



Air Conditioning TODAY



NOVEMBER 2025

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Century A/C Supply Annual Customer Appreciation Golf Tournament



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Johnson HVAC Distribution Grand Opening



Pictures on page B5.

Gemaire Distributors Texas Dove Hunt



Pictures on page B7.

PHCC Educational Foundation Awards Record Breaking Sixty-Six Students with \$152,000 in Scholarships



Falls Church, Va. — The Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation is proud to announce the winners of our 2025 scholarship program. With sixty-six students selected to receive scholarship awards, the Foundation has set a new milestone for the most scholarships it has ever awarded in a single year. These winners will receive funding totaling up to \$152,000. Applicants must be plumbing or HVAC apprentices or trade school students, or college students pursuing studies directly related to the plumbing-heating-cooling industry.

Helping to boost the number of awards available this year were newly created scholarships sponsored by Home Depot Pro

and by HomeServe as part of their broader Skilled Trades Initiative, aimed at strengthening and expanding the skilled labor force.

This year's set of winners includes 43 apprentices and trade school students plus 23 college students. "We are so happy to provide these awards that make entering a career in the trades easier," said Foundation Chair Patrick Wallner of Wallner Plumbing in Redding, Calif. "Our dedicated sponsors and donors are eager to support the program, because they know it is sound investment in the future of our profession."

"Plumbing is not just a job for me—it is my career path, one that allows me to provide extraordinary service to clients and communities," wrote apprentice

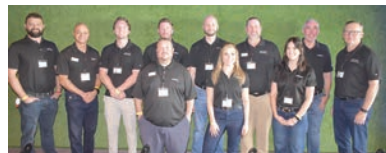
Brian Hoisington of Westminster, Calif. in a thank you note to the Foundation donors. He is enrolled in the PHCC of Orange County plumbing apprenticeship training program. "I am an apprentice now advancing to the position of installer, and this scholarship will help me achieve that next step in my professional growth. Thank you for your commitment to supporting individuals like me in building a career that I can be proud of."

The Foundation extends our congratulations to all our winners and our thanks to the contractor donors and corporate sponsors who make these awards possible. The full list of scholarship sponsors includes A.O. Smith, Bradford White Corporation, Delta Faucet Company, Ferguson

Cares Foundation, Home Depot Pro, HomeServe, InSinkErator, RIDGID, Scorpion Home Services Marketing, State Water Heaters and Sterling (a Kohler brand). Additional funding is provided by the Texas and Massachusetts PHCC Auxiliaries, the PHCC Past National Officers, Bill Jones, Gerry Kennedy, the estate of Gil Meyerowitz and by the generous donations made by PHCC contractors.

The 2026 PHCC Educational Foundation scholarship program will open for applications in January, with all submission materials due by May 1st. Information on the scholarship program, plus full details on our 2025 scholarship winners, photos and thank you notes can be found at <https://phccfoundation.org/scholarships>.

Resideo Honeywell Home ElitePRO Launch Party



Pictures on page B11.

TACCA Greater Houston Annual Golf Tournament



Pictures on page B14.

Hunton Distribution 19th Annual Sporting Clay Tournament



Pictures on page B15.

Insco Distributing Open House and Golf Tournament



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The HVAC Trailblazer Conference 2025



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Rocket Group Continues National Growth with Acquisition of Oklahoma-based Wolf’s Heating and Air Conditioning

Warner, Oklahoma – Rocket Group, a leading home services network and consulting company, is pleased to announce a significant investment in Oklahoma based Wolf’s Heating & Air Conditioning. This latest acquisition strengthens Rocket Group’s presence in the Southwest and enhances its ability to deliver comprehensive heating and cooling solutions to both residential and commercial customers.

Wolf’s Heating & Air Conditioning is set to gain from a powerful mix of Rocket Group’s proven strategies, including rebranding, streamlining operations, and the introduction of innovative processes, industry partnerships, policies, and procedures. The company will also harness advanced AI technologies to fuel rapid growth, boost efficiency, and position Wolf’s Heating & Air Conditioning as a leader in the industry.

“Wolf’s Heating & Air Conditioning has built a strong reputation for quality service and customer satisfaction,” said Victor Ranour, CEO of Rocket Group. “This acquisition allows us to combine our resources and expertise to provide even better service, more efficient site visits, and expanded product offerings to customers.”

Wolf’s Heating & Air Conditioning has been proudly serving home and business owners in Oklahoma for four years and will continue operating under its existing brand name. Wolf’s Heating & Air Conditioning provides heating and air conditioning services such as HVAC system installation, maintenance and repairs, as well as commercial refrigeration services, ductwork services and mobile home equipment. The company has five vehicles, and seven technicians and staff, all

of which are being retained under the agreement. “Rocket Group shares our values and commitment to improve people’s lives through dependable heating and cooling solutions,” said Justin Wolf, Founder of Wolf’s Heating & Air Conditioning. “We are thrilled to have their resources as a partner as we continue to serve the communities of Wagoner, Muskogee and Warner.”

The acquisition adds to **Rocket Group’s** national footprint, giving the company more than 80 vehicles, 120 technicians and staff, and a customer base of nearly 225,000. This is the first acquisition in Oklahoma with Rocket Group now with partners in eight states.

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

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You Are Invited



SATURDAY, NOVEMBER 8, 2025
HOUSTON COUNTRY CLUB
1 POTOMAC DR, HOUSTON, TX 77057
SCHEDULE OF EVENTS:
4:30-5 P.M.: CHECK-IN
5-6 P.M.: COCKTAIL RECEPTION
6-9 P.M.: DINNER/PROGRAM/AUCTION
COCKTAIL ATTIRE



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The Reunion Countdown is on: Work Truck Week® 2026 Registration Now Open

Commercial vehicle community to gather in Indianapolis March 10-13, 2026

Farmington Hills, Mich. — Registration and housing are now open for the commercial vehicle industry's biggest can't-miss event, Work Truck Week® 2026, March 10–13, 2026, at Indiana Convention Center in Indianapolis.

More Than a Trade Show®, Work Truck Week encompasses The Work Truck Show®, Green Truck Summit, NTEA Annual Meeting, Work Truck Week Ride & Drive, educational program and more. Green Truck Summit is March 10, educational sessions run March 10–12, and Work Truck Show exhibits are open March 11–13. Work Truck Week is produced by NTEA – The Work Truck Association.

Equal parts industry gathering, product launchpad, information exchange and business builder, Work Truck Week delivers unmatched opportunities to connect, explore and discover across the commercial vehicle market.

“Over the last 25 years, the industry has taken ownership of Work Truck Week and shaped it into the event it needs to be to drive business success for our exhibitors and attendees,” says Steve Carey, NTEA president & CEO. “There’s nowhere better to collaborate with colleagues from throughout the commercial vehicle ecosystem, evaluate the latest vehicles and equipment, learn about trends and technology, and prepare for the future.”

Make connections

Work Truck Week is built around connection and collaboration. In addition to meeting with colleagues in the exhibit hall, there are multiple opportunities to engage with thousands of commercial vehicle professionals, starting with Opening Reception on March 10. The industry's first major gathering of the year, it's held at Lucas Oil Stadium.

Join old friends and meet new ones for breakfast at NTEA Annual Meeting on March 12. Presentations include updates on Association initiatives and resources, as well as keynote remarks from political pundits Karl Rove and Jim Messina.

Laugh and learn at the Generation Next Leadership Workshop & Networking Reception on March 11. This interactive workshop will demonstrate how to use improv to enhance communication and leadership skills.

Explore vehicles and equipment

More than 500 companies fill the Work Truck Show exhibit hall and New Exhibitor Pavilion with the latest innovations in commercial vehicles, equipment, and technology. This commercial vehicle trade show is a one-stop-shop to discover new products; optimize commercial vehicle design and specification; find new business opportunities; meet with current and prospective customers; and consult with management, product and engineering teams from multiple suppliers. The main exhibit hall is open March 11–13, while New Exhibitor Pavilion showcases first-time exhibitors March 11–12.

Experience commercial vehicles with the latest technology, fuel, sustainability offerings and propulsion systems at Work Truck Week Ride & Drive, open to all attendees March 11–12.

Gather insights and solutions

Green Truck Summit on March 10 is a full-day immersion into new and emerging commercial vehicle technology. Expert presenters provide information, solutions and resources in support of the work truck industry's drive toward greater sustainability, productivity and efficiency.

The truck industry conference educational program March 10–12 includes a range of in-depth Special Sessions and shorter Breakout Sessions to equip companies with strategies to strengthen operations now and in the future. Sessions cover critical topics such as evolving industry trends, vehicle engineering and compliance, government regulations,

workforce development, fleet management, powertrain innovations, and upfitting solutions. A dozen commercial vehicle OEMs share vehicle changes and upfitting solutions during exclusive Chassis Updates.

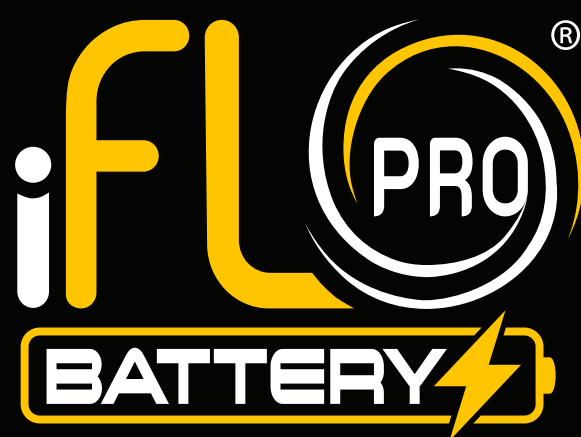
Registered WTW and GTS Conference Package attendees can access some Breakout Session materials on-demand after the event.

Get support and resources

Visit Booth 3401 during exhibit hall hours to talk with NTEA staff members who are experts in fleet operations, industry data, vehicle engineering and compliance, government

regulations and other key work truck topics. This is also the place to pick up a free WTW26 collectible mug! Next door at the NTEA Partners Booth (3201), representatives from Lincoln Electric, TruckScience, UniFirst, WorkTruckCert and Work Truck Total Protect will share and demonstrate a wide range of services and solutions to enhance business and customer relations in the commercial vehicle industry.

Get all the event details, register and book hotel rooms at worktruckweek.com or contact NTEA (info@ntea.com or 248-489-7090) for more information. Work Truck Week early bird registration deadline is Feb. 13, 2026.



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Product News

Marketair Introduces
AC SpeedStick, HVAC’s First
WiFi-Based Ductless A/C
System Float Switch

Marketair Inc., an Edison, N.J.-based supplier of HVAC/R components and accessories, introduces the AC SpeedStick, the HVAC industry’s quickest to install float switch for safeguarding against property damage caused by condensate overflow in mini-split/ductless air handlers.

The AC SpeedStick WS-100 is also the industry’s first electronic float switch offering (optional) WiFi-based Internet interconnectivity. The AC SpeedStick senses a condensate drain line blockage and shuts down the system, then (if WiFi is integrated and available) sends a text or email notification to the HVAC service company’s cellphone and/or email dispatch for immediate attention.

The patent-pending AC

SpeedStick’s optional 24/7 WiFi texting capability gives the installing HVAC company an exclusive alert before competing companies can be called. “In most cases, the service company can go and vacuum out the condensate drain line blockage from outdoors without entering the residence and return the unit to operation before the customer realizes there is a problem or returns home,” said Andrew Olefson, the AC SpeedStick’s sales manager. “This creates a windfall for a contractors’ repeat business.”

The AC SpeedStick, which is UL-listed and compliant with the International Mechanical Code, is the easiest ductless float switch in the industry to install.

SEE MARKETAIR PG.21

Since the advent of A2L (Slightly Flammable) refrigerants, the rule was made that a Refrigerant Detection Sensor (RDS) would have to be installed on the coil to protect the home in case of a leak in the coil. This was kind of blown up (excuse the pun) because the ability of these two new A2L refrigerants to catch fire in the first place is so very remote, but the industry wanted to not take any chances. Forget the fact that these A2L refrigerant units are sometimes put on top of an A3 (highly flammable) heater like Propane and no detection device is needed if there is a leak on that fuel... hummmm?

The RDS’s job, in case of a leak in the evaporator coil is to shut off the outdoor unit (to stop pumping refrigerant to the leak), turn on the blower of the indoor unit (to dilute the refrigerant with large volumes of air). Thinking is to minimize the pooling of refrigerant, to reduce the chance of ignition.

As a first step, this is a good thought process. Now let’s look at it another way. If the leak happens in the evaporator, whether the condenser is running or not, the leak will continue

to leak until there is no more refrigerant in the system. If that is the case, and a heat strip, or gas heater came on, it could potentially ignite the refrigerant that is leaking out. So... If a manufacturer of a coil just shuts off the condenser there is a possibility it could still ignite. Other things that now must be considered... Will the potential ignition source (heater) get hot enough to ignite the refrigerant if it came on in the presence of a leak? Well, if the coil manufacturer is the same manufacturer as the heater, then they have an engineering dept to check their products and say yes or no. If yes, then the heater must be disconnected when the RDS senses a leak too. If it doesn’t get hot enough, then the AC is all that needs to be turned off.

If the coil is not of the same manufacturer as the heater, then no one knows if the heater that is near the leak will get hot enough to ignite the refrigerant and therefore the heater MUST be disconnected from operation if the sensor detects a leak.

Let’s make this a little more complicated... If the system is a zone system (dampers that open and close

automatically) and a leak is detected by the RDS, all zones need to be opened up to allow the air and diluted refrigerant to go through all ducts in the home and not to just one confined space. Again, if this is not programmed into a Manufacturer MATCHED A2L system, then the RDS from the coil must be smart enough to turn these dampers on, and open when the RDS trips and more importantly, it is the job of the HVAC installer to know how to wire all of these potential ignition sources and dampers to the RDS and make the system safe.

Are all RDS sensors the same? Well, that would be too easy... in fact they are very manufacturer specific. Additionally, they are sometimes refrigerant specific, coil size specific, and may have different switching options as well.

So, if we are honest, if ease of installation, safety protection, and engineering of the A2L refrigerants is important to you, then it may be best to use the same manufacturer of all the components in your system in case of an issue down the road.

By Rick Kincel
Tech Services Mgr.
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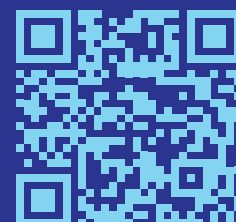
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RectorSeal® Named a Master Distributor for DuraPlas® PolarPad™ and PolarPan™

Houston, TX—RectorSeal, a leading manufacturer of high-quality HVAC/R and plumbing tools and accessories, is now a master distributor of DuraPlas PolarPad and PolarPan—bringing contractors faster access to a durable, installer-friendly base for residential and light commercial condensers and other ground-supported equipment. Through RectorSeal's established distribution channels, the contractors, distributors, and reps who rely on RectorSeal can expect broader availability and streamlined ordering nationwide.

PolarPad is made from high-density polyethylene (HDPE) for a strong, lightweight design with reinforced ribbing. It features a textured top and rounded edges for enhanced traction and a concrete-like look. The self-leveling design allows for easy installation without extra tools. It is resistant to cracking, warping, weather, temperature changes, UV exposure, and oils. Pad sizes are stamped for easy identification and come in a wide range of popular footprints to accommodate today's residential and light-commercial outdoor units.

PolarPan will supplement RectorSeal's

existing lineup of secondary condensate pans with a durable, HDPE, injection-molded option. PolarPan arrives with pre-installed, switchable drain fittings that support both long and short runs, helping distributors carry fewer SKUs while covering more jobs.

"DuraPlas and RectorSeal's partnership will be a great benefit to both our customers," said Paul Phillips, President of DuraPlas. "As a master distributor, RectorSeal will help us expand our reach with our reliable products of over 50 years."

"PolarPad and PolarPan are lightweight, reliable, and unbeatable, durable products that contractors seek," said Scott Kay, Senior Vice President, Marketing and Technology at RectorSeal. "Adding them to our portfolio enhances our offerings for quick installs and reduces callbacks."

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.

Carrier Champions Women in the Trades with Women in HVACR Scholarship Contribution and Industry Insights at Annual Conference



Indianapolis, IN – Carrier is proud to announce its continued support of Women in HVACR (WiHVACR) with a \$25,000 donation to the organization's 2025 scholarship program. This contribution will fund five \$5,000 scholarships for women pursuing careers in HVACR, helping to build a more inclusive and dynamic workforce for the future. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

"Carrier is proud to donate to the Women in HVACR Scholarship Program to empower women in the trades—building the next generation of skilled technicians, innovators, and industry leaders," said Aimee Coulter, Sr. Channel Manager at Carrier. "These scholarships

are more than financial support, they're a statement of belief in the power of women to lead, innovate, and transform our industry."

Carrier's support of WiHVACR aligns with its broader commitment to The Carrier Way and its core company value of inclusion. In alignment with this commitment, the company's Women's Empowerment employee resource group champions initiatives that engage women and their allies across all levels of the organization and that bring Carrier's culture of belonging to life. Carrier's support through scholarships and leadership development is helping to ensure that a broad spectrum of talent is not only entering the trades but thriving in them.

Learn more about Carrier at <https://www.carrier.com/residential/en/us/>.

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Local HVAC Company and Lennox Feel The Love Program™ Bring Comfort to Local Heroes Across Texas



Austin, Texas – A-Plus Air Conditioning & Home Solutions, a family-owned HVAC company, proudly partnered for the second year with Lennox International, Inc. to bring comfort and care to two deserving Texans through the Lennox Feel The Love Program™.

Over the last two weeks, the A-Plus team completed installations for two incredible recipients—Patricia Satterthwaite of Round Rock and Sharon Benson of Missouri City—each receiving a brand-new Lennox HVAC system.

In Round Rock, 75-year-old Patricia Satterthwaite was nominated by her community for her decades of selfless service.

Patricia has spent years supporting teachers, assisting neighbors in need, and volunteering with public libraries and community events. Widowed after caring for her late husband, an Air Force veteran, Patricia continues to inspire those around her with her kindness, generosity, and resilience.

In Missouri City, Sharon Benson was selected for her decades of dedication to serving others. A long-time resident of the area, Sharon has spent more than 35 years volunteering with the Southern Federation of Syrian Lebanese American Clubs, where she has raised and distributed funds to help young people attend college. She is also a devoted member of St. Angela Merici

Catholic Church, where she has participated in and led fundraising and community events.

Even without recognition or compensation, Sharon has always been a reliable source of support for family, friends, and neighbors—helping others succeed through her time, skills, and generosity. Recently, however, she has faced personal hardships, including medical issues and job loss, and her home’s non-functioning air conditioner made daily life especially difficult during Texas’s extreme summer heat. Providing her with a new HVAC system has restored not only comfort but peace of mind, allowing her community to give back to someone who has given so

much for so long.

The Feel The Love Program™ is a nationwide initiative dedicated to honoring individuals and families who selflessly serve others but need a helping hand themselves. Each year, Lennox partners with local dealers like A-Plus to identify community heroes and provide them with essential home comfort upgrades at no cost. Lennox donates the equipment, while A-Plus donates all labor and materials.

A-Plus Air Conditioning & Home Solutions has proudly served Central Texas since 1977, delivering quality HVAC solutions that keep local homes safe, efficient, and comfortable.



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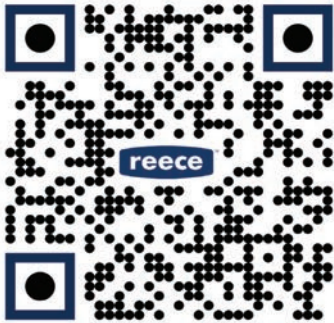
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Product News

Rheem® Launches Residential Packaged Dual Fuel System for Year-Round Comfort and Efficiency

New technology combines a heat pump and gas furnace into one versatile unit, expanding Rheem Endeavor® line

Atlanta – Rheem®, a leader in the HVAC and water heating industry, celebrating a century of excellence this year, announced the launch of its newest offering, the Endeavor® Line Classic Plus® Series iR Residential Packaged Dual Fuel Units (RDFXYC). Designed with both homeowners and contractors in mind, the RDFXYC units combine a heat pump and gas furnace into one versatile system, delivering reliable performance, energy efficiency, and cutting-edge connectivity.

The RDFXYC unit is available in 2-, 3-, 4-, and 5-ton models in both single- and three-phase configurations. With cooling efficiencies up to 15.2 SEER2 and heating efficiencies of 7.2 HSPF2, the system provides exceptional performance in all conditions. On extremely cold days, the unit seamlessly switches to two-stage gas heat, boasting an AFUE rating of 81%, to ensure consistent comfort even in the harshest of climates. Homeowners can set a preferred temperature threshold, and when outdoor conditions fall below that point, the system automatically transitions from heat pump to gas furnace operation.

“The RDFXYC is built to provide homeowners with consistent comfort and long-term value while giving contractors a more accessible and serviceable solution,” said Jeff Goss, director of residential product management, Rheem. “With advanced diagnostics, connectivity, and efficient design, this system reflects Rheem’s commitment



to innovation and sustainability.”

Key features include:

- **Smart features:** The system incorporates Rheem’s EcoNet® capability, offering homeowners advanced connectivity to manage their temperature settings from anywhere in the world. Contractors benefit from built-in Bluetooth® connectivity, which enables time savings for set-up, service, and diagnostics without the need to remove service panels. Homeowners also gain the flexibility of integration with leading smart home platforms or with any standard 24V thermostat.

- **Quiet operation:** A constant volume motor enables quieter sound levels, allowing users to maintain comfort without sacrificing quietness.

- **Eco-efficient:** The system also features on-demand dehumidification through the EcoNet thermostat, while microchannel condenser and evaporator coils reduce refrigerant requirements by 50%, lowering the environmental impact. Variable speed technology also enables improved humidity control and year-round energy savings.

- **Accessible size:** The cabinet is engineered with accessibility in mind, offering a shorter height for easier rooftop installation and a more serviceable layout with dedicated compartments and a slide-out blower section.

Interestingly, the 2-ton model is a two-stage northern heat pump that delivers up to 40% more heating capacity than a standard heat pump. This design consistently provides warmer air, averaging five degrees higher in air temperature across all heating conditions, compared to conventional single- or two-stage heat pumps.

The units include a 10-year compressor warranty, a 10-year conditional parts warranty with registration, and a limited lifetime stainless steel heat exchanger warranty for residential applications. The RDFXYC is built on Rheem’s 100-year legacy of engineering products that prioritize reliability, innovation, and performance.

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



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Product News

YORK® Rooftop Unit Passes and Exceeds Testing Phase of U.S. Department of Energy Commercial Building HVAC Technology Challenge

- YORK developed an innovative, all-electric 15-ton rooftop unit heat pump for cold climates
- One of eight manufacturers as part of this testing phase, YORK passed lab validation



Norman, Okla. — YORK®, a premium brand part of the Bosch Home Comfort Group, has passed and exceeded the laboratory testing phase of the U.S. Department of Energy (DOE) Commercial Building HVAC Technology Challenge for its rooftop unit (RTU). YORK developed an innovative, all-electric 15-ton

heat pump, which allows for simultaneous compressor and electric heating to provide comfortable performance down to -10F while also minimizing the use of electric resistance heating. As a result, it helps to improve efficiency and support decarbonization benefits. This innovative unit utilizes a new platform

that allows it to be used in both replacement and new installation applications. Its well-established controls system allows the RTU to interface with a wide variety of Building Automation Systems (BAS), which contributes to application flexibility. This includes demand response capabilities to limit electric

heat run time via remote access. This unit was developed from the Choice rooftop platform. The full range of Choice RTUs is designed to fit about 70% of the competitive installed base, minimizing the need for costly transition curbs. The Choice platform offers options that cover the full range of efficiency levels, from basic models to those that qualify for rebates. In addition, a direct drive supply fan makes the unit more efficient by removing belt losses. It also improves serviceability, giving contractors better access to the fan and making it easier to adjust the fan speed to match project needs.

“The DOE Commercial Building HVAC Technology Challenge has allowed Bosch Home Comfort Group to showcase our expanded engineering capabilities to support our strategic objective of innovation, efficiency and decarbonization,” said David Budzinski, Global Deputy CEO and President Americas, Bosch Home Comfort Group. “We are proud to participate in this challenge and are eager to take our offerings to the next level of performance.”

YORK products, manufactured in Norman, Oklahoma, meet and exceed DOE performance targets, demonstrating U.S. leadership in energy efficiency, driving greater affordability for customers, and advancing workforce skills that strengthen America’s long-term competitiveness. As a continuation of this challenge, the YORK RTU will be installed in a field trial later this year to assess real-world performance in extreme cold climates.

YORK® is a registered trademark of Johnson Controls International plc and its affiliated companies. Used under license.



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OUR COMMITMENT HASN'T.**

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It's On My Heart: The Industry Today

I just heard a report today that Austin Tx has legislation in place requiring all residential properties to have working air conditioning, effective date was July 2025. It was interesting to also see that Austin had one of the first residential projects done in 1954 that featured central air conditioning installed as a standard feature, they were early adaptors.

Landlords are complaining that adding air conditioning to some of the older properties can be expensive, requiring duct modifications and possible electrical upgrades, and now the tax credits have diminished, makes it tougher to add enhancements like central ac. Austin will let you provide window units, and the only requirement is that you keep the temp at 85 degrees or cooler. I did some research, there were 171 deaths in Texas in 2024 from

heat related problems, and an additional 281 where heat was a contributing factor, total of 452 just in Texas.

I also read an article from Service Titan that shared consumer buying traits today. It ties into the two paragraphs above really well. Here are some of the highlights from the study, co-sponsored by Visa and Synchrony (a leading finance company). The big news is the size of the home improvement market, specifically for the trades. Estimates show consumers are spending \$1.5 Trillion per year on trades services, we are in the right place today. One study shows that 43% of the equipment installed today is over 10 years old, with 16% installed over 20 years ago.

Angie Snow (Western Air) said the consumer today wants to contact you the way they want to contact you; some may like a phone call,

some will text, many want to book an appointment online, not talk to anyone at all. You have to be flexible, the old way of setting an appointment by the consumer calling your company just won't get traction in today's market. Another point that was made was today there are 3 (or maybe 4 elements) to business. It has to be right for the consumer, for the company, for the community and the employees.

Service Nation does a consumer survey as well, what we found was the female in the home gets involved in major purchase over 80% of the time. So your marketing and advertising needs to be directed to that part of the marketplace. What do women want? Our study showed they value time, money and the well being of the family. So if you can show them savings in time or money and how your products

and services will help improve the family health, it resonates with them. To drive this home, the National Association of Realtors showed that in 2024, first time homebuyers were 24% single women, versus 11% single men. The really important news is that 85% of women who said when they like a brand, they will remain loyal to it.

Synchrony has done extensive research and here are the findings:

Home improvement shoppers shop online 80% of the time and 53% use mobile devices throughout the purchase path. They are looking for efficiency, the ability to research products and services, clear and transparent reviews and financing information. Your online presence must be able to be where they are.

And how about credit cards? Here are the facts.



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!

81% of major purchase shoppers use credit cards to earn rewards. No surprise there.

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HINSHAW con’t

54% use credit cards so they don’t have to pay right away.

Visa has this information for us:

16% of home service payments are done online. But...

Generation Z does 27% of their spending online. They have embraced it very well. If you ask a Gen Z where they bank, they will say wherever they want.

Gotta accept those credit cards. Add the fees into your flat rate and pricing, along with dealer financing fees.

24% of consumers are satisfied with the information found on websites for home improvement businesses.

28% are satisfied with what they could trust and find.

46% were satisfied with the ease of checkout time

And this just in:

34% of Generation Z (1996-2007) and 38% of Millennials (1980-1995) are comfortable with Ai bots serving as customer service representatives. You should be as well.

Final notes: sales today starts with a process, have a system for getting paid for your time and effort, from arrival to getting the money into your account. Your process must stand out from the competition, you must be involved in the community. Give the customer options, not ultimatums, let them choose. Your job is to educate them. Keep it simple, make sure the customer knows what needs to happen next.

Thanks for reading, we’ll talk later!

Denton County Winwater Opens in Booming Texas Market

Ponder, Texas – The Winsupply Family of Companies has welcomed its latest addition of a new Local Company with the opening of Denton County Winwater.

President Colin Warren and his team of two employees opened their doors on September 1, 2025. Denton County Winwater serves the Waterworks industry.

The 14,500-square-foot facility is situated in a booming area of Texas, just 45 minutes from downtown Dallas and 45 minutes from downtown Fort Worth. The facility, located at 1635 N. FM 156, Ponder, Texas 76259, includes a 12,500-square-foot warehouse with 1.5 acres of yard space.

Denton County Winwater was spun out of North Texas Winwater, sponsored by Zac Hansen, President, North Texas Winwater. Called the “hub-and-spoke” model, the incubation of new Winsupply Local Companies within an existing, growing market is a successful method that powers Winsupply’s national growth.

“Winsupply’s business model rewards current presidents in ‘paying it forward’ to the next generation of leadership,” said Jeff Dice, President, Winsupply Inc. “This has led to approximately 20 new Local Companies



Denton County Winwater credit to Kacee Anderson Photography

over the past 12 months.”

With over a decade of experience in the industry, Warren joined North Texas Winwater in 2024 with a goal to become a Local Company President.

“What attracted me to Winsupply was the opportunity to own something for myself

and work to see it grow and develop,” Warren 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.

“I had worked for so many years for other people, which allowed me to learn numerous facets of the industry,” Warren said. “I was extremely excited to be able to put in that kind of work and dedication toward something of my own.”

The new Local Company fits into Winsupply Inc.’s growth strategy in the Texas area, said Roger Lewis, Area Leader, Winsupply Inc. The first Winwater opened in Texas in 2020.

“Once we were able to establish the Winwater name in the market, we were able to expand,” Lewis said. “We are actively looking to add Winwater locations in major markets in Texas—like San Antonio, Austin, and Houston.”

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Bryant Women in HVAC Celebrates 10 Years of Empowerment and Progress

Indianapolis — Bryant Heating & Cooling Systems is proud to celebrate a decade of impact with the 10th anniversary of Bryant Women in HVAC, a pioneering initiative that has empowered women across the heating and cooling industry since its inception in 2015. Bryant is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

This year's milestone is marked by the theme "Own the Momentum" — a tribute to the progress made and a rallying cry to keep pushing forward. What began with just 35 women has grown into a vibrant network of over 829 attendees from across North America, united by a shared commitment to leadership, growth, and community.

"Being part of Bryant Women in HVAC from the very



beginning has been one of the most rewarding experiences of my career," said Megan Hacker-Schnitzler, Director of Independent Sales at Bryant. "Each event has deepened my knowledge, expanded my network, and introduced me to incredible women who've become lifelong friends. This initiative isn't just about professional growth — it's about building a community that lifts each other up and shows the industry what's possible when women lead with confidence and purpose."

Bryant Women in HVAC has created a dynamic space

for women in the trades, offering networking, training, and development opportunities that build confidence and prepare participants to lead and innovate.

Each year, hundreds of women gather at the annual Bryant Women in HVAC conference to celebrate their achievements, share best practices, and refine their skills. The event features keynote speakers, breakout sessions, peer panels, and roundtable discussions designed to foster leadership and personal growth. Past themes like "Discover Your Possible"

and "Cause the Effect" have spotlighted the unique journeys of women in HVAC and encouraged attendees to lead with authenticity.

"From the beginning, our mission has been to support women-led dealerships and inspire the next generation to join this growing movement," said Kathryn Mislow, Sr. Channel Marketing Manager at Bryant. "The energy is real — and it's ours to own."

To celebrate this milestone, Bryant invites women in the trades, industry partners, and allies to visit the Bryant Women in HVAC website. There, you can explore the program's history, discover inspiring stories, and use the Women in HVAC Dealer Locator to find and support women-led HVAC businesses in your area.

Let's continue building what's next — together.

MARKETAIR con't.

The electronic water sensing probe is a fast push-fit into the evaporator coil's secondary drain pan outlet, unlike other shutoff switches that require disassembly of the casing for drain pan access. The ribbed, conically shaped probe's soft rubber construction provides a tight, leak-proof fit. The probe's universal color-coded wiring is preconnected to the compact 3-3/8 (L) x 2 (W) x 1-1/2 (D)-inches (85 x 51 x 38-mm) control module. The module fits inside most ductless air handlers with an integrated hanging clip and/or double-sided mounting tape but can also be installed on the cabinet exterior. The module includes communication, ground and power wiring for interrupting the current from the condenser.

The AC SpeedStick is a competitively priced ductless float switch that can save hundreds of dollars by protecting walls, baseboard, flooring and other interior finishes from condensate overflows.

Other AC SpeedStick features are:

- A control module displays a green/red LED and an optional blue LED for operational status and WiFi connectivity, respectively.
- Automatic reset after drain pan condensate levels recede.
- A 10-second delay to safeguard against false alarms.
- Video instruction for installing the cellphone app and float switch is online at www.acspeedstick.com.
- 4-foot-long (122-cm) wiring harness accommodates large evaporator coils.
- Includes two QR Code decals to facilitate future service.
- 2-year warranty.
- Fits most ductless 120V/240V air handlers.
- Offers the homeowner peace-of-mind from property damage.
- Ideal for retrofits as well as new construction.
- Easily and inexpensively shippable.
- Shipping in 4th quarter of 2025.

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Mr. Wilson Heating & Air Conditioning Celebrates 25th Year in Business

Mr. Wilson Heating & Air Conditioning is proud to celebrate their 25th year in business. Tim Wilson came from small beginnings, starting his business with a small loan and one man in a truck. He and his wife, Patty, were new parents, had just purchased their first home and it was a time when life was in chaos getting a new business up and running.

Working from their home, Timothy was a solo act in the field. After one year, he brought on this first employee. As the company slowly grew, a little each year, Mr. Wilson Heating & Air Conditioning moved into their own offices in 2006.

In 2020, Mr. Wilson Heating & Air Conditioning acquired another company whose owner was facing major health issues. Tim had already had a great relationship with the owner of the company through their contractor's association, TACCA. Similar in core values and customer care, it was an easy transition. "We were grateful we could step into shoes and continue their legacy of customer service," says Patty.

Now, 25 years after taking a leap of faith, Mr. Wilson Heating & Air

Conditioning is celebrating its silver anniversary in business.

To kick things off, Timothy and Patty Wilson decided to host a sweepstakes of banner proportion. "During the summer, all you had to do was send us an inquiry on website and fill out the form," says Patty Wilson. "Anyone could participate."

The contest ran all summer long. Then on Labor Day weekend, Sept. 1, the winner randomly selected by computer and was one of their referral customers, an 80-year-old widow. That weekend, the winner was greeted by a literal parade of Mr. Wilson employees and their families to install her brand new air conditioning and heating system.

"She had some health issue this summer, so we were happy so won," adds Patty.

"The whole year has been a silver jubilee with coupons available on our website," Patty continues. "This Christmas we are going to do ornaments around our silver theme."

"We're getting involved in a community event with a neighbor this month. Our community is hosting a 'Neighbors Together' event

at the clubhouse with food, games, and entertainment. We are excited to attend as a community member and hand out silver anniversary ducks for our duct season promo. Duck season begins Nov. 1."

"It's that time of year that we can work up in the attics because its cooler and our technicians can perform a better service," Timothy adds. "We going to offer a performance test for \$200 which is half price. The performance test is a room-by-room evaluation of air performance, where we check for air leaks in ducts. That's our next up and coming promotion and so we'll be handing out silver ducks, which will probably end up in a lot of jeeps."

This year, Mr. Wilson Heating and Air Conditioning added a new program to the company to honor the elderly. The "Golden Oldies" club was introduced to help their customers who may be a widow or widower on a fixed income. Their technicians get to nominate the customer. The plan includes free maintenance checkups, and special discounted pricing on repairs and installation. "It's been well received

so far," added Patty. "We are proud to give back to those that need it most."

Mr. Wilson Heating & Air Conditioning has served thousands of homeowners and companies over their 25 years in business. years and have always felt trusted and trustworthy. "We try to deliver reliable, honest, and quality service to our customers every time 100% satisfaction," states Patty. "We are extremely proud of how far we have come and we owe that to our loyal customers and dedicated employees. We have employees that have been with us a number of years. We are proud of our culture, our business, and the community that supports us."

Altogether, Timothy has been in the trade for 47 years. Timothy and Patty feel very fortunate to have started from nothing but a listing in the yellow pages back in the day to where they are today. They've had their challenges along the way like freon, labor, equipment shortages and the latest social media craze and knowing where to promote, how to promote and get your name out there, and yet, they seem to have figured it out. -cwr



L-R: Jeff Yoder, Shiloh Pennock, Javi Martinez, Ryan Delgado, Eric Bernal, Patricia Merk, Patty Wilson, Tim Wilson, Adam Rogers, Andrian Rodriguez



L-R: Tim Wilson, Sweepstakes Winner Patricia Merk, Patty Wilson on the day of the sweepstakes winning announcement



Patricia Merk with her new Daikin Fit Equipment on the day of the install



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Saturday 8am-12pm

Northcourt [#2]

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Phone: [713] 996-9227
Manager: Lane Winn
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Corpus Christi [#5]

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Phone: [361] 850-9227
Manager: Oscar Olivares
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La Porte [#3]

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La Porte, TX 77571
Phone: [281] 474-9227
Manager: Joe Casiano
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Montgomery [#6]

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Century A/C Supply Annual Customer Appreciation Golf Tournament

Century A/C Supply hosted their Annual Customer Appreciation Golf Tournament Wednesday, October 15th, 2025 at the Blackhorse Golf Club in Cypress, TX. The golf tournament included a complimentary breakfast, driving range balls, a shotgun start at 9:00 AM and an awards luncheon. Each team had contractor/dealers paired with a Century employee or Vendor Sponsor to complete a foursome. There were also contests on certain holes, and a goodie bag for the participants.



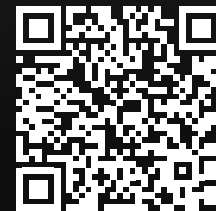
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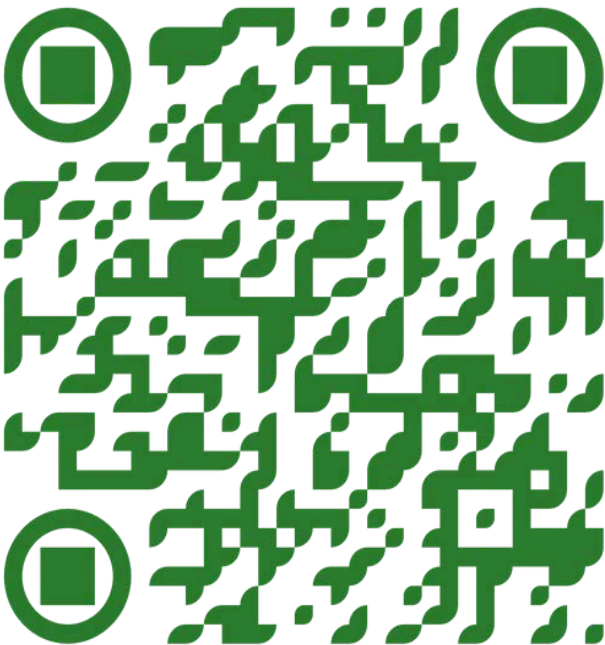
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Johnson HVAC Distribution Grand Opening

Johnson HVAC Distribution held a grand opening at their new College Station store on Wednesday October 22nd. The 11-3 event had a vendor fair, catered BBQ lunch and giveaways. The grand opening was full of attendees and a great success. The new store is located at 10228 State Hwy 30, College Station TX 77845.



Gemaire Distributors Texas Dove Hunt

Gemaire Distributors Texas hosted a dove hunt in Pearsall TX at the G2 Ranch. Over 50 Rheem dealers were in attendance. The Rheem dealers were treated to 5-star meals, live entertainment, a first-class lodge and some of the best hunting South/Central Texas has to offer. The 3-day event consisted of dealers heading out to the fields for morning and evening hunts. Every evening was finished-off with meals to include Nilgia steaks, Chicken Alfredo,

charcuterie boards, and homemade desserts. The amenities of the ranch were also a big part of the day’s fun. Bass fishing in a stock pond, driving range, trap course and safari rides were some of the daily entertainment opportunities. The Texas Gemaire leadership team lead by Brian Lacour, Divisional President, John Sanchez, Regional Manager -South Texas, Ronnie Newton ,Regional Sales Manager - Central Texas, Robert Kasperlian Regional

Sales Manager - Dallas, Jerry Ehrhardt Regional Sales Manager - Houston, Jared Reddoch Regional Ops - Central/South and Ellen Holditch Regional Ops - Dallas/ Houston, would like to thank all the sponsors that helped make this event possible. Title Sponsor- Rheem Manufacturing and Owens Corning. Associate Sponsors- Resideo Honeywell Home.

Next dove hunt will be in 2026.



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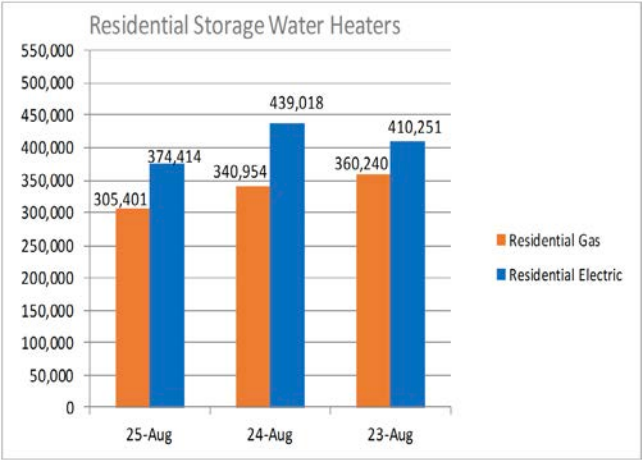
Houston NW.....713.466.6261	Texarkana.....903.832.3562	Waco.....254.751.7766
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Arlington.....817.652.3272	College Station.....979.774.5390	
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AHRI Releases August 2025 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for August 2025 decreased 10.4 percent, to 305,401 units, compared to 340,954 units shipped in August 2024. Residential electric storage water heater shipments decreased 14.7 percent in August 2025 to 374,414 units, compared to 439,018 units shipped in August 2024.

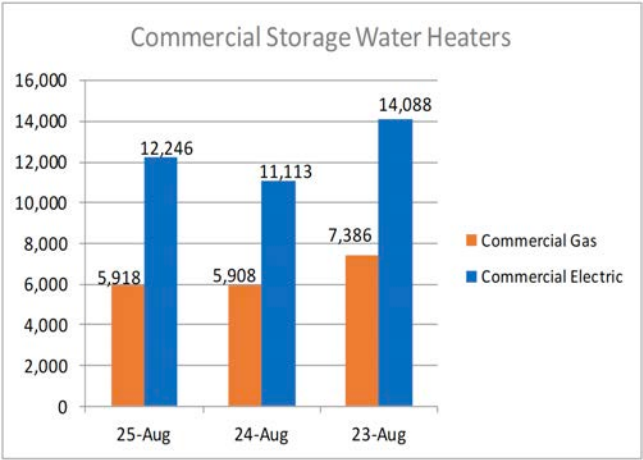


Year-to-date U.S. shipments of residential gas storage water heaters decreased 0.3 percent, to 2,855,704, compared to 2,863,496 shipped during that same period in 2024. Residential electric storage water heater shipments decreased 2.1 percent year-to-date, to 3,409,770 units, compared to 3,484,264 shipped during the same period in 2024.

Year-to-Date	Aug 25 YTD	Aug 24 YTD	% CHG. (From 2024-2025)	Aug 23 YTD
Residential Storage Gas	2,855,704	2,863,496	-0.3	2,876,179
Residential Storage Electric	3,409,770	3,484,264	-2.1	3,236,569

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased 0.2 percent in August 2025, to 5,918 units, compared to 5,908 units shipped in August 2024. Commercial electric storage water heater shipments increased 10.2 percent in August 2025, to 12,246, compared to 11,113 units shipped in August 2024.

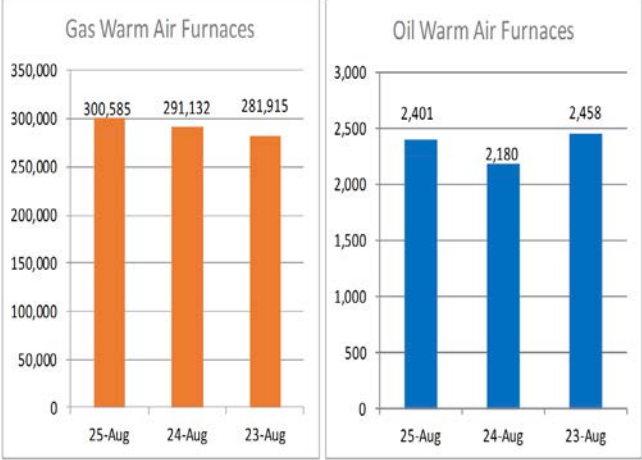


Year-to-date U.S. shipments of commercial gas storage water heaters increased 2.9 percent, to 59,569 units, compared to 57,906 units shipped during the same period in 2024. Year-to-date commercial electric storage water heater shipments increased 6.5 percent, to 113,690 units, compared to 106,760 units shipped during the same period in 2024.

Year-to-Date	Aug 25 YTD	Aug 24 YTD	% CHG. (From 2024-2025)	Aug 23 YTD
Commercial Storage Gas	59,569	57,906	+2.9	59,155
Commercial Storage Electric	113,690	106,760	+6.5	98,524

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for August 2025 increased 3.2 percent, to 300,585 units, compared to 291,132 units shipped in August 2024. Oil warm air furnace shipments increased 10.1 percent, to 2,401 units in August 2025, compared to 2,180 units shipped in August 2024.



Year-to-date U.S. shipments of gas warm air furnaces increased 10.3 percent, to 2,216,226 units, compared to 2,009,468 units shipped during the same period in 2024. Year-to-date U.S. shipments of oil warm air furnaces increased 9.9 percent, to 17,891 units, compared to 16,274 units shipped during the same period in 2024.

Year-to-Date	Aug 25 YTD	Aug 24 YTD	% CHG. (From 2024-2025)	Aug 23 YTD
Gas Warm Air Furnaces	2,216,226	2,009,468	+10.3	2,012,203
Oil Warm Air Furnaces	17,891	16,274	+9.9	11,447

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Insco Distributing Open House and Golf Tournament

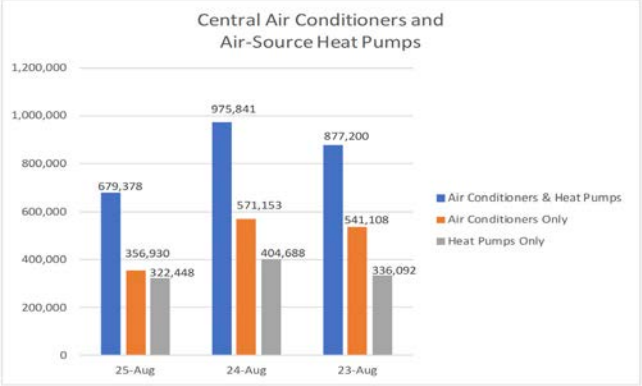
Insco Distributing held an Open House and Golf Tournament in El Paso TX on October 8th and 9th. The Open House was held at their store in El Paso and included a vendor fair and catered lunch. The Golf Tournament was held the next day on the 9th at the Butterfield Trail Golf Course also in El Paso. The Golf Tournament benefitted the Make-A-Wish Foundation, and one of the recipients of the gifts and her mother was in attendance. The child and her family received an all expenses paid trip to Disneyworld.



AHRI con't.

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 679,378 units in August 2025, decreased 30.4 percent compared to 975,841 units shipped in August 2024. U.S. shipments of air conditioners decreased 37.5 percent, to 356,930 units, compared to 571,153 units shipped in August 2024. U.S. shipments of air-source heat pumps decreased 20.3 percent, to 322,448 units, compared to 404,688 shipped in August 2024.



Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 10.6 percent, to 6,019,962, compared to 6,735,792 units shipped during the same period in 2024. Year-to-date shipments of central air conditioners decreased 16.3 percent, to 3,268,714 units, compared to 3,903,730 units shipped during the same period in 2024. The year-to-date total for heat pump shipments decreased 2.9 percent, to 2,751,248, compared to 2,832,062 units shipped during the same period in 2024.

Year-to-Date	Aug 25 YTD	Aug 24 YTD	% CHG. (From 2024-2025)	Aug 23 YTD
Air Conditioners & Heat Pumps Combined Total	6,019,962	6,735,792	-10.6	6,469,355
Air Conditioners Only	3,268,714	3,903,730	-16.3	3,783,265
Heat Pumps Only	2,751,248	2,832,062	-2.9	2,686,090

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

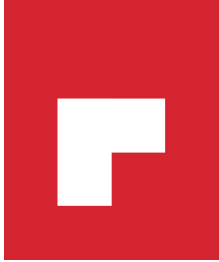
Size Description (000) BTUH	Month			Size Description (000) BTUH	YTD		
	2025 Total	% Change from 2024	2023 Total		2025 Total	% Change from 2024	2023 Total
Under 16.5	44,308	+0.2	34,028	Under 16.5	293,952	+11.5	240,437
16.5-21.9	61,021	-45.1	97,069	16.5-21.9	520,260	-33.6	776,431
22-26.9	122,878	-38.2	163,096	22-26.9	1,199,710	-15.7	1,273,000
27-32.9	93,856	-41.2	127,542	27-32.9	884,359	-15.2	984,022
33-38.9	141,274	-27.8	173,413	33-38.9	1,276,137	-4.3	1,278,632
39-43.9	47,881	-18.2	61,781	39-43.9	446,345	+0.8	445,145
44-53.9	73,847	-26.0	104,923	44-53.9	656,389	-2.8	710,153
54-64.9	67,718	-12.8	85,348	54-64.9	554,624	+1.3	569,269
65-96.9	8,752	-9.9	10,382	65-96.9	64,250	-12.8	71,645
97-134.9	7,240	-17.3	9,152	97-134.9	50,664	-19.7	55,428
135-184.9	5,260	-8.4	4,954	135-184.9	35,969	-12.6	33,461
185-249.9	2,669	-1.9	2,427	185-249.9	17,376	-7.7	13,041
250-319.9	1,461	-18.0	1,623	250-319.9	10,295	-25.5	9,621
320-379.9	317	-15.5	422	320-379.9	2,503	-17.2	2,215
380-539.9	297	-23.7	327	380-539.9	2,589	-16.9	2,389
540-639.9	232	-37.5	273	540-639.9	1,959	-19.4	1,851
640-799.9	102	-23.9	142	640 & Over	868	-18.5	805
800.0-899.9	54	+8.0	46	800.0-899.9	330	-25.0	388
900.0-999.9	92	+16.5	80	900.0-999.9	605	+7.5	465
1,000.0-1,199.9	44	-8.3	46	1,000.0-1,199.9	261	-18.4	282
1,200.0 & Over	75	-41.9	126	1,200.0 & Over	517	-30.1	675
TOTAL	679,378	-30.4	877,200	TOTAL	6,019,962	-10.6	6,469,355

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.
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Resideo Honeywell Home ElitePRO Launch Party

Resideo Honeywell Home held a launch party event for their new ElitePRO Smart Thermostats at TopGolf in Katy TX September 30th. The event had over 200 people in attendance. The new ElitePRO Smart Thermostat was introduced, and many of the Resideo staff were on hand to discuss and answer questions. After the presentations, the attendees were treated to lunch, drinks and golf at the Katy TopGolf location.



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HARDI

HARDI Distributors Report 0.5% Revenue Decrease in August

Columbus, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by 0.5% during August 2025.

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



Source: HARDI and CoMetrics

“We attribute the sales decline to cooling degree days being off by 10% and August 2025 had one less billing day than last year,” said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. “We estimate the sales growth was more than 4% 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 August was near 40 days during the first few years post Covid. This year and last the DSO has been a bit quicker at 37 days. We hope this means the customers are financially fit so paying their bills promptly instead of just having extra time on their hands,” said Loftus.

The chart illustrates the annual sales growth this year has remained near 4%. “Sales growth has been steady this year despite big declines of cooling degree days in many regions and economic headwinds in all, while navigating the A2L transition. The next challenge of the year is working off the excess inventory during the next few months. After these challenges, next year will be so much easier.”

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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Brad Hutchins with Leon's Electric and Plumbing from Schulenburg Texas wrangles a 44" Bull Red



Brad and Brett Hutchins with Leon's Electric and Plumbing of Schulenburg Texas catch of the day. Team sponsored by Mitsubishi Electric

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TACCA Greater Houston Annual Golf Tournament

TACCA Greater Houston held their Annual Golf Tournament at the Blackhorse Golf Club on Friday September 26th in Cypress TX. The 4-man scramble had a breakfast, raffle prizes, an awards luncheon and contests on the course. TACCA GH would like to thank the following sponsors: ACES, Johnson HVAC Distribution, Lennox for being main sponsors. They would also like to thank the following for sponsoring: Carrier, Century AC Supply, Sevice Nation, Hunton Distribution, Johnstone Supply and ACRISURE.



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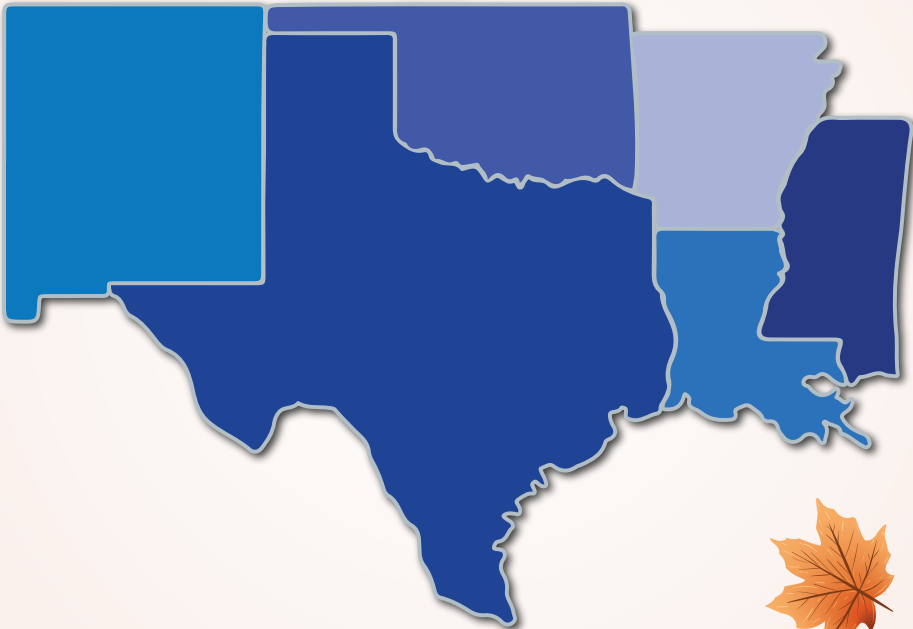
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NEWS

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ASHRAE Winter Conference Technical Program Now Live – Innovation, Resilience and Healthy Buildings Take Center Stage in Las Vegas

Register by October 31 to secure early bird pricing

Atlanta – The full technical program is now available for the 2026 ASHRAE Winter Conference, to be held January 31

– February 4, 2026, in Las Vegas, Nevada, with the AHR Expo running concurrently February 2–4 at the Las Vegas Convention Center.

Attendees can now explore the complete schedule via the ASHRAE 365 app or online and begin planning their custom conference agenda, including technical sessions, committee meetings, industry tours, award recognitions and networking events.

This year's conference will present 100+ technical sessions distributed across nine topical tracks, offering Professional Development Hours (PDHs) for participants. The tracks reflect the Society's focus on integrating new technologies and strategies, such as AI, energy resiliency and decarbonization, while advancing the fundamentals of HVAC&R design and operation.

"The ASHRAE Winter Conference is where ideas become action," said 2025-26 ASHRAE President Bill McQuade, P.E., CDP, Fellow ASHRAE, LEED AP. "It's a place for thought leaders, engineers, and practitioners to exchange knowledge, explore the future of building performance, and transform innovation into practical solutions. Attendees will leave not only with fresh technical insights, but also with the relationships and inspiration to move their projects forward.

Key sessions include:

- AI in Action: A Real-World Application of AI for Campus Energy Optimization (Seminar)
- Development of a Building Services Cybersecurity Profile (Workshop)
- Next-Generation Refrigeration Systems for

Supermarkets: Performance, Safety Requirements and Implementation Challenges (Panel)

- Human-Centered IEQ: Advancing Health and Performance in Modern Spaces (Seminar)

The ASHRAE Learning Institute (ALI) will also offer 21 courses, all approved for continuing education credits toward maintaining P.E. licensure. A highlighted addition is *Fundamentals of District Cooling System Design* (MENA), designed to engage practitioners in the Middle East, Africa, and Asia with region-specific content delivered in dual units (SI/IP).

Four additional new courses are being offered:

- *Laboratory Controls - Devices and Strategies for Proper Airflow*
- *Designing Residential Ventilation Systems to Meet ASHRAE Standard 62.2*
- *Demystifying Dehumidification: Designing Efficient and Effective HVAC Moisture Removal Systems*
- *Decarbonization Tactics: Making Buildings Grid-Interactive*

Several courses provide exam task content for ASHRAE Certifications.

In-person early bird registration to attend the 2026 ASHRAE Winter Conference is \$885 for ASHRAE members (\$1160 for non-members which includes a free one-year ASHRAE membership). Early bird registration discounts are available thru October 31. Individual and company virtual registrations are available.

For the full technical program, registration and additional information, visit ashrae.org/2026Winter.





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The HVAC Trailblazer Conference 2025

The HVAC Trailblazer Conference 2025 brought together over 200 HVACR industry leaders representing 100+ companies for two days of innovation, education, and connection. Held October 2–3 in North Texas, the event featured powerhouse keynotes from Matt Michel, Founder

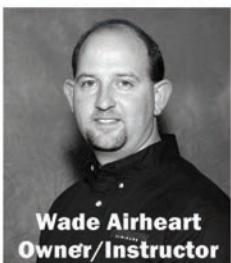
of Service Nation, and Billy Stevens, CEO of BillyGo and Sera Systems, along with 25 breakout sessions led by the best experts across the industry. With 40 exhibitors showcasing the latest HVAC technologies and business solutions, the conference delivered national-quality education at an

unbeatable price — designed to equip true trailblazers ready to lead change, embrace innovation, and redefine the future of HVAC. Packed with hands-on workshops, leadership insights, and valuable networking, the HVAC Trailblazer Conference empowered attendees to blaze their own trail.



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

Tulsa Lunch Meeting

No Schedule

OUBCC Mtgs

November 18, 2025 1:30 pm - 2:30 pm

Heat Pump Mtg

November 27, 2025 6:00 pm - 7:00 pm

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

Visit <https://mepo.org/cal/> for more dates.

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Coburn Supply Regional Leadership Transitions

Beaumont, TX – Coburn Supply is proud to announce the promotions of Matt Hebert and Jason Kolb to the position of General Manager. Matt will lead the company’s locations in Houston and East Texas, while Jason will oversee operations in South Louisiana, Mississippi, and Alabama.

Matt Hebert began his career with Coburn Supply in 1998 as a college student working part-time in the Beaumont, Texas warehouse. Over the years, he advanced to outside sales and later served as a Regional Manager. His dedication, deep understanding of our business, and commitment to his team have prepared him well for this next chapter of leadership.

Jason Kolb joined Coburn Supply in 2006 under the leadership of Scotty Daniels. Starting as the Baton Rouge Airline Delivery Manager, Jason later held roles in inside sales, outside sales, and as Branch Manager. Most recently, he served as Regional Manager, demonstrating a consistent record of growth, leadership, and a strong commitment to our customers and employees alike.

These promotions come as Jim Fuller and Scotty Daniels transition into new roles. They are two leaders whose impact on Coburn Supply and the industry cannot be overstated. Jim began his Coburn career in 1998 and

has been instrumental in shaping the company’s success. He helped launch the Marketing Department, established the distribution system still in use today, and served as Vice President of Sales before leading the Houston and East Texas regions. Jim has also played a key role in coordinating Coburn’s emergency response efforts during natural disasters. Scotty started with Coburn Supply in 1978 as a truck driver in Hammond, Louisiana. He later moved to the Baton Rouge Airline branch, working in counter sales and purchasing before becoming Branch Manager in 2003. Eventually, he was promoted to General Manager of South Louisiana, Mississippi, and Alabama. Most recently, Scotty was honored with the 2025 Coburn’s Spirit Award for his outstanding service and leadership.

Both Jim and Scotty have been not only exceptional leaders but also mentors whose influence will continue to shape Coburn Supply for years to come.

“We are so appreciative of Jim and Scotty for their dedication and their many contributions to Coburn Supply’s success. We also look forward to Matt and Jason taking the torch and leading their regions with the same passion and commitment,” said Michael Maloney, Executive Vice President of Coburn Supply.



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Government shutdown begins: What's next for HVACR contractors

The federal government shut down at 12:01 AM on October 1 after Congress failed to reach a funding agreement. While critical services like Social Security and mail delivery continue, the shutdown will likely disrupt contract payments, tax processing, and other federal services that many HVACR contractors rely on.

In March, Congress narrowly avoided a shutdown by passing a continuing resolution that funded the government through September. This time, lawmakers couldn't reach a similar agreement before the deadline, and the government has now entered its first shutdown since 2018.

How the shutdown affects HVACR contractors

For contractors working on federal projects, a shutdown could disrupt several aspects of your business:

- **Contract payments and invoicing will be delayed.** Federal payment offices operate with reduced staff during shutdowns, slowing invoice processing and payment timelines. Even fully funded contracts can face delays because fewer staff are available to process paperwork.
- **Project timelines could stall.** If your contract requires federal facility access or oversight from furloughed government personnel, work may need to pause until the shutdown ends.
- **Tax return processing will slow.** If you haven't received your refund yet or filed for an extension (the deadline without penalties is October 15), expect delays. The IRS maintains limited operations during shutdowns, which means slower refunds and processing of tax-related documents.
- **SBA loan approvals are on hold.** The Small Business Administration typically stops processing new loan applications during shutdowns, limiting access to working capital.
- **Workforce development programs may pause.** Federal funding for apprenticeship

programs and workforce training initiatives could face delays.

• **Federal rulemaking pauses.** Any pending regulatory actions — including those related to energy efficiency programs or equipment standards — will be delayed until the government reopens.

What you should do now

If you have federal contracts or depend on federal services, take these steps to protect your business:

- **Contact your contracting officer immediately** for guidance on how the shutdown impacts your current or upcoming projects. Each contract may be handled differently based on its funding source and requirements.
 - **Review your contracts for stop-work clauses** and prepare for possible delays in project schedules and payment processing.
 - **Submit any outstanding invoices as soon as possible** to get them into the payment queue before offices become unavailable.
 - **Communicate with customers** about potential delays in federal rebates, tax credits, or other incentive program processing.
 - **Monitor your cash flow closely** and consider whether you need to adjust payment terms with suppliers or access credit lines to manage potential payment delays.
- What's next**
- There's no clear timeline for how long the shutdown will last. ACCA is monitoring the situation closely and will provide updates as negotiations continue. Contractors should prepare for potential disruptions and maintain open communication with customers, suppliers, and contracting officers.
- For questions or to stay informed, contact ACCA's Government Relations team at govt@acca.org.*
- First published by ACCA HVAC BLOG*

ACCA announces ANSI Public Review for proposed ACCA 5 QI, HVAC Quality Installation Manual

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 ACCA 5 QI, HVAC Quality Installation Specification, as a new American National Standard.

The 45-day ANSI public review period started on October 10 with a comment deadline of November 24, 2025. The proposed standard is unchanged from ANSI/ACCA 5 QI – 2015, for the purpose of regaining its ANSI designation as a new standard.

ACCA 5 QI contains minimum requirements for properly designing, installing, testing, and commissioning HVAC installations

for residential and light commercial applications. Developed by a broad coalition of industry stakeholders, the standard identifies consensus requirements associated with quality installations, acceptable procedures for measuring or verifying the attainment of those requirements, and acceptable forms of documentation to show compliance with the requirements.

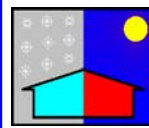
A public review form for comments with a link to the above standard has been posted on the ACCA website.

For more information, please contact Kate Wessels, ACCA vice president of communications, marketing, and partnerships at kate.wessels@acca.org or 703-824-8864.

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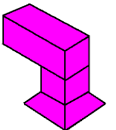


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