

CE South Texas Crawfish Boil



Pictures on page B2.

Johnson HVAC Distribution Grand Opening



Pictures on page B5.

HARDI Members Take Industry Priorities to Capitol Hill During 2025 Congressional Fly-In

Washington, D.C. — Heating, Air-conditioning & Refrigeration Distributors International (HARDI) held its annual Congressional Fly-In this week, bringing 70 member leaders from across the country to Washington, D.C. to advocate for key policy priorities affecting the HVACR industry.

Over the course of the two-day event, HARDI members conducted nearly 150 meetings with congressional offices, educating policymakers on the importance of permanent pro-growth tax reform, continued support for the American Innovation and Manufacturing (AIM) Act, and the need to ban installation date-based compliance requirements that disrupt the HVACR supply chain.

“Our members came to



Washington with a clear message: we need smart policies that protect American businesses, support our environmental commitments, and provide market certainty,” said HARDI CEO Talbot Gee. “The level of engagement from our membership this year was outstanding, and it shows how seriously the HVACR distribution industry takes its role in the policymaking process.”

HARDI has long championed tax policies that encourage investment and growth, and Fly-In attendees urged lawmakers to extend and strengthen provisions like full expensing and permanent deduction for pass-through businesses. Participants also expressed strong industry backing for the AIM Act’s national refrigerant transition framework, while cautioning against a

growing number of state-level regulations that continue to cause confusion. HARDI members also urged action to prevent compliance deadlines that use installation dates rather than manufacturing timelines—an issue that has caused significant supply chain uncertainty and increased consumer costs.

“Our conversations on Capitol Hill made it clear that Congress values hearing directly from industry experts,” said Loran Liu, Chairman of HARDI’s Board of Directors and wholesale distributor. “These meetings allow us to put real faces and local business stories behind the policies being debated.”

The 2025 Fly-In continues HARDI’s work to ensure HVACR distributors have a strong and unified voice in Washington.

Hunton Group HVAC Industry Car Show



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32nd Annual Ray Dingler Memorial Scholarship Golf Tournament



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Smarter Drain Protection with iFLO Pro: Offline Mode, Custom Cadence, and Fewer Callbacks

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To support a wide range of service models, we now offer two treatment options: a 6-month and a 1-year solution. This flexibility allows HVAC contractors to align iFLO Pro with their existing maintenance cadence, giving them complete control while delivering optimal results to homeowners.

But iFLO Pro is more than just a device. It's a platform for growing your business. Our interactive contractor dashboard provides visibility into every installed unit, giving your team a direct digital connection to your customer base. This improves customer retention and reduces overhead, turning each install into a touchpoint — and each touchpoint into an opportunity.

We also help our partners create incremental recurring revenue through ongoing solution replacements, giving contractors a lifetime revenue stream from every system they install.

Perhaps most important of all, iFLO Pro reduces callbacks, which can drain profits and damage reputations. Drain-related issues are one of the most common causes of service calls — and for years, homeowners have unfairly blamed contractors when backups occur. With iFLO Pro actively treating the pan and line, those issues (and those complaints) drop significantly. Contractors finally have a way to protect both the system and their reputation.

And unlike peroxide or vinegar-based products being pushed into the HVAC market, our enzyme-based solution is non-corrosive, biodegradable, and safe, going directly to the source of the problem — the drain pan — without compromising system integrity.

If you're ready to take control of drain issues, boost customer satisfaction, and add new revenue streams to your business, now is the time to bake iFLO Pro into your standard install and maintenance process.

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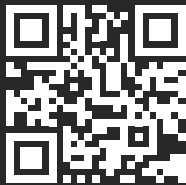


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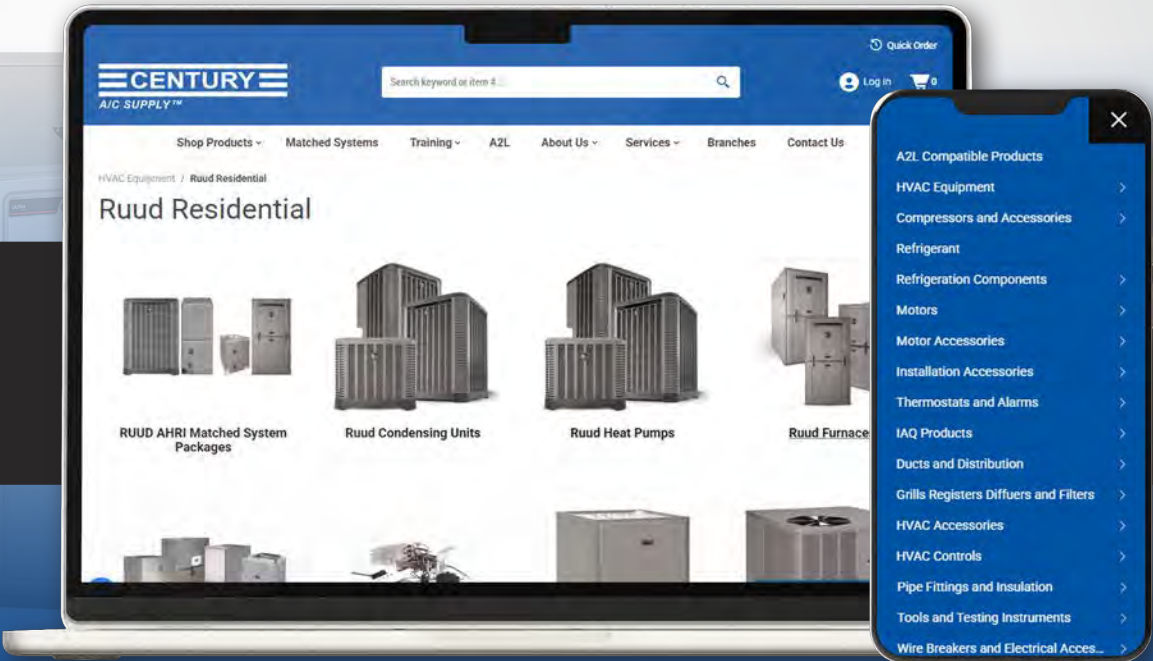


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Product News

Taco Celebrates 50 Years of Innovation with the 007 Circulator

This year, Taco celebrates the 50th anniversary of its iconic 007 circulator. Since its introduction, the 007 has been an essential part of countless hydronic systems. The circulator is known for its reliable performance and groundbreaking design.

For five decades, Taco's 007 has set the industry standard for durability and efficiency. Designed to deliver consistent, energy-efficient circulation for residential and commercial heating systems, the 007 has earned a reputation as the "go-to" solution for contractors and installers. With its easy installation, quiet operation and dependable performance, the 007 circulator has become a hydronic systems cornerstone throughout North America.

From its early days in the 1970s, the 007 revolutionized the industry with its compact design and efficient performance. Since then, the circulator has evolved with the needs of the industry. Taco has consistently enhanced the pump's design with modern materials and precision engineering, allowing it to withstand the



rigors of everyday use while maximizing energy efficiency.

In the last decade, Taco made a groundbreaking shift with the introduction of the 007e ECM high-efficiency circulator. ECM technology represents a significant leap forward in energy efficiency, performance, and sustainability. The 007 ECM circulator helped Taco set a new benchmark for eco-friendly and cost-effective solutions. ECM motors use up to 85% less energy than their AC counterparts, making them a smarter choice for homeowners and businesses seeking to reduce their environmental footprint while enjoying superior heating comfort and reliability.

For more information, visit www.tacoinc.com

Fujitsu Introduces AIRSTAGE Centauri Single-Zone Heat Pump

Fujitsu General America has introduced its single-zone AIRSTAGE Centauri, the newest addition to the H-Series R-32 heat pump line.

With capacities ranging from 9,000 to 48,000 BTU/h and indoor unit options including ceiling-suspended, compact cassette, circular-flow cassette, and mid-static ducted units, Centauri offers options for almost any application.

The AIRSTAGE Centauri offers quiet operation, a COP up to 4.04 and efficiencies up to 26.3 SEER2. It can provide cooling with outdoor temperatures as low as -5°F without the need for additional accessories. This makes it an ideal solution for small server rooms or substations.

The heat pump features convenient service panels and easily accessible refrigerant service ports for quick maintenance. It includes self-diagnostics with error codes, pre-charged refrigerant, and corrosion-resistant coil coatings for durability. A base pan with drain ports/drainpipe prevents water buildup. Service monitoring functionality and extended line set lengths up to 246 feet are supported via compatible accessories.

Using R-32 refrigerant, the Centauri minimizes environmental impact while delivering efficient performance and ease of installation.

An INVERTER-driven compressor enhances comfort, energy savings, and overall efficiency.

The Fujitsu AIRSTAGE Centauri comes with a seven-year compressor warranty and five-year parts warranty out of the box. The warranty is extended 10 years if the system is registered online within 60 days of installation. An additional two years (total of 12 years) is added if the system is installed in a residence by a Partner, Elite or Elite Plus level contractor and registered online within 60 days of installation.

Many optional accessories are available, including Fujitsu's wired remote controllers, wireless controllers, Building Management System (BMS) adapters, hail guards, snow hoods, wind baffles, and more.

For more information, please visit www.FujitsuGeneral.com



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Modine Expands U.S. Chiller Production Capacity to Serve Data Center Customers

Investment of \$38 million through 2028 at existing Grenada, MS, facility will create more than 450 jobs

Racine, Wis - Modine (NYSE: MOD), a diversified global leader in thermal management technology and solutions, is investing more than \$38 million to expand manufacturing capacity for data center chillers. The planned investment through the end of 2028 will upgrade one of Modine's facilities in Grenada, MS, and is expected to create more than 450 jobs.

"Increasing our capacity to manufacture data center cooling equipment is just one example of how we're executing on our strategy to evolve our portfolio for long-term growth," said Neil D. Brinker, Modine President and Chief Executive Officer. "By repurposing the facility to meet demand from hyperscale and co-location data center customers, we're well-positioned to capture opportunities in our strategic growth markets."

Modine operates two facilities in Grenada, MS. The investment at one of the facilities is supporting building upgrades, product line expansion of Airedale by Modine™ chillers, and enhancements to state-of-the-art testing facilities. The Grenada lab will increase in capacity and, alongside Modine's facility in Rockbridge, VA, grows

Modine's dedicated data center product development testing capabilities in the U.S. Chiller production is expected to begin at the facility later this summer.

"We are excited how our Grenada investment adds to our global manufacturing footprint for Airedale by Modine™ data center cooling solutions," said Eric McGinnis, President, Climate Solutions at Modine. "In addition to the Rockbridge facility, we're already serving data center customers worldwide from facilities in Canada, Spain, and the UK. And, we're looking forward to the first product coming off the lines in the coming months at our new facility in India."

"With Airedale by Modine™ technologies, global customers have a one-stop shop for mission-critical cooling solutions," said Art Laszlo, Group Vice President, Data Centers at Modine. "Whether it's our high-efficiency chillers, precision cooling units and modular fan walls or our intelligent controls and airflow management systems, we partner with our customers' to solve their most complex thermal management challenges."

Grand View Research Forecasts \$382.66 Billion Revenue Opportunity in HVAC Systems Market by 2030

San Francisco- The global HVAC systems market size is expected to reach USD 382.66 billion by 2030, registering a CAGR of 7.5% from 2025 to 2030, according to a new report by Grand View Research, Inc. The rising adoption of energy-efficient and renewable energy products is anticipated to be a significant driving factor for HVAC demand. Demand for eco-friendly systems, and advanced technology usage in products including software and automation, are a few key factors contributing to the industry's success. The growing usage of ACs in homes, as well as offices, has favored the HVAC industry over the years. To further boost this demand, rising incomes and standard of living in several emerging economies have also driven business profitability in recent years.

The growing popularity of ductless HVAC (Heating, ventilation, and air conditioning) is also gaining traction and will create avenues for market growth over the mid-term. Installing ACs in buildings without ducts is an impossible task and this

is where ductless systems come to save the day. These compact units can be installed almost anywhere devoid of ducts. Apart from new product development energy-efficient and tech-savvy products are also carving a niche for themselves in the market. For instance, products that work on geothermal technologies or renewable energy sources are helping consumers cut energy costs while benefitting OEMs meet sustainability targets.

Apart from efficiency, technology is also making this a lucrative market. Building automation systems are popular among contractors and architects. Therefore, the demand for Building Automation Systems (BAS) is gaining traction, as such creating avenues for the market. Further, Acs are no longer operated manually but can be controlled remotely with a smartphone, PC, or tablet. This functionality and smart feature is also emerging as a popular trend in the market creating revenue streams for manufacturers.

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Neighborly® Appoints Benjamin Lamb as Chief Financial Officer

New CFO brings proven leadership, financial expertise, and a commercial mindset to support the company's continued growth

Waco, Texas – After an extensive search, Neighborly®, the world's largest home services company, today announced the appointment of Benjamin Lamb as its new Chief Financial Officer. Lamb joins Neighborly's executive leadership team and reports directly to CEO Mike Davis. He will be based in Irving, Texas.

"We are pleased to welcome Ben to Neighborly," said Davis. "His depth of financial expertise, operational leadership, and strategic vision make him an ideal fit for this critical role. Having served as an operator before CFO, he brings a commercial mindset, a deep understanding of running a business, and a pace that aligns perfectly with our fast-moving environment and extensive brand portfolio. Ben also embodies our company's code of values."

Lamb brings more than two decades of experience in finance, strategy, and operations across both public and private sectors. He most recently served as Executive Vice President and Chief Financial Officer of EnLink Midstream, a publicly traded midstream energy company. Prior to serving as CFO, he held other senior roles, including Chief Operating Officer

and Executive Vice President of Corporate Development. At EnLink, Lamb played a key role in shaping corporate and financial strategy, including leading transformative acquisitions and managing a \$12 billion capital structure.

Prior to that, Lamb built a successful career in investment banking, serving as a Principal at Greenhill & Co., with previous roles at UBS Investment Bank and Merrill Lynch. He has also advised executive teams and boards on mergers, acquisitions, restructurings, and capital market transactions across the energy, utility, and power sectors.

"I'm honored to join a purpose-driven company like Neighborly that is reshaping the consumer services space," said Lamb. "What drew me here was the combination of a strong values-driven culture, a bold strategic vision, and an incredible opportunity for growth. I look forward to working alongside such a passionate and talented team to help drive meaningful progress and lasting impact."

Lamb is a Baylor University alumnus, earning his Bachelor of Business Administration in finance, economics, and international business.

Commercial Vehicle Industry Prevails in CARB Lawsuit

Farmington Hills, Mich. — This morning, the courts accepted an agreement in NTEA's lawsuit, which requires CARB to repeal the High-Priority and Drayage provisions of the Advanced Clean Fleets (ACF) rule. This rule would have required the affected fleets to purchase increasing percentages of zero-emission trucks.

California has agreed that the lawsuit, filed jointly by NTEA – The Work Truck Association and Specialty Equipment Market Association (SEMA) in October 2024, will be held in abeyance with the courts until the California Air Resources Board (CARB) formally repeals the regulation as required by the agreement between CARB, the California Attorney General, NTEA and SEMA.

CARB's regulations call for all trucks and buses sold by 2036 to be zero-emission and fleets to be fully zero-emission by 2045. This was to be accomplished through the Advanced Clean Trucks (ACT) rule, which requires OEMs to sell zero-emission vehicles, and the ACF, which requires fleets to purchase them on a phased-in schedule.

"This resolution marks a significant win for our members and the entire commercial vehicle industry," said Steve Carey, NTEA president & CEO. "Ultimately, work trucks must be available, capable and affordable. Our concern was never about the goal of cleaner vehicles — it was about how to realistically get there. NTEA has long advocated for achievable solutions that align with the real-world applications of commercial vehicles, and this outcome helps ensure our members can continue to build and supply the vehicles that are essential for commerce."

California's agreement with NTEA and SEMA requires that CARB present a proposal to repeal the High-Priority Fleet and Drayage Fleet Requirements of the ACF regulation in a public hearing no later than Oct. 31, 2025. Further, CARB agrees not to take any enforcement action under the High-Priority Fleet or Drayage Fleet Requirements during the repeal process.

Once CARB officially repeals the portions of the ACF subject to our lawsuit, we will voluntarily dismiss our complaint.



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HVAC Systems Market Report
Highlights:

- Based on equipment, the heat pump equipment segment led the market with the largest revenue share of 38.5% in 2024. The demand for heat pumps is experiencing a notable surge driven by a growing emphasis on energy efficiency, environmental sustainability, and a shift toward renewable heating solutions.
- The demand for air purifiers is witnessing a robust increase as concerns about indoor air quality and respiratory health grow worldwide. Driven by factors such as rising pollution levels, allergens, and the ongoing awareness of airborne viruses, consumers and businesses are increasingly investing in air purification technologies.
- Based on end-use, the residential segment led the market with the largest revenue share of 39.71% in 2024. Increasing multi-family and individual homeowners is creating avenues for the residential HVAC segment.
- The Asia Pacific HVAC systems market accounted for the largest revenue share of 46.8% in 2024. Factors such as improving economic conditions, rapid industrialization, and commercialization are anticipated to positively impact the market growth.

It's Not the Heat — It's the Dew Point:
Understanding the True Measure of Humidity

By Rick Kincel
Technical Services, Coburn Supply

As temperatures climb each summer, the public conversation inevitably turns to the sticky, oppressive feel of the air. Most people attribute this discomfort to relative humidity, but there's a more accurate and telling measure: dew point. And it's trending in a troubling direction.

Why Dew Point Matters More Than Relative Humidity

Relative humidity (RH) is a commonly cited metric, but it's largely misunderstood. RH depends on temperature — it rises when the air cools, even if the moisture level remains unchanged. For example:

- At 80°F and a 55°F dew point, RH is 42%
- At 75°F, RH rises to 50%
- At 70°F, it climbs to 59%

In all cases, the actual moisture in the air — represented by the 55°F dew point — has not changed. What has changed is how saturated the air is relative to its temperature. This is why dew point is a more consistent and practical indicator of humidity discomfort.

Dew Point on the Rise: A Look at the Data

Over the past 85 years, dew point levels have steadily increased. In fact, **2024 recorded**

the highest average dew points on record — a worrying trend for comfort, energy efficiency, and structural health in buildings.

During the humid months between May 1 and September 30, locations like **Galveston, New Orleans, Biloxi, and Miami** regularly reported high dew points well into the “oppressive” range. More importantly, their **average dew points stayed above 70°F**, a threshold where many begin to feel “very humid and uncomfortable” outdoors.

City	High Dew Point (°F)	Average Dew Point (°F)
Galveston, TX	84	73
New Orleans, LA	83	74
Biloxi, MS	82	73
Miami, FL	81	74
Daytona, FL	81	74
Chicago, IL	79	58
Newark, NJ	77	60

While northern cities like **Chicago** and **Newark** do occasionally hit high dew points, their **average values fall significantly** throughout the summer. This allows buildings in those areas to dry out periodically, maintaining better indoor comfort and preventing excessive moisture buildup.

Moisture's Hidden Impact on Homes

In consistently humid climates, high dew

points prevent buildings from drying out — a key factor in long-term comfort and home health. A persistently high dew point increases indoor moisture levels, impacting not just comfort but also HVAC system efficiency and building materials.

Rather than relying solely on air conditioning to lower indoor temperatures — and by extension relative humidity — homeowners should target dew point control.

A Whole-Home Solution: Dehumidification is No Longer Optional

Maintaining an indoor dew point at or below 55°F is crucial in humid climates. The most effective solution? **A whole-home dehumidifier**, like those offered by Ultra Aire. Once considered a luxury, these systems are now an essential component for managing indoor air quality and preventing moisture damage.

As climate patterns shift and moisture levels continue to rise, **dew point awareness** will become increasingly vital. Homeowners, contractors, and HVAC professionals must adjust their approach — focusing on managing dew point rather than just lowering temperature — to ensure year-round comfort and energy-efficient living.

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Putting the customer first during this short-term transition with bold initiatives to increase refrigerant supply and access without increasing costs.

Indianapolis, IN – Carrier shared a series of proactive initiatives designed to help ensure a steady and dependable supply of R-454B refrigerant. These efforts reflect our unwavering commitment to supporting our distributors and their customers during a time of high demand and evolving supply dynamics. Carrier is a part of Carrier Global Corporation (NYSE: CARR), a global leader in intelligent climate and energy solutions.

To increase availability and reduce delays, we are securing additional volume to improve lead times, redirecting product shipments from internal use to distribution, and partnering

with our distributors to prioritize Carrier's needs and manage allocations. **These actions are focused on one goal: helping to provide critical access to refrigerant so our partners can continue delivering.**

To further stabilize the channel, we're pulling all available levers during this short-term transition and will begin **increasing the amount of refrigerant pre-charged in residential ducted splits** from our standard 15 ft line set to 30 ft on most units. Light commercial splits and ductless units are not impacted. To better serve our customers, **we will not apply incremental surcharges for the increased refrigerant.**

ACCA Launches R-454B Resource Center to Support Contractors Amid Nationwide Refrigerant Shortage

Alexandria, VA — The Air Conditioning Contractors of America (ACCA) has launched a dedicated **R-454B Resource Center** to help HVACR contractors navigate the current refrigerant shortage with timely, factual information and safety resources.

As the industry adjusts to the phase-down of high-GWP refrigerants and increased demand for R-454B, contractors across the country are facing challenges in securing product, maintaining installation schedules, and managing customer expectations. ACCA's Resource Center is designed to address these concerns by serving as a centralized hub for updates, best practices, and training materials.

"Our mission has always been to guide, equip, and advocate for contractors—especially in moments like this," said Barton James, ACCA president and CEO. "We created this Resource Center to provide real-time, actionable support so contractors can keep their teams safe and their businesses running efficiently."

The R-454B Resource Center includes:

- Regularly updated FAQs
- Free A2L refrigerant safety training for ACCA members
- Guidance from manufacturers and suppliers
- A feedback form for contractor questions and input

The Resource Center is live now at acca.org/refrigerantshortage.






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Product News

Bosch Home Comfort Launches New Mini-Splits Series with Low GWP Refrigerant

Cool and Heat #LikeABosch with Bosch Climate 5000 Series Heat Pumps

Watertown, Mass.,— Bosch Home Comfort, a leading source of high-quality heating, cooling and hot water systems, has unveiled a new R-454B version of its Bosch Climate 5000 Ductless Mini-Split Heat Pumps in compliance with low GWP A2L refrigerant requirements. This latest model will leverage a low GWP R-454B refrigerant while continuing to offer a simple and seamless installation, making it easy and effortless to cool and heat #LikeABosch.

Designed for effortless installation without the need for ductwork, Bosch mini-splits offers efficient heating and cooling with whisper-quiet operation. These systems also include a factory-installed A2L Sensor on the evaporator coil that directly connects to the indoor unit’s control base. The quiet-performing condenser can power up to six indoor air handlers to offer a multi-zone, whole house solution for homeowners.

In addition, the Climate 5000 Ductless Mini-Splits series also features infrared

technology known as the Intelligent Eye. Implemented on the exterior unit, the Intelligent Eye is used to sense when people are inside the room to offer increased automated temperature controls. If the room is empty, the Intelligent Eye technology will automatically ease off the compressor speed in an effort to conserve energy for the homeowner and improve humidity control.

“Our goal with every product launch is to make our newest offering even better than the last, and the Bosch 5000 Climate Ductless Mini-Splits is a testament to this commitment,” said Jean Carlo Contreras Gallo, Product Manager. “The Climate 5000 Ductless Mini-Split Heat Pump Series is a technician’s dream with its easy installation and versatility, while offering customers the enhanced level of comfort they have come to know and enjoy from Bosch Home Comfort.”

Additional features and specifications include:

- Compact design to save space in homes

- Outdoor unit runs as low as 53 dB, while the indoor unit runs as low as 23 dB
- Electrical, refrigerant and condensate drain lines connect outdoor and indoor units via a 3-inch diameter hole
- 10-year compressor warranty
- 10-year parts residential warranty, depending on product registration

- Universal wired thermostat is backwards-compatible

To learn more about Bosch Home Comfort and its complete portfolio of products, visit www.Bosch-homecomfort.com/us.





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It's On My Heart: Are We Priced Out of the Market?

A colleague recently asked me, “Have these latest rounds of equipment changes pushed pricing too far? How can we approach customers today with a replacement system that costs two to three times what it did a few years ago?”

It's a fair concern. Between mandated efficiency upgrades, new refrigerants, and a tidal wave of tariffs, system prices have soared. So how do we help customers afford comfort — and still grow our businesses — in today's economy?

First: See It as an Opportunity, Not a Problem

Anyone who's worked with me knows: I believe challenges are just opportunities in disguise.

When you see the rising cost of equipment, don't see

a dead-end — see a chance to innovate.

Let's revisit a concept from decades ago that's more important than ever: **maintenance agreements**. Or better yet, **Club Memberships**. These programs offer real value to customers — annual or semiannual inspections, reduced repair costs, discounted overtime or dispatch fees, and priority service.

Some progressive companies now do just one inspection per year for systems under five years old, especially if they installed them. These newer systems tend to be trouble-free, and scaling back inspections helps free up labor for billable service.

Example:

If you have 1,000 club members and half are under five years old, you've just freed

up at least 500 labor hours — critical when it's so difficult to recruit technicians today.

Second: Focus on Repairs When It's the Right Move

We also need the ability — and the mindset — to keep a system running when it's the right choice.

Be cautious about condemning a system just because of a failed motor or control board. If there's been a pattern of breakdowns, that's different. But one part failure shouldn't automatically mean replacement.

Today, tools like **Bluon** can help — take a photo of the unit's nameplate and instantly access the wiring diagram, parts list, and manuals. Need a blower motor? They can help locate OEM parts, too.

(Side note: I recently interviewed one of their

leaders — they have a real passion for helping field techs be more efficient.)

There's also technology that monitors compressor and motor health and can send alerts when a problem is starting. I have it on my own system. Catching issues early saves major repairs — and strengthens customer trust.

Third: Offer Solid Financing Options

Customers rarely budget for a new HVAC system — unlike a new car or boat. Yet today's system costs are often comparable to a modest vehicle.

You must have a strong financing plan ready:

- **10-year terms minimum;** 12–15 years is even better.
- **Always offer financing,** even if you think they don't need it.

Some will pay by credit card. Some might even write a check. Regardless, make financing simple, seamless, and stress-free.

SEE HINSHAW PG.18



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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Trane Technologies Takes Action to Ease R-454B Shortage for Contractors and Distributors

Columbus, OH — Heating, Air-conditioning, & Refrigeration Distributors International (HARDI), representing over 550 HVACR wholesale distributor members, expresses sincere appreciation to Trane Technologies for its recent decision to increase the pre-charge of residential R-454B systems. This proactive move will help alleviate current shortages of packaged R-454B refrigerant and provide meaningful relief to both contractors and distributors.

The supply strain on R-454B has created a severe

bottleneck in the distribution chain, impacting equipment installations and contractor operations as we enter the peak of the cooling season. By increasing the factory charge, Trane is helping to reduce the need for additional field refrigerant and ease pressure on the channel.

“HARDI is talking and working with every part of the industry to find creative, short-term solutions to this unexpected challenge,” said Talbot Gee, HARDI CEO. “We are grateful to Trane for recognizing the urgency of the issue and taking

a practical, helpful step that supports both contractors and the distribution community during this critical moment.”

HARDI continues to urge wholesale distributors to educate and train their customers on best practices for installing A2L equipment. Understanding how much refrigerant is needed before arriving at the job site can help contractors plan better for refrigerant requirements. Additionally, Trane’s efforts to reduce this demand through increased pre-charged refrigerant levels represent a much-needed creative solution to the shortage.



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HINSHAW con’t.

Fourth: Get the Whole Team Aligned

Everyone — techs, office staff, salespeople — needs to speak the same language.

Plant seeds early during service calls. When customers ask, “How long will my system last?”, train your techs to respond truthfully:

“I can’t tell you the exact day it will fail, but I can tell you when: it’ll be running when you need it most. Likely not on a calm Tuesday at 68°F — but on a Friday night when it’s 102°F and you’re hosting a bridal shower the next day.”

And please, no more bragging about that “23-year-old unit still running fine.”

Instead, share real examples — like Roy White, Contractor of the Year at our Boston Summit, who replaced a six-year-old system with a cracked heat exchanger and dead compressor, caused by poor airflow. He didn’t just swap the unit; he corrected the underlying issue by redesigning the ductwork.

In short:

- Build a strong club membership program.
- Use technology to spot problems early.
- Offer creative, accessible financing.
- Align your whole team around honest communication.

Do that — and this could be your best year ever.



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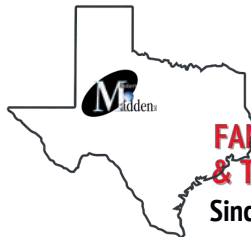
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How Do HVAC Systems Influence Student Performance and Learning Environments?

By Ellie Gabel

The country's HVAC systems play a vital — yet often overlooked — role in students' learning outcomes, whether in kindergarten or high school. Do they impact the classroom for better or worse? Discover how these systems impact educational environments and student performance.

How HVAC Systems Influence Learning Outcomes

Indoor air quality, temperature and relative humidity levels influence students' health and attentiveness. The quality of a unit's filter and ductwork affects temperature consistency and pollutant exposure, influencing students' ability to pay attention during lessons. It can even determine their susceptibility to illness, impacting how often they stay home from school.

Research connects these environmental factors to health and academic outcomes. HVAC problems can substantially impact students' performance for better or worse. Depending on the system's quality and cleanliness, it can influence everything from absenteeism to test scores.

While a clean, operational unit can help pupils focus and increase their resilience to sickness, faulty components and refrigerant leaks can contribute to adverse effects like mold growth, airborne pathogen transmission and

headaches, hindering positive learning outcomes.

Sound is commonly overlooked, even among those who understand the importance of indoor air quality and temperature consistency. These systems use compressed air to control air dampers and pneumatic actuators, ensuring efficient temperature control. These components can generate considerable noise, which may result in hearing loss in confined spaces.

Students are likely not at risk of hearing loss. However, one study from the Journal of the Acoustical Society of America found that people tend to experience psychophysiological responses — like elevated cortisol levels or increased blood pressure — when exposed to disruptive HVAC noise during mentally demanding work.

Ensuring HVAC Systems Have a Positive Influence

School-aged individuals breathe more air per unit weight and are more sensitive to temperature. A clean, efficient HVAC system can improve test scores, reduce absence rates, enhance learning productivity and support proper development.

Equipment manufacturers and technicians can optimize units by upgrading key components. Ventilation and filtration improvements — like high-efficiency particulate air filters — can improve airflow

without increasing airborne contaminants.

Schools are still hotbeds of illnesses, especially during cold and flu season. Integrating purification technology to eliminate airborne contaminants can reduce absenteeism. For example, contractors can implement aftermarket ultraviolet germicidal irradiation devices.

Another way to improve the standard unit's design is to leverage insulation, vibration-damping materials and fan upgrades to minimize noise. Even though modern models are relatively quiet, many schools rely on older systems because they do not have the budget for an upgrade. Systems may clank or whirl loudly, distracting pupils.

Ensuring optimal performance is vital for improving learning outcomes. However, even the best contractors cannot ensure every component remains in peak condition without help. With internet-enabled sensors, programmable thermostats and intelligent algorithms, they can remotely monitor and adjust every device. These nodes even enable preventive maintenance.

The Role of Maintenance in Improving Performance

Some hazards only appear after equipment faults. Say a refrigerant leak occurs in an older system using chlorofluorocarbons (CFCs). Inhalation can cause a state of lightheadedness and tremors. Naturally, these

symptoms would hinder lessons.

Although CFC refrigerant leaks are unlikely, clogged ductwork, dirty filters and electrical shorts are not. Excluding external variables, schools with faulty HVAC systems may generally have worse learning outcomes than those with fully operational units.

Administrators and technicians should coordinate to optimize HVAC systems in schools. Preventive and proactive maintenance programs can mitigate faults. Preventing equipment failure blocks the spread of airborne pollutants, keeps moisture in check and stops temperatures from fluctuating. Proper upkeep is key because new units may be out of the budget.

According to the American Society of Civil Engineers, HVAC repair is the most common infrastructure needed among the nation's public schools. Just under half of school districts must update the systems in at least half of their facilities. However, the funding gap to reach a state of good repair reached \$85 billion in 2021.

Using HVAC Systems to Raise Students' Grades

Before overhauling their curriculum or holding assemblies to raise grades and get kids to pay attention, schools can turn their attention to their HVAC systems. Administrators and contractors can coordinate to improve them and positively influence student learning outcomes.



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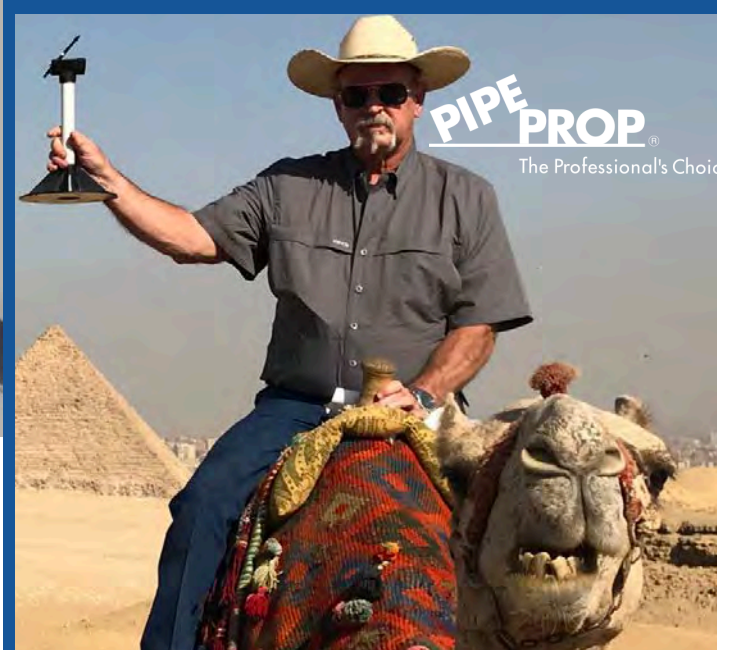


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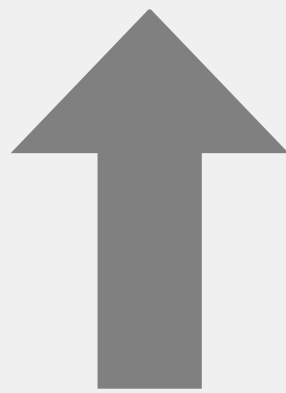
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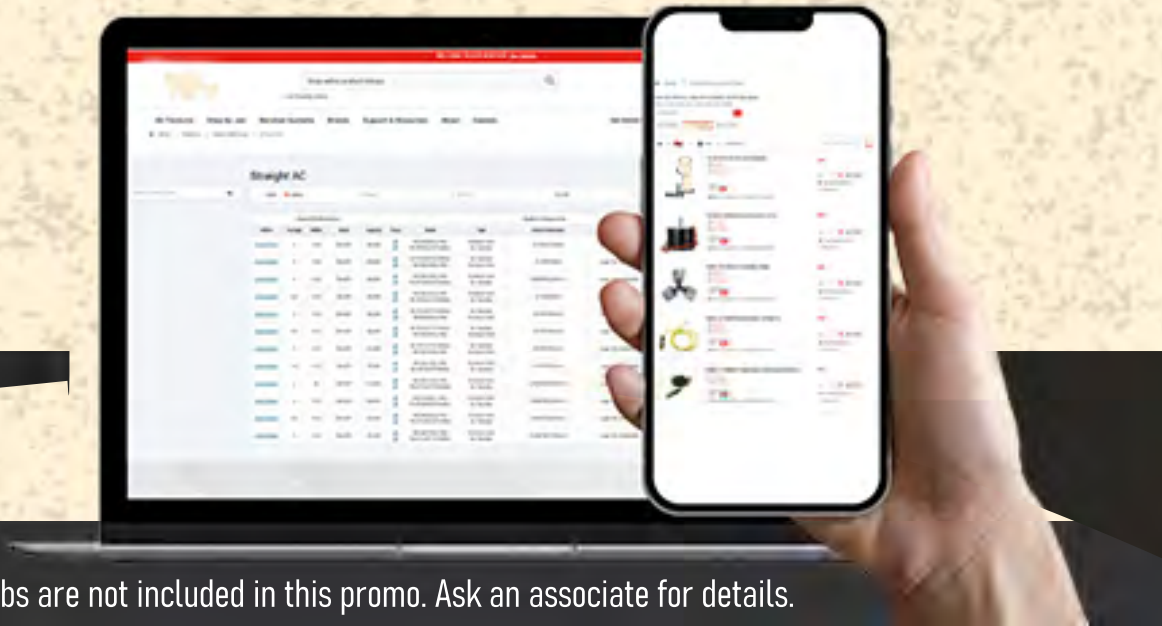
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CE South Texas Crawfish Boil

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ASHRAE 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 Dynamic Technical Program for 2025 Annual Conference in Phoenix

Over 80 sessions and 10 ALI courses planned - early bird registration open through April 28

Atlanta – ASHRAE has unveiled a robust and future-focused technical program for its 2025 Annual Conference, taking place June 21–25 in Phoenix, Arizona, at the Sheraton Phoenix

Downtown and Phoenix Convention Center.

This year's conference will offer professionals at all levels an opportunity to engage with the latest research, emerging technologies and applied best practices in the HVAC&R and building science industries. With more than 80 technical sessions across eight tracks, attendees can expect expert-led discussions on heat pumps, refrigerants, thermal energy storage, decarbonization strategies, and workforce development. The conference also includes industry tours, award recognitions, and networking events.

"The ASHRAE Annual Conference is more than just a meeting of minds, it's where best practices meet innovation," said 2024–25 ASHRAE President M. Dennis Knight, P.E., BEMP, Fellow Life Member ASHRAE. "As our industry evolves, so must our people. This conference is a forum for seasoned experts to share their insights and a launchpad for the next generation of HVAC&R professionals. With cutting-edge technical content and unparalleled networking opportunities, the 2025 Conference is a catalyst for professional growth and a stronger, more future-ready HVAC&R workforce."

Highly anticipated sessions include:

- Hot! Hot! Hot! Best Practice and Challenges of Heat Recovery from Data Centers (Panel)
- How Owners Find, Hire, Train and Retain Talent When Nobody Wants to Work Anymore
- Electric Heat Storage to Reduce Winter Peak Electric Demand: Proven Technology Now Qualifies for 30%, 40% or 50% Investment Tax Credit
- Ventilation in Sleeping Environments: ASHRAE 1837-TRP
- Gen AI in HVAC Industry: State of Art, Case Studies and Future Applications
- Wildfires: How to Protect Building Occupants

The ASHRAE Learning Institute will offer 10 courses during the conference. All courses are approved for continuing education credits toward maintaining P.E. licensure.

The ASHRAE Learning Institute (ALI) will also offer 10 continuing education courses, all approved for continuing education credits toward maintaining P.E. licensure.

Four new or updated courses are being offered:

- Ultra-Low-Energy Buildings and Microgrids Tools for Resilience and Decarbonization
- Efficient Design for High-Performance DOAS Systems: Advancements and Applications
- Tools, Standards, and Designs for Sustainable Laboratories
- Advanced Concepts in Designing and Retrofitting Energy Efficient Data Centers

The plenary session will include Honors and Awards recognitions, Society updates in the Secretary's Report and a farewell address from 2024-25 ASHRAE President Dennis Knight.

The conference will feature a plenary session with Society updates and the farewell address from President Knight. At the President's Luncheon, ASHRAE will install its new officers and directors and incoming 2025-26 ASHRAE President Bill McQuade will deliver his inaugural address on the Society's new theme: "Healthy Buildings: Designing for Life."

Early bird registration is available through April 28. In-person rates start at \$790 for ASHRAE members and \$1,065 for non-members (which includes a complimentary one-year ASHRAE membership). Virtual attendance options are also available for individuals and organizations. Additional pricing details can be found on the conference website.

Explore the full technical program and register at ashrae.org/2025Annual



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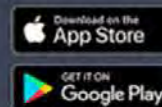
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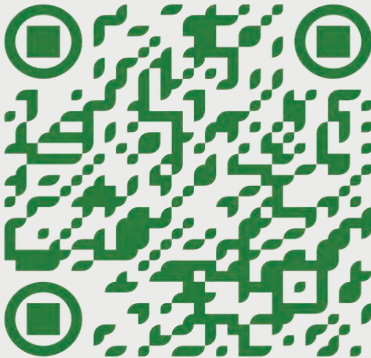
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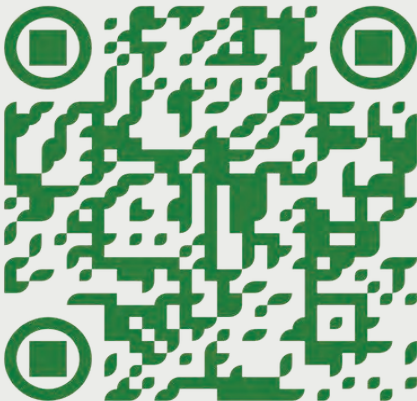
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Johnson HVAC Distribution Grand Opening

Johnson HVAC Distribution held a Grand Opening for their new Katy TX location on Wednesday May 21st. The event had a catered lunch, vendor fair and door prizes. The new location is at 21501 Park Row Drive, Suite 250, Katy, TX 77449.



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Construction Employment Increases in 32 States and D.C. from April 2024 to Last Month; But Only 24 States Added Jobs from March to April

Texas and New Mexico Have Highest 12-Month Gains, While Washington Has the Worst Yearly Losses; California and Virginia Top Lists of Monthly Gainers While Washington and Alaska Have the Worst Monthly Losses

Construction employment increased in 32 states and the District of Columbia in April from a year earlier, but only 24 states added construction jobs between March and April, according to a new analysis of federal employment data released by the Associated General Contractors of America today. Association officials said that questions about the potential impact of tariffs and market uncertainty appear to have limited construction employment growth to fewer than half the states.

“Construction employment continued to expand in many parts of the country, but uncertainties about the impacts of tariffs and the direction of the economy appear to be affecting hiring in many other places,” said Macrina Wilkins, the association’s senior research analyst. “It is too early to tell, however, whether this is just a bump in the road or the start of a more troubling trend.”

Between April 2024 and April 2025, 32 states and D.C. added construction jobs, 17 states shed jobs, and employment was unchanged in Arkansas. Texas added the most construction employees (32,000 jobs or 3.8 percent), followed by Ohio (20,500 jobs, 8.4 percent), Florida (12,400 jobs,

1.9 percent), Virginia (10,500 jobs, 4.8 percent), and South Carolina (8,500 jobs, 7.3 percent). New Mexico (14.6 percent, 7,700 jobs) had the largest percentage gain over 12 months, followed by Idaho (8.8 percent, 6,200 jobs), Ohio, Kentucky (7.4 percent, 6,900 jobs), and South Carolina.

Washington lost the most construction jobs during the past 12 months (-15,000 jobs, -6.6 percent), followed by California (-13,300 jobs, -1.5 percent), New York (-7,700 jobs, -2.0 percent), Massachusetts (-4,400 jobs, -2.6 percent), and New Jersey (-3,300 jobs, -2.0 percent). The largest percentage loss was in Washington, followed by Montana (-4.8 percent, -1,800 jobs), Massachusetts, New York, and New Jersey.

For the month, industry employment increased in 24 states, declined in 24 states and D.C., and was unchanged in New York and Indiana. California added the most construction jobs (6,300 jobs or 0.7 percent), followed by Texas (4,900 jobs, 0.6 percent), Virginia (4,300 jobs, 1.9 percent), Michigan (1,900 jobs, 1.0 percent), and Maryland (1,700 jobs, 1.1 percent). The largest percentage gain occurred in Virginia, followed by West

Virginia (1.7 percent, 600 jobs), Iowa (1.5 percent, 1,300 jobs), Maryland (1.1 percent, 1,700 jobs), and Utah (1.1 percent, 1,600 jobs).

Washington experienced the largest decline in construction jobs from March to April, (-3,300 jobs or -1.5 percent), followed by Pennsylvania (-1,800 jobs, -0.7 percent), Nevada (-1,400 jobs, -1.3 percent), and Alabama (-1,400 jobs, -1.3 percent). Alaska lost the highest percentage of jobs for the month (-3.1 percent, -600 jobs), followed by Vermont (-1.8 percent, -300 jobs), Rhode Island (-1.7 percent, -400 jobs), Washington, and Nevada (-1.3 percent, -1,400 jobs).

Association officials said recent announcements about progress toward trade deals with the United Kingdom and China appear to have removed some of the immediate uncertainty about tariffs. “Federal officials can help ensure continued strong demand for construction by boosting investments in construction education and training, allowing more people to lawfully enter the country to work in construction, and eliminating questions about future tax rates and federal spending levels,” said Jeffrey Shoaf, the association’s chief executive officer.



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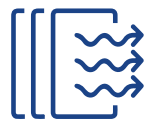
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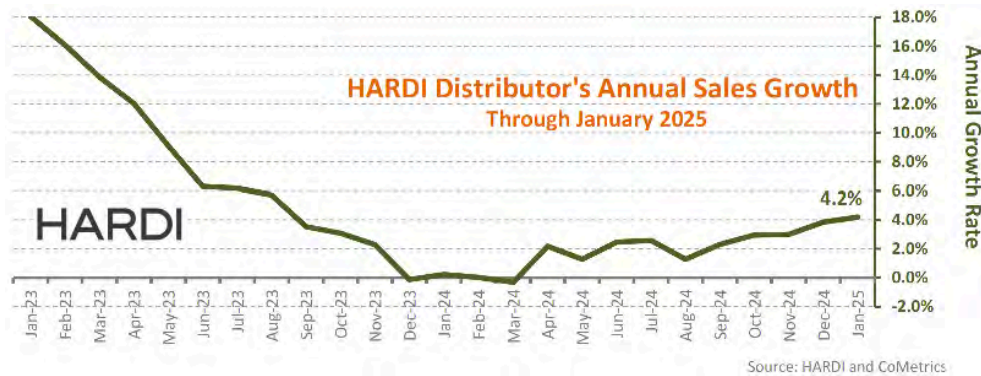
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HARDI

HARDI Distributors Report 7.4% Revenue Increase in March

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 7.4% during March 2025.

The annual sales growth for the 12 months through March 2025 is an increase of 3.3%.



“This was a nice way to end the first quarter of the year,” said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. “When we adjust the monthly results for the same number of billing days, the three-month average monthly sales growth was near 5% for each month this quarter.”

The monthly sales survey also calculates distributor’s Days Sales Outstanding, a measure of how quickly customers pay their bills. “The DSO for March was 38 days which compares favorably to the past couple of years that were in the 41-to-42 day range,” said Loftus.

March was the last month of heating season, and the sales to inventory ratio indicates distributors in most regions are ready for cooling season. “We start cooling season with deteriorating consumer sentiment and difficult cooling degree day comparisons in most regions during May and June,” said Loftus. “Cooling degree days are closer to normal or less than normal in most regions during July and August.”

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.

Carrier Announces New R-454B Packaging Strategy to Support HVACR Channel During Shortage

Columbus, Ohio – Heating, Air-conditioning, & Refrigeration Distributors International (HARDI) applauds Carrier for its recent announcement to convert excess bulk R-454B refrigerant into 20-pound cylinders for use by distributors and contractor dealers across all its brands, including Carrier, Bryant, Payne, and ICP. This innovative action addresses an urgent supply challenge and provides timely support to those on the front lines of the HVACR transition to low-GWP systems.

With R-454B refrigerant in high demand and a limited supply of service refrigerants causing installation delays, Carrier’s decision to repurpose bulk refrigerant into accessible packaging offers a practical and immediate solution. It demonstrates a clear commitment to helping distributors and contractors in continuing to serve their customers during this critical time.

“HARDI is pleased to see more manufacturers stepping up with creative solutions to this short-term but serious shortage,” said Talbot Gee, HARDI CEO. “Our ongoing collaboration with Carrier has been incredibly productive and focused on real-world outcomes. This move will make a meaningful difference in getting equipment installed and projects completed on schedule.”

HARDI continues to encourage wholesale distributors to educate and train their customers on best practices for installing A2L equipment. Understanding how much refrigerant is needed before arriving at the job site can assist contractors in better planning for refrigerant requirements. Additionally, Carrier’s efforts to reduce this demand through increased pre-charged refrigerant levels and improved access to service refrigerant represent a much-needed creative solution to the shortage.

Rheem Acts to Support HVACR Channel with Temporary Increase in R-454B Factory Pre-Charge

Columbus, Ohio – Heating, Air-conditioning, & Refrigeration Distributors International (HARDI), representing over 500 HVACR wholesale distributor members, applauds Rheem for its recent announcement to temporarily increase the factory pre-charge of R-454B refrigerant in its air conditioners and heat pumps. This proactive step will help alleviate the impact of the current R-454B cylinder shortage and reduce the need for additional refrigerant during installation.

“HARDI is encouraged to see manufacturers like Rheem taking decisive action to support contractors and distributors during this period of supply chain disruption,” said HARDI CEO Talbot Gee. “By increasing the factory refrigerant charge without raising unit prices, Rheem is helping ensure continuity of service and minimizing installation delays in the field.”

Rheem’s decision enables base efficiency units to support installations requiring a 30-foot line set and a 3/8-inch liquid line, effectively doubling the reach from the previous 15-foot standard. HARDI thanks Rheem for its continued commitment to reliability, performance, and customer support.

HARDI remains focused on helping its distributor members and their contractor customers navigate the refrigerant transition while maintaining high standards for safety, efficiency, and compliance. HARDI continues to encourage wholesale distributors to educate and train their customers on best practices for installing A2L equipment. Understanding how much refrigerant is needed before arriving at the job site can assist contractors in better planning for refrigerant requirements.

Trane Technologies Takes Action to Ease R-454B Shortage for Contractors and Distributors

Columbus, Ohio – Heating, Air-conditioning, & Refrigeration Distributors International (HARDI), representing over 550 HVACR wholesale distributor members, expresses sincere appreciation to Trane Technologies for its recent decision to increase the pre-charge of residential R-454B systems. This proactive move will help alleviate current shortages of packaged R-454B refrigerant and provide meaningful relief to both contractors and distributors.

The supply strain on R-454B has created a severe bottleneck in the distribution chain, impacting equipment installations and contractor operations as we enter the peak of the cooling season. By increasing the factory charge, Trane is helping to reduce the need for additional field refrigerant and ease pressure on the channel.

“HARDI is talking and working with every part of the industry to find creative, short-term solutions to this unexpected challenge,” said Talbot Gee, HARDI CEO. “We are grateful to Trane for recognizing the urgency of the issue and taking a practical, helpful step that supports both contractors and the distribution community during this critical moment.”

HARDI continues to urge wholesale distributors to educate and train their customers on best practices for installing A2L equipment. Understanding how much refrigerant is needed before arriving at the job site can help contractors plan better for refrigerant requirements. Additionally, Trane’s efforts to reduce this demand through increased pre-charged refrigerant levels represent a much-needed creative solution to the shortage.

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32nd Annual Ray Dingler Memorial Scholarship Golf Tournament

The 32nd Annual Ray Dingler Memorial Scholarship Golf Tournament was held at Gray Plantation Golf Course in Lake Charles Louisiana on Tuesday April 29th. The annual tournament raises funds for the McNeese State University Scholarship Fund. The Annual Tournament honors the late Ray Dingler who was the founder of Solar Supply in Lake Charles.



32nd Annual Ray Dingler Memorial Scholarship Golf Tournament, con't



Photos courtesy of McNeese State University Foundation

RSES Welcomes *RSES Journal* Editors



Schaumburg, Ill. – RSES is pleased to welcome B2B publications veteran Terry McIver to its editorial team. Former Contracting Business Editor-in-Chief, McIver brings the business owner's perspective into the Association world of HVACR, lending to RETA's and RSES's needs to promote continuing education and training to the individuals working for those owners.

McIver has had multiple editorial roles with Endeavor Business Media, formerly Penton Publications, including, but not limited to: feature and news writing; interviewing; event coverage; podcasts; webinar hosting; proofreading; and publication delivery.

"RETA and RSES look forward to Terry lending his perspective of the industry to our Members and sharing his knowledge and perspective of the HVACR professional," says Jim Barron, Executive Director, RETA-RSES. "As our Associations continue to evolve, so too do our messages to the marketplace. Terry will prove instrumental in presenting technical information our readers require for their day-to-day work on jobsites."

In addition, Allie Dulabaum, former Office Assistant for RSES, has been promoted to RSES Journal Assistant Editor. A recent DePaul University Graduate, she earned her Bachelor's in English, with a Creative Writing concentration and a minor in Sociology. Her past work

of passion was with the DePaul Blue Book, an annual anthology featuring writing from high school literary magazines, newspapers and individual students. There, she organized projects, resolved operational challenges; managed extensive outreach to high school contacts; and curated a special section for the publication titled "Defining a New Generation." This section highlighted showcased high school creative writing work that encapsulated the identity and struggles of Gen Z.

"RSES Journal is in good hands," says Lori Schiavo, Senior Director of Operations. "The publication has always been one of the top membership benefits of RSES, and I am looking forward to watching how Terry and Allie work together to shape it for the incoming generation of HVACR contractors, technicians and facility managers."

RETA and RSES continue to develop publishing strategies to assist Members and non-members of the Association gain access to high-quality industry peer-reviewed technical articles. Information about this evolving process will be made available soon.

For more information about *RSES Journal*, visit www.rsesjournal.com. To contact Terry McIver, email tmciver@rses.org or call 800-297-5660 x4021. Allie Dulabaum is available at 800-297-5660 x4032 or adulabaum@rses.org.

Arkema Strengthens its Range of Lower Global Warming Potential Refrigerant Solutions

Arkema will offer a range of lower global warming potential (GWP) refrigerants to the global market, increasing access to next generation refrigerant solutions. The expansion of Arkema's portfolio through a commercial arrangement with Honeywell International Inc. will strengthen global supply chains, address increased demand for HFO blends in the HVACR industry and ensure continued supply, consistent with the HFC phasedown.

Arkema will sell HFO blends under its Forane® brand. These refrigerants – many of which are already preferred by leading equipment manufacturers – meet HVACR industry regulations and improve energy efficiency for businesses and homeowners. The solutions include:

- **Forane® 454B (R-454B)**, which possesses a GWP of 466 and exhibits properties comparable to R-410A. This refrigerant has been specified by several original equipment manufacturers (OEMs) for use in comfort cooling applications.
- **Forane® 448A (R-448A) and Forane® 449A (R-449A)** have been developed as replacements for R-404A, R-507A, R-22 and R-407. They are particularly well-suited for use in low to medium commercial refrigeration applications, including supermarkets, cold storage rooms, walk-in coolers and freezers, refrigerated display cases, and centralized rack systems.
- **Forane® 452A (R-452A)** is another alternative to R-404A for transport refrigeration.
- **Forane® 513A (R-513A)** reduces GWP by over 50% compared to R-134A. It's suitable for centrifugal chillers, medium temperature refrigeration, air conditioning and heat pumps.

Arkema remains dedicated to delivering innovative, sustainable solutions for the HVACR industry. For more information about Forane® low-GWP refrigerant offerings, visit www.Forane.Arkema.com.

Hunton Group HVAC Industry Car Show

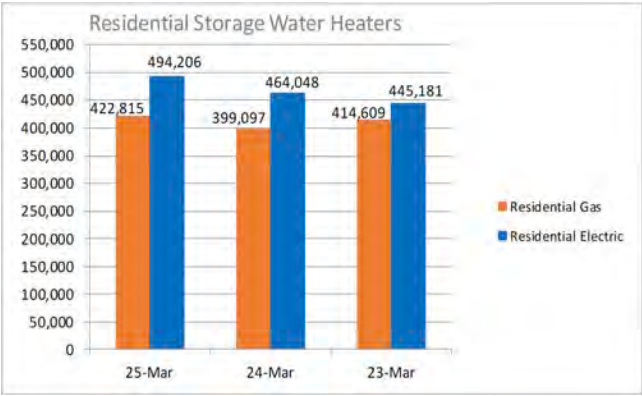
Hunton Group hosted their Annual HVAC Car Show on Saturday May 17th across the street from their Westpark location in Houston TX. The proceeds from the event go to help the Houston PD Backpacks for Kids campaign. The event was very well attended, and some great cars and trucks also!



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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for March 2025 changed +5.9 percent, to 422,815 units, compared to 399,097 units shipped in March 2024. Residential electric storage water heater shipments changed +6.5 percent in March 2025 to 494,206 units, compared to 464,048 units shipped in March 2024.

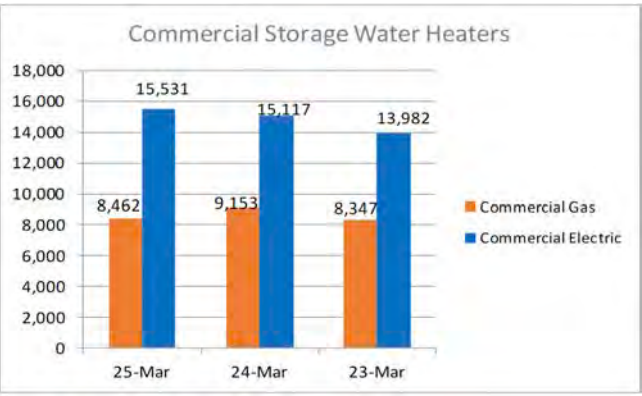


Year-to-date U.S. shipments of residential gas storage water heaters changed +2.4 percent, to 1,170,842, compared to 1,143,650 shipped during that same period in 2024. Residential electric storage water heater shipments changed -1.2 percent year-to-date, to 1,319,259 units, compared to 1,335,688 shipped during the same period in 2024.

Year-to-Date				
	Mar 25 YTD	Mar 24 YTD	% CHG. (From 2024-2025)	Mar 23 YTD
Residential Storage Gas	1,170,842	1,143,650	+2.4	1,144,989
Residential Storage Electric	1,319,259	1,335,688	-1.2	1,264,410

Commercial Storage Water Heaters

Commercial gas storage water heater shipments changed -7.5 percent in March 2025, to 8,462 units, compared to 9,153 units shipped in March 2024. Commercial electric storage water heater shipments changed +2.7 percent in March 2025, to 15,531, compared to 15,117 units shipped in March 2024.

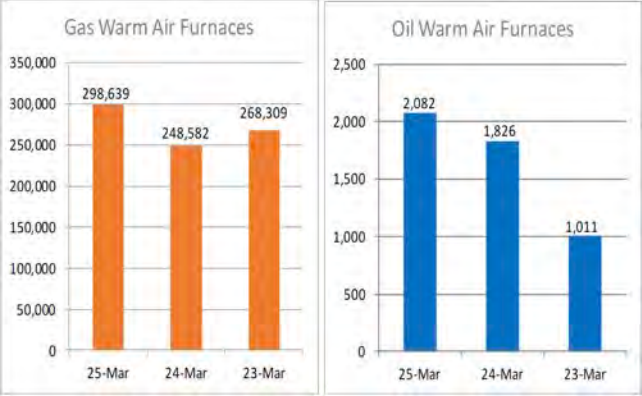


Year-to-date U.S. shipments of commercial gas storage water heaters changed -5.6 percent, to 23,144 units, compared to 24,524 units shipped during the same period in 2024. Year-to-date commercial electric storage water heater shipments changed +2.6 percent, to 41,811 units, compared to 40,764 units shipped during the same period in 2024.

Year-to-Date				
	Mar 25 YTD	Mar 24 YTD	% CHG. (From 2024-2025)	Mar 23 YTD
Commercial Storage Gas	23,144	24,524	-5.6	22,794
Commercial Storage Electric	41,811	40,764	+2.6	37,773

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for March 2025 changed +20.1 percent, to 298,639 units, compared to 248,582 units shipped in March 2024. Oil warm air furnace shipments changed +14.0 percent, to 2,082 units in March 2025, compared to 1,826 units shipped in March 2024.

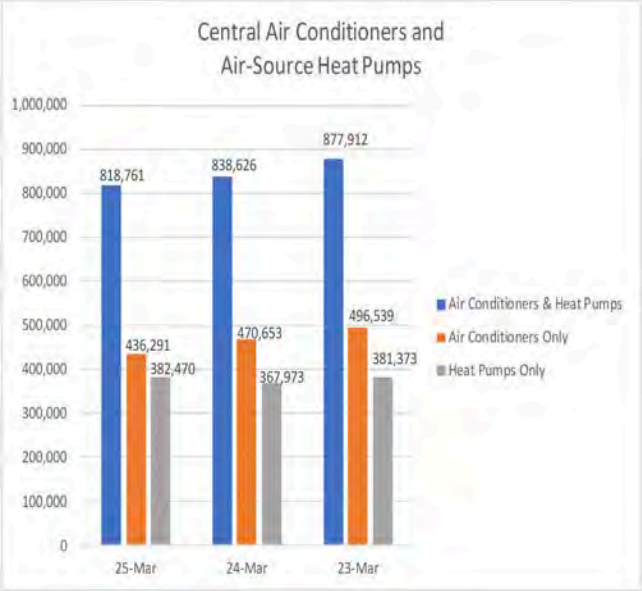


Year-to-date U.S. shipments of gas warm air furnaces changed +22.0 percent, to 829,424 units, compared to 679,629 units shipped during the same period in 2024. Year-to-date U.S. shipments of oil warm air furnaces changed +15.0 percent, to 7,924 units, compared to 6,890 units shipped during the same period in 2024.

Year-to-Date				
	Mar 25 YTD	Mar 24 YTD	% CHG. (From 2024-2025)	Mar 23 YTD
Gas Warm Air Furnaces	829,424	679,629	+22.0	756,609
Oil Warm Air Furnaces	7,924	6,890	+15.0	5,124

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 818,761 units in March 2025, changed -2.4 percent compared to 838,626 units shipped in March 2024. U.S. shipments of air conditioners changed -7.3 percent, to 436,291 units, compared to 470,653 units shipped in March 2024. U.S. shipments of air-source heat pumps changed +3.9 percent, to 382,470 units, compared to 367,973 shipped in March 2024.



Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +5.2 percent, to 2,077,964, compared to 1,975,509 units shipped during the same period in 2024. Year-to-date shipments of central air conditioners changed +3.2 percent, to 1,126,190 units, compared to 1,091,585 units shipped during the same period in 2024. The year-to-date total for heat pump shipments changed +7.7 percent, to 951,774, compared to 883,924 units shipped during the same period in 2024.

Year-to-Date				
	Mar 25 YTD	Mar 24 YTD	% CHG. (From 2024-2025)	Mar 23 YTD
Air Conditioners & Heat Pumps Combined Total	2,077,964	1,975,509	+5.2	2,136,924
Air Conditioners Only	1,126,190	1,091,585	+3.2	1,166,808
Heat Pumps Only	951,774	883,924	+7.7	970,116

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

Month				YTD			
Size Description (000) BTUH	2025 Total	% Change from 2024	2023 Total	Size Description (000) BTUH	2025 Total	% Change from 2024	2023 Total
Under 16.5	38,024	+8.5	36,269	Under 16.5	85,999	+8.0	83,905
16.5-21.9	74,498	-25.9	113,961	16.5-21.9	204,685	-11.4	270,580
22-26.9	166,011	-9.4	170,701	22-26.9	436,805	+3.5	417,352
27-32.9	133,076	-0.7	137,152	27-32.9	326,516	+6.2	331,501
33-38.9	175,509	+7.6	171,203	33-38.9	433,689	+12.7	423,395
39-43.9	58,241	+10.0	54,872	39-43.9	149,906	+17.4	135,615
44-53.9	80,671	+1.1	93,252	44-53.9	204,198	+6.6	224,175
54-64.9	71,773	+13.4	76,139	54-64.9	180,235	+13.9	190,346
65-96.9	7,008	-20.5	9,507	65-96.9	20,287	-16.5	22,891
97-134.9	5,781	-23.2	6,668	97-134.9	15,331	-27.2	16,302
135-184.9	4,048	-19.2	4,447	135-184.9	9,711	-27.2	11,173
185-249.9	1,796	-25.3	1,491	185-249.9	4,369	-27.8	3,737
250-319.9	1,146	-25.0	1,029	250-319.9	3,075	-32.4	2,841
320-379.9	360	+6.2	253	320-379.9	823	-18.3	666
380-539.9	320	-20.2	314	380-539.9	838	-25.1	799
540-639.9	194	-16.4	292	540-639.9	671	-13.8	703
640-799.9	109	-11.4	105	640 & Over	263	-24.4	255
800.0-899.9	28	-47.2	49	800.0-899.9	98	-42.7	152
900.0-999.9	92	+31.4	59	900.0-999.9	210	+9.9	164
1,000.0-1,199.9	26	+8.3	43	1,000.0-1,199.9	75	-34.8	109
1,200.0 & Over	50	-41.2	106	1,200.0 & Over	180	-24.7	263
TOTAL	818,761	-2.4	877,912	TOTAL	2,077,964	+5.2	2,136,924

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.

PHCC Foremen Workshop Highlights AI and Innovation for Field Leadership

The role of the foreman is evolving, a fact demonstrated clearly at the **Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation's** recent *Creating Super Foremen* workshop, held May 2–3 at the Viega Seminar Center in Broomfield, Colorado. With instruction led by Purdue University Professor Emeritus Kirk Alter, the event brought together twenty-seven foremen from the contracting companies nationwide for an immersive two-day training experience.

This year's program emphasized the foreman's critical role as the first line of company management; the individual on the jobsite responsible for aligning field performance with their company's business goals. A key part of that alignment is leveraging technology and innovative tools to drive communication, planning, and accountability.

In one standout activity, attendees worked hands-on with an artificial intelligence platform to build a career progression roadmap for a new hire, outlining a clear path from apprentice to journeyman to foreman. The incredibly detailed eight-year plan featured technical and soft skills to be mastered each month, plus quarterly goals, and structured evaluation checkpoints. Participants also used AI to craft messaging to address concerns they would hear from an 18-year-old considering a career in the trades - such as the perceived length of time it takes to grow into a leadership role. The generated answer compared the extended training process to pressure testing an incomplete piping system; explaining that it takes time to ensure that all the necessary pieces fit together properly.

"You are used to being the most productive field worker on your job," Kirk Alter told the attendees. "But now as a foreman, you are getting paid to help the members of your crew to be



2025 PHCC Super Foremen Workshop - Class Start

the most productive workers on that jobsite. Your tools are now your computer and your brain. And you are seeing how A.I. is another incredibly powerful tool that you must learn how to use to be successful today."

In addition to exploring new technologies, the course also reinforced the importance of thorough planning, clear documentation, and ongoing communication with office staff. These foundational skills allow foremen to provide timely updates that help project managers and contractor business owners make informed decisions and deliver the support needed to complete jobs efficiently and profitably.

Viega generously sponsored and hosted the event at their Seminar Center in Broomfield, Colorado. "We're proud to support this training and share in mission of empowering the attendees to take on bigger career roles through the education they gained here," said Michele Passaretti, National Account Manager for Viega.

Contractors and foremen looking to participate in future construction management courses can sign up for notifications at <https://phccfoundation.org/essentials>.

RectorSeal® Acquires Aspen Manufacturing

Houston, TX—RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, announces the acquisition of Aspen Manufacturing, LLC., a leading manufacturer of HVAC coils and air handlers.

Founded in 1975 and based in Humble, Texas, Aspen offers a wide range of products, including residential and light commercial evaporator coils, coils and blowers for manufactured homes, and air handlers serving the residential, multi-family, and light commercial market segments. Aspen manufactures products under the Aspen, Aspen Pro, and AirMark brands and is a contract manufacturer for several leading HVAC OEMs. All Aspen products are designed, engineered, and manufactured in the United States.

"This acquisition continues expanding our footprint of HVAC products," said Jeff Underwood, President of RectorSeal. "With Aspen's industry-leading line-up of third-party coils & air handlers, we can better support our distributors and contractors and strengthen our market leadership in a new product category. Moreover, I have had the chance to know Jason Ludeke and the team at Aspen for over a decade and am excited to work with them as colleagues."

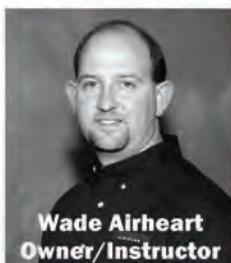
Jason Ludeke, CEO of Aspen Manufacturing, commented, "Aligning with the RectorSeal organization allows our company to provide additional support and products to our customers. Joining such an employee-centric culture will also benefit our Aspen team members."

Together, RectorSeal and Aspen will enhance sales and support by providing customers with an enriched, single customer experience.

Since 1937, RectorSeal has offered products that have established a 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.

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Product News

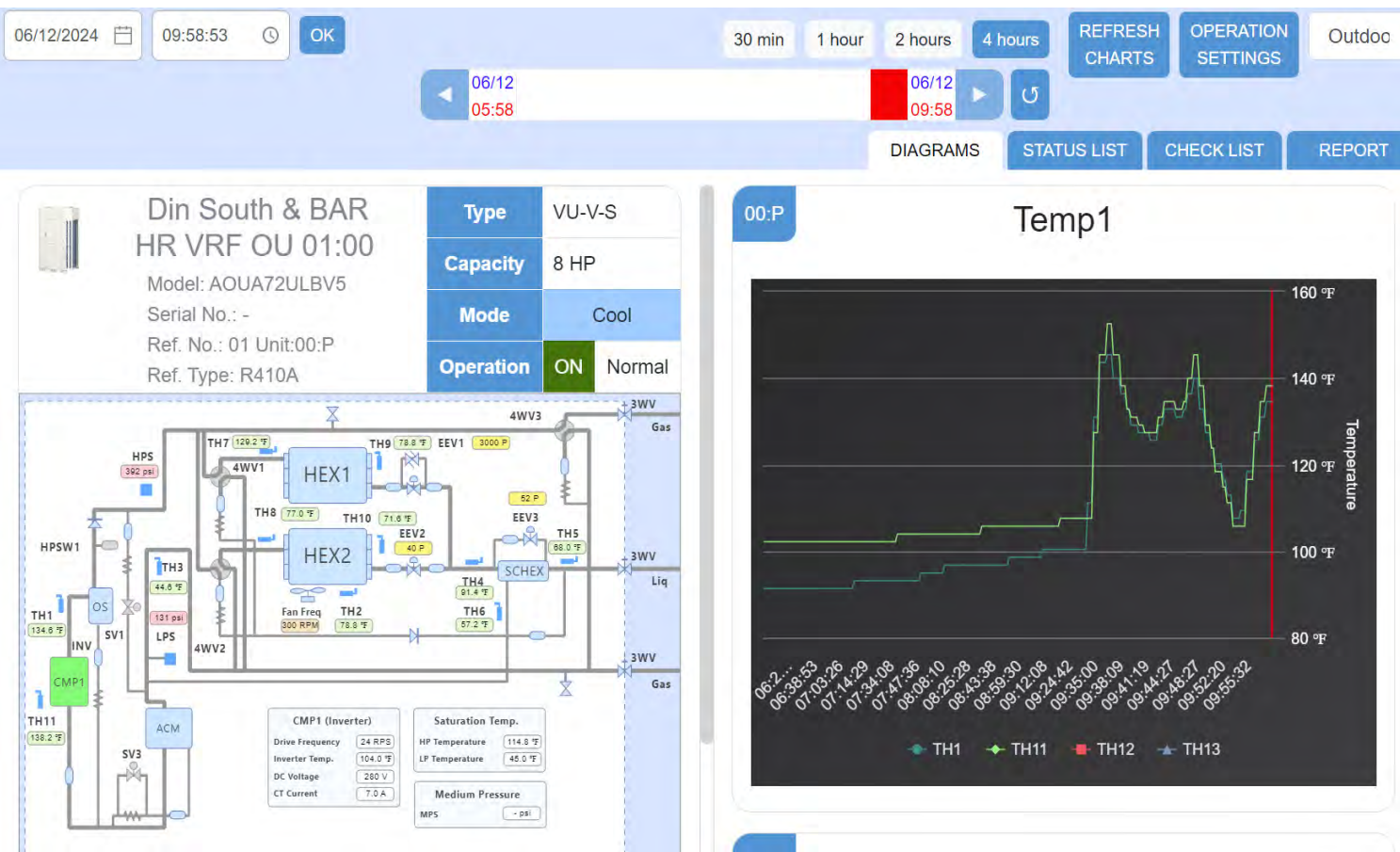
Fujitsu Expands AIRSTAGE Cloud BMS with Service Manager V3.0.0

Fujitsu General America’s AIRSTAGE Cloud BMS Site Manager and Service Manager applications have been updated to v3.0.0.

AIRSTAGE Cloud is a highly versatile cloud platform that provides Building Management Systems as a Service. It effectively and efficiently monitors, manages, and helps maintain Fujitsu General’s VRF and mini split systems along with the ability to control and monitor third party equipment, including all thermostatically controlled HVAC systems, regardless of the manufacturer.

One major feature of the new V3.0.0 update gives users of Service Manager the ability to remotely configure all the installation and commissioning settings, a task that previously required multiple site visits.

Earlier versions of Service Manager provided remote monitoring and control of VRF systems, but with v3.0.0, Fujitsu has significantly expanded that capability. Contractors and distributors can now remotely set the low-level VRF unit function codes that used to require expensive site visits. Configuration is faster and more accurate due to the ability to batch program function settings on a jobsite.



The Service Manager function provides remote configuration of AIRSTAGE single-phase J-series and three-phase V-series VRF indoor and outdoor units. This remote functionality can reduce the frequency, cost

and duration of service calls, and expedites the setup of new VRF installations. The Service Manager function also provides a live look at VRF system performance online in addition to historical

performance data. If detailed support is needed from Fujitsu, Service Manager allows product support specialists to see and update sites with the technician in real-time. *Learn more at www.FujitsuGeneral.com*



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Carrier Collaborates with Habitat for Humanity International to Build Energy-Efficient, Resilient Housing

Palm Beach Gardens – Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions, is expanding upon its longstanding collaboration with Habitat for Humanity International (HFHI) through a new initiative focused on building energy-efficient, resilient housing. With nearly 400 natural disasters recorded through the Emergency Events Database last year, Carrier’s efforts with HFHI, part of the Habitat Strong program, focus on building fortified homes that can better withstand natural events, while remaining affordable for Habitat homeowners.

Carrier will provide grants to enhance sustainable construction practices and enable in-person training on resilience strategies for builders. These initiatives will help create homes that conserve energy and natural resources, mitigate against natural events, provide healthier indoor air with



More Than 85 Volunteers at Carrier’s Global HQ Built 114 Fence Panels for Habitat Families

more ventilation, air filtration and humidity controls, and reduce long-term utility and repair/replacement costs for Habitat homeowners. Carrier also intends to donate energy-efficient HVAC systems and Carrier Smart Thermostats to many sites where Habitat volunteer events are taking place.

“At Carrier, we are committed to making our vision—to be the global leader in intelligent climate and energy solutions—meaningful to the communities we serve,” said Milena

Oliveira, Carrier’s Senior Vice President and Chief Marketing & Communications Officer and Chair of the Board of the Carrier Foundation. “Our collaboration with Habitat for Humanity reflects our dedication to building a more sustainable and equitable future for Habitat families.”

As part of the initiative, Carrier employees around the world will donate their time and expertise, supporting activations in communities in the United States, Canada, Japan and Mexico throughout the year.

Rheem® Announces Temporary Increase in R-454B Unit Pre-Charge Levels

In response to the industry shortage of R-454B cylinders, Rheem to increase the factory charge to minimize disruptions

Atlanta – Rheem®, a leader in the HVAC/R and water heating industry, announced it will temporarily increase the factory pre-charge of R-454B refrigerant in all 13.4 and 14.3 SEER2 air conditioners and 14.3 SEER2 heat pumps across all brands. The temporary increased refrigerant charge will not raise the price of units.

This announcement comes on the heels of the current industry shortage of R-454B cylinders. Rheem is increasing the factory charge to minimize the need for its customers to acquire additional refrigerant for installation. Due to the increased factory charge, the system now supports matches with a 30-foot line set and a 3/8-inch liquid line, resulting in an increase from the previous 15-foot standard.

“At Rheem, our partners play a central role in every decision we make. In light of current R-454B refrigerant cylinder supply challenges, we are temporarily increasing the factory pre-charge in our units—without any price increase—to ensure continued performance, reliability, and minimal disruption for our contractors and distribution partners,” said Kevin Ruppelt, senior vice president and general manager, US Air Division, Rheem.

Rheem is fully committed to providing reliable support during this period of industry transition and maintaining the highest standards of safety, performance, and compliance of its products.

For more information on Rheem, visit www.rheem.com.



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New Certified Master HVACR Educator



HVAC Excellence is pleased to announce it has bestowed the title of Certified Master HVACR Educator, “CMHE”, upon Adam Van Demark of Texas State Technical College, in Rosenberg, Texas.

Educator Credentialing Exams

When a person transitions from the field into the classroom they may hold various industry certifications, however, an instructor needs a deeper understanding of the physics and theories required to teach their subject matter effectively.

The foundation for building a great educational program begins with the person chosen to lead it! As such, most states require teachers to pass

a standardized certification exam to validate an instructor can teach the competencies within their curriculum. Similarly, HVACR instructors need to demonstrate their knowledge and readiness to effectively deliver the required curriculum. This is accomplished by taking a special series of exams that HVAC Excellence offers specifically for HVACR instructors.

The HVAC Excellence Certified Subject Matter Educator, “CSME”, credentialing exams validate if an HVACR instructor has mastered the subject matter to teach the competencies in each subject area taught, or if they need additional training in that area. Passing any one of the nine exams offered would be quite an accomplishment. However, to earn the title of Certified Master HVACR Educator, an HVACR instructor must pass seven specific CSME exams with a score of 80% or higher. The exams are teaching methodologies - principles and practices, electrical, air conditioning, light commercial air conditioning, light commercial refrigeration, electric heat, and one of the following: gas heat, oil heat, or heat pumps.

Some of the benefits of passing

educator credentialing exams include establishing the minimum requirements for HVACR educators, to ensure HVACR students have access to high-quality learning, which can ultimately lead to high-quality employment opportunities. The exams create a nationally recognized benchmark that aid school administrators in selecting qualified professionals to lead their HVACR programs. The exams also provide HVACR instructors the tools to validate where professional development may be needed.

Certified Master HVACR Educator (CMHE)

Instructors who earn the title of Certified Master HVACR Educator validate that they have the retained knowledge necessary to prepare their students for success in most entry level jobs in the HVACR industry. As these exams are voluntary, instructors who earn this prestigious title should be commended for their commitment to their students and the communities they serve.

To learn more about the HVAC Excellence educator credentialing program, or view a list of credentialed instructors, visit escogroup.org and click on the credentialing link.

HVACR Scholarships Available - Help Us Spread the Word!

Did you know?

The EGIA Foundation awards 30+ scholarships annually to HVACR students across the country!

As the demand for skilled HVAC professionals continues to rise, the industry needs dedicated individuals ready to meet that challenge. The HVAC HERO Scholarship is designed to support aspiring technicians by removing financial barriers and opening the door to rewarding careers.

Since 2018, the EGIA Foundation has proudly awarded:

- 135 scholarships
- \$337,000 in tuition support
- Scholarships across 36 states
- Students attending 75 different HVAC schools

These milestones reflect the scholarship's powerful impact on students and the HVACR industry alike.

Help us reach more future professionals.

Please share this opportunity with your students. Visit the links below to explore resources, apply, or download a flyer to help spread the word!

Learn More & Access Tools:

<https://egiafoundation.org/what-we-do/scholarships/>

View Application and Apply:

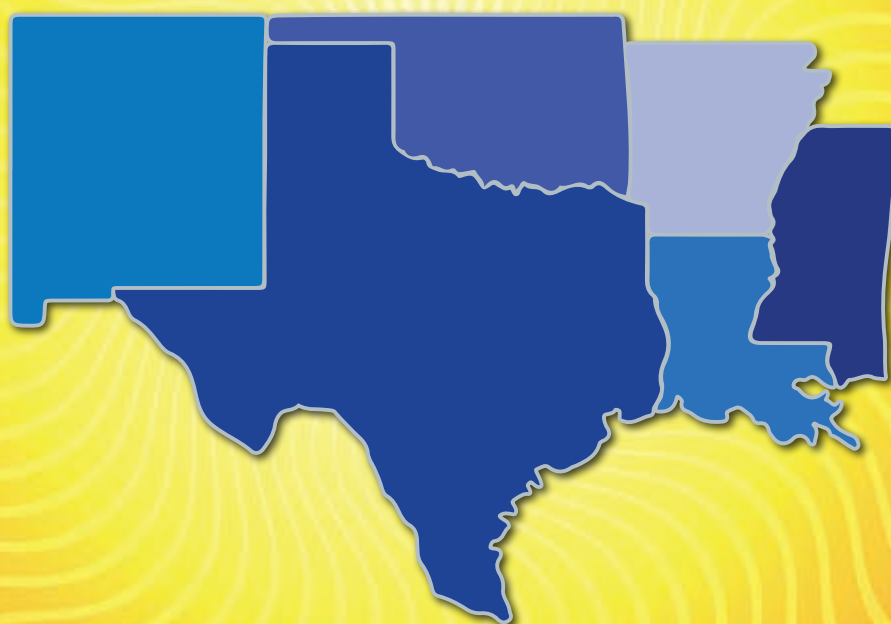
<https://alwaysindemand.com/scholarship/apply-now/>

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https://egiafoundation.org/wp-content/uploads/2025/05/AID-Scholarship_Flyer-2025june15.pdf

Act now as the deadline for applications is June 15, 2025

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Product News

Combat P-Trap Available from Cool Air Products

Patented HVAC condensate drain line maintenance system prevents blockages of condensation drain lines due to buildup of bacteria, slime, rust, scale, sludge, airborne dust, silt and algae.

Columbia, MD – Cool Air Products introduces the Combat P-Trap for achieving constant drain flow maintenance through a unique condensate drain line treatment tablet dispensing method.

Adaptable for universal applications, the Combat P-Trap prevents blockages of condensation drain lines due to the buildup of bacteria, slime, rust, scale, sludge, airborne dust, silt and algae, commonly known as “White Slime” or “Zoogloea.” If clogs do occur because the cartridge of tabs is empty, users can clear blockages by simply turning the shut-off valve and removing the cap and basket and using a preferred type of device–

vacuum, CO2 gun or Nitrogen. “The Combat P-Trap allows for constant drain flow maintenance through the unique condensate drain line treatment tablet dispensing method,” said Mike Walton, president at Cool Air Products. “The adaptable Combat P-Trap provides a universal solution for technicians, that is easily installed, and ideal for service agreements.” The Combat P-Trap is easily insulated with standard insulation and helps to reduce noise by decreasing reverberations of airflow and draining condensate. The Combat P-Trap fits Cool Air Products’ Combat Tabs and all chlorine tabs on the market.

Currently, sales

from the Combat P-Trap provide support to the K9s For Warriors, a nonprofit organization that provides trained service dogs to veterans with both PTSD and TBI at no cost to the veteran.

For more information on the Combat P-Trap, visit: <https://www.coolairproducts.net/products/combaptrap>. To watch a video on the Combat P-Trap, visit: <https://www.youtube.com/watch?v=pjyWuf3GQhY>.



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

June 11, 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

June 17, 2025 1:30 pm - 2:30 pm

Heat Pump Mtg

June 26, 2025 6:00 pm - 7:00 pm

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

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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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A large, white, rectangular HVAC unit with vertical slats, mounted on a concrete pad. It is positioned against a wall with horizontal wooden siding. To the right of the unit is some green foliage. A small blue and white label on the unit reads "American Standard Platinum Series Variable Speed".

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