and market scalability will support Helix Earth in driving

the adoption of next-generation climate solutions. Powers earned bachelor's and master's degrees as well as a PhD in chemical engineering from the University of Pennsylvania.

"The addition of David and Greg marks an exciting milestone for Helix Earth," said Rawand Rasheed, CEO of Helix Earth. "Greg's depth of experience in HVAC and clean energy innovation will help guide our strategic growth, while David's engineering and product development expertise will drive operational excellence and take our technology from concept to commercialization. Their extensive Trane and Carrier experience will play a pivotal role in placing Helix Earth in a unique position to bring transformative

change to the HVAC world with our space-age patented hardware."

About Helix Earth

Helix Earth Technologies, Inc. (Helix Earth) is a Houston-based clean tech company developing innovative hardware solutions for commercial air conditioning, humidity control, and carbon capture. Spun out of Rice University and incubated at Greentown Labs since 2022, Helix Earth's NASA co-developed technology enhances energy efficiency, reducing commercial AC energy use by up to 50%. Currently in pilot phase, its breakthrough approach has gained industry recognition for transforming liquid-gas chemical processes. To learn more, visit www.helixearth.com.

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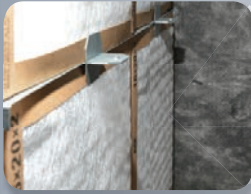
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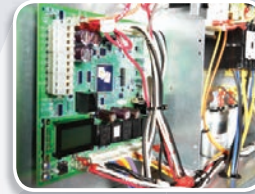
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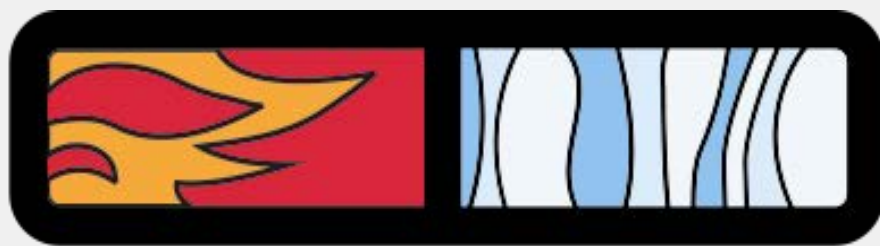
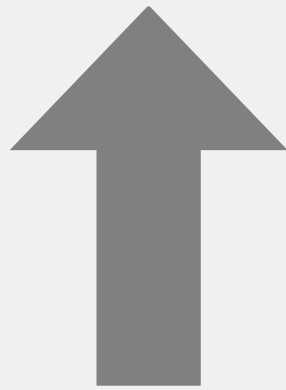


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Construction Employment Increases In 34 States And D.C. From January 2024 To January 2025

Texas and Idaho Have Highest Number and Percent of 12-Month Gains, While California and Massachusetts Lag; Utah and Idaho Top Lists of Monthly Gains; Florida and Arkansas Have Worst Losses from December to January

Construction employment increased in 34 states and the District of Columbia in January from a year earlier, while 23 states added construction jobs between December and January, according to a new analysis of federal employment data released by the Associated General Contractors of America today. Association officials noted that fewer states added jobs in January compared to prior months amid rising uncertainty about project funding and worries about proposed tariffs on construction costs.

“While two-thirds of the states added construction jobs over the past year, gains were much less widespread recently,” said Ken Simonson, the association’s chief economist. “Some of the job losses in January may be due to bad weather, but many owners have paused projects in the face of rising uncertainty about funding and tariffs.”

Between January 2024 and January 2025, 34 states and D.C. added construction jobs, 15 states shed jobs, and employment was unchanged in Maine. Texas added the most construction employees (19,800 jobs or 2.4 percent), followed by Florida (10,700 jobs, 1.7 percent), Ohio (8,400 jobs, 3.5 percent), South Carolina (8,100 jobs, 7.0 percent), and Idaho (7,700 jobs, 11.1 percent). Idaho had the largest percentage gain over 12 months, followed by Kansas (8.5 percent, 5,700 jobs), South Carolina, and Mississippi (6.7 percent, 3,300 jobs).



California lost the most construction jobs from January 2024 to January 2025 (-27,600 jobs, -3.0 percent), followed by New York (-11,700 jobs, -3.0 percent), Arizona (-7,700 jobs, -3.4 percent), Massachusetts (-6,700 jobs, -3.9 percent), and Maryland (-6,000 jobs, -3.6 percent). The largest percentage loss was in Massachusetts, followed by Maryland, Arizona, West Virginia (-3.2 percent, -1,100 jobs), and Iowa (-3.2 percent, -2,700 jobs).

For the month, industry employment increased in 23 states, declined in 20 states, and was unchanged in six states and D.C. Utah added the most construction jobs (3,300 jobs or 2.4 percent), followed by Idaho (3,000 jobs, 4.0 percent), South Carolina (1,800 jobs, 1.5 percent), Mississippi (1,800, 3.6

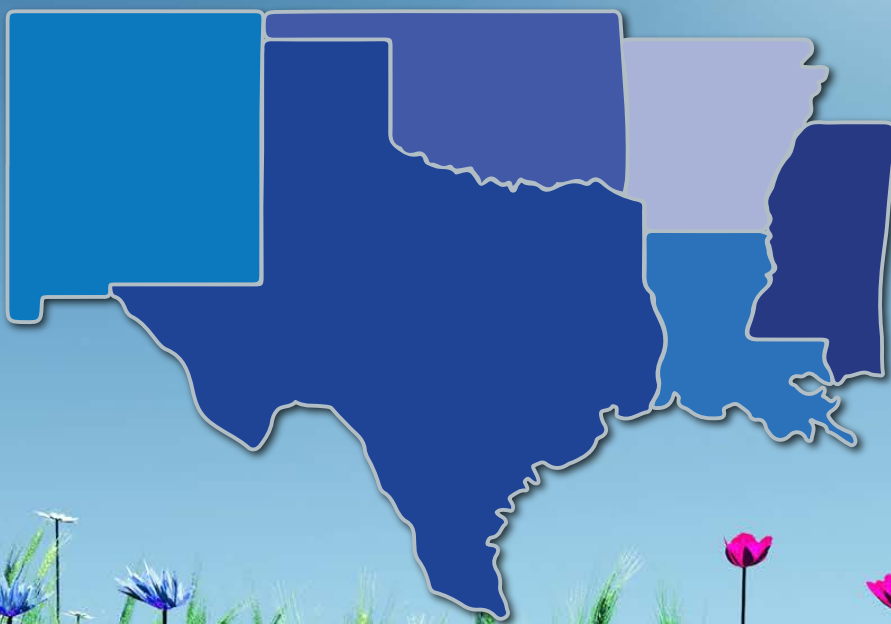
percent), and Oklahoma (1,500 jobs, 1.7 percent). The largest percentage gain occurred in Idaho, followed by Mississippi, Utah, Oklahoma, and South Carolina.

Florida lost the most construction jobs from December to January (-5,100 jobs or -0.8 percent), followed by Virginia (-2,900 jobs, -1.3 percent), Colorado (-2,400 jobs, -1.3 percent), and New York (-2,400 jobs, -0.6 percent). Arkansas lost the highest percentage of jobs for the month (-1.6 percent, -1,100 jobs), followed by losses of 1.3 percent in Virginia, Colorado, Rhode Island (-300 jobs), and Connecticut (-800 jobs).

Association officials urged the Trump administration to quickly resolve the underlying disputes prompting many of the proposed and put-in-place tariffs on products, or to exclude construction materials from those tariffs. They noted that the mere threat of tariffs is leading to rising materials prices, making some prior-planned development and infrastructure projects less viable.

“The more expensive construction becomes, the less likely manufacturers will be able to afford to build the domestic factories the administration is trying to stimulate,” said Jeffrey Shoaf, the association’s chief executive officer. “Exempting construction materials from additional tariffs will make it easier for manufacturers to boost domestic production by making it easier to build factories.”

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Shearer Supply Opens New 85,000 Sq.Ft. Distribution Center in Carrollton to Support DFW Contractors

Shearer Supply, one of the nation's top HVAC distributors, has announced the opening of its new 85,000-square-foot Distribution Center (DC) in Carrollton, Texas, aimed at enhancing service and product availability for contractors throughout the Dallas Fort Worth Metroplex.

The new facility, located at 2055 Luna Rd, Ste 182 Carrollton, TX, is four times the size of any of its existing warehouses. Designed with growth and efficiency in mind, the Carrollton DC features 20-foot vertical pallet racking, allowing the company to support 35% more inventory. For local contractors, this expansion is expected to significantly improve product availability and increase accessibility to a wider and deeper inventory, reducing wait times on critical equipment and supplies.

To maintain consistent inventory levels across its regional branches, Shearer has added two semi-truck 18-wheelers dedicated to replenishing Shearer Supply Metroplex locations on a weekly rotation. In addition, two moffett trailers were added to manage direct-to-jobsite deliveries for large scale commercial projects, multifamily developments, and new construction, providing contractors with added convenience by unloading materials exactly where needed on-site.

"Shearer Supply's investment in our first distribution center highlights a continued commitment to provide best-in-class service and products to our customers. We are excited to take this next step in partnership with our community of HVAC professionals."
- Michelle Shearer – Rodriguez, Shearer Supply C.E.O.

Industry experts note that Shearer Supply's latest investment is not only a reflection of the company's ongoing commitment to supporting HVAC professionals with reliable inventory, advanced logistics, and enhanced service, but also a direct result of the company's rapid growth and dedication to reinvesting in ways that better serve its contractor partners. As demand across North Texas accelerates, Shearer continues to scale its operations to keep pace while ensuring its customers have the tools and resources needed to succeed.

Founded in 1983, Shearer Supply has grown from a single location operation in Dallas to a multi-state distributor serving nine states with residential and commercial HVAC equipment and is now led by second and third generation family leadership. Contractors working with Shearer benefit from an extensive portfolio of premium brands, comprehensive dealer programs, technical training, and a dedicated support team, part of Shearer Supply's "Best Product. Best People. Best Programs." value.

The new Carrollton DC is expected to be a key asset in maintaining that standard across the rapidly growing DFW market.

With demand for HVAC products and services at an all-time high in North Texas, Shearer Supply's expanded distribution capabilities aim to ensure local contractors have what they need when and where they need it.

For more information on Shearer Supply and its services, visit www.shearersupply.com.

Register Now to Attend the AHRI Policy Symposium in Washington, D.C.

The 2025 AHRI Policy Symposium will take place May 19-21 at the Marriott Marquis in Washington, D.C. With a new administration implementing significant changes to energy, environment, trade, and tariff policies in the U.S., this year's Policy Symposium agenda is specifically designed to help AHRI member companies understand their potential business impacts. The symposium will feature several general sessions that explore the perspectives of Congress, regulators, and advocates, with an in-depth look at tariff policy.

The Policy Symposium is a unique opportunity for members of all backgrounds and company sizes, with participation by our friends in the distributor and contractor communities, to discuss with Congress the positive impact of our industry and to communicate our industry's legislative and regulatory priorities. The registration fee is \$450 through April 29, after which fees increase to \$500. Contact Lauren Little at llittle@ahrinet.org.

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Winsupply Corpus Christi 2nd Anniversary

Winsupply Corpus Christi celebrated their 2nd anniversary at their location on Friday March 14th. The event had a vendor fair, door prizes and hamburgers for lunch. At their same location, they held a ribbon cutting for their new plumbing store.



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Whatever it Takes®, Bryant Celebrates 120th Anniversary with Year-Round Donations and Volunteer Support for Feeding America

Indianapolis, In — Bryant, a leading provider of high-quality heating, ventilation, and air conditioning solutions, is proud to announce the successful conclusion of its 120th anniversary celebration, having raised \$113,000 in support to food banks affiliated with Feeding America. Through a year-long campaign of charitable donations and volunteer hours, Bryant has made a significant contribution to the fight against hunger, helping communities across the nation. Bryant is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

Over the course of 2024, Bryant employees, distributors, and dealers collectively raised money for Feeding America. Bryant kicked off efforts with a \$50,000 donation; the rest was raised through individual contributors and 17 partners from seven states. These funds will be distributed to food banks across the



country, providing critical resources to individuals and families in need. The company's commitment to fighting food insecurity goes beyond financial support, with more than 600 volunteer hours dedicated to local food banks.

"We are incredibly proud of the impact we were able to make in our 120th year," said Nick Arch, Vice

President and General Manager, Residential HVAC Solutions, Bryant. "Exceeding our volunteering goal was a testament to the generosity and strength of the Bryant network. Our commitment to supporting Feeding America will continue to grow as we work together to ensure that no one goes hungry."


Throughout the year, Bryant's

employees, and affiliates packed food donations, supported mobile pantries, drive-thru pantries, and other food distribution efforts, and launched a social media campaign. These efforts were aimed at providing immediate assistance while also raising long-term awareness about the issue of food insecurity.


Bryant's support of Feeding America is part of the company's broader Corporate Social Responsibility (CSR) program, which focuses on making a positive difference in communities where Bryant operates. Through initiatives like these, Bryant strives to leave a lasting impact on both local and national levels, demonstrating its commitment to creating a better future for all.

Feeding America, the nation's largest hunger-relief organization, provides millions of meals each year to people facing food insecurity. By supporting Feeding America, Bryant has directly contributed to the organization's mission of providing food to individuals and families in need.

To learn more about Bryant's ongoing support of Feeding America and the renewed commitment to support in 2025, visit <https://www.bryant.com/en/us/about-bryant/community-involvement/>.



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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.

ASHRAE Announces Nominees for 2025-26 Slate of Officers and Directors

Atlanta—ASHRAE is pleased to announce its nominees for the 2025-26 slate of officers and directors.

Nominations for officers and directors were made by the ASHRAE Nominating Committee from a list recommended by individual members and from Chapters Regional Conferences.

The 2025-26 nominees are as follows:

• **President-Elect:**

- Sarah Maston, PE, BCxP, LEED AP

• **Treasurer:**

- Ashish Rakheja

• **Vice Presidents:**

- Trent Hunt

- Andres Sepulveda

• **Directors and Regional Chairs:**

- Heather Platt-Gulledge – Region IV
- Julia Timberman – Region V
- Maggie Moninski – Region VI
- Jason Alphonso – Region XII
- Ching Loon Ong – Region XIII
- Pankaj Dharkar – Region XV

• **Directors-at-Large:**

- Steve Kujak
- Daniel Nall
- Michael Pouchak

• **Alternate Director-at-Large:**

- Martin Dieryckx

ASHRAE members will vote on the nominees via electronic ballot in May. Bill McQuade, P.E., CDP, Fellow ASHRAE, LEED AP will serve as ASHRAE President for the 2025-26 Society Year.

For more information on the 2025-26 slate of officers and directors, visit ashrae.org/2025-2026slate.

About ASHRAE

ASHRAE is an international society of more than 50,000 heating, refrigerating and air-conditioning professionals from over 132 nations dedicated to serving humanity and promoting a sustainable world.

Founded in 1894, ASHRAE is an industry leader in research, standards writing, publishing, certification and continuing education, ASHRAE its members are dedicated to promoting a healthy and sustainable built environment for all, through strategic partnerships with organizations in the HVAC&R community and across related industries.

The Society is showcasing integrated building solutions and sustainability in action through the opening of the ASHRAE Global Headquarters building in metro-Atlanta, Georgia.

For more information and to stay up-to-date on ASHRAE, visit ashrae.org and connect on Instagram, LinkedIn, Facebook, X and YouTube.

Product News

Carrier Unveils Its First Environmental Product Declaration for Residential HVAC Systems in North America

Indianapolis, In — Carrier is pleased to announce the launch of its first Environmental Product Declaration (EPD) for residential HVAC solutions in North America. This milestone reinforces the company's ongoing commitment to sustainability and transparency in the environmental performance of its products. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

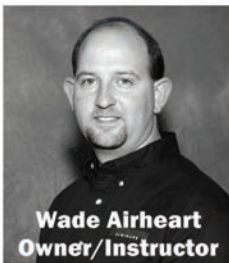
The EPD, based on rigorous life cycle assessment (LCA) methodology, provides a comprehensive overview of the environmental impacts associated with the production, use, and disposal of Carrier's Comfort™ Fan Coil and Performance™ Variable-Speed Compact Heat Pump. This independent declaration includes key metrics such as carbon dioxide performance, energy consumption, and natural resource usage, all of which are vital factors influencing the overall environmental footprint of the residential HVAC industry.

"Publishing our first residential EPD in North America represents a significant step forward in our commitment to sustainability and environmental responsibility," said Hakan Yilmaz, SVP, Chief Technology & Sustainability Officer, Carrier. "Transparency is key to empowering homeowners, contractors, and building professionals to make informed choices about the products they install. This EPD not only reflects our dedication to sustainable practices, but it also provides clear, credible data to support green building initiatives."

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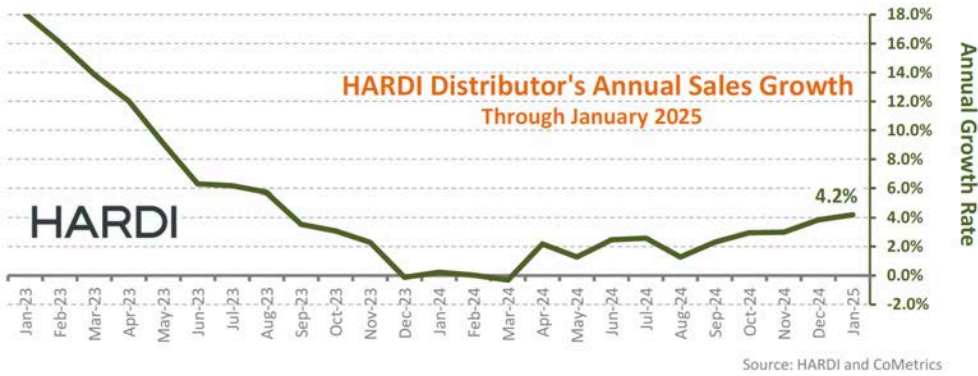
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HARDI

HARDI Distributors Report 3.45% Revenue Increase in January

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 3.45% during January 2025.

The annual sales growth for the 12 months through January 2025 is an increase of 4.2%.



“More heating degree days year-to-year helped produce sales growth in all seven of our regions during January,” said Loftus. “The sales to inventory ratio was improving across all the regions during 2024 until pre-buy activity during the fourth quarter. The improvement resumed in several of the regions during January.”

The monthly sales survey also calculates distributor’s Days Sales Outstanding, a measure of how quickly customers pay their bills. “The DSO has been turning a bit faster recently and that continued in January,” said Loftus. “The DSO for January has been near 43 days the past few years but was less than 38 days this year.”

“The Fed was trying to slow the economy for 30 months until the rate cut in September. The unemployment rate has been close to 4.1% since June, and the three-month average monthly job growth has improved since that first rate cut,” said Loftus. “We are very pleased to see the 10-year bond yield following the fed funds rate lower. The mortgage rate typically follows the 10-year yield, so this could have a positive impact on existing home sales, and replacement demand, for HARDI members this summer.”

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.

CALENDAR OF EVENTS

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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

April 9, 2025 11:30 pm -1:00pm

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Tulsa Lunch Meeting

No Schedule

OUBCC Mtgs

April 15, 2025 1:30 pm - 2:30 pm

Heat Pump Mtg

April 24, 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
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PERC Research Program Shows That Propane Can Reduce a Home's CO2 Output by 35%

Findings from the 2024 Propane Construction Research Program show that building healthy homes starts with incorporating sustainable propane-powered appliances

Richmond, Va. – The Propane Education & Research Council (PERC) has released the results from its 2024 Propane Construction Research Program (PCRP). With nearly 2,000 projects completed across 23 states — including first-time participation from South Carolina, North Carolina, Minnesota, and Arkansas — the program continues to demonstrate propane's contributions to creating healthier homes.

This national research program is designed to collect data from participating builders to better understand how propane is used in residential construction. As part of the program, builders complete a survey with project details about the homes they build or remodel using propane, covering topics such as consumer perception and overall challenges, and receive compensation upon completion for meeting the qualifying requirements.

Data from the 2024 program shows that builders using propane-powered systems collectively reduced an average household reduction in carbon dioxide of 35 percent. The program also found that choosing sustainability doesn't necessarily mean higher costs, as 68 percent of builders reported that propane-powered homes cost the same or less to build than all-electric alternatives.

"Builders across the country are proving that propane can produce high-performance and energy-efficient homes while maintaining affordability," said Bryan Cordill, director of residential business development at PERC. "Year after year, this program shows propane's ability to reduce emissions and how it will continue to support the growing consumer demand for sustainable housing."

To date, the program has collected data from more than 5,300 homes across the country, helping to cut 40,411,0a00 pounds of carbon output—which is equivalent to the greenhouse gas emissions from 4,276 gasoline-powered vehicles driven for an entire year or the CO2 emissions from the energy needed to power 2,462 homes for a year. In addition to its impact on emissions and cost savings, the program is also changing the mindset of builders who previously favored all-electric.

"The PERC builder program has allowed us to work with builders on projects where they initially were convinced that going all-electric was the best option," said Bill Moore, sales manager at Conger LP Gas. "With the tools on the PERC website in conjunction with the PCRP benefits, builders in our area realize the value-added proposition that propane brings to the project."

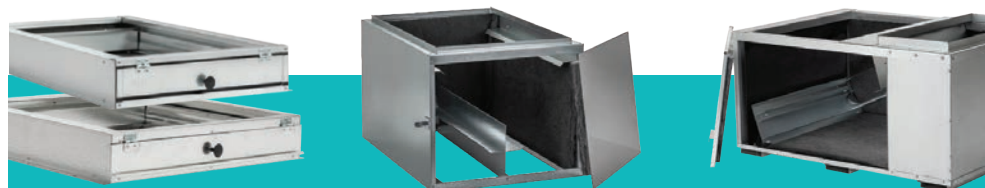
Applications for the 2025 Propane Construction Research Program are now open. To qualify, licensed U.S. builders or remodelers must be at least 18 years old and install at least two propane appliances in the home in 2025. One of these appliances must be a boiler or furnace, hydronic air handler, combi boiler, tankless or storage tank water heater, or a hybrid heat pump with propane gas emergency heat. New construction homes can receive up to \$1000 in compensation, while remodel projects that replace a heating oil- or electric-powered appliance with a propane appliance are eligible for an additional \$500 bonus.

To apply or learn more about the Propane Construction Research Program, visit propane.com/pcrp.



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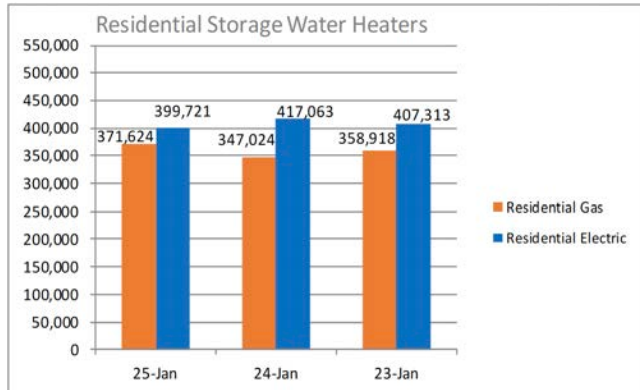


www.ductsaddles.com

AHRI Releases January 2025 U.S. Heating and Cooling Equipment Shipment Data

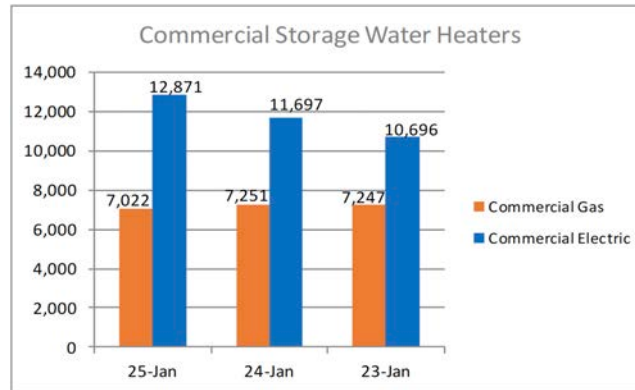
Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for January 2025 changed +7.1 percent, to 371,624 units, compared to 347,024 units shipped in January 2024. Residential electric storage water heater shipments changed -4.2 percent in January 2025 to 399,721 units, compared to 417,063 units shipped in January 2024.



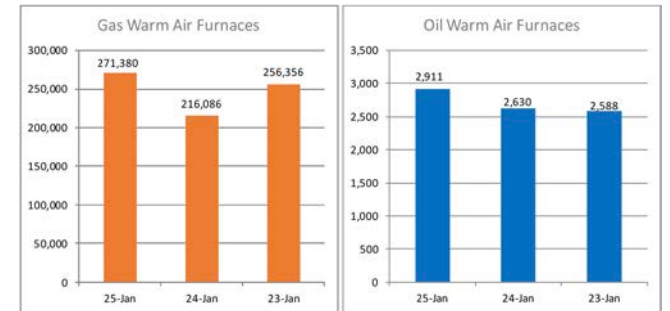
Commercial Storage Water Heaters

Commercial gas storage water heater shipments changed -3.2 percent in January 2025, to 7,022 units, compared to 7,251 units shipped in January 2024. Commercial electric storage water heater shipments changed +10.0 percent in January 2025, to 12,871, compared to 11,697 units shipped in January 2024.



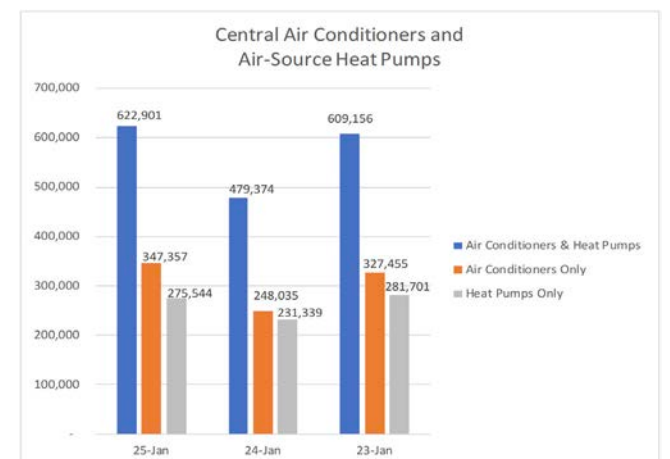
Warm Air Furnaces

U.S. shipments of gas warm air furnaces for January 2025 changed +25.6 percent, to 271,380 units, compared to 216,086 units shipped in January 2024. Oil warm air furnace shipments changed +10.7 percent, to 2,911 units in January 2025, compared to 2,630 units shipped in January 2024.



Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 622,901 units in January 2025, changed +29.9 percent compared to 479,374 units shipped in January 2024. U.S. shipments of air conditioners changed +40.0 percent, to 347,357 units, compared to 248,035 units shipped in January 2024. U.S. shipments of air-source heat pumps changed +19.1 percent, to 275,544 units, compared to 231,339 shipped in January 2024.



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

Size Description (000) BTUH	Month			YTD			
	2025 Total	% Change from 2024	2023 Total	Size Description (000) BTUH	2025 Total	% Change from 2024	2023 Total
Under 16.5	23,822	+3.7	23,148	Under 16.5	23,822	+3.7	23,148
16.5-21.9	69,658	+14.8	74,407	16.5-21.9	69,658	+14.8	74,407
22-26.9	138,661	+41.6	125,612	22-26.9	138,661	+41.6	125,612
27-32.9	94,984	+31.7	89,091	27-32.9	94,984	+31.7	89,091
33-38.9	122,415	+38.9	120,239	33-38.9	122,415	+38.9	120,239
39-43.9	46,566	+52.4	38,237	39-43.9	46,566	+52.4	38,237
44-53.9	57,803	+28.9	64,369	44-53.9	57,803	+28.9	64,369
54-64.9	52,031	+29.4	55,922	54-64.9	52,031	+29.4	55,922
65-96.9	6,333	-15.3	6,881	65-96.9	6,333	-15.3	6,881
97-134.9	4,390	-28.4	4,641	97-134.9	4,390	-28.4	4,641
135-184.9	2,943	-26.8	3,472	135-184.9	2,943	-26.8	3,472
185-249.9	1,364	-17.6	1,200	185-249.9	1,364	-17.6	1,200
250-319.9	1,039	-25.0	968	250-319.9	1,039	-25.0	968
320-379.9	206	-35.2	239	320-379.9	206	-35.2	239
380-539.9	212	-32.1	275	380-539.9	212	-32.1	275
540-639.9	218	-9.5	183	540-639.9	218	-9.5	183
640-799.9	63	-45.7	78	640-799.9	63	-45.7	78
800.0-899.9	40	-41.2	40	800.0-899.9	40	-41.2	40
900.0-999.9	57	+5.6	51	900.0-999.9	57	+5.6	51
1,000.0-1,199.9	22	-53.2	25	1,000.0-1,199.9	22	-53.2	25
1,200.0 & Over	74	0.0	78	1,200.0 & Over	74	0.0	78
TOTAL	622,901	+29.9	609,156	TOTAL	622,901	+29.9	609,156

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.

CARRIER con't

The EPD follows established international standards, including ISO 14025, lending to the credibility and consistency of the environmental data. This initiative aligns with Carrier's broader strategy to invest \$4 billion in the innovation and development of intelligent climate and energy solutions that reduce environmental impacts and help customers avoid more than 1 gigaton of greenhouse gas emissions by 2030.

Recently, Carrier was honored as a Green Builder Media 2024 Eco-Leader for its sustainability transparency, including its publication of 48 EPDs for HVAC products globally.

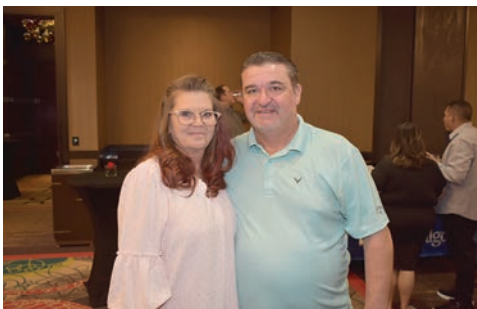
With the publication of this EPD, Carrier is helping to meet growing consumer demand for more environmentally conscious products in the HVAC market. By providing detailed environmental impact information, the company is empowering its customers to make choices that align with their sustainability goals.

The EPD for Carrier's residential HVAC products is now available for download here. Learn more about Carrier by visiting carrier.com or following @Carrier on X.



FISSCO SUPPLY Dealer Meeting

FISSCO SUPPLY HVAC held their Dealer Meeting at the Golden Nugget in Lake Charles on Thursday March 6th. The all-day event had product overviews, dealer programs, technical training and q and a session. The event ended with dinner and a vendor trade show.





Clifford H. "Ted" Rees Jr. Scholarship Foundation Awards \$176,000 in Educational Assistance to Aspiring HVACR Technicians

Arlington, Va. – The Clifford H. "Ted" Rees, Jr. Scholarship Foundation, a 501(c)(3) charitable foundation of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), today announced scholarship awards totaling \$176,000 to 90 students, including two military veterans and 10 SkillsUSA awardees, studying to become technicians in the HVACR and water heating industry.

"The Foundation is pleased to award scholarships to these qualified and dedicated students," said AHRI President and CEO Stephen Yurek. "The HVACR industry offers good-paying, stable jobs that cannot be outsourced. There isn't a better time for these aspiring technicians to join us."

HVACR and Water Heating Technician Program Recipients:

- Adam Gonzalez, Bakersfield College, Bakersfield, CA
- Alex Bernard, Electrical and HVAC/R Training Center, Copiague, NY
- Alex Rossi, Pennsylvania College of Technology, Williamsport, PA
- **Andrea Saavedra, South Plains College, Levelland, TX**
- Anthony Forrest, Tennessee College of Applied Technology, Murfreesboro, TN
- Antonio Carmona, John A Logan College, Carterville, IL
- April Cadengo, Perry Technical Institute, Yakima, WA
- Aristotle Bautista, Honolulu Community College, Honolulu, HI
- Arvey Levy, John Ragadi, Honolulu Community College, Honolulu, HI
- Bennet Palmer, Manchester Community College, Manchester, NH
- Brendan Dziamalek, Electrical and HVAC/R Training Center, Copiague, NY
- Brian Lopez, HVAC Technical Institute, Chicago, IL
- Brian Staley, John A Logan College, Carterville, IL
- Caleb Wells, Great Oaks Career Campuses, Sharonville, OH
- Charles-Remy Chapman, Manchester Community College, Manchester, NH
- Christopher Vanegas, Lincoln Tech, Columbia, MD
- Cole Wright, Bevill State Community College, Hamilton, AL
- Courtney Brackins, Northeast State Community College, Blountville, TN
- Cristian Hernandez, Electrical and HVAC/R Training Center, Copiague, NY
- Daniel Clifton, Pennsylvania College of Technology, Williamsport, PA
- Daniel Urdahl, Ferris State University, Big Rapids, MI
- Daniil Antonov, Ferris State University, Big Rapids, MI
- Dariel Ferreira, Electrical and HVAC/R Training Center, Copiague, NY
- Dean Kort, Northwestern Technological Institute, Southfield, MI
- Desmond Harris, HVAC Technical Institute, Chicago, IL
- **Devin Warren, Green Country Technology Center, Okmulgee, OK**
- Elber Ortiz Guzman, Minneapolis Community and Technical College, Minneapolis, MN
- Gage Sizemore, John A. Logan College, Carterville, IL
- **Guillermo Garza, Austin Career Institute, Austin, TX**
- Iqbal Singh, Bakersfield College, Bakersfield, CA
- Jacob Bono, Northwestern Technological Institute, Southfield, MI
- Jacob Hernandez, Riverside City College, Riverside, CA
- Jake Mellen, Central Maine Community College, Auburn, ME
- Jean Daniel Mars, Electrical and HVAC/R Training Center, Copiague, NY
- Jesse Arciga, Bakersfield College, Bakersfield, CA
- Jonathan Duck, Bevill State Community College, Sumiton, AL
- Jonathan Miller, Tennessee College of Applied Technology, Murfreesboro, TN
- Jonathan Martin, Tennessee College of Applied Technology, Murfreesboro, TN
- Jordan Elie, Electrical and HVAC/R Training Center, Copiague, NY
- **Jordan Peppers, Kiamichi Technology Center, Durant, OK**
- Jose Aldaz, Front Range Community College, Fort Collins, CO
- Jose Feliciano Vargas Oliver, Montgomery Community College, Troy, NC
- Joseph Sancetta, Electrical and HVAC/R Training Center, Copiague, NY
- Joshua Roberts, Minneapolis Community and Technical College, Minneapolis, MN
- Josiah Jeppesen, Front Range Community College, Fort Collins, CO
- Justin Wright, Bevill State Community College, Hamilton, AL

- Karyl Anthony, Honolulu Community College, Honolulu, HI
- Kerry Howard, Bevill State Community College, Hamilton, AL
- Madelynn Adams, Jefferson College, Hillsboro, MO
- Mark Franklin, Front Range Community College, Fort Collins, CO
- Mason Espejo, Honolulu Community College, Honolulu, HI
- Mason Scovronski, University of Northwestern Ohio, Lima, OH
- Mathew Martinez, Electrical and HVAC/R Training Center, Copiague, NY
- Matt Gravelyn, Grand Rapids Community College, Grand Rapids, MI
- Matthew Breen, Rowan Cabarrus Community College, Concord, NC **
- Matthew Catania, Electrical and HVAC/R Training Center, Copiague, NY
- Michael Barnes, Tennessee College of Applied Technology, Crossville, TN
- Michael Rhodes, Southeast Community College, Milford, NE
- **Michael Ringels, Kiamichi Technology Center, Durant, OK**
- Muosadak Abbas, Bakersfield College, Bakersfield, CA
- **Nieves Gonzalez, Texas State Technical College, Waco, TX**
- Ricardo Lizardi De Jesus, Great Oaks Career Campuses, Cincinnati, OH
- **Risa Gilmore, Austin Community College, Austin, TX**
- Robert Kerr, OCM BOCES, Syracuse, NY
- Ryan Welte, Blackhawk Technical College, Milton, WI **
- **Samantha Trejo, Texas State Technical College, Harlingen, TX**
- Sebastian Avram, Berks Career & Technology Center, Oley, PA
- Seth Reiffer, Ferris State University, Big Rapids, MI **
- Soncie Turner, John A. Logan College, Carterville, IL
- Timothy Sherer, Bevill State Community College, Hamilton, AL
- Tony Crayton, Institute of Technology, Modesto, CA
- Tyler Bentley, Bevill State Community College, Sumiton, AL
- Tyler Birabent, Northwestern Technological Institute, Southfield, MI
- William Key, Bevill State Community College, Sumiton, AL
- William Pittler, Honolulu Community College, Honolulu, HI
- William Staples, Ferris State University, Big Rapids, MI
- Xavier Garcia, Eastwick College Nutley, Nutley, NJ
- Zack Larson, Dunwoody College of Technology, Minneapolis, MN

Veterans Program Recipients:

- Steven Cacace, Southern Technical College, Sanford, FL
- Taylor Short, Tennessee College of Applied Technology, Crossville, TN

2024 SkillsUSA Awardees:

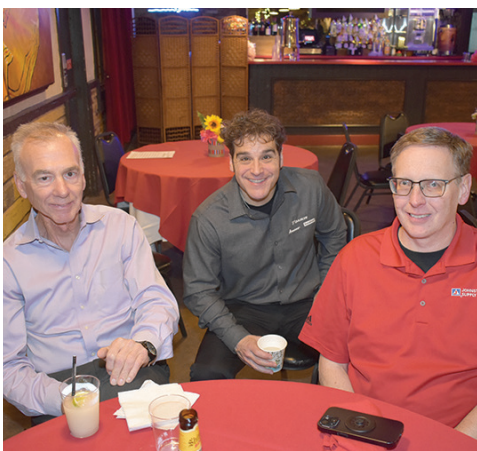
- Cadin Blais
- John Chaney
- Dylan Demers
- Jantzen Fisher
- Elijah Glenn
- Cole Kelley
- Braden Kott
- Scott Mull
- Luke Reynolds
- Jackson Schaffer

** Received Spring and Fall Scholarships

Since its founding in 2003, the Rees Scholarship Foundation has awarded more than \$1.1 million in scholarships to more than 700 deserving students enrolled in HVACR programs at accredited institutions. Scholarship recipients also received a free Ready-to-Work test through our partnership with North American Technician Excellence (NATE).

Annual Johnstone Supply Houston Employee Casino Night

Johnstone Supply Houston held their annual Employee Casino Night on Thursday February 27, from 6:00 PM to 9:00 PM at Cadillac Bar in Houston. The employees earn "casino money" all through the year, then use it to "buy" gifts donated by vendors and Johnstone.



Ritchie Engineering Announces the Passing of President & CEO Thomas Ritchie

Bloomington, Mn – It is with profound sadness that we announce the passing of our President, Thomas Ritchie on March 2, 2025. Our deepest prayers and condolences go out to his wife, Kristen, and their family.

Tom began his career with Ritchie Engineering Co., Inc. on March 1, 1969. He worked diligently to understand the key ingredients for continued growth of the business his family started in 1949. Over the last 56 years he leveraged that knowledge to expand and innovate product lines, while he developed an organization for consistent success.

During that time, Tom played a pivotal role in the HVAC/R industry, becoming a well-respected leader in the tools and test segment. Tom was the 2nd generation of the Ritchie family to lead our company, and he led Ritchie Engineering through a fantastic growth period. Tom's impact in the market, in our company, and many of our lives will be felt for years to come.

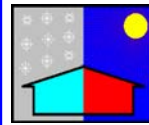
It is Tom's wishes for Ritchie Engineering to continue operating as the successful family business it has been for the past 75 years. Kristen Ritchie will assume the position of President of Ritchie Engineering Co., Inc.



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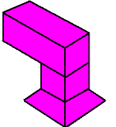


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