



Air Conditioning TODAY



DECEMBER 2025

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Coastal HVAC Supply Customer Appreciation Lunch



Pictures on page B6.

Hunton Distribution Veteran's Day Vendor Showcase



Pictures on page B8.

Cooper&Hunter Announces Major Expansion in Dallas: A New Chapter in U.S. HVAC Leadership

Dallas, TX- Cooper&Hunter is proud to unveil a transformative milestone in our journey to redefine HVAC excellence across the United States. As announced by Artur Terchiyev, Cooper&Hunter is expanding its Dallas operations from 120,000 sq. ft. to an impressive 270,000 sq. ft. at a brand-new facility located at 300 W. Wintergreen Rd, Hutchins, TX 75141 — just ten minutes from our current site.

This expansion is more than a logistical upgrade. It is a bold declaration of our intent to meet the growing demands of our customers, partners, and technicians nationwide. It reflects our unwavering commitment to invest in more space, more inventory, and more capacity — not just for today's needs, but for the future of HVAC innovation.

A Facility Built for the Future

Our new headquarters is designed to be a hub of efficiency, education, and empowerment. Highlights include:

- **270,000 sq. ft. of warehouse and office space** — tripling our current footprint

- **Residential & Commercial HVAC training**



lab for hands-on learning and continuous improvement

- **Fully stocked parts department** and expanded technical support team

- **50 docks, 40 ft. ceilings, and cross-dock configuration** for optimized logistics

- **Secure gated access** on both ends of the property

- **Cooper&Hunter systems powering our own climate control** — a proud showcase of our technology

- **Brand-new construction**, completed just 1.5 years ago — and we'll be the first to move in

- **Shared occupancy** with a logistics company, ensuring synergy and operational excellence.

Operations at the new facility will officially begin in **February 2026**, with full preparations underway. Until then, Cooper&Hunter will continue serving from our

current Dallas location, ensuring a seamless transition for our partners and customers.

Investing in People, Not Just Infrastructure

This expansion is not just about square footage — it's about people. Cooper&Hunter is growing its operations, its technical support, and most importantly, its team. We believe that true growth is powered by **talented individuals** who are committed to our mission, our values, and our vision for the future.

As Artur Terchiyev shared:

"I want to make this very clear — I would never take on an investment of this size unless I knew I had the right team beside me. You made this possible. This move isn't just about space — it's about building the foundation for the next level of Cooper&Hunter in the U.S. This new home is a step

into our future, and I can't wait to see your reactions as we make history together."

A Vision for the Next Generation

The new facility will include a state-of-the-art training lab for HVAC contractors and technicians, a dedicated team of trainers, and a larger tech support department — all designed to support the next generation of HVAC professionals. It's a space built to foster learning, collaboration, and excellence.

Cooper&Hunter remains focused on delivering high-performance solutions, empowering technicians, and supporting distributors with the tools and knowledge they need to succeed. This expansion is a testament to our long-term vision: to be a driving force in the HVAC industry, built on innovation, integrity, and human connection.

Looking Ahead

As we prepare to open the doors to our new home, we do so with gratitude, pride, and excitement. This is our biggest milestone to date — and it's only the beginning.

Cooper&Hunter — Always Moving Forward. Always Addicted to Comfort

TACCA Greater San Antonio Golf Tournament



Pictures on page B18.

TACCA LIVE 2025



Pictures on page B20.

Pictures on page B17.

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Multifamily Developer Confidence Increases in Third Quarter, But Still in Negative Territory

Confidence in the market for new multifamily housing increased year-over-year in the third quarter, according to the Multifamily Market Survey (MMS) released today by the National Association of Home Builders (NAHB). The MMS produces two separate indices. The Multifamily Production Index (MPI) had a reading of 46, up six points year-over-year, while the Multifamily Occupancy Index (MOI) had a reading of 74, down one point year-over-year.

The MPI measures builder and developer sentiment about current production conditions in the apartment and condo market on a scale of 0 to 100. The index and all its components are scaled so that a number below 50 indicates that more respondents report conditions are poor than report conditions are good.

The MPI is a weighted average of four key market segments: three in the built-for-rent market (garden/low-rise, mid/high-rise and subsidized) and one in the built-for-sale (or condominium) market. The component measuring garden/low-rise increased three points to 51, the component measuring mid/high-rise units increased nine points to 37, the component measuring subsidized units rose nine points to 55, and the component measuring built-for-sale units posted a six-point gain to 35.

“We are seeing a degree of bifurcation in the multifamily market, as developers of low-rise market-rate and subsidized rental properties express increased optimism, while developers of mid- and high-rise properties and condominiums remain less confident,” said Debra

Guerrero, senior vice president of strategic partnerships and government affairs at The NRP Group in San Antonio and chairman of NAHB’s Multifamily Council. “Significant challenges such as the current regulatory environment, rising construction costs and difficulties in securing project financing continue to affect the multifamily sector as a whole.”

The MMS was re-designed in 2023 to produce results that are easier to interpret and consistent with the proven format of other NAHB industry sentiment surveys. Until there are enough data to seasonally adjust the indices, changes in the MPI and MOI should only be evaluated on a year-over-year basis.

For additional information on the MMS, visit nahb.org/mms.

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HOWDY *Christmas!*



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AHRI Presents Industry Awards, Names 2026 Leadership

Arlington, Va. – At its 2025 Leadership Forum last week in Austin, Texas, the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) recognized several industry leaders for their contributions to the HVACR and water heating industry, and also named its 2026 leadership.

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

Richard C. Schulze Award winners include:

- Ronnie Moffitt, Trane Technologies
- Stephen Spletzer, The Chemours Company
- Matt Thornblad, Rheem Manufacturing Company

Ronnie Moffitt, Trane Technologies

Ronnie Moffitt, Lead Engineer of HVAC Systems at Trane Technologies, has served on more than a dozen committees, working groups, and task forces as part of his extensive work with AHRI standards, in addition to his current role as the chair of the Dehumidifiers STC. His leadership was critical in the development of AHRI Standard 920, and his ability to bring together diverse stakeholders and guide them towards common goals has been crucial in advancing the industry’s standards and practices.

Stephen Spletzer, The Chemours Company

Stephen Spletzer, Senior

Technical Service Manager at the Chemours Company, has played a vital role in advancing AHRI research and shaping codes and standards across the HVACR industry. A long-serving member of AHRI’s Research and Technology Committee, he serves as the chairman of two AHRI Project

Monitoring Subcommittees and generously contributes his time and effort to ensure projects are successfully developed, executed, and completed. He also serves AHRI and the industry in an advisory role by supporting AHRI working groups related to codes and standards and

working with AHRI members on ASHRAE, UL, and IEC committees.

Matt Thornblad, Rheem Manufacturing Company

Matt Thornblad, Senior Public Policy and Communications Director

at Rheem Manufacturing Company, has been heavily involved in AHRI activities for more than a decade. He has served as both chairman and a member of AHRI’s Government Affairs Committee, supporting the association’s policy and advocacy efforts to ensure that

the industry’s voice is heard at every level of government. He is also involved in the State Government Affairs Committee, and is often found on the frontlines of advocacy to champion industry priorities with state and federal lawmakers.

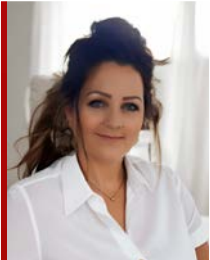
SEE AHRI PG.22



Wishing You a Very Merry Christmas And a Happy New Year

From all of us at





Steve Randy Warren Lonny Shawn Bart



Chris Josh David Wade Hunter

Remington College – Houston Campus expands offerings with Heating, Ventilation and Air Condition (HVAC) diploma program

Houston, TX— Students in Southeast Texas looking to enter the in-demand field of heating, ventilation, and air conditioning now have a new path forward at Remington College’s Houston Campus.

The Houston campus is proud to announce it is now enrolling for its Heating, Ventilation, and Air Conditioning (HVAC) Diploma Program.

The HVAC Diploma Program at Remington College is designed to provide students with hands-on training and industry-relevant instruction to help prepare them for entry-level work in residential and commercial HVAC systems. 1 Students also receive training in commercial freight or shipping refrigerant systems and domestic air conditioning or refrigeration appliances.

The Diploma Program completion normally requires 12 months for full-time students.2 Upon successful completion of all areas of this Program, graduates will be awarded a Diploma in Heating, Ventilation and Air Conditioning.

This Program trains students in accordance with the National Skill Standards for HVAC technicians.

According to the U.S. Bureau of Labor and Statistics, employment of heating, air conditioning, and refrigeration mechanics and installers is projected to grow 8 percent from 2024 to 2034, much faster than the average for all occupations.

For more information about Remington College Houston Campus, visit <https://www.remingtoncollege.edu/locations/houston-texas/>.

About Remington College

Non-profit Remington College, headquartered in Dallas, TX, operates 11 college campuses throughout the United States offering career-focused diploma, bachelor’s and associate degree programs in a variety of career fields. For more information, please visit remingtoncollege.edu.

1 Employment not guaranteed for students or graduates.

2 Program completion time may vary based on individual performance/circumstances.



DOE Residential Gas Heating Ruling

We have all been hearing about all the Decarbonization policies going into place. Electric cars, Cold Climate Heat pumps and all their new energy efficiency ratings.

Our politicians have now pushed through legislation working to lessen the amount of carbon dioxide emissions from our atmosphere by increasing the minimum efficiency of the Natural Gas heater in your home. The DOE estimates this rule will cut 332 million metric tons of Carbon Dioxide over the next 30 years.

Well, let’s add another product to the list, the residential gas furnace. It has been a tried and true, blue flame burner heating our homes for many years.

New regulations from the DOE have now bumped the efficiency ratings (AFUE) up from our old limit of 80% efficient to 95% minimum.

This will be huge in our deep Southern markets because of the limited amount of time we are actually using the furnace. The Northern States typically use 95% furnaces because of fuel costs and the actual number of hours their heaters are being used.

In the Southern States, we typically have half of the Heating Hours compared

to our Cooling Hours. Therefore, when factoring the overall cost of operation going from an old 80% furnace to a 95% furnace, the cost saving in fuel will only be about \$200 per year.

The cost of the higher efficiency 95% over the older 80% installation will be such that there will need to be approximately 10 years plus of operating run time to just break even.

Key pieces of information.

- This new standard goes into effect Dec 31, 2028, only about 3 years away.
- If you are considering updating your Natural Gas heating system you may want to consider having it done prior to the 2028 deadline if cost of ownership is a concern.
- Just to be informative, there will also be a shift to higher efficiencies on the water heaters on the same Dec 31, 2028, date so be mindful to make your best decisions on those products as well.

By Rick Kincel
Tech Services Mgr.
Coburn Supply Company





Gunder Associates Inc. wishes you and yours a Merry Christmas and a prosperous New Year.

Mark, Robert, Matt H., Raquel, Matt J., Marty, Larry, Daniel, Justin, Freddy, Bryan, Willie, Chris, Jim, Peter, Terry, Brent, Amber, Lindsay, Sarah, Cambree, Darrel, Kolin, David, Bill, Jesse, Dallis, Dylan, Ricardo, Gerardo, Francisco, Adrian & Tracie



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International Comfort Products Celebrates Excellence and Innovation at the 2025 Elite Dealers and Principals Meeting

Carlsbad, CA – International Comfort Products (ICP) hosted its annual Elite Dealers and Principals Meeting at the Omni La Costa Resort & Spa, uniting more than 550 top dealers, distributors, staff, and vendors for a week of growth, recognition, and transformation. The meeting focused on three strategic pillars: Embrace What’s Possible, encouraging innovation and turning challenges into opportunities; Explore New Markets, promoting proactive growth and alignment with evolving customer needs; and Execute with Ease, streamlining operations through enhanced ordering systems, customer service, and support tools. ICP is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

The event delivered an exceptional experience for attendees, combining advanced training, strategic insights, and industry celebration. Dealers engaged in comprehensive Elite Dealer Factory Training. This year’s program featured 19 classes, delivering a total of 3,052 training hours to 293 students representing 179 dealerships, a testament to the event’s impact



ICP Leadership Panel

and reach. The Women in HVAC Luncheon highlighted the importance of diversity and inclusion, reinforcing the industry’s commitment to progress.

Inspiration continued at the awards dinner, featuring a keynote speaker who challenged and motivated attendees to pursue excellence. The event concluded with the Principals General Session and breakouts, equipping leaders with actionable strategies to drive success in their organizations.

2025 ICP Elite Dealer Awards

ICP honored outstanding dealers in four categories, each representing the best-of-

the-best in their markets:

- Excellence in Training Award: Madd Air Heating & Cooling (Porter, TX)
- Elite Citizen Award: Luxury Air (Martinsville, IN)
- All-In Award: Adams Air Conditioning and Heating Services (Marrero, LA)

Elite Dealers of the Year:

- Air Source Systems (Brampton, ON), Spann’s Heating & Air Conditioning (Trenton, FL), and Steady Air (Graham, WA)

Distributor of the Year Awards

ICP also recognized 13 distributors for exemplary performance in 2024, including:

- United Refrigeration – Carolinas (Arcoaire)
- First Supply (Comfortmaker)
- Ferguson – Utah (Day & Night)
- Cumberland Trading Company (Heil)
- Sid Harvey Industries (KeepRite)
- Habegger – Tennessee (Tempstar)
- Baker Mid-Atlantic (Multi-Branch, Multi-Brand)
- Snow & Jones and Dunphey Smith (Tier 1)
- Epting Distributors (North American Commercial & FAST Partner)
- Enertrak, Inc. (Ductless & Tempstar Canadian Distributor)
- Carson’s Supply (KeepRite Canadian Distributor)

The event’s overarching message: transformation is not just inevitable; it’s an opportunity. By embracing change, fostering innovation, and collaborating across the channel, ICP and its partners are unlocking new potential and building lasting trust with customers.

To learn more about International Comfort Products, visit <https://www.icpusa.com/en/us/>

MERRY CHRISTMAS

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Thank You for Your Business this Past Year and Have a Wonderful and Prosperous New Year.

EEP

PHCC Educational Foundation Congratulates Our 2025 National Plumbing Apprentice Contest Winners

Falls Church, Va – The Plumbing-Heating-Cooling Contractors — National Association (PHCC) Educational Foundation is proud to announce the winners of the national plumbing apprentice contest. The contest was held over three days - October 27th to 29th in Grand Rapids, Mich. on the tradeshow floor during the PHCC—National Association’s CONNECT 2025 event. A total of seventeen plumbing apprentices from across the nation took part.

Plumbing Apprentice Contest Winners

- First Place: Josh Vogt of Bombard Mechanical in Las Vegas, Nevada. He was sponsored by A.O. Smith.
- Second place: Cody Green of Midwestern Mechanical in Sioux Falls, South Dakota. He was sponsored by Moen.
- Third Place: Daniel Pritchett of Reichelt Plumbing in Schererville, Indiana. He was sponsored by the Copper Development Association.

The plumbing apprentices were required to rough-in a bathroom system. The set-up includes a toilet, sink and shower, complete with supply, waste and vent lines, plus cleanouts and extra features designed to test the contestants’ knowledge and skills. The test



2025 PHCC Apprentice Contest 1st Place Winner - Josh Vogt

set-up includes a variety of pipe materials – cast iron, copper and PVC and corresponding joining methods.

A dedicated team of contractor volunteers arrived two days before the competition to assemble the competitor test benches, distribute the materials and supplies and set up the testing areas. They monitor the competition, evaluate the apprentices’ work and provide constructive feedback on each competitor’s performance following the event.

The contest is made possible by the generous support of several industry sponsors who provide monetary support and in-kind material and tool donations. Sponsors for the 2025 competition



2025 PHCC Apprentice Contest Winners

include, with headline sponsors appearing in bold: **AB&I Foundry; A.O. Smith; Bradford White Corp.;** BNP-Plumbing & Mechanical Magazine; Cast Iron Soil Pipe Institute; Contractor Magazine; **Copper Development Association; Delta Faucet Co.;** Home Depot Pro; **International Association of Plumbing and Mechanical Officials (IAPMO);** the **International Code Council, Kohler Company;** Legend Valve; **Milwaukee Tool Company; Moen; NIBCO INC.; Oatey; Rheem HVAC and Water Htg. Division;** RIDGID; State Water Heaters; **Tyler Pipe & Coupling;** and **Zoeller Pump Company.**

“What makes this contest so special is the

community behind it,” said Foundation Chair Patrick Wallner. “Our contractor volunteers, manufacturers, suppliers, and educators are all working together to make sure these apprentices have a platform to show off their talents. That collaboration reflects exactly what we need to build the next generation of skilled professionals.”

The Foundation’s National HVAC Apprentice Contest, typically also held during PHCC CONNECT, is being updated to create a competition addressing the skills apprentices need today, plus the technology they can expect to work with in the future. Contractors from the PHCC of South Dakota chapter are leading that effort, and the newly updated HVAC contest will run at the S.D. state convention next February.

About PHCC Educational Foundation

The PHCC Educational Foundation, a partnership of contractors, manufacturers, and wholesalers, was founded in 1987 to serve the plumbing-heating-cooling industry by preparing contractors and their employees to meet the challenges of a constantly changing marketplace. For more information, contact a member of the Foundation staff at 800-533-7694 or visit <http://phccfoundation.org>.



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We look forward to an
even better 2026!
– Mike, Pete, Robert & Micah



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TEXAS

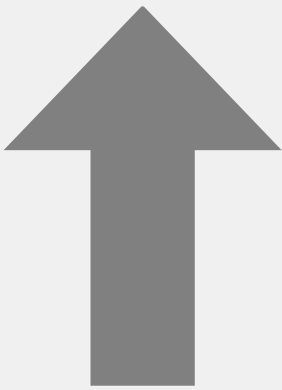
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Product News

YORK Launches Dual Fuel Rooftop Units to Help Lower Costs and Increase Reliability

Announcing YORK® Sun™ Pro and Sun™ Choice Dual Fuel RTUs that combine heat pump energy efficiency with gas furnace reliability for light commercial applications

- *When outdoor temperatures drop below a set point, embedded intelligence seamlessly transitions to the furnace as the main source of heating*
- *Innovative controls, system redundancy and service-friendly designs support comfort, efficiency and long-term reliability*



Norman, Okla. – YORK®, a licensed brand of Bosch Home Comfort Group, has launched the Sun™ Pro and Sun™ Choice Dual Fuel Rooftop Units (RTUs), which combine a heat pump with a gas or propane furnace as a supplemental heat source to deliver more efficient heating and cooling year-round, compared to previous models. Ideal for a wide range of light commercial applications, Sun™ Pro and Sun™ Choice Dual Fuel RTUs help building owners in colder climates reduce utility spending and support long-term energy goals while reliably maintaining occupant comfort.

Innovations in heat pump technology have rapidly advanced in recent years, making dual

fuel systems a viable solution across many building types and environments, even those that experience colder temperatures. When outdoor temperatures drop below the heat pump's operating range, the system transitions to the furnace as auxiliary backup heating. According to the U.S. Department of Energy, dual fuel heat pump RTUs can reduce energy costs in commercial buildings by up to 50 percent compared to traditional RTUs. The long-term utility cost savings, plus rebates and incentives that offset the upfront system cost, are driving adoption.

“With dual fuel RTUs, building owners in more regions can depend on the optimized efficiency of heat pumps for cooling and heating most of the year and rely on the furnace for heating on the coldest days,” said Matthew Schlegel, senior product manager, commercial, Bosch Home Comfort Group. “Built upon the proven YORK® heat pump and furnace platforms, the YORK® Sun™ Pro and Sun™ Choice Dual Fuel RTUs are engineered with embedded intelligence that

automatically transitions to the most optimal energy source based on outdoor conditions and customizable settings programmed to the operational goals of the facility.”

Innovative controls for ease of use

The seamless transition between fuel sources is automated through innovative controls, which make the Sun™ Pro and Sun™ Choice dual fuel RTUs practical and efficient. The controls enable operators to set a balance point to determine the outside temperature at which the system will transition between heat pump heat and gas heat to maximize comfort and efficiency. The balance point can be customized to prioritize comfort or lower emissions.

System redundancy for long-term reliability

System reliability is significantly enhanced through built-in redundancy and reliability. In addition to controlling the heat source by outdoor temperature setpoint, the RTUs include a backup heat setting that allows the unit to engage either source of heat when

there is a lockout or failure with the other source of heat, ensuring at least some heat is provided to the space in all conditions. Optional hot gas reheat (HGRH) helps control humidity, and simplified controls support easy operation. Units also feature a dual-circuit design for refrigerant. In the event of a refrigerant leak or compressor issue on one circuit, the system will continue to operate at 50 percent capacity until it can be serviced.

Technician-friendly features for simplified installation and service

The Sun™ Pro model (6.5–12.5 tons) is designed for easy serviceability with a slide-out blower and hinged panels for tool-less access. The Sun™ Choice model (12.5–25 tons) features a direct-drive plenum fan that improves efficiency, simplifies service, speeds commissioning and expands airflow capability. For most installations, Sun™ Choice units do not require curb adapters, which can significantly reduce installation costs.

SEE YORK PG.14

TEXASREPS™ HAPPY HOLIDAYS

Thank you for your partnership this year. Wishing you joy, good health, and prosperity in the year ahead. We look forward to continued success together in 2026.

Ava, BJ, Brad, Brittany, David, Duane, Jack, Jake, James, Jeremy, Jesse, JJ, JoJo, John, Kelly, Ray, Sean, Wes



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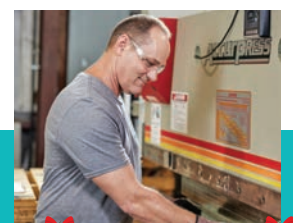
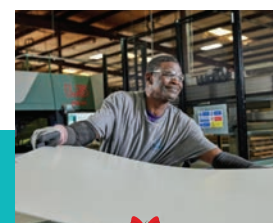
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Warming Hearts and Homes: Thank you for a Wonderful Year

As the year comes to a close, we want to extend our heartfelt thanks to our incredible team for their hard work and dedication in the HVAC industry and to our valued customers for their trust in our products and services. It's been a pleasure getting to know so many of you, as we've helped to keep homes and businesses, comfortable, compliant and efficient together. You've made this year a great success, and we look forward to continuing to meet your HVAC needs in 2025. Wishing you all joy, peace, and a prosperous new year!



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Product News

YORK con't

Jason Carter, senior product manager, commercial, Bosch Home Comfort Group said, “Our new direct drive plenum fans are a game changer. By eliminating belts and moving to a slide-out design, contractors save time on commissioning and maintenance, while building owners gain a more efficient, reliable system.”

Savings calculator for ideal system selection

To help facility managers estimate the financial impact of dual fuel efficiency, Bosch Home Comfort Group developed the YORK® Dual Fuel Heat Pump Operating Cost and Emissions Estimator tool, available in Solution Navigator, an all-in-one app for product selection and literature. The Estimator

tool helps customers compare annual costs and emissions for dual fuel systems versus standard AC with gas heat or a standard heat pump. It also estimates outcomes at different balance points.

Pro and Choice Dual Fuel RTUs are available from the YORK®, Johnson Controls, TempMaster®, Luxaire®, Coleman®, Champion®, Fraser-Johnston® and Kenmore® brands as part of the Bosch Home Comfort Group portfolio and brands and are backed by a one-year parts warranty. For more information about YORK® Sun™ Pro and Sun™ Choice Dual Fuel RTUs, please visit www.york.com.

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Taco PF Series Plate & Frame Heat Exchangers – Built for Performance, Designed for Durability

Taco is committed to delivering innovative solutions that help our customers achieve the highest levels of efficiency and reliability. That’s why they developed PF Series plate and frame heat exchangers, engineered for maximum efficiency, durability, and adaptability in a wide range of heat transfer applications. Designed, constructed, and tested to meet ASME Section VIII, Division 1 requirements, each unit is manufactured with the highest standards of quality and reliability.

The PF Series features 0.5mm thick plates for standard designs and 0.6mm plates for high-pressure applications, providing exceptional strength while maintaining optimal heat transfer efficiency. Taco offers a variety of materials to ensure maximum corrosion resistance, including 304 and 316 stainless steel, and titanium heat transfer plates for even greater protection.

With standard working pressures of 150 psi and 300 psi, and higher pressure ratings available, the PF Series heat exchangers are designed to handle a wide array of system requirements. For high-temperature applications, Taco provides

NBR-HT gaskets rated to 284°F and EPDM-HT gaskets rated to 320°F, ensuring reliability in extreme conditions.

Taco’s PF Series isn’t just about meeting the needs of today—it’s about preparing their customers for tomorrow. Taco’s customizable heat exchangers offer a tailored solution for industries that demand superior heat transfer, whether in HVAC, industrial processes, or other applications requiring optimal efficiency and performance.

For more information, visit tacoinc.com



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HVAC PRODUCTS

The Sterling "XF" Series Convertible Venting Type Tubular Gas-Fired Unit Heater offers a highly efficient, extremely durable alternative to the traditional clam shell design. These propeller and blower type units combine the latest tubular heat exchanger and in-shot burner technology with the quality and reliability you have come to know from Sterling. Units have been certified by ETL as providing 83% thermal (combustion) efficiency.

ADDITIONAL VENTING FLEXIBILITY

The Sterling "XF/XC" unit heater is ETL certified in accordance with categories I and III venting requirements. This certification allows units to be vented both vertically and horizontally using either single wall or double wall venting materials. Available as an accessory option, Sterling offers a Combustion Air Inlet Kit that allows for concentric venting of both combustion and exhaust air systems through one termination.

DIRECT SPARK IGNITION SYSTEM & CONTROL ACCESSIBILITY

Sterling "XF/XC" units utilize a direct spark pilotless ignition of the burner, providing fast heat delivery. This highly reliable and efficient ignition system incorporates an integrated electronic control board to regulate the system sequence of operation, including an externally mounted LED indicator for simple troubleshooting. Designed with the service person in mind, ignition and fan controls are located in one centrally located control panel.



FEATURES

- 100 - 400 MBH
- 83% Thermal Efficiency
- Standard or Separated Combustion All-in-One Units
- 20-Gauge Aluminized Steel Tubular Heat Exchanger
- 83% Thermal Efficiency
- Direct Spark Ignition System
- Power Vented
- Redundant Single Stage Gas Valve
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It's On My Heart: Never Give Up

Just had an amazing trip to LA, attended Pantheon, Service Titan's excellent conference. Saw some great things, they introduced their Atlas Ai system, and it did impress. We watched a video of a tech coming to a home, where he was prompted by Ai back in the office. The Ai (call him Eddie) gave him some suggestions on the beginning of the call. Eddie told him this customer had a couple of visits earlier, and they did not go well, problems occurred again.

When the tech wearing Google glasses) came up to the condensing unit, Eddie told him to listen to what was happening. He heard a chattering sound when the compressor was starting, Eddie said that was probably a contactor that was pitted, he asked the tech to open up the control panel, look at the

contactor, it was probably pitted. When the tech looked at the contactor, Eddie could see what the tech was seeing, and confirmed it was pitted. Eddie went on to share other things during the visit, using his glasses and ear pods to send information back to Eddie.

It dawned on me that the tech could have been working at Starbucks last week, Eddie was able to guide him all the way thru the call. Eddie gave the tech options to present to the customer, ended up sharing a new system for over \$15,000, or \$226/month. Customer took the new system. Eddie sent a work order over to the install dept, made sure the equipment was in stock, set up an install two days later. All in less than 3 minutes.

But that is not what I wanted to share. I was flying out of Ontario, Ca

on a Friday, and DFW and Love field (both of our main airports in the Dallas area) were shut down. Someone had cut a communication cable at DFW, knocked out all communication from the control tower to the planes. Not good.

American cancelled my flight, I walked up the concourse to consider options, could I fly into another town close by, rent a car, etc. You are probably thinking, just wait till tomorrow, American will rebook you then. Correct, but our Rotary was having our Duck Race on Sat, I was one of the key players, at least in my mind.

Walked by a Southwest gate, they had a flight to DFW that had been loaded already, an announcement was made, we are not flying to DFW after all, everyone had to get off the plane.

Sorta frustrating. I went and got a sandwich, had dinner thinking about what to do next.

Walked by that Southwest gate again, they are loading it up! They fly into Love field in Dallas, so they must have gotten the comms back up and running. I ran up to the gate agent, she referred me to an agent at a nearby counter who could help. Told her my story, being the Duck Commander and all, and she took pity on me, sold me a ticket at the counter for that flight. I asked if I was going to be in the back of the plane, she said, no, I moved you up to zone B1, since you are the Duck Commander. Three people were behind me in line, she told them they had to go online and buy a ticket, she could not do it there. I moved away fast!



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!

It was an amazing flight, got in around 6:30, got a Lyft, and we helped float some ducks down the River Walk on Sat morning.

My point, in life, there is

almost always another move left. Some people went and rented a car, drove to LAX, flew out the next day. I decided to look carefully at all options, it paid off.



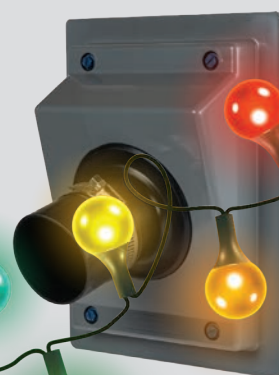
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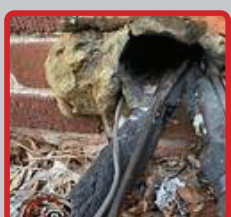
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Lennox Celebrates 100th Graduating Class of Lennox NAS Build-A-Tech Program

Lennox, a leader in energy-efficient building climate solutions, celebrated the 100th graduating class of its Lennox National Account Services (NAS) Build-A-Tech program, a milestone in Lennox’s efforts to strengthen the commercial HVAC workforce through hands-on training and education.

Lennox NAS provides HVAC services for multi-location businesses, delivering preventive maintenance, repair, and replacement solutions nationwide. With a 97 percent self-performance rate and more than 850 technicians across 130 branches, Lennox NAS helps customers maximize uptime, improve efficiency, and reduce total cost of ownership for their building HVAC systems.

Established in 2016, The Lennox NAS Build-A-Tech program is a paid, six to eight-month apprenticeship that prepares participants to become high-performing commercial HVAC technicians. Trainees receive classroom instruction, field experience, and mentorship before advancing to full-time technician roles. Since 2016, approximately 850 technicians have graduated from the NAS Build-A-Tech apprenticeship. The program continues to expand to meet the growing demand for skilled



professionals in the HVAC industry.

“The 100th Lennox NAS Build-A-Tech graduating class highlights a successful program that continues to offer meaningful career opportunities while addressing a nationwide technician shortage,” said Lennox Building Climate Solutions EVP & President Joe Nassab. “With a 97 percent graduation rate, the Lennox NAS Build-A-Tech program sets students up for a rewarding HVAC career with many opportunities for advancement. Each graduate represents a step forward for our industry and our customers.”

As part of its investment in workforce development, Lennox NAS has purchased a new building in Florida to bring the Corporate NAS team and expanded Training Center under one roof. The 6,000-square-foot training facility will provide space for hands-on instruction and advanced programs for roles including Skilled Tech, Advanced Tech, Lead Master, and Manager-in-Training. With updated curriculum and greater capacity, the new center will accelerate career progression and increase the number of graduates across the Lennox NAS network.

To further support HVAC education, Lennox NAS partners with Universal Technical Institute (UTI) to donate Lennox HVAC equipment to campuses offering HVACR programs. UTI provides Lennox with candidate referrals to help connect graduates with open HVAC technician positions.

Beyond the commercial segment, Lennox also invests in residential HVAC technician development through its Lennox Learning Solutions (LLS) Build-A-Tech programs. In 9 live training labs across North America, LLS offers Build-A-Tech training for Lennox Residential HVAC dealers and Lennox Friends & Family nominees. The Friends & Family program provides free instruction to nominees from employees, dealers, and business partners. These initiatives reflect Lennox’s willingness to invest in technical education and create career paths in skilled trades.

These training programs help address the industry’s technician shortage by developing a pipeline of skilled professionals ready to support the future of HVAC.

For more information about career opportunities and technician training at Lennox, visit Lennox.com/careers/hvactechnician.



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Texas Contractor Ashley Stroud Honored as PHCC's 2025 Plumbing Contractor of the Year



Falls Church, Va. – Recognized for outstanding leadership of her team, commitment to workforce development, and dedication to her customers and community, Ashley Stroud of Plumbing Outfitters in Taylor, Texas, has been named the 2025 Plumbing Contractor of the Year by the Plumbing-Heating-Cooling Contractors—National Associations (PHCC). Sponsored by Delta Faucet, the award was presented at PHCC CONNECT 2025 in Grand Rapids, Michigan.

Stroud, who leads Plumbing Outfitters with a strong foundation of excellence, has set a new benchmark for what it means to be a modern plumbing contractor. Guided by the company's CHAMPS values – Character, Humility, Accountability, Mindfulness, Precision, and Service – she has built a culture where professionalism and customer satisfaction are at the forefront.

At Plumbing Outfitters, employees benefit from

structured apprenticeship programs, leadership development opportunities, and cutting-edge training in both technical and customer service skills. Stroud's team huddles daily to align goals, and her innovative practices – such as DISC communication training, financial transparency, and the use of advanced field management tools – ensure the company runs with precision and accountability.

Stroud is also a recognized leader in business development and marketing. From transparent pricing models and structured sales training to a strong social media presence and community outreach, Plumbing Outfitters has become known not only for top-notch service but also for empowering customers with education and long-term solutions. Stroud even hosts a radio segment, Ashley the Outfitter, offering expert plumbing advice to homeowners in her region.

Beyond the business, Stroud and her team are deeply invested in giving back. They have led disaster relief efforts, provided Thanksgiving meals to families in need, and supported local youth programs, veterans' initiatives, and community charities. Their commitment to their mission of serving "our team, customers, and community" is evident in every aspect of the company.

Stroud also advocates for the future of the plumbing trade, investing in workforce development, engaging with local schools, and participating in legislative efforts to strengthen the profession. By fostering growth in others and actively supporting PHCC at the local and state levels, she ensures a strong pipeline of talent for years to come.

ACCA announces ANSI Public Review for reaffirmation of ANSI/ACCA Manual J® – 2016, Residential Load Calculation

The Air Conditioning Contractors of America Educational Institute (ACCA-EI) Standards Task Team (STT) announces an American National Standards Institute (ANSI) public review period for reaffirmation of ANSI/ACCA 2 Manual J® - 2016, *Residential Load Calculation*.

The 45-day ANSI public review period will start on October 31 with a comment deadline of December 15. This standard is proposed to be reaffirmed with no changes in accordance with ANSI's 5-year Essential Requirements. A separate revision project for Manual J® is in the development stages with future changes planned for 2026.

An online public review form for comments with a link to the above standard is available on the ACCA website.

Manual J® is intended for producing HVAC equipment sizing loads for single-family detached homes, small multi-unit structures, condominiums, townhouses, and manufactured homes. A proper load calculation, performed in accordance with the Manual J® procedure, is required by national building codes and most state and local jurisdictions.



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- PL2 LED HEADLAMP

AHRI con't
The **Public Service Award** was presented to John Hazen White Jr., Executive Chairman and owner of AHRI member company Taco, Inc. White led Taco's expansion through strategic acquisition and strategic growth, which greatly expanded the company's product line and positioned White to become a knowledgeable, vocal advocate for the industry at home and abroad. Beyond his industry leadership, he has actively promoted good government and tax reform in Rhode Island, where Taco is headquartered. He has also overseen the efforts of the Taco Family Foundation, which generously gives back to the community in support of several arts, education, and healthcare organizations.

This year, the **Distinguished Service Award** was posthumously awarded to Brent Schroeder, who most recently served as Chief Operating Officer and Head of Global Technologies for Emerson's Climate Technologies Group. AHRI and the entire HVACR industry were deeply saddened by his sudden passing earlier this year, and the loss continues to be

felt by colleagues, friends, and all who had the privilege of knowing him. Brent's service to AHRI and the industry was extraordinary. He held several leadership positions, including as Vice Chairman in 2024, as a valued member of the Board of Directors for many years, and through his active participation on several standing committees, including the Strategic Planning, Nominating, and Budget & Investment Committees. He had also generously contributed his time to the Rees Scholarship Foundation Board. Professionally, Brent had most recently served as the Chief Operating Officer and Head of Global Technologies for Emerson's Climate Technologies Group, which later became Copeland after its divestiture from Emerson to Blackstone. As part of the senior executive team at Emerson, Brent played a pivotal role in the process that established Copeland as a successful stand-alone company. Brent will be remembered not only for his remarkable professional achievements, but also for his kindness, integrity, and deep devotion to his family and community. His legacy of leadership, friendship, and service leaves an

enduring mark on our industry. AHRI was honored to welcome his wife, Kelly; their son, Luke; their daughter, Elena; and their son-in-law, Jack, to Texas, where they accepted the award on his behalf. "It is especially important to recognize the leaders who drive growth and success in the HVACR and water heating industry, as they serve as positive examples for others," said AHRI President and CEO Stephen Yurek. "AHRI congratulates this year's award recipients, and we are very appreciative for their dedication and hard work, which has helped make life better for Americans and people all across the globe."

The AHRI Nominating Committee also named the association's Board of Directors and officers for 2026:
Officers:
• Mike Branson, Rheem Manufacturing Company, Chairman
• R. Bruce Carnevale, Bradford White Corporation, Vice Chairman
• Holly Paeper, Trane Technologies, Vice Chairman
• Kevin Beckett, R.W. Beckett, Treasurer

• Megan Fellingner, Morrison Products, Immediate Past Chairman
Mike Branson, Rheem Manufacturing Company, Chairman
The AHRI Board of Directors selected Mike Branson, President of Global Air at Rheem Manufacturing Company, to serve as the 2026 Chairman. Branson has been involved in AHRI for years, lending his expertise to key committees. He serves as a member of several standing committees, including the Nominating, Compensation, and Strategic Planning Committees.

Board of Directors:
• Dennis Appel, Danfoss
• David Budzinski, Bosch Thermotechnology Corporation
• Tim Figge, Hussmann Corporation
• John Kramer, Cambridge Air Solutions
• Alok Maskara, Lennox International, Inc.
• Gaurang Pandya, Carrier Corporation
• John Schneider, Copeland
• Steve Shafer, A.O. Smith Corporation
• John Thomas, WaterFurnace International
• Yogi Uemura, Daikin U.S. Corporation



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Vicksburg (601-638-6650)

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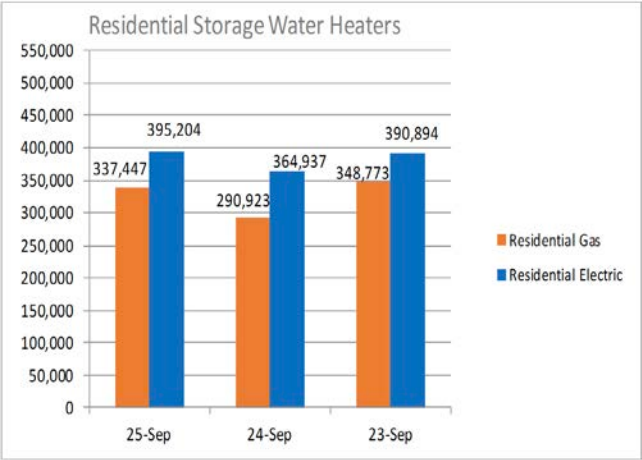
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AHRI Releases September 2025 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for September 2025 increased 16.0 percent, to 337,447 units, compared to 290,923 units shipped in September 2024. Residential electric storage water heater shipments increased 8.3 percent in September 2025 to 395,204 units, compared to 364,937 units shipped in September 2024.

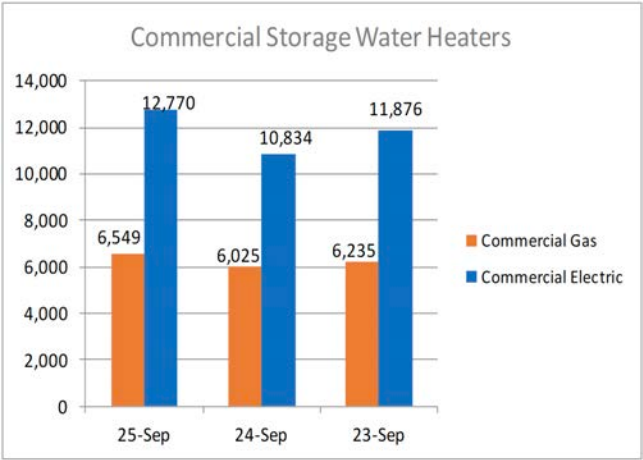


Year-to-date U.S. shipments of residential gas storage water heaters increased 1.2 percent, to 3,193,151, compared to 3,154,419 shipped during that same period in 2024. Residential electric storage water heater shipments decreased 1.1 percent year-to-date, to 3,804,974 units, compared to 3,849,201 shipped during the same period in 2024.

Year-to-Date	Sep 25 YTD	Sep 24 YTD	% CHG. (From 2024-2025)	Sep 23 YTD
Residential Storage Gas	3,193,151	3,154,419	+1.2	3,224,952
Residential Storage Electric	3,804,974	3,849,201	-1.1	3,627,463

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 8.7 percent in September 2025, to 6,549 units, compared to 6,025 units shipped in September 2024. Commercial electric storage water heater shipments increased 17.9 percent in September 2025, to 12,770 units, compared to 10,834 units shipped in September 2024.

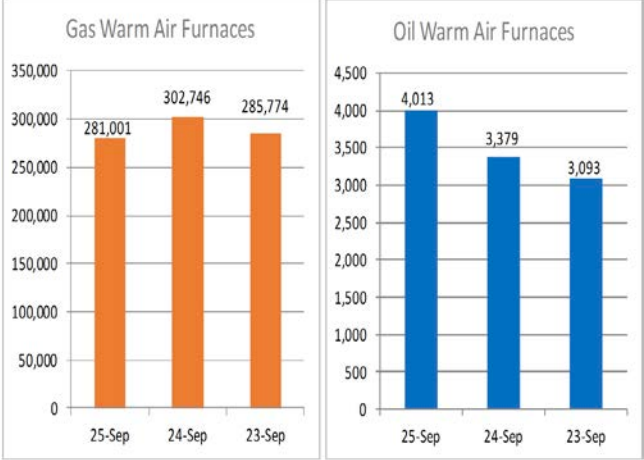


Year-to-date U.S. shipments of commercial gas storage water heaters increased 3.4 percent, to 66,118 units, compared to 63,931 units shipped during the same period in 2024. Year-to-date commercial electric storage water heater shipments increased 7.5 percent, to 126,460 units, compared to 117,594 units shipped during the same period in 2024.

Year-to-Date	Sep 25 YTD	Sep 24 YTD	% CHG. (From 2024-2025)	Sep 23 YTD
Commercial Storage Gas	66,118	63,931	+3.4	65,390
Commercial Storage Electric	126,460	117,594	+7.5	110,400

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for September 2025 decreased 7.2 percent, to 281,001 units, compared to 302,746 units shipped in September 2024. Oil warm air furnace shipments increased 18.8 percent, to 4,013 units in September 2025, compared to 3,379 units shipped in September 2024.



Year-to-date U.S. shipments of gas warm air furnaces increased 8.0 percent, to 2,497,227 units, compared to 2,312,214 units shipped during the same period in 2024. Year-to-date U.S. shipments of oil warm air furnaces increased 11.5 percent, to 21,904 units, compared to 19,653 units shipped during the same period in 2024.

Year-to-Date	Sep 25 YTD	Sep 24 YTD	% CHG. (From 2024-2025)	Sep 23 YTD
Gas Warm Air Furnaces	2,497,227	2,312,214	+8.0	2,297,977
Oil Warm Air Furnaces	21,904	19,653	+11.5	14,540

SEE AHRI PG.B5

Honeywell Home

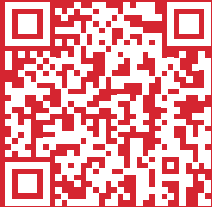
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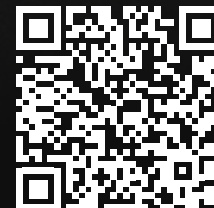
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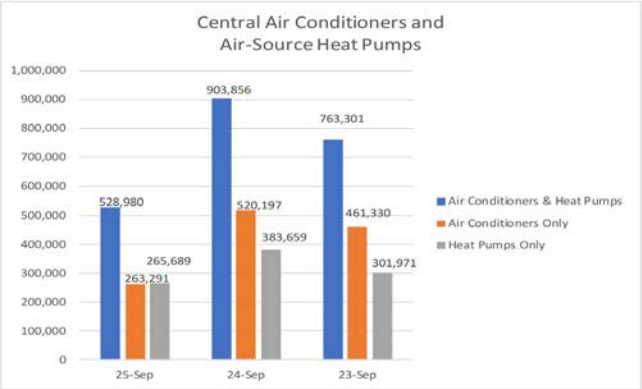
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Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 528,980 units in September 2025, decreased 41.5 percent compared to 903,856 units shipped in September 2024. U.S. shipments of air conditioners decreased 49.4 percent, to 263,291 units, compared to 520,197 units shipped in September 2024. U.S. shipments of air-source heat pumps decreased 30.7 percent, to 265,689 units, compared to 383,659 shipped in September 2024.



Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 14.3 percent, to 6,548,942, compared to 7,639,648 units shipped during the same period in 2024. Year-to-date shipments of central air conditioners decreased 20.2 percent, to 3,532,005 units, compared to 4,423,927 units shipped during the same period in 2024. The year-to-date total for heat pump shipments decreased 6.2 percent, to 3,016,937, compared to 3,215,721 units shipped during the same period in 2024.

Year-to-Date				
	Sep 25 YTD	Sep 24 YTD	% CHG. (From 2024-2025)	Sep 23 YTD
Air Conditioners & Heat Pumps Combined Total	6,548,942	7,639,648	-14.3	7,232,656
Air Conditioners Only	3,532,005	4,423,927	-20.2	4,244,595
Heat Pumps Only	3,016,937	3,215,721	-6.2	2,988,061

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	26,812	-28.5	28,540	Under 16.5	320,764	+6.6	268,977
16.5-21.9	51,676	-57.6	88,925	16.5-21.9	571,936	-36.8	865,356
22-26.9	103,792	-47.0	146,606	22-26.9	1,303,502	-19.5	1,419,606
27-32.9	68,223	-50.5	106,932	27-32.9	952,582	-19.4	1,090,954
33-38.9	101,011	-40.2	147,577	33-38.9	1,377,148	-8.4	1,426,209
39-43.9	35,590	-44.1	52,438	39-43.9	481,935	-4.8	497,583
44-53.9	62,344	-27.2	90,096	44-53.9	718,733	-5.6	800,249
54-64.9	53,661	-19.3	72,766	54-64.9	608,285	-0.9	642,035
65-96.9	8,275	-4.1	10,849	65-96.9	72,525	-11.9	82,494
97-134.9	6,868	-6.4	8,193	97-134.9	57,532	-18.3	63,621
135-184.9	5,246	+4.9	5,092	135-184.9	41,215	-10.7	38,553
185-249.9	2,620	+26.1	2,270	185-249.9	19,996	-4.3	15,311
250-319.9	1,547	+11.8	1,651	250-319.9	11,842	-22.1	11,272
320-379.9	363	-2.9	454	320-379.9	2,866	-15.7	2,669
380-539.9	295	-31.7	323	380-539.9	2,884	-18.7	2,712
540-639.9	310	-3.1	261	540-639.9	2,269	-17.5	2,112
640-799.9	101	-36.9	102	640 & Over	969	-20.9	907
800.0-899.9	46	-22.0	52	800.0-899.9	376	-24.6	440
900.0-999.9	78	+9.9	69	900.0-999.9	683	+7.7	534
1,000.0-1,199.9	35	-37.5	28	1,000.0-1,199.9	296	-21.3	310
1,200.0 & Over	87	+2.4	77	1,200.0 & Over	604	-26.8	752
TOTAL	528,980	-41.5	763,301	TOTAL	6,548,942	-14.3	7,232,656

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>.

1. **How do my colleagues subscribe to the report?** Go to <http://www.ahrinet.org/statistics> and click on Subscribe.

2. **What is considered a shipment?** A shipment is defined as when a unit transfers ownership; a consignment is not a transfer of ownership.

3. **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.

4. **Do you provide U.S. data by state?** No, that data is not available publicly.

5. **Is historical data available in Excel?** No, reports are only available in the format of their original release.

6. **Is data available in a different format?** The only format available is provided on the website.

7. **Does the December YTD data equal a full calendar year?** Yes, it does.

8. **Can I purchase additional industry data from AHRI?** No, AHRI statistical data is not for sale.

9. **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.

10. **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.

11. **Where can I find the definitions for the products included in this report?** Download product definitions for monthly shipment reports [here](#).

12. **I am using your website's data in an article. How do I secure your permission to use this data?** Any information posted on our website does not require permission to use. While we do not have a required citation format, in articles we ask that you state you received this information from AHRI.

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Coastal HVAC Supply Customer Appreciation Lunch

Coastal HVAC Supply held their Annual Customer Appreciation Lunch on November 12th at their headquarters at 51 Esplanade Blvd in Houston TX. There was a catered lunch, door prizes and raffle giveaways. The event was very well attended.



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51 Esplanade, Suite 100
Houston, TX 77060
Phone: [281] 445-3237
Manager: David Boulias
Hours:
Monday - Friday 6am-5pm
Saturday 8am-12pm

Austin [#4]

2222 Rundberg Lane Bldg 3 Ste 500
Austin, TX 78758
Phone: [512] 491-9227
Manager: Ray Trevino
Hours:
Monday - Friday 6:30am-5pm
Saturday 8am-12pm

Northcourt [#2]

7875 Northcourt Rd, Suite 200
Houston, TX 77040
Phone: [713] 996-9227
Manager: Lane Winn
Hours:
Monday - Friday 6am-5pm
Saturday 8am-12pm

Corpus Christi [#5]

5625 Bates Street, Suite A
Corpus Christi, TX 78405
Phone: [361] 850-9227
Manager: Oscar Olivares
Hours:
Monday - Friday 6:30am-5pm
Saturday 8am-12pm

La Porte [#3]

1814 Hwy 146 South
La Porte, TX 77571
Phone: [281] 474-9227
Manager: Joe Casiano
Hours:
Monday - Friday 6:30am-5pm
Saturday 8am-12pm

Montgomery [#6]

18904 Freeport Dr.
Montgomery, TX 77356
Phone: [281] 377-9227
Manager: Zach West
Hours:
Monday - Friday 6am-5pm
Saturday 8am-12pm

Hunton Distribution Veteran's Day Vendor Showcase

Hunton Distribution held a Veteran's Day Vendor Showcase on Tuesday November 11th at their Bissonnet Street location in Houston TX. The showcase had over 35 vendor partners, a catered lunch, raffle prizes, and a chance to win Astros tickets for Opening Night.



Rocket Group Acquires Houston's Bellaire Air Conditioning

- Texas footprint grows with Houston based legacy company
- Bellaire brand and team retained honoring company's longevity
- Added training for technicians, technology upgrade, same-day capacity

Houston, Texas - Rocket Group, a leading home services network and consulting company, announces the acquisition of Bellaire Air Conditioning, a residential and commercial HVAC contractor which has called Houston home for 50 years. The deal expands Rocket Group's presence into Texas and adds capacity to serve homeowners across Greater Houston, including the Bellaire, Katy and Sugar Land areas, effective immediately.

Rocket Group's acquisition strengthens service coverage and response times for local customers and supports Bellaire Air Conditioning with advanced training, technology, and growth systems. Bellaire Air Conditioning serves residential and commercial customers with AC repair and replacement, heating service, preventive maintenance, ductless mini-splits, custom ductwork, and



indoor air quality solutions across Greater Houston. The transaction aligns with Rocket Group's strategy to back strong local brands and invest in teams while scaling market reach.

"Bellaire's track record and customer-first culture for nearly half a century, makes them a natural fit for Rocket Group's expansion while honoring their exceptional longevity" said Victor Rancour, CEO, Rocket Group.

"This partnership advances our growth strategy and strengthens our capacity to deliver outstanding service across the country."

Rocket Group will support Bellaire Air Conditioning with its operating playbook, including call center optimization, technician training, and data-driven marketing. Bellaire Air Conditioning will retain its brand, phone number, and local leadership to ensure continuity for customers and employees.

"We are keeping our team and brand in place while adding capacity for same-day service during peak demand," said Rusty Miller, Owner and President of Bellaire Air Conditioning. "Partnering with Rocket Group gives us the resources, training, and growth support that sets us apart in the Houston market."

The integration plan centers on employee development, customer experience, and long-

term investment in the Houston area. Customers can expect the same familiar faces at the door with added scheduling flexibility, expanded product options, and improved warranty support.

For more information, visit RocketGroup.com and BellaireAirConditioning.com

About Bellaire Air Conditioning:

Bellaire Air Conditioning is a residential and commercial HVAC company based in Houston, Texas, serving homeowners and businesses across Greater Houston for 50 years. The company provides air conditioning and heating repair, maintenance, and replacement, along with indoor air quality solutions and service agreements. Bellaire Air Conditioning focuses on dependable work, clear communication, and long-term customer relationships. Learn more at <https://bellaireair.com/>.

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Instructed by Larry Brewer



Company Name Change Announcement

Fujitsu General America’s parent company is undergoing a global corporate transition. As a result, come January 1, 2026, **Fujitsu General America, Inc.** will become **GENERAL HVAC Solutions America, Inc.**

In the interim, we will still operate under Fujitsu General America, see the downloadable letter for more details. Please make a note in your records at the appropriate time of our name change to avoid conflicts involving payments, and other finance related activities.

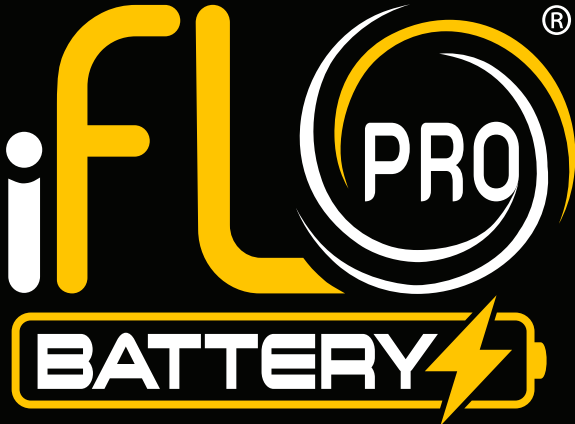
For any further questions please contact apconnect@fujitsugeneral.com.

ULI Emerging Trends Report: DFW Repeats As Top Market to Watch in 2026, Houston Lands at No. 5

Las Vegas — For the second consecutive year, Dallas-Fort Worth (DFW) has claimed the top spot in the rankings of markets to watch in terms of overall real estate prospects, according to the Emerging Trends in Real Estate 2026 report, which is jointly produced every year by the Urban Land Institute (ULI) and accounting firm PwC. Houston came in at No. 5 on the list after securing the third-place ranking in 2025. For the second straight year, Austin failed to crack the Top 10.

In explaining the top ranking, ULI and PwC cited familiar talking points, such as DFW’s business-friendly community and leadership, the metroplex’s accessibility and relatively affordable cost of living. Although burdened by a high overall office vacancy rate, DFW remains a national leader in office-to-multifamily conversion projects and has seen resurgent absorption within the Class A segment of the office market, the report noted. Dallas proper is also emerging as a regional financial hub, as evidenced by “the pending launch of the Texas Stock Exchange in downtown Dallas, along with local expansions of the New York Stock Exchange and NASDAQ.”

The real estate community remains bullish on Houston due to the exceptional population growth throughout Harris County in recent years, as well as ongoing economic diversification efforts that have lessened overall reliance on volatile energy sectors and activity at Port Houston. Healthcare, distribution and aviation/aerospace manufacturing are among the now-established — and relatively inelastic — industries driving major job growth in greater Houston. The report noted, however, that within the office market, the “flight to quality trend is amplified in Houston.” Sales and redevelopments of older office buildings in Houston, a market famous for its lack of zoning, will be trends to monitor in coming years.



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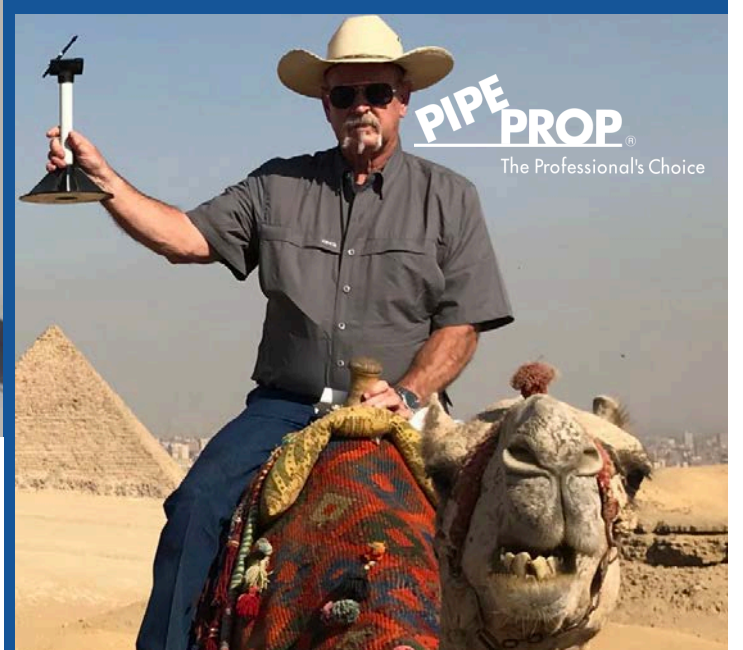


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Vern M. Sanderson Appointed as RETA-RSES Executive Director

Schaumburg, Ill. – RETA-RSES is pleased to announce that Vern M. Sanderson has been appointed the Association’s new Executive Director. The official announcement was made to more than 1,300 attendees during the Annual Business Meeting at the 2025 RETA Annual Conference, the news of which was met with eager applause.

Sanderson brings more than 37 years of dedicated experience in the industrial and commercial refrigeration industry, along with a deep commitment to training, safety and industry best practices. He is a highly respected figure in the field and has a strong history of leadership. A former RETA National Board Member, he has held every nationally elected office including National President. His technical expertise is matched by his passion for education: he is a RETA Authorized Instructor (RAI), known for his ability to teach complex refrigeration systems in any setting.

A prolific author and presenter, Sanderson has published nearly 200 articles as well as the book, *Functional Standard Operating Procedures for the Ammonia Refrigeration Industry*. He has shared his knowledge at numerous industry conferences, including IIR, RSES and RETA.

When asked about some of his plans



for the organization in this pivotal role, Sanderson said, “The first order of business is to understand the roles of staff at each office to determine their strengths and weaknesses. In the coming year, it is my goal to provide industry professionals with the ability to learn, test and certify across the *entire* HVACR industry. Providing more industry news, more training opportunities, more Chapter meeting options and more affinity benefits maximizes our value.”

He is also eager to enhance the already successful Annual Conference by amplifying value to our industry partners. “For example,

exhibitors will be able to market a larger portion of their product line to our combined membership, enhancing the value of their exhibition investment. Similarly, sponsors will benefit from increased exposure across a broader spectrum of the HVACR industry.

Finally, advertisers will receive enhanced value due to the increased size and scope of the readership of our respective publications.”

Having worked with the RETA-RSES Merge Committee for more than nine months, Sanderson brings with him the knowledge required to properly meld the two associations, which was already apparent at the RETA-

RSES booth at the Annual Conference. Interim Executive Director Don Tragethon took the role while the Executive Committee worked to interview and hire for this role. In addition to working with the team in Albany, Oregon, Tragethon was instrumental in making the business and Board meetings a success in Spokane, Washington. He will work alongside Sanderson, as the role is transitioned over the next few weeks.

“After watching Vern observe the processes and procedures these past couple of weeks, I have no doubt he will bring our Association to the next level of success,” said Tragethon. “In addition to his Textbox 3, Textboxtechnical expertise, he has business ownership experience and leadership skills that enable both offices to cohesively streamline the day-to-day work and better service our Members and the industry.”

Sanderson’s passions for the industry ensures he is the ideal person to continue RETA-RSES stature as the gold standard in training and education for industrial, commercial and residential HVACR.

The RETA-RSES staff is looking forward to helping him achieve the short- and long-term Board goals for all the Association’s Members and affiliates. Additional updates and announcements are forthcoming.



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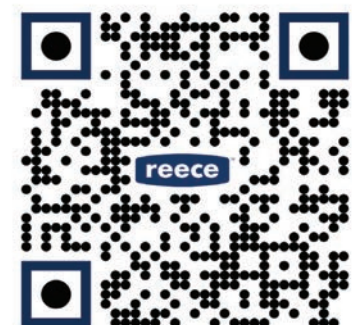
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HARDI

HARDI Distributors Report 5.3% Revenue Increase in September

Columbus, OH— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 5.3% during September 2025.

The annual sales growth for the 12 months through September 2025 is an increase of 4.6%.



“Cooling season 2025 ends with sales growth of 5.3% during September,” said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. “That result got an extra boost from an extra billing day. We estimate sales was about flat with the same number of billing days.”

The monthly sales survey also calculates distributor’s Days Sales Outstanding which is a measure of how quickly customers pay their bills. “The DSO for September was near 38. That is comparable to the pace we saw one year ago. The Fed is cutting rates because the economy is slowing but HARDI customers are not exhibiting any deterioration,” said Loftus.

The chart illustrates the annual sales growth rate is now at the upper edge of the recent range, but that does not mean demand is improving. “We believe underlying demand is comparable to last year, so most of this annual growth is due to price increases being passed through. Confirmation of that is the latest sales to inventory ratio is comparable to the depressed levels of 2022 and 2023 after the supply chain crumbled. Hopefully the start of heating season will provide some relief to that ratio.”

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.

RectorSeal® Acquires MARS® Parts

Houston, TX— RectorSeal has expanded its extensive HVAC/R product lineup by acquiring MARS Parts, composed of both Global, the Source, and MARS’ parts and accessories division. This strategic acquisition broadens RectorSeal’s offering of trusted, high-performance components and further strengthens its commitment to delivering innovative technologies and reliable solutions for the professional trades. The acquisition, announced in October, officially closed on November 4th.

Founded in 1946, MARS is a trusted supplier of premium motors, components, and service parts for the HVAC aftermarket and leading OEMs. The addition includes MARS’ high-performance and universally replaceable motors along with electrical components such as capacitors, relays, and contactors. MARS also brings strong U.S.-based manufacturing capabilities and long-standing partnerships with key producers.

For more than three decades, Global has driven innovation in the HVAC/R space, introducing products such as the Turbo200® Universal Capacitor and AmRad® Capacitors, manufactured in Palm Coast, Florida. The company’s innovations also include the CPT® compressor protection technology, trusted nationwide by HVAC professionals.

“We’re thrilled to welcome MARS Parts to RectorSeal,” said Jeff Underwood, President of RectorSeal. “The investment will give us a significantly expanded line-up of HVAC/R electrical products, allowing us to meet the needs of distributors and contractors better.”

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.

Please visit www.rectorseal.com for additional details.



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TACCA Greater San Antonio Golf Tournament

The Texas Air Conditioning Contractors Association (TACCA) Greater San Antonio Chapter could not have asked for a more perfect day to host its 36th Annual Golf Tournament. Held on Nov. 6 at Canyon Springs Golf Club, the weather was picture perfect – blue skies, a soft breeze, temperatures

in the low 80’s, and a beautiful course in pristine condition. With over 100 golfers participating in the tournament, the flow of play was spot on as everyone enjoyed each other’s camaraderie. After the last team checked in, everyone enjoyed a

delicious dinner which included chicken fried chicken, pork loin, mashed potatoes, green beans and a salad. “Thank you everyone who participated in our tournament,” said Executive Director Dawn Thompson. “And thank you to all our fabulous sponsors and volunteers.” -cwr



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12th Place: Johnson HVAC Distributing



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Women in HVACR Celebrates New President, Award Winners at its Bet on Yourself Conference

The three-day event in Las Vegas featured dynamic speakers, industry workshops and the debut of WHVACR's new annual magazine, Empowered

Englewood, Colo. – Women in HVACR (WHVACR), a nonprofit organization dedicated to empowering women in the heating, ventilation, air conditioning and refrigeration trades, recently hosted its Bet on Yourself conference in Las Vegas, where it introduced its new president, honored award recipients and presented the organization's new annual magazine.

Current Women in HVACR Executive Board Vice President Jane Sidebottom was named as the group's new president for the upcoming year. She is the president and founder of Applied Marketing Knowledge, LLC, a marketing and management consulting company that works with manufacturers, distributors and service companies to grow their businesses.

Outgoing Women in WHVACR President Kristin Gallup said as vice president of the organization throughout 2025, Sidebottom is uniquely prepared to lead the organization in 2026.

"As Jane steps into the role of president, I'm confident she'll continue to build on the incredible momentum we have experienced throughout 2025," she said. "This momentum also culminated into a remarkable conference that was incredibly energizing. The caliber of speakers, the engaging workshops and the meaningful conversations throughout the exhibition hall exceeded expectations. This conference showed the power of women supporting women in this industry."

Women in HVACR also took the opportunity to celebrate three outstanding leaders with its inaugural Pillar Awards. These awards recognize women who embody excellence in mentorship, education and networking within the industry:

- **Stephanie Postell**, co-owner and chief operating officer of Anchor Heating & Air, was selected as the **Mentorship Pillar Award** winner for building her business around mentorship. Postell continually shares her expertise and empowers women to enter the trades while guiding entrepreneurs across the country to launch their businesses with confidence.

- **Nasim Rahman**, senior product manager at Lennox, received the **Education Pillar Award** for her leadership in large-scale trainings, mentoring programs and advancements in electrification.

- **Jessica Slaughter**, marketing manager at Rapid Locking Systems (RLS), earned the **Network Pillar Award** for her outstanding work fostering partnerships through live events, digital communities and national training initiatives.

The group also unveiled its first-ever magazine, "Empowered," an annual publication celebrating women who are shaping the HVACR industry as mentors, market makers, boardroom leaders and rising stars. The debut issue featured the Women to Watch recognition program, "Powering Progress: Influential Women in HVACR for 2025." While the magazine was handed out at the conference, digital copies can be viewed at <https://www.womeninhvacr.org/empowered> and hard copies can be ordered from the organization's Swag Store at <https://whvacrswag.worrellstore.com/p1wtjpR/Store/Browse/Page/HOME>.

Other highlights from the event include keynote speeches from Angela Gaffney, a leadership coach and the best-selling author of "Feel Good, Look Good, For Life" and Erin

Hatzikostas, a recognized leader on the impact of authenticity in the workplace; a presentation honoring the ACHR News' Top Women in HVAC; and a range of workshops and after-hour networking events.

For more information about Women in HVACR, visit <https://www.womeninhvacr.org/>.



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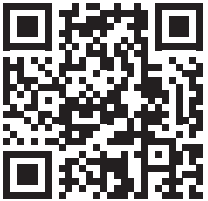
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Tulsa Lunch Meeting

No Schedule

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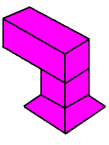
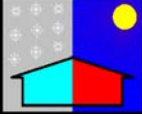
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