

Johnstone Supply Petit Group New Grand Opening in Lubbock TX



Pictures on page B4.

FISSCO SUPPLY Houston 1 Year Anniversary



Pictures on page B6.

Ferguson HVAC National HVAC Tech Day Happy Hour



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ASHRAE Conference in Phoenix Charts Bold Path Toward Healthier Indoor Environments

President Bill McQuade Emphasizes Indoor Environmental Quality as the Society's Next Focus



Atlanta — ASHRAE successfully concluded its 2025 Annual Conference, held June 21–25 in Phoenix, Arizona. The conference drew 1,990 registered HVAC&R and building science professionals, as well as supporters from around the world to explore critical topics such as heat pumps, refrigerants, thermal energy storage, decarbonization strategies, workforce development and more.

Attendees engaged in over 80 technical sessions spanning eight tracks. The most highly attended sessions included:

- Using Artificial Intelligence to Make You Irreplaceable
- LIVESTREAM: Gen AI in HVAC Industry: State of Art, Case Studies and Future Applications
- A Tale of Two Campuses: Energy Storage at Arizona's Flagship Universities
- Generative AI applications in HVAC Industry: Tools, Techniques and Best Practices
- Hot! Hot! Hot! Best Practice and Challenges of Heat Recovery from Data Centers

Registration is still available for virtual access to both conferences, which includes technical sessions and PDH certificates.

The conference also marked a leadership transition, as Bill McQuade, P.E., CDP, Fellow ASHRAE, LEED AP assumed the role of 2025–26 ASHRAE Society President. In his inaugural remarks, McQuade unveiled the Society Year theme, “*Healthy Buildings: Designing for Life*,” calling on the professional community to champion indoor spaces that support health, productivity and quality of life.

“The ASHRAE vision is ‘A healthy and sustainable built environment for all.’ We are all so proud of the work that ASHRAE has done to protect our climate and outdoor environment by improving energy efficiency, eliminating ozone depleting refrigerants, conserving resources, and decarbonizing buildings,” said McQuade. “We have answered the call in the past and helped to solve the difficult problems in times of great need.

It is a new day and time for another ‘good turn.’ We can build on a half-century of progress in the energy performance of buildings and now focus the same effort on the indoor climate and environment. We need to become healthy indoor environmentalists.”

McQuade’s full remarks and presentation can be found at ashrae.org/president.

A standout moment of the conference took place during the Women in ASHRAE Happy Hour event, where a proclamation was presented on behalf of Phoenix Mayor Kate Gallego declaring June 23, 2025, as International Women in Engineering Day in the City of Phoenix. The proclamation recognized ASHRAE’s efforts to “...include women who are making significant advancements and serving as leaders in their field.”

The conference also featured ASHRAE’s annual Honors and Awards program, celebrating the exceptional contributions of members. Outgoing President M. Dennis Knight, P.E., BEMP, Fellow Life Member ASHRAE,

delivered his final State of the Society address, highlighting achievements from the 2024–25 Society Year.

“A year ago in Indianapolis, I issued a call to action: to tell our stories – your stories – about how ASHRAE and this industry fosters mentors, role models and collaborators,” said Knight. “I encouraged us to articulate our ‘why’: Why HVAC&R is a great career, why it matters and why it is essential to the future of our planet. As I conclude my term, I’m proud of what we’ve accomplished together. I hope this presidency has inspired a new generation to lead with passion and purpose. Remember: every story matters, and every conversation can spark change. Our success – organizationally and personally – happens one conversation at a time.”

The ASHRAE Learning Institute (ALI) offered 18 courses during the conference. Among the most attended were:

- Advanced Concepts in Designing and Retrofitting Energy Efficient Data Centers

SEE ASHRAE PG.4

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Product News

New YORK® CXF indoor microchannel coils provide a durable, cost-effective option to enhance cooling efficiency in residential air conditioning units

- CXF microchannel coils are engineered with an “A” coil design and large surface area to drive heat transfer efficiency
- The indoor coils minimize refrigerant use to simplify installation and service
- A highly-corrosion-resistant MaxAlloy™ aluminum alloy provides long-lasting reliability

Milwaukee — JC Residential & Light Commercial LLC announced the release of the new YORK® CXF aluminium indoor microchannel coils, providing a cost-effective solution to maximize heat transfer efficiency in residential air conditioning systems. The indoor coils use energy-efficient and low-GWP refrigerant, R-454B, and feature an optimized design to enhance cooling performance without the investment in a more premium system.

“Indoor microchannel coils provide contractors with a compelling option to help homeowners reduce utility costs this cooling season,” said Penny Lasater, senior product manager, Johnson Controls. “We’ve taken the same trusted technology contractors have relied on for years in outdoor units and optimized it for indoor applications. With the CXF indoor coils, contractors now have an option to meet their customers’ needs for energy efficiency in more budget-conscious applications.”

The CXF coils are specifically developed for the demands of comfort cooling. An “A” coil design optimizes

refrigerant flow to improve efficiency. The indoor coils are engineered for long-lasting reliability and manufactured from an advanced MaxAlloy™ aluminium alloy that is highly resistant to corrosion, including formicary. Every CXF coil must also pass rigorous condensate management testing before leaving the factory, achieving quality standards that surpass traditional tube-in-fin performance.

SEE YORK PG.5

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- Humidity Control I: Design Tips and Traps
- V in HVAC – Health and Energy Improvements Using the Indoor Air Quality Procedures

All registered attendees, both in-person and virtual, will have access to the virtual conference platform during the conference and 12 months post-conference.

The 2026 ASHRAE Winter Conference will take place January 31 – February 4, 2026 in Las Vegas, Nevada. The AHR Expo will be held February 2-4, 2026.

* Additional conference photos can be accessed for publishing: <https://www.ezeventphotography.com/f1006562218>

About ASHRAE

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

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

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

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

HARDI and Texas A&M Master of Industrial Distribution Announce Daniel Jennings Memorial Scholarship Recipients



Columbus, OH — Heating, Air-conditioning & Refrigeration Distributors International (HARDI) is proud to announce the recipients of the 2025 HARDI x MID \$5,000 Daniel Jennings Memorial Scholarship. This year’s recipients exemplify the kind of forward-thinking leadership that will shape the future of the HVACR industry for years to come.

Congratulations to Our Scholarship Recipients:

- Katie Blaufuss is a Strategic Sales Executive at Trane Technologies with over 15 years of experience across finance, banking, and HVAC. She supports national distribution strategies and dealer networks, working closely with private equity-backed consolidators. Katie serves as Chair of HARDI’s Supplier Council and is a member of the HARDI Emerging Leaders program and Women in HVACR.
- Joni Lora, LSSBB, is a Territory Manager for Marcone Plumbing, overseeing strategic growth across Washington State in military, facility, and residential plumbing markets. With 25+

years of experience in sales, manufacturing, and government consulting, she brings a strong focus on efficiency and supply chain optimization. Joni is also a long-time educator and mentor within the industry.

Both recipients will soon begin their graduate studies in the renowned Master of Industrial Distribution (MID) program at Texas A&M University’s College of Engineering. The scholarship, established to honor the legacy of Dr. Daniel F. Jennings, the founding Director of the Master of Industrial Distribution Program, supports professionals who are committed to strengthening the HVACR channel through education and leadership.

“This industry thrives when we invest in its people,” said Stella Gary-Keane, VP of Talent Development at HARDI. “Joni and Katie represent the kind of talent and drive that will carry HVACR into its next era. We’re proud to support their development and help accelerate their impact.”

Each recipient will receive \$5,000 in scholarship funds, distributed across four semesters, to support their studies in the MID program. The program equips industry professionals with advanced skills in distribution strategy, supply chain management, and business leadership—critical competencies for the evolving HVACR landscape.

HARDI remains deeply committed to the long-term health and growth of the HVACR industry. Investing in our current and emerging leaders is one of the most powerful ways we can ensure a resilient, innovative, and high-performing future for all.



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For more information on YORK® CXF aluminium indoor coils, visit www.york.com/residential-equipment/heating-and-cooling/evaporator-coils.



PHCC CONNECT 2025 to Feature Product & Technology Showcase, Learning Labs and Podcast Pods

Experience the latest products and trends in plumbing and HVAC October 27-30.

Falls Church, Va. – The Plumbing-Heating-Cooling Contractors--National Association (PHCC) invites plumbing and HVAC professionals to experience the future of the industry at CONNECT 2025, October 27–30, in Grand Rapids, Michigan.

The Product & Technology Showcase officially opens on Tuesday, October 28, moved up one day from previous years, giving attendees time to connect with manufacturers, discover the latest tools and technologies, and explore real-world solutions for their businesses.

The trade show floor will be surrounded by Learning Labs, small, interactive learning spaces featuring presentations by experts on trending topics, best practices and business strategies. Attendees can also stop by two Podcast Pods, where live interviews will highlight industry voices, success stories and conversations shaping the future of the trades.

“CONNECT is where education and innovation meet,” says PHCC National President Dan Callies, president of Oak Creek Plumbing in Oak Creek, Wisconsin. “The dynamic trade show floor will give attendees more opportunities than ever to gain insights, learn new skills and walk away with ideas they can immediately apply to their businesses.”

Attendees will also have the chance to support the next generation of professionals by visiting the PHCC Educational



Foundation's Plumbing Apprentice Contest, taking place on the trade show floor. This popular event showcases the skills and dedication of apprentices from across the country.

For more details, including the schedule-at-a-glance, visit phccweb.org/CONNECT. This site offers information on education sessions, speakers, exhibitors, registration and hotel reservations, as well as the many attractions of Grand Rapids, known as America's best beer city. Register today here.

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Product News

Danfoss Announces the Universal TR6 Thermostatic Expansion Valve Kit—Designed to Reduce Complexity and Job Time for Contractors

Forward-thinking, flexible solution designed to work seamlessly with legacy refrigerants like R-410A, as well as A2L and low-GWP alternatives—all in a single valve that helps contractors reduce truck stock and job time, while allowing wholesalers to streamline inventory and optimize shelf space.

Danfoss, a global leader in energy-efficient solutions, is proud to announce the launch of its **Universal TR6 Thermostatic Expansion Valve**, an innovative product designed to optimize performance across a wide range of refrigerants. Engineered for legacy R-410A systems, as well as low-GWP refrigerants like R-454B and R-32, the Universal TR6 offers HVAC wholesalers and contractors a versatile, future-proof solution that ensures efficiency, reliability, and



ease of installation.

The Universal TR6 valve is perfect for a variety of applications, from **residential retrofits to new light commercial installations**. Its advanced design allows for seamless compatibility with multiple refrigerants, enabling contractors and service technicians to streamline inventory and simplify installations without compromising on performance.

SEE DANFOSS PG.18

S&P USA Ventilation Systems Names Jeff Ledsinger National Director of Sales

Ledsinger is a 32-year HVAC industry veteran with extensive sales experience in both manufacturer's rep and manufacturing categories.

S&P USA Ventilation Systems LLC (S&P USA), Jacksonville, FL, a leader in the sales and distribution of HVAC air movement products throughout North America, has recently named 33-year HVAC industry veteran Jeff Ledsinger as its National Director of Sales.

Ledsinger will direct S&P USA's domestic sales team; manage all national accounts and buying groups; and liaise with S&P USA's North American sister companies S&P Canada Ventilation Products, Mississauga, Ont., RenewAire, Waunakee, WI, and S&P Air Control, Chattanooga, TN.

His promotion follows three years as S&P USA's Central Regional Manager, where he oversaw 15 states. Previously, Ledsinger was Director of Sales at Bartos Industries, Dallas, TX; Sales Manager at Gunder Associates, Carrollton, TX; and served as

North Texas Territory Manager at Nu-Calgon, St. Louis, MO. He holds a BA degree from Southwest Texas State University.

To accentuate S&P USA's corporate mission, "Enabling the World to Breathe Better Air," Ledsinger will expand many current programs and strategies, including "Quickship," sales team communication, sales leader development and customer/technical support. He plans to continue new product development to accommodate standard HVAC applications and niche markets that will further strengthen S&P USA's single-source ventilation reputation.

"We're looking for Jeff to grow the sales of S&P USA and its North American sister companies to new levels," said Michael Tasse, President, S&P USA, a division of—Soler & Palau Ventilation Group, Barcelona, Spain.



Ledsinger will also serve as a liaison between S&P USA and Soler & Palau Ventilation Group's recent acquisition of four North American HVAC companies. United Enertech Corp, Air Performance LLC, Air Conditioning Products LLC, and Metal Form Manufacturing LLC are now grouped under the S&P Air Control brand. The additions of grilles, registers, diffusers, air terminal units, and specialty HVAC sheet metal products further expands the company's already comprehensive mechanical ventilation portfolio.



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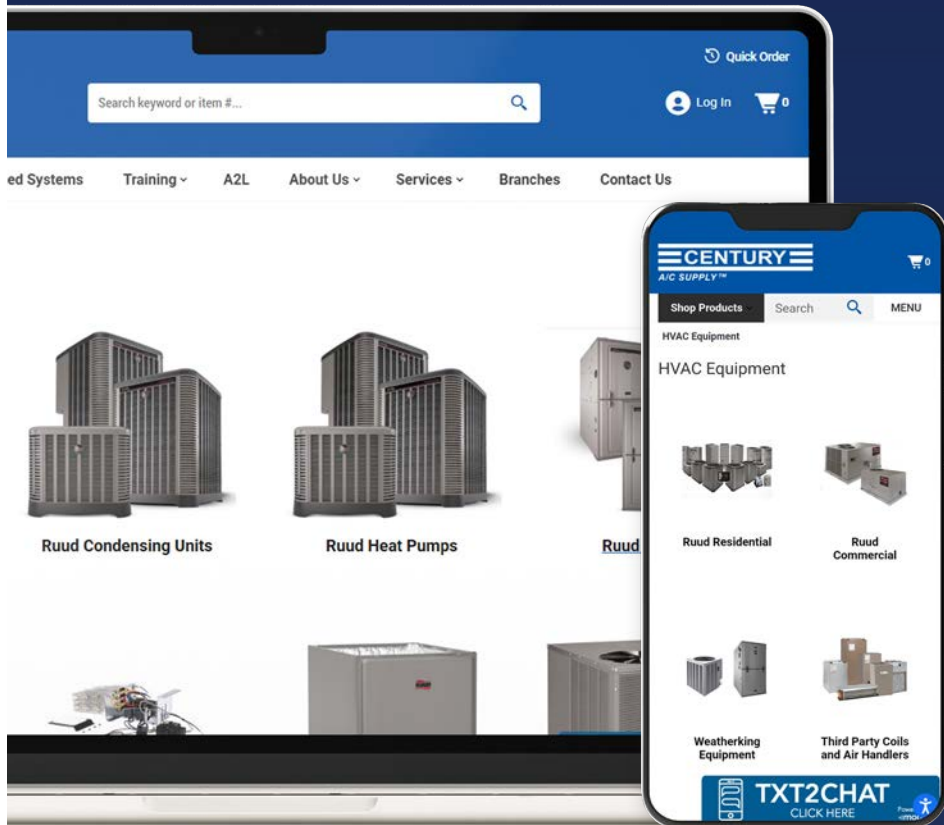
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Albuquerque contractor named to the TABB Hall of Fame

Business owner, advocate, former national president honored during conference

Albuquerque, N.M. – Anthony Kocurek, Albuquerque, New Mexico-based contractor and former national president of Sheet Metal and Air Conditioning Contractors' National Association (SMACNA), has become the latest member of the Testing, Adjusting and Balancing Bureau (TABB) Hall of Fame. Kocurek, the owner of Energy Balance and Integration, was inducted during a ceremony and awards dinner at the 2025 International Certification Board (ICB) Conference held at the Isleta Resort and Casino in Albuquerque.

Induction into the TABB Hall of Fame is reserved for leaders who have made significant, long-lasting contributions to the industry by setting exemplary standards of service or by providing innovative ideas that strengthen the value of TABB certification.

Kocurek started working at the company he would come to own during the summers of his high school and college years. Since purchasing the company in 2007, he has been instrumental in the passing of statewide fire life safety legislation, acted as a trustee for the International Association of Sheet Metal, Air, Rail and Transportation (SMART) Local 49 and served in every leadership position in the New



Mexico chapter of SMACNA. Nationwide, the industry has benefitted from Kocurek's leadership as a trustee and continued fire life safety and indoor air quality advocate for the National Energy Management Institute (NEMI) as well as executive board member and former national president of SMACNA.

"As someone who has worked in the testing, adjusting and balancing field since 1982, including the last 17 years as owner of Energy Balance and Integration, his institutional knowledge is the greatest gift and one he continuously and generously shares with us all," said Vince

Alvarado, NEMI director of implementation and former business manager of Local 49.

The testing, adjusting and balancing (TAB) of commercial buildings takes a specific skill set, drive and curiosity, and over the years, Kocurek has learned how to spot those with the potential to not only get into the industry but to change it. Rallin Harris, senior project manager at Energy Balance and Integration, was one of those people.

Much like Kocurek, Harris was an engineering student in college when he became an intern at the company. He quickly found himself under Kocurek's wing.

"He's always been a mentor to me, definitely someone I've always looked up to," he said. "Tony's always been a pioneer for the industry. He's always looking forward, always trying to advance not only TAB but [the] sheet metal [industry] as a whole."

Kocurek has long looked up to Erik Emblem, a past agent for Local 49, who was inducted to the TABB Hall of Fame in 2007. Now, almost 20 years later, Kocurek's name is on the same plaque.

"There are some great people on that plaque, names that are revered in the TAB industry," he said. "It was pretty touching when I got the call. I had no, no idea."

TABB, a program of NEMI, is the first of its kind to earn ANAB (ANSI National Accreditation Board) accreditation for certification in the testing, adjusting and balancing and HVAC fire life safety industry. The TABB program certification is a statement the technician, supervisor and contractor demonstrate the highest level of professional expertise. Certification is gained through the ICB, which is the platform for industry-recognized certifications, and meets some of the highest standards for technical excellence and expertise.

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Tough Questions Contractors Don't Like to Ask — But Should

When you sell home services, asking good questions is the key to landing the job. Every contractor knows they need to learn about the homeowner's situation — but too often, sales conversations get sidetracked by talking about your services before you even know if you're dealing with a serious buyer.

So what should you be asking? Sure, you'll start with the basics:

- *What made you give us a call?*
- *What are you hoping we can help with?*
- *What's your timeframe?*
- *Why now?* (This one's my favorite — it tells you what changed or what's bothering them enough to pick up the phone.)

But beyond those, there are a few tougher, more direct questions that many contractors avoid. Yes, they might feel a little awkward at first, but asking them will save you time,

help you spot tire-kickers, and close more deals with people who are ready to buy.

Here are **six questions you should start working into your sales conversations:**

Do you have a budget in mind for this project?

A lot of us were raised to avoid talking about money. But if someone called you, they know it's going to cost something. Asking this early lets you figure out if you're even in the same ballpark.

Pro tip: Sometimes homeowners expect to pay more than you thought. Other times, they have no idea what things cost — and this gives you a chance to provide a realistic price range before either of you wastes time.

If you can't move forward by the date you mentioned, what happens?

This question is about understanding how urgent the project really is. Are they staring down a leaking roof or

an air conditioner that's on its last leg? Or is this a "someday" project? If there's no real consequence for waiting, you'll know you might need to stay in touch and build a little more urgency over time.

What other priorities do you have ahead of this project?

As much as we wish every homeowner thought a new deck or updated kitchen was their top priority, life gets in the way. Kids need braces. The car needs replacing. A surprise vacation opportunity pops up.

Knowing what else is competing for their attention (and money) gives you valuable insight. You might even be able to help with another issue or time your proposal better.

Who else are you talking to about this job?

Most contractors don't like asking this because it can feel like you're inviting competition into the room — but trust me, the competition is already there.

It's better to know.

You don't need to bad-mouth other companies. Use this info to position what makes your business different: your warranty, your workmanship, your clean job sites — whatever makes you the better choice.

How will you decide who to hire? What matters most to you?

Some people are hunting for the lowest price. Others care about reliability, cleanup, warranty, or customer service. You need to know what's driving their decision.

If they don't have criteria, you have a great opportunity to steer the conversation. Say:

"Can I share how other homeowners usually make this decision? Most of them look at price, warranty, and how quickly the job can be done — what's most important to you?"

Now you're guiding the conversation toward your strengths and setting the standards by which your

competitors will be measured.

Is there anything that might stop us from working together?

This feels like a weird question to ask, but it's a powerful one. Sometimes there's an issue you need to uncover early — like a brother-in-law who's also a contractor or an HOA restriction you didn't know about.

Better to find out now than after you've spent hours measuring, quoting, and following up.

Final Thought

Selling home services isn't just about giving a price and hoping for the best. It's about having real conversations and asking the questions that matter — even the uncomfortable ones.

When you ask these six questions, you'll quickly figure out which homeowners are serious, what's driving their decision, and how to position your company as the



Lorraine Ball

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

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Product News

Beyond the South: Why Smart Condensate Management Is the HVAC Upgrade the Entire Industry Needs

For years, the HVAC industry has treated condensate management as an afterthought—often relying on outdated solutions like float switches, corrosive or acidic products like bleach or vinegar OR hoping that gravity and luck will do the job. But as systems grow more complex and customers more demanding, the need for a proactive, intelligent approach to condensate control is no longer optional—it's essential.

While the conversation often starts in the South—where biofilm like Zooglea clogs drain lines and causes widespread damage—the truth is: smart condensate management is relevant everywhere.

Yes, Zooglea—a sticky, jelly-like biofilm—loves humidity and warmth. It thrives in HVAC drain lines and is the leading cause of water backups, service calls, and homeowner headaches in the Southeast. But limiting the iFLO Pro conversation to Zooglea alone sells the technology short.

Whether you're in Boston or Baton Rouge, water in a pan that doesn't drain properly is a universal risk. Cold climates face freezing drain lines, poor routing practices, and legacy install techniques that lead to callbacks and warranty claims. Smart, connected condensate management prevents those issues—regardless of zip code.

iFLO Pro is not just a product. It's a platform that

transforms the way contractors think about the wet side of the HVAC system. Here's what smart condensate management looks like:

- **Proactive Cleaning:** Our AI-powered device injects a proprietary cleaning solution that keeps the line clean—before a clog can form.
- **Remote Visibility:** Contractors can track installs, bottle usage, and technician performance across their entire fleet from one dashboard.
- **Recurring Revenue:** Every install creates an ongoing opportunity to deliver bottle replacements and service touchpoints.
- **Reduced Warranty Claims:** Equipment manufacturers and dealers lose millions every year to water damage that could have been prevented.
- **Customer Confidence:** Homeowners want more than a “drain line fix.” They want peace of mind.

Over the past year, iFLO Pro has expanded far beyond the Southeast. We've signed national deals with multi-state contractors, partnered with leading distributors, and gained visibility with OEMs and insurers who now see smart condensate management as part of the larger connected home ecosystem.

This is no longer a niche solution. It's a new standard.

Let's be honest: service techs are under pressure.

Install, upsell, maintain, document—repeat. iFLO Pro lightens the load. With automated reminders, a simple installation process, and the ability to view usage history, it turns a liability into a controlled, managed asset.

And for contractors trying to scale responsibly or enter the world of programmatic service, iFLO Pro provides data, documentation, and customer stickiness in a category that was once invisible.

Smart condensate management is not a regional strategy. It's a national need. Whether it's Zooglea, clogged drains, or costly callbacks, the problem is real—and the solution is here.

iFLO Pro is more than a product. It's a smarter way to protect your installs, your margins, and your reputation—no matter where you do business.



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Thomas Tebbe Announces Retirement After More Than Six Decades of Service to HVACR Industry

After more than 60 years of dedicated service to the HVACR industry, Thomas M. Tebbe, CMHE, M.Ed., has announced his retirement.

Throughout his remarkable career, Tom has worn many hats, demonstrating unwavering dedication to advancing HVACR education and technician training. His roles have included:

- Field Technician
- Business Owner
- Technical College Instructor
- Curriculum Developer
- College Administrator
- Regional Director, Louisiana Technical College System
- National Programs Director, HVAC Excellence

In each of these positions, Tom worked tirelessly to raise the standards of HVACR education, shape workforce development, and empower the next generation of professionals.

Tom’s HVACR journey began with the United States Air Force and Jefferson Technical School.

His academic path continued with a Bachelor of Science in Trade and Industrial Education and a Master’s in Educational Administration and Supervision from the University of Holy Cross. He also earned professional distinction as a Certified Master HVACR Educator (CMHE).

His national influence has been profound. He led the development of national standards for HVACR education, advanced instructor credentialing, and championed programmatic accreditation to ensure quality and relevance in training. Through his advocacy and leadership, Tom has impacted thousands of instructors and students across the country.

As National Programs Director for HVAC Excellence, Tom was instrumental in building and expanding systems that recognized instructional excellence, promoted continuous improvement, and ensured industry-relevant training for HVACR professionals.

Tom’s contributions have been

widely recognized through numerous accolades, including being named Apprenticeship Man of the Year by Associated Builders and Contractors, receiving the Excellence in Education Award from the New Orleans Chamber of Commerce, and being inducted into the Alpha Chi National Honor Society.

His commitment to service extended beyond the classroom, with leadership roles in organizations such as the Louisiana Heat Pump Association, the Shreve Memorial Library Board, as Mayor and Alderman of Ida, Louisiana, and as a member of the Board of Directors for the North Caddo Medical Center.

“Tom has played a vital role in developing the standards that have helped move our industry forward,” said Howard Weiss of HVAC Excellence. “His passion for education and our mission has left a lasting impact. While we will greatly miss his presence in our daily operations, we are pleased that he will now have more time to spend with his



devoted wife and loving family.”

“Tom always took the time to mentor new instructors,” added Randy Petit, a longtime colleague. “He believed in people even before they believed in themselves, and that’s something I’ll carry with me forever.”

Please join us in extending our deepest gratitude to Thomas Tebbe for his visionary leadership, tireless dedication, and transformative contributions to HVACR education. His integrity, humility, and unwavering commitment have left a legacy that will continue to inspire generations to come.




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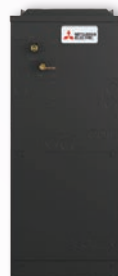
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It's On My Heart: An Interesting Year

This week, a headline on the front page of the news caught my attention: "U.S. House OKs Budget Bill That Scraps HVAC Efficiency Incentives." The article highlighted how the proposed budget would eliminate the 25C tax credit—among other key incentives—that benefited over 2.3 million households in 2023, with an average credit of nearly \$900. While this still has to pass through the Senate, the fact that it made it through the House raises significant concern for the HVAC industry.

This is just one of the many challenges we're facing today. In addition to a weaker economy, we're dealing with fluctuating tariffs, employee turnover, and the pressure to grow in markets oversaturated by large private equity groups with seemingly unlimited resources. It's a tough landscape, and we have a lot to contend with. So, how can we maintain our bottom line, meet our budget, support our teams, and build a legacy for the future?

Think back to when you first started your business. What motivated you to spend those 16-hour days and sleepless nights building your dream? What was your why? If you're like many, as you experienced success and grew beyond a certain point, you may have lost sight of the core values that propelled you to this stage. Now is the time to reflect on your business and refocus on the fundamentals—rather than getting caught up in the things you can't control.

Why did you choose this industry? For some, it's a family tradition—your grandfather or father started the business, and you carried the torch. For others, the transition may have been driven by dissatisfaction in another industry, leading you to the trades. And what a great decision that was, especially starting in 2020, when COVID made us more essential than ever.

However, the reality today is that while we are still considered "essential services," we face new challenges. We

need to "weatherproof" our business, staying ready to compete with new players, often backed by private equity firms, or with competition from unexpected sources. Take, for example, Ace Hardware, which recently acquired Texas-based Legacy Plumbing to strengthen its position in residential repair services. This is just one example, and it likely won't be the last.

So, how can smaller shops survive in this crowded market? The key is to stay deeply connected with your community and actively promote your local presence through social media and digital marketing. The businesses that are thriving are those that make a real, positive impact in their neighborhoods.

I'd suggest that, no matter the size of your company, you kick off each season with refresher training. Focus on the basics—how to properly handle a service call, conduct an installation, or even answer the phone. When the heat hits (and it already has in some areas), we

get busy, and it's easy to forget to build a meaningful relationship with each customer. Keep in mind: humans make purchasing decisions emotionally and justify them with logic afterward.

Here are some simple but effective ways to set your business apart:

- Be punctual and send a message ahead of time to let customers know who will be arriving.
- Offer a transparent pricing package that can be presented on the spot.
- Showcase testimonials on your website to build trust.
- Provide a maintenance plan with real, tangible benefits.
- Always wear clean uniforms, use booties when necessary, and express genuine gratitude to your customers.

The bar has certainly been raised, but the good news is that there are still aspects of our work that technology—like AI—simply can't replicate. For example, installing water heaters will always require skilled human hands. So,



Jim Hinshaw

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

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

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

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

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

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

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

while we must continue to improve and adapt, technology can also be an ally. There are now remote diagnostic tools available for air conditioners, which can enhance efficiency.

Ultimately, it's your

company, and while survival isn't guaranteed, adaptability is key. We can rise to the challenge, adapt to the market, and thrive.

Thanks for listening. We'll talk again soon.



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HARDI

HARDI Distributors Report 2.1% Revenue Decline in May

Columbus, Ohio – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by 2.1% during May 2025.

The annual sales growth for the 12 months through May 2025 is an increase of 3.9%.



“A sales decline during May is not unexpected since the cooling degree days were off by 25% from last year,” said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. “Another drag on the sales growth was this May had one less billing day than May of 2024. With the same number of billing days, we estimate the sales growth was better than 2.5%.”

The monthly sales survey also calculates distributor’s Days Sales Outstanding, a measure of how quickly customers pay their bills. “The DSO turned at 37 days during May of 2025 after being close to 40 days for the month from 2021 through 2024,” said Loftus.

The underlying trend of the HARDI distributor sales growth during 2025 has been a nice improvement versus last year. “After adjusting for the same number of billing days, the rolling three-month average monthly sales growth has been in the 5% to 6% range so far this year versus the 2% area last year,” said Loftus. “But so far this year inventories have been growing faster than sales. Hopefully those boxes begin to melt away now that summer has arrived.

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.

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A technologically advanced enhancement of the existing TR6 product line, the Universal TR6 comes in a kit consisting of a valve, bulb strap, insulation tape, installation guide and three connectors: chatleff, aeroquip and flare.

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- **Reduced Downtime Risk,** saving maintenance costs.
- **Simplified Inventory Management:** With one valve for multiple refrigerants, HVAC professionals can reduce complexity and improve inventory management, helping to save time and costs on job sites.

The Universal TR6 is designed to meet the needs of the modern HVAC industry, offering **zero compromises** between performance, adaptability, and sustainability. As refrigerant regulations continue to evolve, this truly universal valve offers a solution that’s both adaptable to legacy and current industry standards.

“We’re excited to introduce the Universal TR6 to the market,” said **Ignacio Termenon**, Head of Sales Development at Danfoss. “This valve is a game-changer for the HVAC industry, offering an all-in-one solution that simplifies refrigerant transitions and enhances system efficiency, all while helping to meet sustainability goals.”

The **Danfoss Universal TR6** is available now for order. For more information about the product or to request a demo, visit Universal TR6 Thermostatic Expansion Valve with multiple refrigerant compatibility (R-410A, R-454B, R-32) | Danfoss



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Veto Pro Pac Joins The Malco Group Portfolio of Leading HVACR Brands

Annandale, Minn. — The Malco Group, a leading manufacturer and distributor of professional-grade HVACR and building construction products in the Americas, is proud to announce the acquisition of Veto Pro Pac, a leading maker of high-quality tool storage solutions. This strategic move further strengthens The Malco Group's growing portfolio of brands serving skilled trade professionals across the Americas.

Veto Pro Pac was founded in 2002 by Roger Brouard, a carpenter by trade with over 30 years of experience, who was frustrated with low quality tool bags that lacked functionality and vertical storage. Veto Pro Pac is the global leader in the premium tool bag category and a well-known and highly respected brand among HVACR, electrical, plumbing and building construction professionals for its thoughtfully designed tool storage bags, backpacks, cases and storage solutions built to withstand demanding jobsite environments. Headquartered in Norwalk, Conn., Veto has grown into a trusted, go-to brand for serious trade pros.

"We're proud to bring Veto into The Malco Group's family of pro-favorite brands," said Rich Benninghoff, CEO of The Malco Group. "This acquisition not only enhances the solutions we offer to our customers but also reinforces our leadership position in the industry. Veto's quality,

innovation and commitment to the trades make it a natural fit within our portfolio."

Aspen Pumps Group, the UK-based parent company of The Malco Group, has a long-standing and well-established trading relationship with Veto in Europe and Australia. This acquisition will allow Veto to expand the brand's global reach while unlocking new opportunities in international markets.

"Veto Pro Pac is a strong addition to the Aspen Pumps Group," added Adrian Thomson, CEO of Aspen Pumps Group. "We are excited to build upon Veto's reputation in Europe and expand its presence across the region. This is a great step forward in aligning world-class brands with localized customer support."

"Veto has built a strong brand and reputation in the industry and has many synergies with The Malco Group," said Jim Brooks, CEO of Veto Pro Pac. "Together, we can bring even more value to the professionals who rely on our products while creating new growth opportunities for our distribution partners worldwide."

For more information, visit www.Vetopropac.com and follow The Malco Group on LinkedIn.



Are the tools you count on for accuracy, accurate?

By Rick Kincel
Tech Services Mgr.
Coburn Supply Company



Wasting time on any job during the Summer is never good. When we are counting on our tools to give us accurate info, and they are not, then we are doing nothing more than wasting time.

Check your tools for accuracy when you can. That rainy day when calls are slower may be a great time, not when it is 100 degrees and you are stuck on a job with poor information.

Start with your thermometers. First, follow manufacturer's instructions... (per our legal dept)

Typically, a clamp thermometer or K type thermistor can have the sensor slightly submerged briefly in a glass of ice water. If given enough time for the ice and water to stabilize first, you should have a good 32 degree +/- 1 degree. If it needs adjustment, then the app for your particular tool should allow you the ability to fine tune the result.

Having completed the thermometer, the next tools are the pressure gauges used for refrigerant readings.

Using a known refrigerant and a corresponding Pressure Temperature Chart the procedure is easy enough. Take a single component refrigerant such as R22, R32, or R410a (I know, it's a blend, but it is VERY close) and put it into a refrigerator for a few hours. Put the newly calibrated thermometer probe in there as well and let them stabilize to the refrigerator temperature.

When you go back to check, quickly identify the temperature in the fridge and compare it to the PT chart of your refrigerant. Let's say you are using R32 and the temp in the fridge is 35 degrees. Your pressure (either high or low side gauge) should be 109.7 psig. If you are using R410a at 35 degrees your pressure should be 107.3 psig. Most apps allow for some calibrations, but some may have to be sent back for calibration. Some automatically calibrate if the sensor is open to atmosphere when you power it ON. Either way, you will know if the readings you are getting in the field are giving you proper information.

When it comes to manometer readings the problem I see most often is the manometer is not zeroed at the beginning of the measurement. Most electronic manometers require the user to zero the tool BEFORE inserting the tubes for measurement.

The more tools we have, the more we need to make sure they are calibrated prior to taking the readings. The higher accuracy tools we use, require maintenance we may not have done in the past.

If in doubt about how to calibrate your particular tool, then RTFM, Read The Full Manual for your specific tool.

Data can be very good for diagnosing problems, but only if it is accurate data.



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TRS-575-W	WHITE		
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Congratulations to the latest companies earning MVP status

Farmington Hills, Mich. — Because standards don’t raise themselves, NTEA’s Member Verification Program (MVP) acknowledges the companies leading the industry to excellence. Fleet managers, truck dealers and OEMs know truck equipment manufacturers and distributors/upfitters with MVP status have successfully demonstrated an understanding of defined business principles and applicable government regulations.

New MVP members (since April 1, 2025)

- Automotive International (Cincinnati, Ohio)
- Cliffside Body Corp (Fairview, New Jersey)
- Fenton Mobility Products Inc (Randolph, New York)

- NXG Truck Bodies (Mt. Pleasant, Texas)

Renewals

- Clark Truck Equipment (Crawfordsville, Indiana)
- Dejana Truck & Utility Equipment LLC (Baltimore, Maryland)
- Dejana Truck & Utility Equipment of Greater Philadelphia (Cinnaminson, New Jersey)
- Galion-Godwin Truck Body Company LLC (Dundee, Ohio)
- Mickey Truck Bodies (High Point, North Carolina)
- R/S-Godwin Truck Body Co LLC (Ivel, Kentucky)

Current NTEA Distributor and Manufacturer members are encouraged to apply for MVP status at any time. There is no charge — NTEA underwrites the cost of MVP as part of an ongoing effort to enhance the core competencies of its members. Once qualified, companies receive MVP status for a three-year term. To renew, MVP members must again document compliance, ensuring their ongoing commitment to professionalism, industry knowledge and high performance.

Visit ntea.com/mvp to learn more and apply or contact NTEA’s technical services department for personalized assistance (248-489-7090 or mvp@ntea.com).

Rick Bastian Joins Zurn Elkay



Longtime Milwaukee Tools sales leader Rick Bastian has joined Zurn Elkay Water Solutions as Area Sales Manager- Texas.

Rick’s career journey started with Milwaukee Tool started in 1998 in their Big Box Channel sales team and after two successful years driving +20% growth he transitioned to Texas in 2000 to lead the industrial division in the DFW markets.

His experience comes to us from his time building a Manufacturer Rep Strategy in the Plumbing Channel for Milwaukee Tool, from 2009 till the present. In the past 15 years, Rick and his team grew the Plumbing & HVAC numbers tremendously across the country.

Working alongside Rick in Texas will be the following Business Development Managers:

Clint Kimmel-A&E, Brent McFarland-Distribution and Chris Shumaker-Contractors.

Rick’s contact information is Rick.Bastian@Zurn.com and (940) 783-8283



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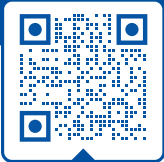
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Winsupply Marble Falls Opens in Growing Market

Marble Falls, Texas – The Winsupply Family of Companies has welcomed its latest addition of a new Local Company with the opening of Winsupply Marble Falls.

Led by Local Company President Jeremy Hansche, Winsupply Marble Falls serves the Plumbing, PVF, Water Treatment, Septic, and Rainwater Harvesting industries.

Winsupply Marble Falls opened this summer with five employees, including Hansche and Michael Oosse, Operations Manager and Managing Partner.

Winsupply Marble Falls is located at 2710 Commerce St. in Marble Falls, Texas. The 9,000-square-foot property includes a 4,000-square-foot storefront and yard, and a 5,000-square-foot warehouse on a neighboring property.

“An open shopping concept allows our customers to see the products that we stock,” Hansche said. “We have intentionally arranged it in a manner that allows a line of sight to our most valuable inventory.”

Hansche has been in the wholesale distribution industry for over 10 years. He said after feeling capped by upper



management at outside distributors, he saw a path for greater success through Winsupply’s business model.

“Michael and I saw the potential of building something from the ground up that serves not just ourselves, but our people and the community around us,” Hansche said.

At Winsupply, our secret sauce is our business model: sharing, trusting, and helping. We share through equity partnerships. We trust local owners with local autonomy. We help through high-quality, low-cost, centralized support services. Winsupply believes that ownership drives people to work harder and produce better results.

“The autonomy and freedom to make the decisions needed to accommodate our customers in any way possible, as well as

the ability to directly influence the success and better the lives of the people we choose to hire, is why we chose Winsupply,” Hansche said.

The new Local Company fits into Winsupply Inc.’s growth strategy in the Texas area, said Roger Lewis, Area Leader for Winsupply Inc.

“Texas is a huge part of our growth plan,” Lewis said. “Anytime we can find the right people who are entrepreneurs with the right relationships in a Texas market, we want to talk to them.”

Lewis said he believes the potential of the Texas region for entrepreneurs is unparalleled.

“There is a tremendous number of people and businesses moving to Texas, and we are just now starting to scratch the surface of what is possible when you consider all of the industries in Texas that can be served by a Local Company,” Lewis said.

Winsupply during calendar year 2025 (FY2026) has the goal to open 20 new Local Companies across its U.S. footprint. Winsupply Local Companies are expected to achieve nearly \$8.3 billion in annual sales for 2025.

Product News



Carrier’s Air-to-Water Heat Pump with Integrated Domestic Hot Water Named a 2025 Green Builder Media Sustainable Product of the Year




Indianapolis, IN – Carrier is proud to announce that its Air-to-Water Heat Pump with Integrated Domestic Hot Water (AWHP with DHW) has been named a 2025 Sustainable Product of the Year by Green Builder Media. This prestigious recognition highlights Carrier’s continued leadership in delivering innovative, energy-efficient solutions that support a more sustainable built environment. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

The Carrier AWHP with DHW was selected for its advanced refrigerant technology, compact design, and ability to provide a complete heating, cooling, and domestic hot water solution. Designed for both new residential construction and retrofit applications, the system offers a Coefficient of Performance (COP) of up to 4.9, significantly reducing energy consumption and greenhouse gas emissions compared to traditional systems.

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Johnstone Supply Petit Group New Grand Opening in Lubbock TX

Johnstone Supply Petit Group celebrated the opening of their new store location in Lubbock TX starting Monday June 23rd through Thursday June 26th. Vendors were present throughout the week, while our contractors were being treated to lunch and breakfast each day. There were door prizes and a Grand Prize giveaway for a 4x4 side by side ATV. Johnstone Supply would like to Thank all our Vendor Partners and Customers for making the Grand Opening of our Lubbock Store a wonderful success and a very memorable experience.



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FISSCO SUPPLY Houston 1 Year Anniversary

FISSCO SUPPLY Houston celebrated their one-year anniversary on Thursday July 17 from 11-2 at their location in Houston. Food trucks, a vendor fair, door prizes and giveaways were all part of the celebration. FISSCO SUPPLY Houston is located at 14900 Hempstead Rd, Jersey Village, TX 77040.



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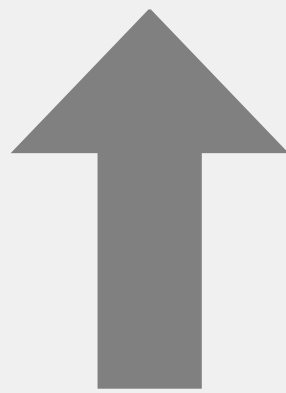
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Product News

Allied Air Enterprises Announces New Armstrong Air® and AirEase® Pro Series™ All-Climate Heat Pump

West Columbia, SC – Allied Air Enterprises has announced the new Armstrong Air® and AirEase® Pro Series™ A7CP21V All-Climate Heat Pump, which features a design engineered to help create the ideal indoor environment, regardless of the season. With advanced all-climate heat pump technology and 2025-compliant refrigerant, the Pro Series A7CP21V heat pump delivers high-efficiency performance, achieving ratings of up to 21 SEER2 and 10 HSPF2—even in outdoor temperatures as low as 5°F. The A7CP21V is a high-performing all-climate heat pump ENERGY STAR® Cold Climate certified. This heat pump is suitable for installation in all climate conditions across North America.

The heat pump's premium variable-speed compressor helps ensure consistent, energy-efficient heating, cooling, and humidity control while operating at incredibly quiet sound levels.

For even greater control, it can be paired with the Comfort Sync® A3 Thermostat to customize the home's comfort room by room—all from the palm of the user's hand. Built into the newly redesigned Pro Series cabinet, the A7CP21V All-Climate Heat Pump features a composite base and top for enhanced durability and painted galvanized steel panels for superior corrosion resistance.

Designed for variable-speed technology, this next-generation cabinet ensures quiet, efficient operation in any season. A custom-molded snow top accessory is also available for added protection in the harshest conditions, making the A7CP21V All-Climate Heat Pump ready for the most demanding climates.

"The new Pro Series All-Climate Heat Pump sets a new standard for year-round home comfort, with powerful, energy-efficient heating even in extreme cold," said Angela Chapoy VP and

GM of Allied Air Enterprises. "It's a win for home comfort and a win for the environment."

The Pro Series A7CP21V All-Climate Heat Pump features:

- Proprietary Omniguard® Total Corrosion Protection Technology - combined with a new, durable composite top and base, the new Pro Series™ units are built to help withstand the test of time in sun, snow, sleet, or rain.

- Personalized temperature control – when paired with the Comfort Sync® A3 Thermostat¹, the system delivers targeted temperatures exactly where the user wants them and lets them easily monitor and control their home's environment from anywhere.

- 55% More Efficient - Purposeful fan and coil engineering enhances air flow through the unit, delivering more effective heating and cooling with up to 21 SEER2 efficiency ratings to lower energy use.

- More than 50% Quieter –

The incredibly quiet fan design cuts operating noise levels by more than half compared to a conventional single-stage heat pump unit.

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

- Pro Series™ Systems are recognized as the Most Efficient of ENERGY STAR 2024 from the U.S. Environmental Protection Agency. This distinction recognizes products that deliver cutting-edge energy efficiency along with the latest in technological innovation, helping you save money on utility bills and reducing environmental impact.

Precision Service™ Technology also makes key components more accessible for quicker installation and service. Stationary corner posts support removable panels on all four sides, facilitating easier cleaning and reassembly. Isolated controls remove the necessity of replacing both boards

if only one is operational. The corner valve placement features service ports at 45° for improved access and gauge connection. Additionally, the pressure transducer connections with Schrader core eliminate the need to evacuate and recharge the system.

Learn more at Our Brands / Allied Air Enterprises

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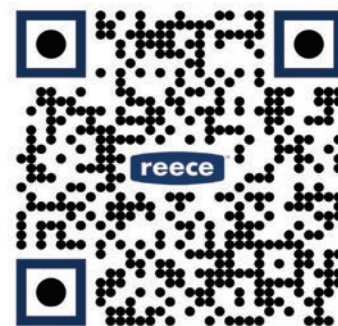




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HARDI Welcomes Don Gillis to Lead Expansion of Technical Training Initiatives

Columbus, Ohio – Heating, Airconditioning & Refrigeration Distributors International (HARDI) is proud to announce that Don Gillis, a respected HVACR trainer and longtime industry professional, has joined the organization as HVACR Technical Trainer. Gillis will play a key role in expanding HARDI's technical training offerings and furthering its mission to strengthen the capabilities of HVACR wholesale distributors.

With more than 30 years of hands-on experience in HVAC-ranging from service technician and business owner to territory manager and national training leader-Gillis brings a rare combination of field expertise and training excellence. He has worked across nearly every facet of the trade and has spent the last several years applying that deep, practical knowledge to high-impact training roles at Emerson and, most recently, The Chemours Company, where he delivered technical education across North America.

Gillis's technical credibility and experience working with contractors and distributors alike will also strengthen HARDI's growing state affairs efforts, particularly in

advocating for practical, industry-informed state and local code adoption.

At HARDI, Gillis will help lead several new and revitalized programs within the association's Talent Development portfolio, including:

- **The Enhanced Counter Specialist Role**, which identifies and delivers essential product knowledge and soft skills to counter teams, tailored to distributor-specific needs.

- **The Inside Sales Program**, which focuses on structured, consultative selling to support stronger customer relationships and business growth.

- **The Product/Technical Manager Certification**, a role-specific program designed to evaluate and grow technical and interpersonal competencies that deliver added value to contractors.

"Don's depth of experience is matched only by his passion for empowering others in this industry," said Stella Keane, Vice President of Talent Development at HARDI. "He understands the realities of the field, the pressures of distribution, and the power of training to create real business impact. Bringing someone like Don on board is



a huge value-add not only for our team, but for our entire membership."

In addition to leading training development and delivery, Gillis will work directly with HARDI members to identify emerging needs and ensure programs stay aligned with market and workforce demands.

"HARDI's mission deeply resonates with me," said Gillis. "After decades in this trade, I've seen firsthand how training can elevate careers, companies, and the entire channel. I'm thrilled to help build something that makes that kind of impact at scale."

For more information about HARDI's technical training programs, visit www.hardinet.org.

President Donald J. Trump Approves Major Disaster Declaration for Texas

Washington -- FEMA announced that federal disaster assistance is available to the state of Texas to supplement recovery efforts in the areas affected by severe storms, straight-line winds and flooding from July 2, 2025, and continuing.

The President's action makes federal funding available to affected individuals in Kerr County. Assistance can include grants for temporary housing and home repairs, low-cost loans to cover uninsured property losses and other programs to help individuals recover from the effects of the disaster.

Federal funding is also available to state and eligible local governments and certain private nonprofit organizations on a cost-sharing basis for emergency work and the

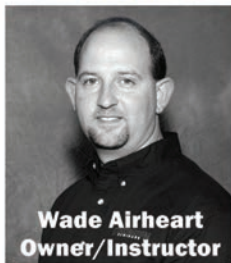
repair or replacement of facilities damaged by the severe storms, straight-line winds and flooding in Kerr County.

Benjamin Abbott has been named the Federal Coordinating Officer for federal recovery operations in the affected areas. Additional designations may be made at a later date if warranted by the results of damage assessments.

Individuals who sustained losses in the designated areas should first file claims with their insurance providers and then apply for assistance by registering online at www.DisasterAssistance.gov, by calling 1-800-621-3362 or by using the FEMA App. If you use a relay service, such as video relay service (VRS), captioned telephone service or others, provide FEMA the number for that service.

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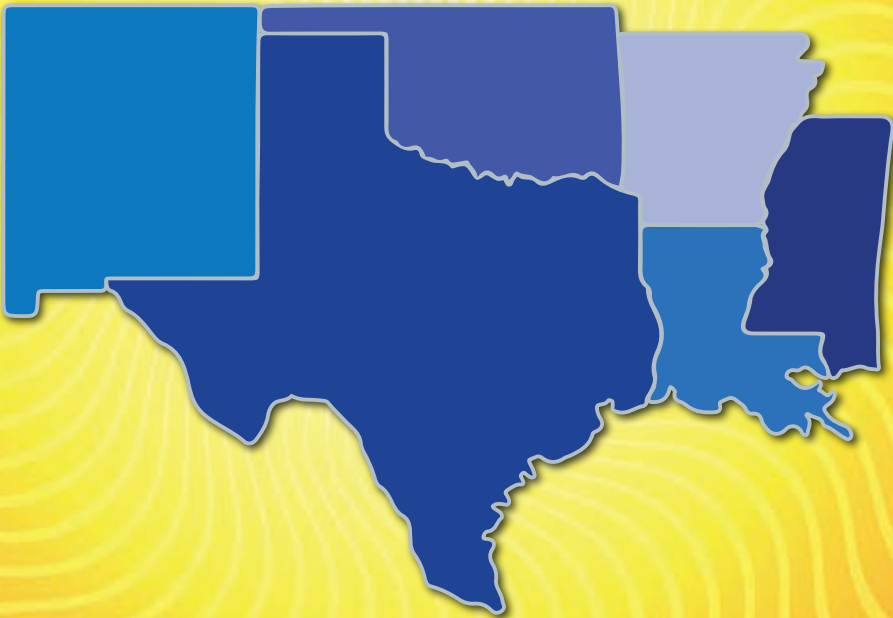
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Ferguson HVAC National HVAC Tech Day Happy Hour

Ferguson HVAC partnered with Goodman on National HVAC Tech Day to host a contractor's happy hour at Popstroke Mini-Golf Center in San Antonio. National HVAC Tech Day is June 22nd each year and acknowledges the contributions of HVAC technicians, the professionals who ensure heating, ventilation, and air conditioning systems are functioning properly.
Photos courtesy of Ferguson HVAC



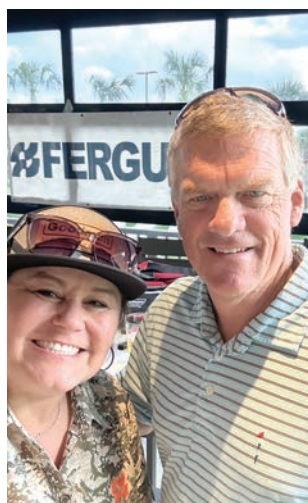
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ASHRAE NEWS

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.

AI-Driven Innovation in Construction and Building Operations to Headline ASHRAE's 2025 CIDCO in Denver

Atlanta – ASHRAE has announced an exciting lineup of keynote sessions and technical programming for the 2025 ASHRAE Conference for Integrated Design, Construction & Operations (CIDCO), taking place August 13–15, 2025 in Denver, Colorado. The conference will bring together professionals from across the built environment to explore innovative strategies that shape the future of building performance.

“CIDCO reflects the dynamic convergence of design, construction and operations, and emphasizes ASHRAE's commitment to innovation and sustainability across the entire building lifecycle,” said 2025-26 ASHRAE President Bill McQuade, P.E., CDP, Fellow ASHRAE, LEED AP. “This year's conference provides a great opportunity for building professionals to collaborate, challenge conventional thinking and explore breakthrough ideas that are shaping the future of high-performance buildings.”

Featured keynote sessions are as follows:

• **Keynote Session 1: Carl Elefante**

Wednesday, August 13 | 8:10 – 9:00 a.m.

Carl Elefante, architect and author of *Going for Zero: Decarbonizing the Built Environment on the Path to Our Urban Future*, will kick off the conference by sharing how the lessons embedded in our built heritage can guide the decarbonization of our cities. Elefante is a nationally recognized advocate for the

stewardship of existing buildings as a climate solution.

• **Keynote Session 2: Building Performance Analysis in the Age of AI**

Thursday, August 14 | 8:00 – 9:00 a.m.

2024-25 ASHRAE Presidential Member Dennis Knight will moderate a timely panel discussion featuring Dr. Roya Cody, E. Mitchell Swann, Zheng O'Neil, and Krishnan Gowri. The panel will examine how artificial intelligence is reshaping design workflows, operations, and building performance analytics, with a focus on real-world applications and emerging best practices.

Immediately following Thursday's keynote, attendees are invited to participate in the CIDCO Innovation Jam, a fast-paced, collaborative session where teams will tackle HVAC challenges in a hot and humid data center scenario, with an added creative twist. Participants may register individually or in teams before or during the conference.

In-person conference registration is \$725 for ASHRAE members and \$775 for non-members. Additional pricing details can be found on the conference website. For the full CIDCO technical program and to register, please visit ashrae.org/CIDCO2025.

ASHRAE Announces 2025-26 President, Officers and Directors

Atlanta – ASHRAE has installed its 2025–26 Society president, along with newly elected officers and directors, during its 2025 Annual Conference in Phoenix.

Bill McQuade, P.E., CDP, Fellow ASHRAE, LEED AP, will serve as the 2025-26 Society president. In his inaugural presidential address, McQuade introduced the theme for the 2025-26 Society Year, “*Healthy Buildings: Designing For Life*.” The theme emphasizes the critical role of indoor environmental quality (IEQ) in reducing environmental impacts to the built environment while supporting healthier, more resilient communities.

“Today, shelter is more than just a roof over one's head,” said McQuade. “Shelter encompasses the hospitals we are born in, the homes where we find comfort, the schools where we learn, and the buildings we work in. A well-designed shelter prioritizes indoor environmental quality, ensuring good air quality, proper lighting, thermal comfort, acoustics and access to safe water, all essential for health and comfort. Providing safe, stable, and sustainable shelter is not just a basic human need, it is a fundamental pillar of societal advancement and long-term development.”

McQuade is vice president for government affairs and global sustainability at Baltimore Aircoil Company, Inc. (BAC)

in Jessup, Maryland.

Elected officers who will serve one-year terms are as follows:

• President-Elect: *Sarah E. Maston, P.E., BCxP, Member ASHRAE*, Director, Colliers Project Leaders, Hudson, Massachusetts.

• Treasurer: *Ashish Rakheja, B.E., M.Tech, Fellow ASHRAE*, Director/Chief Operating Officer, AEON, Uttar Pradesh, India.

ASHRAE introduced its newest Vice Presidents who will serve a term of 2 years (Society Years 2025–2026 and 2026–2027):

• Vice President: *Trenton S. Hunt, Fellow ASHRAE*, Vice President and General Manager For Mechanical Products, NSW, Midvale, Utah.

• Vice President: *Andres J. Sepulveda, P.E., Fellow ASHRAE*, Chief Executive Officer, Commtech, Madrid, Spain.

ASHRAE introduced its newest Directors and Regional Chairs who will serve three-year terms from 2025–2028:

• Region IV Director and Regional Chair: *Heather Platt Gulledge, P.E., MBA, Member ASHRAE*, Senior Project Manager, Dewberry, Summerfield, North Carolina.

• Region V Director and Regional Chair: *Julia Timberman, P.E., Member ASHRAE*, Sales Engineer, Air Control Products, Columbus, Ohio.

• Region VI Director and Regional Chair: *Maggie Moninski, P.E., Member ASHRAE*, LEED AP, BD+C, Senior Mechanical Engineer, SINGH & Associates, Chicago, Illinois.

President and Owner, A Squared Plus Engineering Group, LLC, Westminster, Maryland.

• Region XII Director and Regional Chair: *Jason Alphonso, P.E., Member ASHRAE*, OPMP, PMP, Principal/Owner, Z Service Group, Winter Park, Florida.

• Region XIII Director and Regional Chair: *Ching Loon Ong, P.E., Member ASHRAE*, CMVP, Hon Fellow AFEO, Managing Director, Confreth (M) SDN BHD, Subang, Jaya, Malaysia.

• Region XV Director and Regional Chair: *Pankaj Dharkar, Fellow ASHRAE*, President, Pankaj Dharkar & Associates, Ahmedabad, India.

ASHRAE also introduced its newest Directors-at-Large (DALs):

• *Steve Kujak, Member ASHRAE*, Director of Next Generation Refrigerant Research, Trane Technologies, Brownsville, Minnesota.

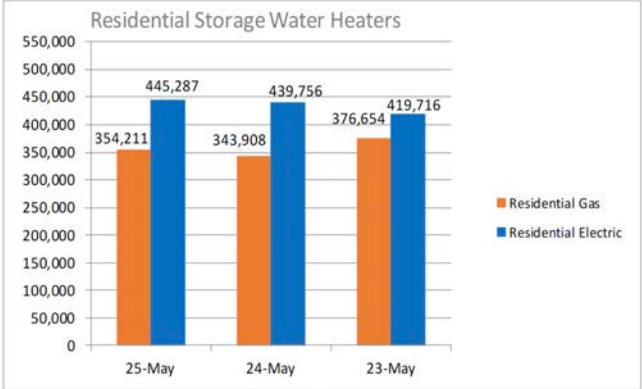
• *Daniel H. Nall, P.E., BEMP, HBDP, Fellow Life Member ASHRAE*, FAIA, LEED Fellow, Vice President, Daniel Nall, Consultant, LLC, Princeton, New Jersey.

• *Michael A. Pouchak, P.E., Fellow ASHRAE*, Principal Development Engineer, Honeywell, St. Anthony, Minnesota.

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for May 2025 changed +3.0 percent, to 354,211 units, compared to 343,908 units shipped in May 2024. Residential electric storage water heater shipments changed +1.3 percent in May 2025 to 445,287 units, compared to 439,756 units shipped in May 2024.

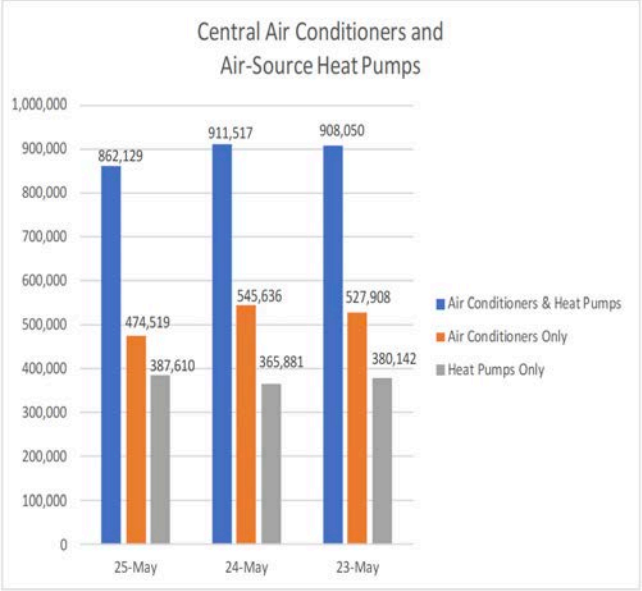


Year-to-date U.S. shipments of residential gas storage water heaters changed +1.1 percent, to 1,892,657, compared to 1,871,705 shipped during that same period in 2024. Residential electric storage water heater shipments changed -1.0 percent year-to-date, to 2,214,714 units, compared to 2,237,679 shipped during the same period in 2024.

Year-to-Date				
	May 25 YTD	May 24 YTD	% CHG. (From 2024-2025)	May 23 YTD
Residential Storage Gas	1,892,657	1,871,705	+1.1	1,878,971
Residential Storage Electric	2,214,714	2,237,679	-1.0	2,084,248

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 862,129 units in May 2025, changed -5.4 percent compared to 911,517 units shipped in May 2024. U.S. shipments of air conditioners changed -13.0 percent, to 474,519 units, compared to 545,636 units shipped in May 2024. U.S. shipments of air-source heat pumps changed +5.9 percent, to 387,610 units, compared to 365,881 shipped in May 2024.

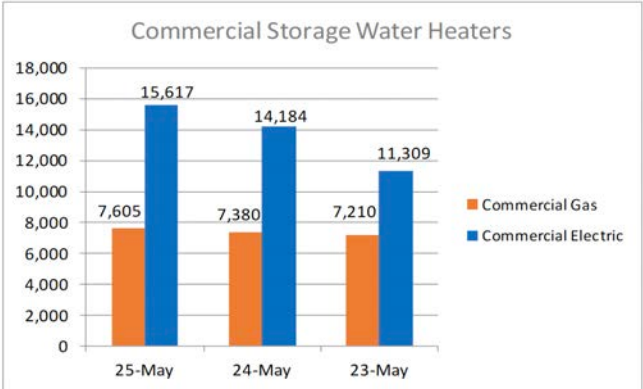


Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +2.8 percent, to 3,736,372, compared to 3,635,714 units shipped during the same period in 2024. Year-to-date shipments of central air conditioners changed -2.3 percent, to 2,022,984 units, compared to 2,071,460 units shipped during the same period in 2024. The year-to-date total for heat pump shipments changed +9.5 percent, to 1,713,388, compared to 1,564,254 units shipped during the same period in 2024.

Year-to-Date				
	May 25 YTD	May 24 YTD	% CHG. (From 2024-2025)	May 23 YTD
Air Conditioners & Heat Pumps Combined Total	3,736,372	3,635,714	+2.8	3,757,023
Air Conditioners Only	2,022,984	2,071,460	-2.3	2,113,691
Heat Pumps Only	1,713,388	1,564,254	+9.5	1,643,332

Commercial Storage Water Heaters

Commercial gas storage water heater shipments changed +3.0 percent in May 2025, to 7,605 units, compared to 7,380 units shipped in May 2024. Commercial electric storage water heater shipments changed +10.1 percent in May 2025, to 15,617, compared to 14,184 units shipped in May 2024.

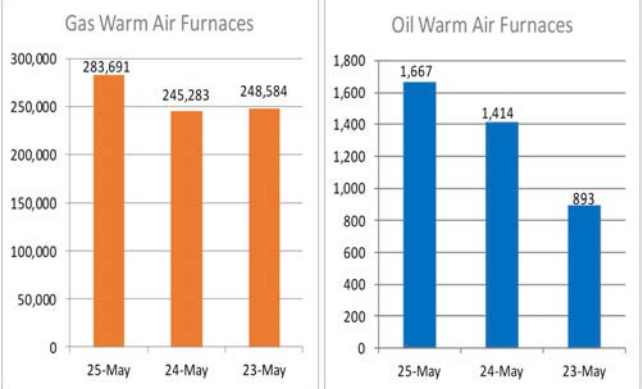


Year-to-date U.S. shipments of commercial gas storage water heaters changed -3.2 percent, to 38,731 units, compared to 39,999 units shipped during the same period in 2024. Year-to-date commercial electric storage water heater shipments changed +3.8 percent, to 73,264 units, compared to 70,597 units shipped during the same period in 2024.

Year-to-Date				
	May 25 YTD	May 24 YTD	% CHG. (From 2024-2025)	May 23 YTD
Commercial Storage Gas	38,731	39,999	-3.2	38,328
Commercial Storage Electric	73,264	70,597	+3.8	61,464

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for May 2025 changed +15.7 percent, to 283,691 units, compared to 245,283 units shipped in May 2024. Oil warm air furnace shipments changed +17.9 percent, to 1,667 units in May 2025, compared to 1,414 units shipped in May 2024.



Year-to-date U.S. shipments of gas warm air furnaces changed +18.8 percent, to 1,377,374 units, compared to 1,159,352 units shipped during the same period in 2024. Year-to-date U.S. shipments of oil warm air furnaces changed +12.5 percent, to 11,466 units, compared to 10,194 units shipped during the same period in 2024.

Year-to-Date				
	May 25 YTD	May 24 YTD	% CHG. (From 2024-2025)	May 23 YTD
Gas Warm Air Furnaces	1,377,374	1,159,352	+18.8	1,254,908
Oil Warm Air Furnaces	11,466	10,194	+12.5	6,859

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	35,875	+26.8	30,696	Under 16.5	168,975	+25.0	138,926
16.5-21.9	65,489	-39.3	116,216	16.5-21.9	332,955	-21.5	478,007
22-26.9	168,859	-10.9	184,201	22-26.9	766,636	-0.4	745,464
27-32.9	129,141	-9.0	135,067	27-32.9	573,358	+1.1	580,204
33-38.9	192,446	+7.4	187,596	33-38.9	795,048	+11.9	744,125
39-43.9	60,464	-6.2	59,264	39-43.9	269,351	+11.5	244,385
44-53.9	99,839	+4.8	94,032	44-53.9	391,985	+8.4	395,191
54-64.9	81,976	+9.1	73,260	54-64.9	333,408	+13.3	322,032
65-96.9	9,478	-4.6	10,605	65-96.9	37,064	-15.9	42,407
97-134.9	7,067	-9.4	8,110	97-134.9	27,641	-24.8	29,947
135-184.9	5,634	-2.5	4,701	135-184.9	19,621	-17.3	19,056
185-249.9	2,804	+8.4	1,679	185-249.9	9,063	-18.7	6,848
250-319.9	1,682	-19.3	1,365	250-319.9	5,725	-31.1	5,221
320-379.9	347	-33.1	308	320-379.9	1,429	-24.4	1,175
380-539.9	353	-20.5	325	380-539.9	1,468	-25.3	1,373
540-639.9	290	-12.4	265	540-639.9	1,144	-19.8	1,127
640-799.9	113	-26.1	113	640 & Over	494	-23.4	455
800.0-899.9	64	+100.0	64	800.0-899.9	189	-25.6	246
900.0-999.9	89	+41.3	77	900.0-999.9	359	+10.1	285
1,000.0-1,199.9	55	-1.8	28	1,000.0-1,199.9	153	-27.5	160
1,200.0 & Over	64	-42.9	78	1,200.0 & Over	306	-34.5	389
TOTAL	862,129	-5.4	908,050	TOTAL	3,736,372	+2.8	3,757,023

Notes and FAQs

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.
- What is considered a shipment?** A shipment is defined as when a unit transfers ownership; a consignment is not a transfer of ownership.
- 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 that are sold within the fifty United States and District of Columbia, whether produced domestically or imported.
- Do you provide U.S. data by state?** No, that data is not available publicly.
- Is historical data available in Excel?** No, reports are only available in the format of their original release.
- Is data available in a different format?** The only format available is provided on the website.
- Does the December YTD data equal a 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?** No, 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.
- Where can I find the definitions for the products included in this report?** Download product definitions for monthly shipment reports [here](#).
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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

Aug 13, 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

Aug 19, 2025 1:30 pm - 2:30 pm

Heat Pump Mtg

Aug 28, 2025 6:00 pm - 7:00 pm

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

You do not have to be a member to attend our MEPO meetings
If you would like to join MEPO the Association in Oklahoma that addresses Business Development, Codes and Licensing issues that effect your lively-hood
Text/Call 918-282-7864

TACCA-GH Annual Golf Tournament

Friday, September 26, 2025
8:00am to 4:00pm

BLACKHORSE GOLF CLUB

12205 Fry Road
Cypress, TX 77433

PRICES:

Members	Non- Members	Not Golfing
Individual Golfer \$275.00	Individual Golfer \$300.00	\$100.00 (Food & Beverage only)
Team of 4 Golfers \$1,000.00	Team of 4 Golfers \$1,250.00	Mulligans \$25.00 each

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CLAY SHOOT





TACCA

Texas Air Conditioning Contractors Association
NORTH TEXAS

Date:

Friday, August 22nd

Time:

8:00 a.m. Registration Opens
9:00 a.m. Clay Shoot Begins

Elm Fork Shooting Sports
10751 Luna Rd. Dallas, TX 75220

questions? brittany@taccantx.org

Shooter Registration & Sponsorships available now



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License Revocations,
December 2024 to May 2025

Name	Program	License Type	Name	Program	License Type
Allen, Slade	ELC	Electrical Apprentice	Nash, Anthony C	ELC	Electrical Apprentice
Bedell, Daniel	ELC	Journeyman Electrician	Orellano, Jose B	ELC	Journeyman Electrician
Brooks, Ricardo D	ELC	Electrical Apprentice	Park, Jacob Tyler	ELC	Journeyman Electrician
Camilo, Alex M	ELC	Electrical Apprentice	Perez, Joel J	ACR	Registered AC Technician
Christopher, Glynn C	ACR	Air Conditioning Contractor	Perez, Jonathan A	ACR	Registered AC Technician
Diaz, Hilario C	ELC	Electrical Apprentice	Perez, Juan Jose	ELC	Electrical Apprentice
Flewellen, Clint William	ELC	Electrical Apprentice	Pichardo, Elijah	ELC	Electrical Apprentice
Flores, Roque	ELC	Electrical Apprentice	Pruitt, John David	ELC	Journeyman Electrician
Gray, Tyler E	ELC	Electrical Apprentice	Quinones, Regino T Jr	ELC	Electrical Apprentice
Guerrero, Vincent Alexander	ACR	Air Conditioning Contractor	RAMIREZ, JESUS J	ELC	Electrical Apprentice
Herrera, Frank	ELC	Electrical Apprentice	Realsole, Michael Jacob Sr	ACR	Air Conditioning Contractor
Hopes, Jamaer Ishmael	ELC	Master Electrician	REYES, JOE	ELC	Journeyman Electrician
Jutley, Gurubax Singh	ACR	Air Conditioning Contractor	Rossetti, Giovanni R	ELC	Electrical Apprentice
Kannady, Justin	ELC	Electrical Apprentice	Snead, Rodney A	ELC	Journeyman Electrician
Lemons, Jimmy Ray	ELC	Electrical Apprentice	Solis, Juan J	ELC	Electrical Apprentice
Mares, Gerardo M	ACR	Air Conditioning Contractor	Stroman, Justin E	ELC	Electrical Apprentice

Please file a complaint with TDLR alleging unlicensed practice if you have evidence that a person or business with a revoked license is continuing to advertise or perform services that require a license in Texas.

HOW TO FILE A COMPLAINT

You can file a complaint online for most TDLR programs at <https://ga.tdlr.texas.gov:1443/form/Complaint>

Although TDLR accepts anonymous complaints, you must provide your name and contact information when you submit the complaint if you want to receive information about the status or progress of your complaint.

Please note that if your complaint does not allege a violation of the law or rules or does not include enough information for TDLR to investigate the allegations, TDLR will not open a complaint.

Read more about TDLR’s complaint investigation and resolution process here <https://www.tdlr.texas.gov/investigation.htm>

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CARRIER con’t

“This award underscores our commitment to engineering products that not only meet the needs of today’s homeowners but also contribute to a more sustainable future,” said Olivier Vareille, President and CEO, Hydronics North America at Carrier. “The Air-to-Water Heat Pump with Integrated Domestic Hot Water is a cornerstone of our strategy to decarbonize residential heating and cooling while enhancing comfort and performance.”

The product’s recognition by Green Builder Media reflects its alignment with key sustainability trends, including electrification and decarbonization. With features like

low-GWP refrigerant, quiet operation, and flexible application, the AWHP with DHW exemplifies Carrier’s vision of transforming homes into energy-efficient ecosystems.

Carrier’s inclusion in the 2025 Sustainable Products of the Year list builds on a legacy of innovation and environmental stewardship. The company has committed to helping its customers avoid more than 1 gigaton of greenhouse gas emissions by 2030 and achieving net-zero emissions across its operations by 2050.

For more information about Carrier’s sustainable solutions, visit www.carrier.com/residential

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