

Johnson HVAC Distribution Inertia



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CE South Texas Dealer Meeting



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Solar Supply Manager's Meetings and Awards



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ACCA Recognizes Innovative Contractor Members and Industry Leaders at 2025 Awards Reception

James Lane Air Conditioning wins Residential Contractor of the Year

Austin, TX — Industry pioneers and innovators took the spotlight as the Air Conditioning Contractors of America (ACCA) honored their exceptional achievements during its annual Awards Reception at ACCA 2025 in Texas.

Each honoree represents the best among ACCA members, showing exceptional leadership and problem-solving during major industry shifts in refrigerant standards and workforce challenges.

During the event, Martin Hoover concluded his term as ACCA Board of Directors Chair, with Eddie McFarlane taking the helm for 2025-2026.

"I'm incredibly proud of this year's award winners," said McFarlane, the new ACCA Board of Directors Chair. "Each recipient has shown remarkable dedication to advancing our industry through innovation, service

excellence, and community leadership. From helping contractors navigate the refrigerant transition to developing the next generation of HVACR professionals, these industry leaders exemplify the resourceful spirit that makes our association strong. Their achievements inspire all of us to aim higher."

Residential Contractor of the Year

James Lane Air Conditioning, a family-owned company with over six decades of service across Texas and southern Oklahoma

Additional award winners recognized for their contributions

- **Distinguished Service Award:** Manny Chaves, Chair of ACCA's Codes Subcommittee, with more than 45 years in the HVACR industry
- **Spirit of Independence Award:** Ryan Kiscaden, author of "The Air Came to a Stop"
- **Service Manager of the Year Award**

(sponsored by ACHR News): Josh Aguirre, whose leadership resulted in \$700,000 in additional service revenue

- **Service Manager of the Year Award**
 Runner-up: Mark Mulvaney, AA Service Co. Heating, Cooling, & Plumbing, Northbrook, IL

- **Super S.T.A.R. Award (sponsored by Federated Insurance):** David Lawrence, Dense Mechanical (Enid, OK)

- **Community Leadership Award:** Leo Lane, chairman for United Regional Health Care Center, Wichita Falls Chamber of Commerce, and Boys and Girls Club Endowment Board

- **Marketing Masters Award (sponsored by Scorpion):** Air Control Home Services, whose rebranding campaign generated over 3.3 million content views and increased revenue by 88 percent

Shearer Supply Open Houses



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FISSCO Supply Grand Opening



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Johnstone South Texas Vendor Day



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Century A/C Supply Grand Opening



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Product News

Fujitsu Introduces AIRSTAGE Altair Single-Zone Split Systems

Fujitsu General America has expanded its H-Series mini-split heat pump line with the introduction of the AIRSTAGE Altair wall-mounted models featuring R-32 refrigerant.

The Altair single-zone series – including the Altair 300, 500 and 700 – offers a wide range of performance and efficiency options. With capacities from 9,000 to 36,000BTUh and efficiencies reaching 30 SEER2, these systems provide superior comfort and energy savings. Select models up to 12,000BTUh are also available in 115V power supply for added flexibility.

Altair’s inverter-driven compressor offers exceptional performance, comfort, and energy savings, ensuring optimal operation in almost any environment. Available on select models, special operation extends cooling capabilities down to -4°F.

Its compact outdoor unit, slim wall-mounted indoor unit, and extended line set lengths – up to 164 feet (66 feet pre-charge) – simplify installation in almost any application. Altair systems are extremely quiet, with indoor sound levels as low as 19 dB (A).

The indoor unit features ProCore™ high corrosion resistant copper coils for long lasting protection. To perfectly match desired indoor conditions, the wall-mounted unit offers multiple fan speeds and special operation modes, including economy, energy savings, powerful, minimum heat, automatic defrost and auto-restart.

End-users can choose from extensive control options, including a backlit wireless remote or a variety of Fujitsu wired controls. The Altair 700 includes built-in WiFi connectivity with remote monitoring via the AIRSTAGE Mobile App, while WiFi is optional on Altair 300 and 500 models. Altair is compatible

with BACnet and Modbus protocols for seamless integration with building management and home automation systems.

Optional accessories include Fujitsu’s wired remote controllers, hail guards, snow hoods, wind baffles, and more.

For more information, please visit www.FujitsuGeneral.com



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Fujitsu hosts 2025 TSA Conference

Fujitsu General America hosted its fourth Technical Service Advisors (TSA) Conference in mid-April in Raleigh, NC. Themed “Back to the Basics,” the event reinforced fundamental skills and aligned Fujitsu’s Service Team with distributor technical support team members to deliver exceptional customer experiences.

“Fujitsu doesn’t just provide high-efficiency HVAC systems, we also provide top-notch service and support to our customers,” said Tomokazu Hosoi, President of Fujitsu General America. “Our commitment to service and support really sets us apart from our competitors. That’s why the TSA Conference is so important to us.”

The three-day event, which was attended by 150 distributors, featured breakout sessions covering commercial and residential training, warranty information, remote system access via AIRSTAGE Cloud, transition to A2L, and more. Each session was designed to strengthen core knowledge and keep pace with the evolving HVAC industry.

“We chose ‘Back to the Basics’ as the theme of the 2025 TSA Conference to emphasize the fundamentals of troubleshooting,” said Ruben Marcucci, Sr. Director of Aftermarket. “This helps solidify the core skills needed by our technical service advisors. Mastering the



Tomokazu Hosoi, President of Fujitsu General America addresses the general assembly on the opening day of the TSA Conference.

basics is the key to driving success.”

While networking wasn’t the primary goal of the event, attendees connected with Fujitsu staff and their counterparts across the country. The activities, meals, and classes were designed to promote interaction.

“We hold this conference every other year to strengthen the connection with our most important partnerships - the technical service advisors at the distribution level,” said Dennis Stinson, VP of Sales. “Thank you to those who attended. We’ll do great things.”

Rheem® Expands Commercial Product Offering with Renaissance™ Line Extension

New Higher Efficiency 3-5 Ton Models with Two Stages of Cooling

Atlanta – Rheem®, a leading global manufacturer of HVACR and water heating products, announced the expansion of its commercial product offering with a higher efficiency extension to the well-received Renaissance™ Line. The packaged rooftop G/E and A/C lineup now includes 3-5-ton models with two stages of cooling and are purpose-built for commercial heating and cooling, delivering exceptional efficiency and value. The new models strike an ideal balance between intuitive design and cutting-edge technologies, meeting the high-performance demands of modern businesses.

Engineered for seamless replacements, Rheem Renaissance RACCYC and RGECYC units boast industry-standard footprints, common piping and electrical connections, field-convertible airflow, and minimized weight for unmatched ease of installation. With industry-leading serviceability and installability, the entire Renaissance line streamlines maintenance and installation, resulting in tangible time and cost savings. Time spent performing industry-standard service and preventative maintenance is reduced by up to 100 minutes compared to other commercial HVAC brands.

“With efficiency ratings up to 16.2 SEER2 and 12 EER2, this extension delivers better performance and is a great fit for a variety of commercial applications, especially K-12 school buildings,” said Laura Meyerrose, commercial product manager, Rheem. “Additionally, the availability of Rheem’s PlusOne® HumidiDry® hot gas reheat technology that can keep the desired room temperature while continuing to dehumidify in single-phase power models can lead to cost savings while increasing occupant comfort for businesses and separates Rheem from competitors.”

Key features of the Renaissance 3-5 ton two-stage line extension include:

- **PlusOne HumidiDry:** HumidiDry hot gas reheat incorporates a variable frequency drive (VFD) that operates at a lower speed on the first-stage cooling, saving energy, enhancing performance, and increasing occupant comfort.
- **PlusOne ServiceSmart™:** Built-in features designed with feedback from HVAC field professionals to improve serviceability and provide easy access to unit components.

SEE RHEEM PG.22

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Johnstone Supply recognizes Nidec VP with Leadership Award



St. Louis, Mo – HVAC wholesale giant Johnstone Supply recently honored Nidec Motor Corporation’s Morgan Silvey with its Leadership Award. The award was presented at Johnstone’s Spring Meeting and Trade Show in San Diego.

Johnstone Supply representatives said Silvey was chosen for the award due to his leadership in achieving outstanding results with a clear dedication to excellence and partnership, contributing to substantial ECM motor growth in 2024.

Silvey is Vice President Sales & Marketing, HVACR, at Nidec. Johnstone Supply is the largest wholesaler for Nidec’s HVAC aftermarket group.

Nidec partners with Johnstone for the distribution of several HVAC motor lines, including U.S. MOTORS®, RESCUE®, Embraco, and Nidec Techno.

PHCC’s CONNECT 2025 Conference: Growth Through Collaboration

Plumbing and HVAC contractors are invited to register for CONNECT 2025, taking place from October 27-30, 2025.

Falls Church, Va. – Plumbing-Heating-Cooling Contractors--National Association (PHCC), encourages plumbing and HVAC contractors to make plans now to be part of PHCC CONNECT 2025. Industry professionals are invited to join for three days packed with valuable education and networking opportunities.

PHCC CONNECT will be held in Grand Rapids, Michigan, October 27-30, at DeVos Place. The theme of this year’s conference is “Growth Through Collaboration,” emphasizing the power of working together to drive innovation, overcome challenges and achieve success in the industry.

CONNECT will kick off October 27, with its opening reception at a Grand Rapids-themed convention center ballroom. CONNECT will also host a reception on the evening of October 29 at the Grand Rapids Public Museum, an inspirational space where attendees can explore science, history, and culture while mingling with industry peers.

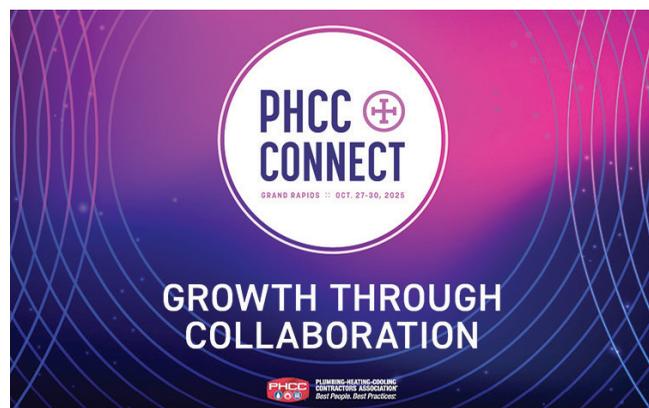
For CONNECT 2025, PHCC has created a valuable experience with HVAC and plumbing contractors in mind. For three days, contractors will be immersed in focused education, valuable networking opportunities and a must-see Product and Technology Showcase, which begins earlier this year on Tuesday, October 28.

“PHCC CONNECT is all about fostering growth through

collaboration—plumbing and HVAC professionals coming together to exchange ideas and share knowledge,” says Dan Callies, PHCC National president and president of Oak Creek, Wisconsin-based Oak Creek Plumbing. “We’re looking forward to an event filled with energy, innovative ideas, and solutions as we work together to help our industry thrive and evolve.”

The conference will wrap up with an awards breakfast on Thursday, October 30, allowing conference-goers to stay and play in Grand Rapids, or head back to the office to start putting all their new resources to work by week’s end.

For more details including the preliminary schedule, visit phccweb.org/CONNECT and stay tuned to this site for unfolding information on education sessions, speakers, exhibitors, registration and hotel reservations. Register today.



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Carrier Factory Authorized Dealers Celebrate Excellence and Innovation at 2025 National Meeting

Indianapolis, In – Carrier Factory Authorized Dealers (CFAD) gathered for the 2025 CFAD National Meeting to celebrate outstanding achievements and recognize the industry’s top performers. The event highlighted the dedication and hard work of dealers who have demonstrated exceptional performance and commitment to customer satisfaction. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

The CFAD National Meeting featured two days of HVAC training sessions, totaling over 4,000 training hours. These sessions equipped attendees with valuable knowledge and skills, enhancing their performance and service delivery. Kevin O’Leary, successful entrepreneur and businessman, delivered the keynote presentation and shared insights on business growth and leadership.

The awards celebration featured a comprehensive agenda, including a reception, welcome and opening remarks, dinner, and awards presentation. The highlight of the evening was the Hall of Fame 2025 Inductee Ceremony, where



Carrier VP and GM, Nick Arch

distinguished individuals were honored for their lifetime achievements and contributions to the HVAC industry.

President’s Award Winners: The President’s Award recognizes companies that have achieved high scores on a set of criteria established by Carrier. These criteria seek to identify model Carrier Factory Authorized Dealers whose performance demonstrated year-over-year growth with a continual emphasis on customer satisfaction. The award uses a weighted

matrix that levels the playing field among dealerships of all sizes.

Lifetime Achievement Award: Bud Mingledorff of Mingledorff’s, Inc. was honored with the Carrier Distributor Lifetime Achievement Award for his visionary leadership and dedication to the HVAC industry. Bud’s philosophy centered on investing in employees’ success, which has guided his every decision and contributed to the prosperity of Mingledorff’s, Inc. Under his leadership, the company expanded its

reach significantly, growing to over forty-one locations across the Southeast.

Hall of Fame Inductees: Roxann Mullen Donahue of Mullen Refrigeration Service, Inc. and Tom Boylan of Lakeside Service Company, Inc. were inducted into the Carrier Dealer Hall of Fame. Roxann, the first principal female inductee, and Tom have both shown unwavering commitment to their communities and their dedication to customer service has made them respected leaders in the industry. Their stories of hard work, integrity, and perseverance serve as an inspiration to all.

Carrier Factory Authorized Dealers continue to set the standard for excellence in the HVAC industry, and the 2025 CFAD National Meeting was a testament to their achievements and contributions. As the industry evolves, these dealers remain committed to delivering exceptional service and innovative solutions to their customers.

For more information about the CFAD National Meeting and the award recipients, please visit <https://www.carrier.com/residential/en/us/why-carrier/carrier-authorized-dealers/>.


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Do You Have a Strategic Plan?

A strategic plan is like a GPS for your business. Without it, you're driving aimlessly, hoping to reach your destination. With it, you have clear directions, a way to measure progress, and the flexibility to navigate unexpected detours. Here's why every small business owner needs one:

It Keeps You Focused - Running a business can feel like juggling flaming torches while riding a unicycle—there's always something demanding your attention. A strategic plan helps you focus on what truly matters, cutting through distractions so you can make progress toward your goals.

It's a Map for Your Resources - Time, money, and energy are precious commodities in a small business. A plan ensures you're spending them where they'll have the biggest impact, avoiding the dreaded

"throwing spaghetti at the wall" approach.

It Helps You Stay on Track - With a plan, you can measure your progress. Are you hitting your milestones? If not, what needs to change? It's like checking your map along the way to make sure you haven't missed a turn.

It Prepares You for the Unexpected - Markets shift, competitors pop up, and surprises happen. A strategic plan gives you a framework to adapt without losing sight of your long-term goals. Think of it as your business's safety net.

It Rallies Your Team - A clear plan helps your team understand the "why" behind what they're doing. It fosters a sense of purpose and makes everyone feel like they're rowing in the same direction.

It Simplifies Decisions - Should you launch a new product? Hire more staff?

A strategic plan serves as a decision-making guide, helping you evaluate whether a choice aligns with your goals. It's like having a cheat sheet for tough calls.

So what's in your strategic plan? - Your plan should outline four simple elements:

- Your **objective** sets your vision.
- Your **goals** make it measurable.
- Your **strategy** points you in the right direction.
- Your **tactics** are the actionable steps you'll take.

1. Objectives

Objectives are the big-picture achievements you're working toward. They answer the question: *What do you want?* Maybe it's growing your business, expanding into a new market, or improving customer satisfaction. Think of objectives as your destination on the map.

2. Goals

Goals are where things get measurable. They define *how much* you want to accomplish. For instance, if your objective is to grow your business, your goal might be increasing revenue by 20% this year or landing 50 new clients.

Here's where a lot of business owners get stuck: objectives and goals sound similar, but they're not the same. The objective is the *what*; the goal is the *how much*. You need both to chart a clear path forward.

3. Strategies

Strategies outline your general approach for reaching those goals. They answer the question: *How will you get there?* If your objective is to increase brand awareness, your strategy might focus on boosting your social media presence or building partnerships with local businesses.

Strategies set the general

direction, like deciding to drive east if you're heading to Illinois. At this point, you're not worrying about which highway to take—you're just making sure you're on the right track.

4. Tactics

Tactics are the specific actions that bring your strategy to life. If your strategy is the general direction, tactics are the highways—like choosing I-70 or I-74 to get to Illinois.

In business terms, tactics might include scheduling a month of social media posts, running a local ad campaign, or hosting a customer appreciation event.

A common hang-up I see is mixing up strategy and tactics. Strategy is the plan; tactics are the steps. And just like on a road trip, there's usually more than one way to get where you're going.

When all these pieces work together, it's easier to



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.

make decisions, track progress, and pivot when the unexpected happens. Whether you're a solo entrepreneur or running a small team, a simple plan helps you move from winging it to working with purpose.

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Nidec named to sustainability "A List" by carbon reduction organization CDP

Nidec's Appliance, Commercial and Industrial Motors Business Unit pushes for a more sustainable future with new sustainability strategies

St. Louis, Mo – CDP (formerly Carbon Disclosure Project), a non-profit organization that holds the world's largest, most comprehensive dataset on environmental action, has selected Nidec Corporation as a 2024 A List Company. By scoring companies, cities, states and regions, CDP incentivizes and guides them on a journey towards leadership on environmental transparency and action.

As a company that operates globally, Nidec considers contributing to a sustainable global environment as one of its key goals, and aims to achieve net zero CO2 emissions from its operations by FY2040 and across the entire supply chain by FY2050.

For one of the company's largest business units, Nidec Appliance, Commercial and Industrial Motors (ACIM), the rating comes as a recognition of its commitment to continuously evolve on the sustainability journey, focusing on four bold sustainability targets encompassing its operations, people, solutions, and suppliers.

The U.S. MOTORS® brand operates under the ACIM umbrella. The product line includes highly efficient motors and drives for numerous industries including HVAC, pool/spa, pumping, water/wastewater, processing, material handling, and agriculture.

The U.S. MOTORS line is working closely with ACIM

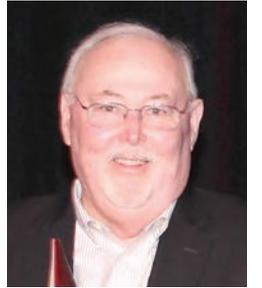
to achieve the four targets. Three are carbon-related: the achievement of carbon neutrality in its manufacturing plants by 2030, followed by the aim to reduce its customers' carbon footprint by one gigaton, and closing the cycle with an assessment of its key suppliers on Environmental, Social, and Governance (ESG) topics.

"Our journey with CDP began over five years ago, and in 2024, we formalized the goals to align with those of the Nidec Corporation team," said Katia Drusian, CEO of Nidec ACIM. "Being part of this prestigious A List is an honor as well as a responsibility since we now stand among a select group of companies expected to be role models in leading positive change. As a global provider of solutions and services to over 4,000 customers, we remain committed to engaging our employees, customers and suppliers in this movement toward a more sustainable future."

Electric motors make up the single largest end-use of electricity in the United States, according to the U.S. Department of Energy. In the U.S. manufacturing sector, electric motors used for machine drives such as pumps, conveyors, compressors, fans, mixers, grinders, and other materials-handling or processing equipment account for about 54% of industrial electricity consumption. Additional energy is consumed in HVAC and refrigeration equipment.

Remembering a Titan: Honoring the Legacy of Coburn Supply Company Leader, Trey Berlin

Beaumont, Texas – Coburn Supply Company mourns the passing of Trey Berlin, a beloved leader, mentor, and friend. Trey passed away at home on March 23, 2025, leaving behind a legacy of dedication, wisdom, and unwavering commitment to our company, our customers, and his loved ones.



Trey's career with Coburn's began in 1972 while he was studying at LSU. Over five decades, he played a vital role in expanding the company's Gulf Coast presence, ultimately retiring in 2022 as Senior Vice President - General Manager. He continued to serve on Coburn's board of directors until his passing. His leadership, vision, and signature "Trey-isms" helped shape the company's culture, from Want Books to the Three Legs of the Selling Stool.

"Trey left an indelible mark on Coburn Supply. His vision, generosity, and dedication will never be forgotten. He taught so many, not only how to succeed in business but how to support one another as colleagues and friends," said Don Maloney, Chairman of the Board of Coburn Supply Company.

Beyond his professional impact, Trey was known for his kindness and generosity, especially in times of need, such as after the 2016 flood when he helped provide housing and aid.

Coburn Supply Company extends its heartfelt condolences to Trey's family, including his three sons, Bubba, Brian, and Mike Berlin, and to all who knew and loved him.

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Product News

New Sustainability Goals at Nidec Help Drive Decarbonization in HVAC

Motor manufacturer exhibits latest HVAC solutions including new PrecisionFlow™ motor at 2025 AHR Expo, Booth #2529

St. Louis – Nidec Motor Corporation, maker of residential, commercial and industrial motors and compressors, is focusing its messaging at the 2025 AHR Expo (Booth #2529) on a set of new corporate sustainability commitments and how its high-efficiency products will help advance customers' environmental goals as well. A core target is to reduce customers' carbon footprint when using Nidec products by one gigaton by 2030. This is equivalent to one-sixth of the total annual emissions of the U.S. in 2022, according to the Global Carbon Budget.

"This is an aggressive goal, but we have been investing in motor efficiency R&D for many years, and now we have a formal set of

targets on a specific timeline to really drive our efforts," said Tim Schamel, President of Nidec's U.S. MOTORS® division. "We are confident that this emission reduction will be achieved jointly with our customers, who we know are also committed to a more sustainable approach."

At AHR, Nidec will display its high efficiency motors and controls that significantly reduce carbon emissions for both residential and commercial HVAC applications. For example, the new PrecisionFlow™ electronically commutated motor (ECM) offers up to 85 percent efficiency, an improvement of up to 30 percent over common PSC motors. These energy savings apply to both residential and commercial HVAC applications.

PrecisionFlow delivers constant torque and precise speed control, offering dual voltage options and multiple configurations. It effectively meets the growing need for ECMs in anticipation of upcoming efficiency regulations from the U.S. Department of Energy, all supported by Nidec's extensive expertise in ECM technology and dedicated application assistance. It is suitable for a wide range of pump applications.

Also to be featured at the Expo is the award-winning, super-premium SynRA™ synchronous motor, delivering high efficiency levels up to IE4/IE5. In addition to U.S. MOTORS products, the Nidec booth will feature products from Nidec Drives and Embraco.

Nidec will display the following U.S. MOTORS products at the AHR Expo:

- **SelecTech® Motor** – A durable, easy-to-integrate Electrically Commutated Motor (ECM) solution for high-efficient direct drive blower applications. The available nine discrete 24 volt tap settings are fully programmable on your assembly line for different airflow requirements. Rugged and simple to operate, the SelecTech motor is setting a new benchmark for reliable ECM technology. Includes 460V and dual shaft configurations.

- **RESCUE EZ13®** – Universal ECM Replacement: RESCUE EZ13 is a high-efficiency ECM designed as a drop-in replacement for OEM constant torque ECM. The auto rotation sensing technology automatically determines motor direction. It's wired to the OEM equipment using the equipment's existing connections for ease of

installation. No programming required.

- **RESCUE EZ16®** - 16-Pin Universal ECM Replacement: The RESCUE EZ16 motor is a patented electronically commutated constant torque aftermarket motor developed for the HVAC residential/light commercial market. Equipped with an EZ Interface (EZI) box used to tune the motor at installation, it provides a drop-in solution for systems using legacy 16-pin variable speed EC motors.

- **RESCUE Select Pro™** – Preprogrammed ECM Replacement for Furnaces and Air Handlers: The RESCUE Select Pro is the aftermarket solution for OEM constant torque EC motors. With thousands of OEM performance profiles on a cloud-based web service app, the RESCUE Select Pro can be programmed directly through any smart phone or Wi-Fi and Bluetooth® enabled device.

- **RESCUE EcoTech®** – PSC to ECM replacement motor. Designed to be a drop-in replacement for permanent split capacitor (PSC) motors. RESCUE EcoTech motors are multi-horsepower, dual voltage and have reversible rotation. No wiring changes are required.

SEE NIDEC PG.21



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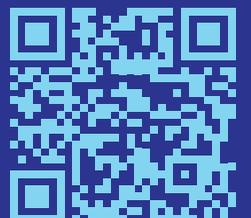
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It's On My Heart: What do the large companies do that you need to do?

Started to dial this in as What do the PE companies do that you need to do but realized that there are some really large companies that are still privately owned, not in a PE group yet.

First you need people, and to grow, you will need more people this year than last. Here are three things that future employees are looking for today.

1. Speed. We have been taught by Amazon that things can happen fast. I recently ordered some vitamins on a Sunday afternoon around 3:30, they were delivered before 6 PM. Same day. On Sunday! If you are looking for new employees, set the stage to fast track any candidates. Install, service techs, office help, they all want to move quickly. So put together a

package for potential new hires. Get an application on your website that they can fill in on their phones. Make sure someone is available to look at it when it comes in. and have a plan on what the next steps are. Do you check references? You should. Let them know you will check, and I am aware that typically people will only list references of people that will give a positive review. Check them anyway. Google what kind of questions you can ask.

1.5. In a famous movie, Glengarry Glen Ross, there is a line that Alec Baldwin shares giving a "pep Talk" to the sales team: ABC. Always Be Closing. Actually not a pep talk, more of a threat, close of be fired. So my point number 2 is to Always Be

Recruiting, ABR. The big boys have multiple levels of recruiting in place, it must be continual. The Founder of Parker and Sons in Phoenix (Paul Kelly, \$250,000,000/year roughly) wrote a book Tricks of the Trade to Success. In there he describes what they do to hire hundreds of new employees each year. He assigns the job of finding new people to a team, checks in each week to see how progress is happening. He sets a budget for recruiting, assigns authority and responsibility for recruiting results, continually watching to be sure they are hitting the numbers. In the same market Lou Hobaica had a second-generation company (sold it a few years ago and just retired last year) that had a

commitment to recruiting. They set a standing open house at their place each month, invited anyone to attend. Their vendors knew the date, you could come in and meet the team, see how they did hvac, plumbing, electrical and wine coolers. We have another member who used to place ads in all kinds of social media, come apply anonymously. He furnished a hoodie, met them at a coffee shop, rode in the service van for a few hours, paid him a fair wage for the day, just to see how their company worked.

2. Set a career path for the employees. Team members want to know that they are part of something bigger than them, not necessarily working for wages, they need to know what the next level of work looks like. Lou had



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.

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

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

a training plan where a new employee from outside our industry would move from maintenance tech, to helper on installs to service tech, could move into plumbing

or electrical, lots of options. Let the employees know that there are levels of involvement available at your company.

SEE HINSHAW PG.18

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Ecoer HVAC Systems Relocates Headquarters to Texas and Appoints Jack Ernest as VP of Sales



Dallas, TX – Ecoer HVAC Systems, a technology-driven innovator in the heating and cooling industry, has announced the relocation of its corporate headquarters from Virginia to Texas. Alongside this strategic move, the company has named industry veteran Jack Ernest as its new Vice President of Sales.

Jack Ernest brings over three decades of focused expertise in the HVAC/R industry. His subsequent roles at Goodman Manufacturing, EVCON, Mitsubishi Heavy Industries, and Quietside Corporation Inc. demonstrate a track record of transformative leadership and success. Known for his deep industry knowledge and strategic vision, Ernest will spearhead Ecoer’s efforts to build strong partnerships and drive nationwide growth. His extensive background and market insights will undoubtedly serve as a significant asset to the Ecoer team.

“What drew me to Ecoer is its unwavering focus on technology and its commitment to solving real-world challenges,” said Ernest. “I’m excited to work with a team that’s not just pushing boundaries but setting a new standard for innovation and support in the HVAC industry.”

Ecoer, Founded in 2016, has set out to revolutionize the HVAC industry with its IoT-based smart technology and high-efficiency inverter solutions. Addressing long-standing challenges such as lack of innovation, limited contractor support, and inconsistent installation quality, Ecoer has quickly become known for its commitment to intelligence, precision, and sustainability.

“Texas offers an ideal environment for innovation and growth, and we’re thrilled to call it our new home,” said Louis Ing, Ecoer CEO. “With the addition of Jack Ernest to our leadership team, we’re poised to strengthen our relationships with contractors and expand our reach across the region and beyond.”

Ecoer’s award-winning heating and cooling systems are recognized for their advanced features, including Precise Refrigerant Auto-charge and 24/7 IoT monitoring. These technologies empower contractors with predictive maintenance capabilities, real-time alerts, and simplified troubleshooting—resulting in faster service and enhanced homeowner satisfaction.

By combining IoT intelligence, advanced engineering, and a dedication to sustainability, Ecoer continues to redefine modern heating and cooling. As the company embarks on this new chapter in Texas, it remains focused on delivering smarter, greener, and better solutions for homeowners, contractors, and the planet.

About Ecoer HVAC Systems: Ecoer HVAC Systems designs and manufactures high-efficiency heating and cooling solutions powered by IoT and inverter technology. Founded in 2016, the company addresses industry pain points with smart, sustainable systems that predict, prevent, and perfect performance. For more information, visit ecoer.com

HINSHAW con’t.

3. Culture. Today, to attract the top talent you need to have a good culture. Post photos on Instagram, FB (for us old guys) and social media when you have a company outing, or a service project. We have members who run in the Susan G Komen race for the cure, showing that they give back to the community. Find a charity of some sort to sponsor, pledge a dollar or two from each service call, could amount to hundreds in a year. Better yet, do a FB or Instagram poll, who would you like for us to support this year, get the community involved. Post employee birthdays and anniversaries on social, send a thank you card to the home when an employee celebrates a change in their job or anniversary. When was the last time you got a handwritten card? Impressive. Many of our members have a Culture Book, showing the benefits of working at the company. When I got hired on at Service Nation, they sent my wife the Culture Book. She remarked, you have worked at multi-billion companies, and no one has ever sent out a Culture Book, this is amazing.

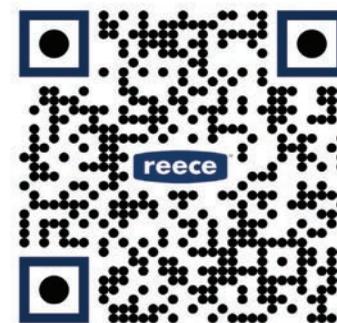
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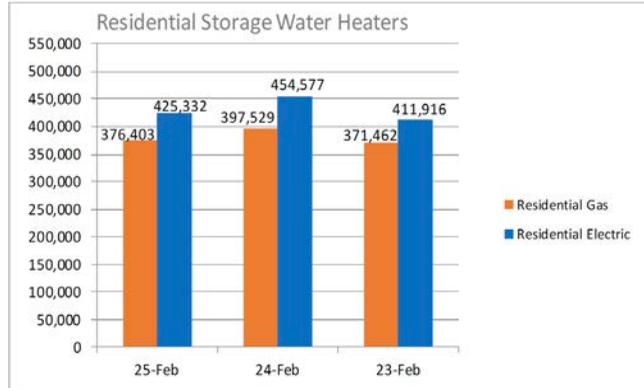
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AHRI Releases February 2025 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for February 2025 changed -5.3 percent, to 376,403 units, compared to 397,529 units shipped in February 2024. Residential electric storage water heater shipments changed -6.4 percent in February 2025 to 425,332 units, compared to 454,577 units shipped in February 2024.

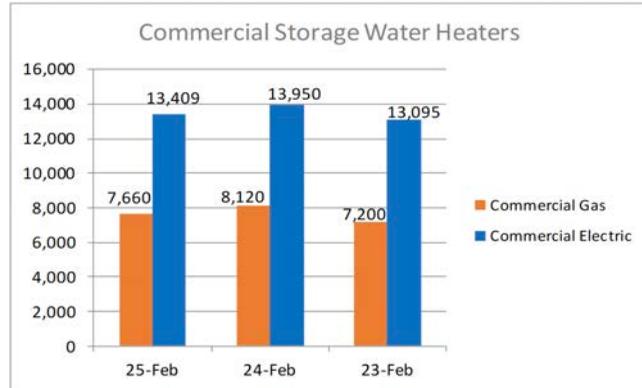


Year-to-date U.S. shipments of residential gas storage water heaters changed +0.5 percent, to 748,027, compared to 744,553 shipped during that same period in 2024. Residential electric storage water heater shipments changed -5.3 percent year-to-date, to 825,053 units, compared to 871,640 shipped during the same period in 2024.

Year-to-Date	Feb 25 YTD	Feb 24 YTD	% CHG. (From 2024-2025)	Feb 23 YTD
Residential Storage Gas	748,027	744,553	+0.5	730,380
Residential Storage Electric	825,053	871,640	-5.3	819,229

Commercial Storage Water Heaters

Commercial gas storage water heater shipments changed -5.7 percent in February 2025, to 7,660 units, compared to 8,120 units shipped in February 2024. Commercial electric storage water heater shipments changed -3.9 percent in February 2025, to 13,409, compared to 13,950 units shipped in February 2024.

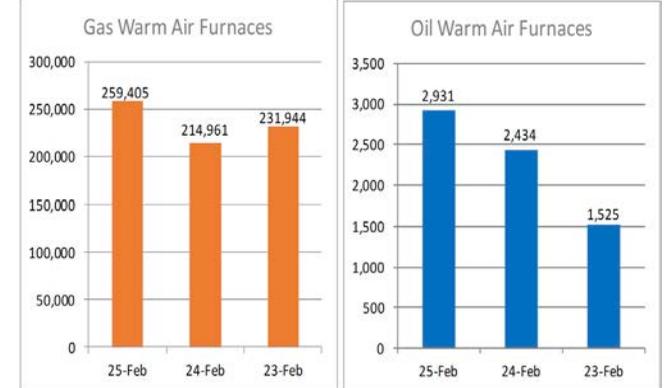


Year-to-date U.S. shipments of commercial gas storage water heaters changed -4.5 percent, to 14,682 units, compared to 15,371 units shipped during the same period in 2024. Year-to-date commercial electric storage water heater shipments changed +2.5 percent, to 26,280 units, compared to 25,647 units shipped during the same period in 2024.

Year-to-Date	Feb 25 YTD	Feb 24 YTD	% CHG. (From 2024-2025)	Feb 23 YTD
Commercial Storage Gas	14,682	15,371	-4.5	14,447
Commercial Storage Electric	26,280	25,647	+2.5	23,791

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for February 2025 changed +20.7 percent, to 259,405 units, compared to 214,961 units shipped in February 2024. Oil warm air furnace shipments changed +20.4 percent, to 2,931 units in February 2025, compared to 2,434 units shipped in February 2024.

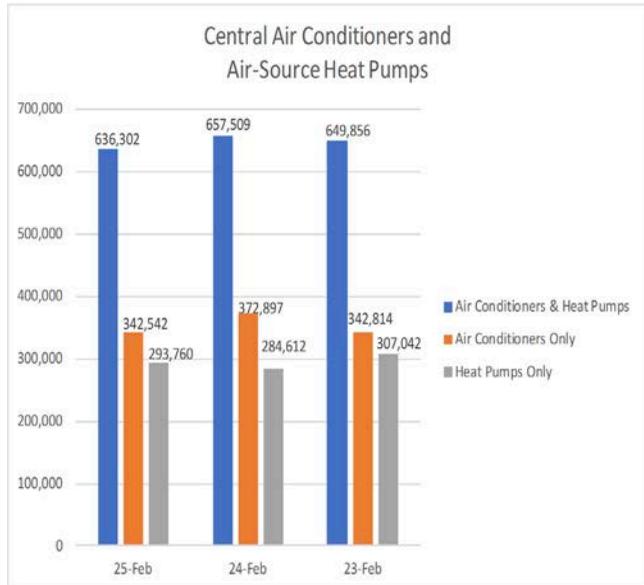


Year-to-date U.S. shipments of gas warm air furnaces changed +23.1 percent, to 530,785 units, compared to 431,047 units shipped during the same period in 2024. Year-to-date U.S. shipments of oil warm air furnaces changed +15.4 percent, to 5,842 units, compared to 5,064 units shipped during the same period in 2024.

Year-to-Date	Feb 25 YTD	Feb 24 YTD	% CHG. (From 2024-2025)	Feb 23 YTD
Gas Warm Air Furnaces	530,785	431,047	+23.1	488,300
Oil Warm Air Furnaces	5,842	5,064	+15.4	4,113

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 636,302 units in February 2025, changed -3.2 percent compared to 657,509 units shipped in February 2024. U.S. shipments of air conditioners changed -8.1 percent, to 342,542 units, compared to 372,897 units shipped in February 2024. U.S. shipments of air-source heat pumps changed +3.2 percent, to 293,760 units, compared to 284,612 shipped in February 2024.



Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +10.8 percent, to 1,259,203, compared to 1,136,883 units shipped during the same period in 2024. Year-to-date shipments of central air conditioners changed +11.1 percent, to 689,899 units, compared to 620,932 units shipped during the same period in 2024. The year-to-date total for heat pump shipments changed +10.3 percent, to 569,304, compared to 515,951 units shipped during the same period in 2024.

Year-to-Date	Feb 25 YTD	Feb 24 YTD	% CHG. (From 2024-2025)	Feb 23 YTD
Air Conditioners & Heat Pumps Combined Total	1,259,203	1,136,883	+10.8	1,259,012
Air Conditioners Only	689,899	620,932	+11.1	670,269
Heat Pumps Only	569,304	515,951	+10.3	588,743

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	2025 Total	% Change from 2024	2023 Total
Under 16.5	24,153	+11.8	24,488	47,975	+7.6	47,636
16.5-21.9	60,529	-13.1	82,212	130,187	-0.1	156,619
22-26.9	132,133	-6.2	121,039	270,794	+13.4	246,651
27-32.9	98,456	-2.7	105,258	193,440	+11.6	194,349
33-38.9	135,765	+1.7	131,953	258,180	+16.5	252,192
39-43.9	45,099	+2.0	42,506	91,665	+22.6	80,743
44-53.9	65,724	-1.8	66,554	123,527	+10.5	130,923
54-64.9	56,431	+3.1	58,285	108,462	+14.3	114,207
65-96.9	6,946	-13.3	6,503	13,279	-14.3	13,384
97-134.9	5,160	-30.3	4,993	9,550	-29.4	9,634
135-184.9	2,720	-36.8	3,254	5,663	-31.9	6,726
185-249.9	1,209	-39.4	1,046	2,573	-29.5	2,246
250-319.9	890	-45.7	844	1,929	-36.2	1,812
320-379.9	257	-26.6	174	463	-30.7	413
380-539.9	306	-24.6	210	518	-27.9	485
540-639.9	259	-15.1	228	477	-12.6	411
640-799.9	91	-16.5	72	154	-31.6	150
800.0-899.9	30	-40.0	63	70	-40.7	103
900.0-999.9	61	-9.0	54	118	-2.5	105
1,000.0-1,199.9	27	-38.6	41	49	-46.2	66
1,200.0 & Over	56	-30.0	79	130	-15.6	157
TOTAL	636,302	-3.2	649,856	1,259,203	+10.8	1,259,012

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.

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• **PerfectSpeed® 42** – This high-efficiency EC motor provides precise control in a 42-frame frame

package. Designed to meet the increase demand for EC technology in lower horsepower applications, this motor offers exceptional flexibility through its broad range of voltage and control input options in a single rating. The PerfectSpeed 42 motor delivers EC efficiency in various applications, including dual shaft blowers and axial fans.

• **SynRA™ Synchronous Reluctance Motor** – This variable frequency motor provides the starting benefit of an induction motor, the operating benefit of a pure synchronous reluctance motor, and suitability benefit from the simple volts/hz drive. This motor provides higher efficiency and power density without risking components. A unique design gives the freedom to replace components individually instead of the entire system - leading to a lower cost of maintenance.

• **ID300 Fusion™** – This high-performance integrated motor and drive meets the demand for pump systems that are smaller, more compact than their predecessors, easier to transport, simpler to install, and quicker to integrate into existing systems.

Nidec motors, drives and controls are essential components in the operation and efficiency of air conditioning and heating equipment including furnaces, air handlers, heat pumps and condensers, as well as compressors in refrigeration. Nidec serves original equipment manufacturers and retrofitters; the company also provides aftermarket replacement motors.

Nidec's Appliance, Commercial and Industrial Motors business unit has more than 50 research and development labs dedicated to bringing innovative solutions such as electronically commutated motors (ECMs), variable speed motors, integrated motors and controls, and synchronous motors.

The business unit has set three other sustainability targets for 2030 in addition to reducing customers' carbon footprint. These include: achieving carbon neutrality in all its manufacturing plants, increasing female leadership within the company, and ensuring that all key suppliers complete an Environmental, Social, and Governance (ESG) self-assessment.

Ritchie Engineering Announces the Promotion of Kristen Ritchie to President



Bloomington, Mn – Ritchie Engineering Company, Inc. is proud to announce the promotion of Kristen Ritchie to the position as President. Kristen has been with Ritchie Engineering for over 20 years and has been an integral part in developing strategy and improving brand awareness that helped lead Ritchie Engineering through a fantastic growth period. Her experience as the Executive Vice President of the organization has prepared her for the next step in leading Ritchie Engineering and she will continue navigating the business with a vision of innovation and growth. We look forward to preserving the legacy of Ritchie Engineering Company

as a family-owned, Minnesota-based company producing HVAC/R industry leading products for years to come.

About YELLOW JACKET®

The YELLOW JACKET® brand name is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. The brand's roots go back to the 1940's when Ritchie Engineering Company, Inc., a manufacturers' representative organization, became a hose manufacturer. With an emphasis on quality and service, Ritchie Engineering, based in Bloomington, Minnesota, trademarked the hose as the YELLOW JACKET® Charging Hose in 1949. Since then, the company has been engineering, manufacturing, and continuously improving the YELLOW JACKET® hose while adding new products to its portfolio. Today, YELLOW JACKET® products are sold worldwide through a network of authorized HVAC&R and automotive wholesalers. For more information, please call (952) 943-1333 or visit our website at www.yellowjacket.com.



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TRS-510-G	GRAY	1" Wall Insulation Thickness	3/4" Wall Insulation Thickness
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SMACNA Releases Major Updates to Two Duct Construction Guides to the Trades

New editions introduce expanded bracing options, updated sizing tables and enhanced duct design capabilities

Chantilly, Va. — The Sheet Metal and Air Conditioning Contractors' National Association (SMACNA), the leader in promoting quality and excellence in the sheet metal and air conditioning industry, released major updates to the Seismic Restraint and Industrial Duct Construction manuals, which are available digitally and in print to all members of the trades. Non-members can create a free account to purchase the manuals.

The Seismic Restraint Manual: Guidelines for Mechanical Systems, 4th Edition introduces an extended list of bracing options, additional material thickness selections and refined anchor system guidelines to meet varying seismic risk levels. The manual explains how very low- and very high-risk areas of the country can be accommodated and is updated to comply with current building codes. Some of the significant changes include adding 10-gauge sheet metal thickness options to cold-formed angle options, introducing three new axially loaded bracing class schedules, and basing each anchor system (single to six anchor groups) on approved ICC-ES evaluation reports.

"SMACNA is committed to providing the industry with the most up-to-date standards, ensuring compliance, durability and improved seismic performance," said Aaron Hilger, SMACNA's Chief Executive Officer.

The Rectangular Industrial Duct Construction Standards, 3rd Edition now features enhanced pressure capacity tables,

additional duct construction options, and expanded temperature design capabilities for stainless steel ducts. A thorough review of the previous edition was conducted by SMACNA's Rectangular Industrial Duct Construction Task Force, which resulted in this new, indispensable edition for the industry.

"These updates incorporate the latest building codes, expanded design options, and new engineering data to improve safety, efficiency and usability for contractors, engineers and industry professionals," added Eli Howard, SMACNA Executive Director of Technical Services and Research.

Technical standards and manuals developed by SMACNA members have worldwide acceptance by the construction and code community, as well as local and national government agencies. SMACNA standards and manuals address all facets of the sheet metal and HVAC industry – including duct construction and installation, indoor air quality, energy recovery, roofing and architectural sheet metal, welding, and commissioning – and advancements are made possible by those in the industry who provide suggestions for improvement based on knowledge, experience, and research. All of SMACNA's standards manuals are available in print or PDF format via SMACNA's online bookstore.

For more information on SMACNA's industry-leading standards, visit www.smacna.org/resources/technical/technical-standards.

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- **Qwik-Clean Drain Pan:** Composite material pan that slides out completely allows for effortless cleaning and includes a standard overflow sensor.

- **PlusOne Velocifin™:** A patented, complete redesign of the heat exchanger tubing that increases heat transfer through to deliver better efficiencies.

- **Full MicroChannel Coils:** Maximizes reliability while reducing overall refrigerant weight and improving serviceability, offering cost-saving advantages.

The Renaissance line extension is available now at local Rheem distributors nationwide. Rheem offers a one-year limited parts warranty, five-year compressor warranty, 10-year standard heat exchanger warranty, and an impressive 20-year stainless steel heat exchanger warranty (heat exchanger warranties apply to gas/electric models only). The units may even qualify for local rebates and incentives —helping business customers realize substantial savings for a greater return on their investment. And, these products are easily selected with RapidSpec.com, part of Rheem's suite of easy, cloud-based tools to make specifying and creating submittal packages possible with just a few clicks.

For more information on the Renaissance line extension of higher efficiency products and how it can benefit commercial spaces, visit www.RheemCommercial.com.

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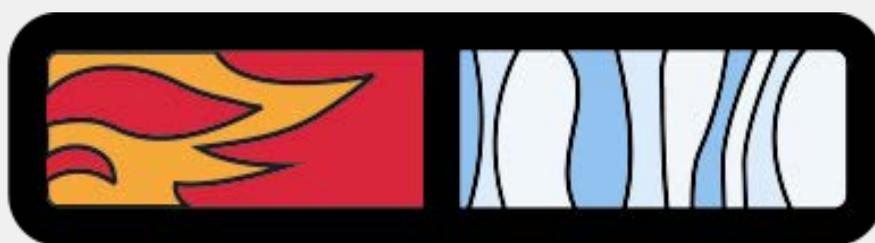
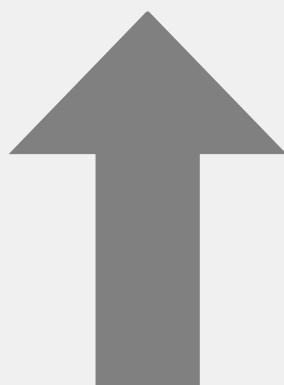
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Century A/C Supply Grand Opening

Century AC Supply held their Grand Opening at their new League City location on Friday April 11th. The Grand Opening had vendors, lunch and door prizes. The new location is at 1725 W Walker St., League City TX 77573.



Photos courtesy of Century A/C Supply

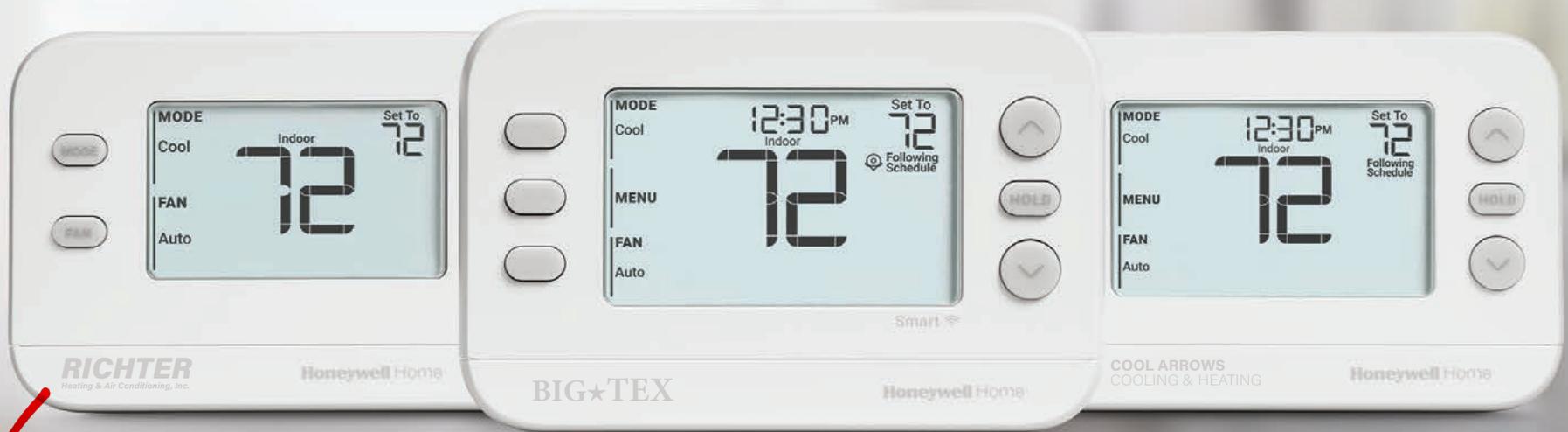
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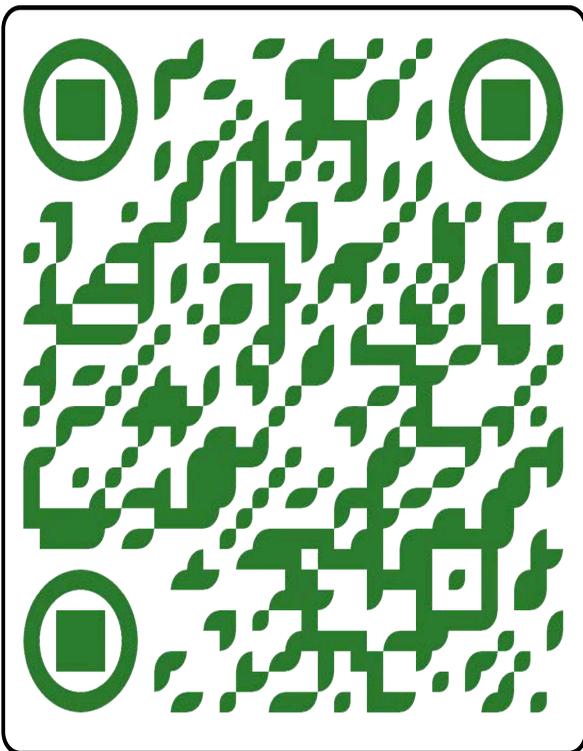
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Johnson HVAC Distribution Inertia

Johnson HVAC Distribution held their annual Inertia Sales and Operations Meeting at The Woodlands Waterway Marriott in The Woodlands TX on April 9th -11th. The annual company wide event had an Awards Dinner, Vendor Showcase, Dealer Meeting as well as meals and receptions.



Photos courtesy of Johnson HVAC Distribution

Solar Supply Manager's Meetings and Awards



Houston Manager Andrew Harper Sales Award



Jamie and Charmayne Yelverton



Lake Charles Manager Paul Brame Luxaire Sales Award



Natchez Manager Stephanie Lemoine York Sales Award



Quitman Moon presents Ray Dingler Award to Larry Taylor, Leesville



Ridgeland MS Christopher Payne Eastern Region Manager of the Year



Robert Kasperlain presenting York Sales Award to Jerry Clark, Abilene Branch



Shreveport Manager Steve Thomas York Sales Award



Victoria Manager Caleb Long Comfortstar Sales Award



Western Region Manager of the Year Paul Brame, Lake Charles



Waco Manager Gerald Geisler with Luxaire Sales Award



Western Region Most Improved Manager Stephen Walston



Waco Manager Gerald Geisler Comfortstar Sales Award



Ronnie and Jo Lynn Dingler



Hattiesburg MS Manager Casey Ivy President's Award



Thedo Brock (center) receives recognition for 40 Years of Employment from Quitman Moon (L) and Charmayne Yelverton (R)



Hattiesburg MS Manager Casey Ivy Luxaire Sales Award (2)



Gulfport MS Manager Neal Williams Comfortstar Sales Award



Eastern Region Most Improved Manager Russell Prejeant Sr



Christian Coker with Oxbox, Jeff Fuentes, Beau Dingler and Larry Dubose all with Solar Supply, and Jeffrey Christian with Oxbox presenting Distributor of the Year Award

Photos courtesy of Solar Supply



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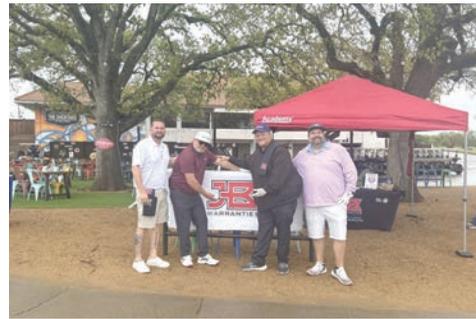
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TACCA North Texas Golf Tournament

TACCA North Texas held their Annual Golf Tournament on Friday March 28th at the Bear Creek Golf Club in Dallas TX. JB Warranties was the title sponsor.



Photos courtesy of TACCA North Texas

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FISSCO Supply Grand Opening

FISSCO Supply held their Grand Opening at their new location in San Antonio on Thursday April 17th. The Grand Opening had supplier showcase, food trucks, giveaways and door prizes. The new location is at 6814 Alamo Downs Parkway, San Antonio, TX 78238.



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Shearer Supply Open Houses

Shearer Supply has held a series of Open Houses at their locations all across the south. The events have had vendor fairs, lunches, trainings and door prizes. These pictures are from the Open Houses at their locations in Arlington TX and Allen TX on April 3rd and 4th.



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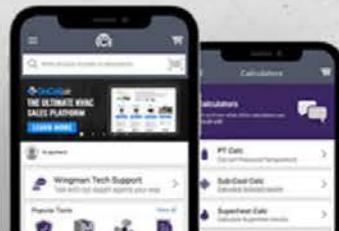
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CE South Texas Dealer Meeting

CE South Texas held a Dealer Meeting at the San Luis Hotel and Galveston Island Convention Center on April 22nd-23rd in Galveston TX. The 2-day event had training sessions, breakout sessions, guest speakers and a vendor showcase.





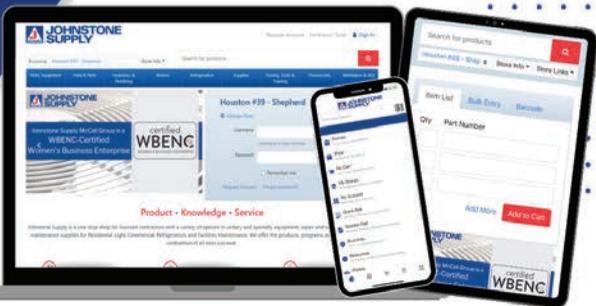
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ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, 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 Call for Abstracts for 2026 Winter Conference in Las Vegas

Submission deadline is May 28, 2025

Atlanta – ASHRAE is accepting abstract submissions for the 2026 Winter Conference to be held in Las Vegas, Nevada, January 31 – February 4, 2026, at Caesars Palace.

“Our upcoming Winter Conference’s technical program will dive deep into practical strategies and proven best practices

on important topics within the built environment—including the role of artificial intelligence, future-proofing and indoor environmental quality,” said technical conference chair Aaron Boranian. “In addition, we’re excited to bring back the highly regarded Research Summit track, which continues to showcase innovative findings and foster meaningful dialogue among researchers and practitioners. We look forward to welcoming the global ASHRAE community to Las Vegas for a week of learning, collaboration and insights.”

Conference papers are requested for the following tracks:

The “*Indoor Environmental Quality for Healthy Buildings*” track explores advancements in design, operation and best practices for improving indoor environmental quality (IEQ), including ventilation, filtration, acoustics, lighting and occupant health, safety and comfort.

The “*Artificial Intelligence*” track covers applications for AI and machine learning technology in building automation and controls to enhance energy efficiency, occupant comfort, cyber security and daily operation of HVAC systems and equipment.

The “*Pathways to Building Decarbonization*” track highlights research, case studies, new methods or resources, and policies, regulations, codes, and government programs that can reduce carbon impacts and achieve net zero (or net positive) building design.

The “*Energy Storage and Grid Resiliency*” track focuses on advancements in thermal and electrical energy storage, integration of energy storage systems in building envelopes or HVAC systems and grid resiliency.

The “*Future-Proofing the Built Environment*” track highlights innovative technologies and strategies that reimagine

our relationship with the built environment now and into the future, including design strategies for extreme climates and weather and responses to energy supply distributions.

The “*Research Summit*” track features active research, and the exchange of research findings, critical to the development of the HVAC&R industry and built environment. The track includes a partnership with ASHRAE’s archival journal, *Science and Technology for the Built Environment*.

The “*Refrigerants and Refrigeration*” track explores refrigeration systems, which generate and use cold for a range of processes, from food preparation and conservation to vaccine preservation, to long-term protection of fragile ancient inks of historical documents and others.

The “*Fundamentals and Applications*” track will provide opportunities for papers of varying levels across a large topic base. Concepts, design elements and shared experiences for theoretical and applied concepts of HVAC&R design are included.

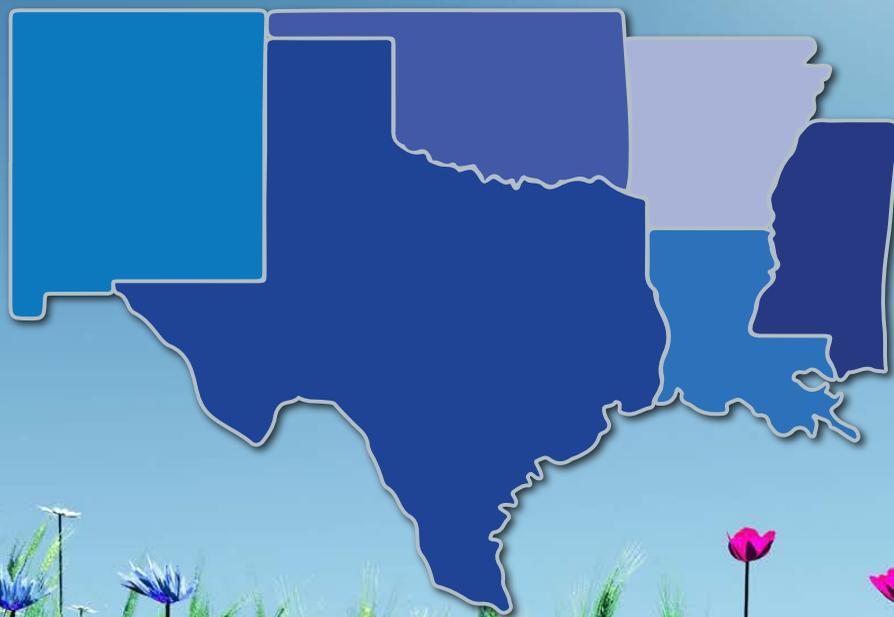
Abstracts (400 words or less) are due May 28, 2025. If accepted, final conference papers (8-page maximum) are due September 3, 2025.

In addition, technical papers (complete 30-page maximum papers) are also due May 28, 2025.

All accepted papers will be considered for publication in *Science and Technology for the Built Environment*, ASHRAE’s research journal.

For questions regarding abstract submissions, contact hblauridson@ashrae.org. For additional details on abstract submissions and updates on the 2026 ASHRAE Annual Conference, visit ashrae.org/2026Winter.

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HARDI Distributors Report 1.6% Revenue Decline in February

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by 1.6% during February 2025.

The annual sales growth for the 12 months through February 2025 is an increase of 3.8%.



“A sales decline is always a little disappointing, but this one is due to the one less billing day in February of 2024,” said Loftus. “With the same number of billing days, we estimate there would have been sales growth of 3.3%. That is the sixth consecutive month of sales growth after adjusting for 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 DSO has been turning a bit faster recently and that continued in February,” said Loftus. “The DSO for February has been near 42 days the past couple of years but was less than 38 days this year, which is comparable to the January results.”

During the past few weeks, we have seen gloomy results from the CFO Survey, Consumer Confidence Survey, and Consumer Sentiment. “The recent economic indicators have not been encouraging, but we are pleased to see the 10-year bond yield fall from 4.7% at the beginning of the year to near 4.2% recently,” said Loftus. “Mortgage rates will follow the 10-year yield, so the recent decline will help support the housing market while the broader economy battles the tariff headwinds.”

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.

HARDI Training Courses Earn NATE Certification, Reinforcing Commitment to Distributor Excellence

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) is proud to announce that four of its training courses have officially been certified by North American Technician Excellence (NATE), the nation’s leading certification organization for HVACR technicians.

This milestone means that HVACR professionals — including technicians and distributor employees — can now earn Continuing Education Hours (CEHs) toward their NATE certification renewal by completing select HARDI courses.

The newly NATE-certified HARDI courses include:

- Intro to HVAC
- Intro to Refrigeration
- Fundamentals of HVAC
- A2L Technology and Transition

Each course has been reviewed and approved by NATE for CEH credit, with corresponding reference codes that participants can submit during the certification renewal process.

“NATE certification represents the highest standard of technical excellence in our industry,” said Talbot Gee, CEO of HARDI. “By earning this certification for our courses, we’re not only helping technicians stay credentialed — we’re empowering distributors

to be stronger, more knowledgeable partners to their contractor customers. That’s what it means to advance the HVACR channel.”

While NATE certification is primarily aimed at technicians, distributors stand to gain considerable value from NATE-accredited training. Employees with a strong technical foundation are better equipped to recommend products, solve customer problems, and build trust — creating a competitive advantage in today’s evolving HVACR marketplace.

“We know that when distributor teams understand the technical challenges their contractor customers face, they can offer better solutions and stronger support,” said Stella Keane, Vice President of Talent Development at HARDI. “Certifying our courses through NATE helps ensure that our members are always learning, growing, and staying ahead of the curve.”

HARDI’s newly certified courses count toward the 16 CEHs required every two years to maintain NATE certification — eliminating the need to retake the exam and making it easier to stay current with industry standards and technologies.

To learn more about HARDI’s training programs, visit www.hardinet.org. For more on how to submit CEHs through NATE, visit www.natex.org.

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Johnstone South Texas Vendor Day

Johnstone South Texas held a Vendor Day at their Agnes Street location in Corpus Christi TX on Wednesday April 16th. The vendors were setup outside under a big tent, and lunch and door prizes were given out to the contractors that attended.



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Jerry Albert



Albert and his wife Lanie, and daughter Sharon Albert.

A proud graduate of Brackenridge High School and Texas A&M University (Class of '52), Jerry's life was defined by his commitment to education, service, and leadership. He honorably served in the U.S. Army during the Korean War, a time that left a lasting impact on his life and values.

Jerry's professional accomplishments were marked by his leadership in both the local business community and charitable organizations. He served as President of the San Antonio Executive Association, was a charter member of the San Antonio Air Conditioning Contractors Association (SAACCA) and served on the board of the Salvation Army. His faith was an essential part of his life as a devoted member of Shepherd of the Hills Lutheran Church.

Jerry will be remembered for his kindness, generosity, and unwavering support for those around him. He lived a life rich in relationships, accomplishments, and love for his family, leaving a legacy that will continue to inspire those who knew him.

A celebration of Jerry's life was held at Shepherd of the Hills Lutheran Church.

Gerard John Albert, known to friends and family as "Jerry," passed away peacefully on March 29, 2025, at the age of 94. He was born in San Antonio, Texas, and led a life filled with purpose, service, and dedication to his family and community.

Jerry was preceded in death by his precious wife Shirley. He is survived by his beloved brother, Kenneth Albert, and his sister-in-law, Darlene Johnson. He leaves behind his cherished children, son Stephen

CALENDAR OF EVENTS

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OK City Monthly Meeting

May 14, 2025 11:30 pm -1:00pm

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

Tulsa Lunch Meeting

No Schedule

OUBCC Mtgs

May 20, 2025 1:30 pm - 2:30 pm

Heat Pump Mtg

May 29, 2025 6:00 pm - 7:00 pm

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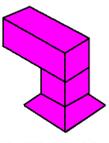
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