



Air Conditioning TODAY



JANUARY 2026

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Record Attendance at HARDI's 2025 Annual Conference as HVACR sets the "Gold Standard"

Columbus, OH – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) concluded 2025 with its largest Annual Conference to date. Held December 8-11 in Las Vegas, NV, the event welcomed over 2,200 attendees, including over 600 wholesaler representatives from 192 companies, 67 Solution Center exhibitors, 37 unique member sponsors, and a sold-out Booth Program featuring over 260 suppliers and manufacturers.

"The record-setting engagement of our distributor members at the end of a less-than-perfect year for the HVACR channel is indicative of their focus, drive, and aggressiveness that we believe will propel a strong 2026," said Talbot Gee, HARDI CEO. "Our objectives were clear this year to address and learn from a challenging 2025 and focus on solutions and strategies to ensure wholesale distribution is the greatest driver of a 2026 resurgence."

"We announced over \$1.5 million in new Advocacy, Talent, and Market Intelligence investments this week all designed to take wholesale distribution's value to new heights, and if this week's attendance and consultation schedules with our Talent and Market Intelligence teams are any indication, our Board nailed those investments."

The conference featured dynamic keynotes from former U.S. Ski Team member and author Molly Bloom, financial expert and professor Peter Ricchiuti, motivational speaker and author Kevin Brown, organizational leader, speaker, and author Peter Sheahan, and an appropriate Las Vegas style finale with "Amazement Artist" and magician Jon Petz.

"Our keynote speakers were carefully selected to bring fresh perspectives and challenge conventional thinking," said



Allison Greene, HARDI Marketing Director. "They were dynamic, engaging, and complemented by more than 30 breakout sessions led by HARDI's expert staff and trusted speaking partners. Together, the program balanced big-picture ideas with practical, industry-specific insight — from market analysis and regulatory compliance to navigating interest rate pressures, tariffs, shifting consumer demand, and the expanding scope of customer services."

Awards and Recognitions

HARDI honored several individuals and member organizations at the event whose unique achievements exemplify the association's mission and make exceptional contributions to the HVACR wholesale industry:

- **Voice of Distributor Award:** Kerri Cupp, DiversiTech Corporation
- **Lifetime Achievement Award:** Ruth Ann Davis, Williams

- **Market Intelligence Pillar Award:** mSupply
- **Talent Pillar Award:** R.E. Michel Company, LLC
- **Advocacy Pillar Awards:**
 - Craig Wallace, Johnstone, The Wallace Group
 - Ryan Kalmbach, Johnstone, The Orion Group
- **LATAM Distributor Award:** American Refrigeration Supplies, Inc.
- **LATAM Strategic Sponsor Awards:** NAVAC Inc, NuCalgon and Chemours

HARDI also celebrated 10 years of partnership with Homes for Our Troops, an organization devoted to providing support for at-need veterans. To-date in 2025, HARDI member companies have raised over \$200,000 for the organization, with additional donations being made by attendees at the event.

Twenty-two participants also graduated at the conference from HARDI's Emerging Leaders program, a three-year initiative equipping future HVACR executives with essential leadership skills.

HARDI also recognized outgoing Board Chair Loran Liu of Standard Supply and outgoing Supplier Director DeWight Wallace of Nu-Calgon. The association elected Lauren Roberts of cfm Distributors as incoming Board Chair, and re-elected Steve Roe of Heating & Cooling Supply and Jeff Mingledorff of Mingledorff's Inc. to second terms as Directors. HARDI additionally welcomed new Director John White of American Refrigeration Supplies and new Parts & Supplies Manufacturer Director Jeff Underwood of RectorSeal.

Looking Ahead

The 2026 HARDI Annual Conference will be held December 7-10 in San Diego, CA.

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Johnson HVAC Distribution Open House



Pictures on page B2.

Johnstone Supply South Texas Customer Appreciation Week



Pictures on page B4.

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GM Envolv VP Ian Hucker to deliver keynote at Green Truck Summit during Work Truck Week® 2026

Explore the evolution of multi-stage commercial vehicles, including powertrains and technology

Farmington Hills, Mich. — Ian Hucker, vice president of GM Envolv, will present the keynote address at Green Truck Summit, the commercial vehicle technology conference that kicks off Work Truck Week® 2026 on March 10. His keynote will delve into the ongoing evolution of multi-stage commercial vehicles, including advances in vehicle design, powertrains, connectivity and equipment integration.

Work Truck Week 2026 runs March 10–13, 2026, at the Indiana Convention Center in Indianapolis. More Than a Trade Show®, it encompasses Green Truck Summit, The Work Truck Show®, 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.

Green Truck Summit is held at JW Marriott Indianapolis, which is attached to Indiana Convention Center.

For more information and to register, visit worktruckweek.com/greentrucksummit. Contact NTEA (info@ntea.com or 248-489-7090) with any questions. Work Truck Week early bird registration deadline is Feb. 13, 2026.



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P.O. Box 311776 New Braunfels, Tx. 78131-1776
(830)708-5646
www.ac-today.com
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Mitsubishi Electric Trane HVAC US Showcases Growing Suite of Heating and Cooling Solutions During AHR Expo 2024

All-electric, all-climate heat pump systems and ancillary products provide comfort and control today, while ensuring a cleaner and healthier tomorrow

Suwanee, Ga.— Mitsubishi Electric Trane HVAC US LLC (METUS), a leading supplier of Ductless and Ducted Mini-split and Variable Refrigerant Flow (VRF) heat pump and air-conditioning systems, will showcase a robust lineup of all-electric heat pump solutions and supplementary products at the 2024 AHR Expo. The annual event will take place Jan. 22-24 at the McCormick Place Convention Center in Chicago.

Designed for life, inside and out, all-climate heat pumps provide unparalleled energy efficiency through their ability to vary capacity based on the heating or cooling requirements of a space.

“All-climate heat pumps are revolutionizing the HVAC market,” said Mark Kuntz, chief executive officer, Mitsubishi Electric Trane HVAC US. “The integration of our all-climate heat pumps, with their enhanced efficiency, wide operating temperature range and reduced carbon emissions, marks a crucial step towards sustainable and environmentally-friendly heating and cooling.”

Residential HVAC solutions on display

METUS will showcase these residential products at AHR:

- **Deluxe Wall-mounted H2i sumo™ System** is our latest (coming late in 2024) most feature rich system. The Deluxe is a wall-mounted indoor unit connecting to the H2i sumo outdoor unit. This wall-mounted unit is wireless enabled for our kumo cloud app and features Dual Barrier Coating, Dual Barrier Fusion and Triple Action Filtration with a PM 2.5 filter. The H2i sumo™ outdoor units provide 100% heating capacity at -10° F, and produce heating even with ambient outdoor temperatures as low as -22° F. These units offer year-round comfort even in extremely cold climates.

- **Multi-position air handlers** can serve a larger zone, like an entire floor, and are much more efficient than furnaces or boilers. They eliminate the need for a gas line or flue vent. Air handlers are completely hidden and may use shorter duct runs for maximized energy efficiency.

- **intelli-HEAT™ Dual Fuel System** consists of an exterior heat pump to replace an air-conditioner condenser and an interior a-coil installed on an existing furnace. The award-winning smart solution improves air-conditioning efficiency on hot days and determines the best source of heat – electric or gas – on cold days, so the HVAC system runs at peak efficiency and comfort.

- **Premier Wall-mounted System**, our most versatile wall-mounted ductless solution offers a wide range of applications with sizes from 6 to 24 KBTU/H. The MSZ-GS is compatible with Mitsubishi Electric's single-zone and multi-zone heat pumps or the H2i@ systems. Its counterpart, the MSY-GS, is a single-zone air conditioner for climates where heating is not necessary.

- **Ported multi-zone outdoor unit** is a M-Series multi-zone outdoor unit offering a seven-system line-up to choose from, ranging between 20,000 and 42,000 BTU/H. The ported multi-zone is available as a heat pump as well as a hyper-heating heat pump.

- **Residential Controllers** will be displayed, including kumo touch™, a wall-mounted wireless controller featuring an intuitive touchscreen interface. kumo cloud@ will also be featured. The mobile app puts enhanced control of home heating and cooling right at homeowners' fingertips. They can adjust a room's temperature, set schedules, manage zones, view alarms and connect with their contractor, all from their smart device. The Simple Ductless Wired (SDW) remote controller, suitable

for multifamily applications, will also be featured. It features programmable presets with 7-day scheduling. The dual setpoint auto changeover and advanced installer setup options can be used to adjust settings to fit the needs of each user. Users can select their preferred humidity level with the new Auto-DRY function, which helps regulate the moisture level of the indoor air.

According to METUS' Heat Pumps & Homeowners Index, 63% of American homeowners surveyed have heard of the Inflation Reduction Act (IRA) and 54% ranked government

incentives as one of their top three reasons for considering installing a heat pump. In trying to simplify homeowners' transition toward sustainable HVAC systems, METUS has introduced a new integration for its heat pumps with SPAN. IO, INC. (SPAN), maker of the leading smart electrical panel. The collaboration between these award-winning category leaders is anticipated to accelerate household electrification and energy efficiency.

SEE MITSUBISHI PG.6



The Condensate Management Experts

Innovation Driven By The Field
Since day one, iFLO Pro has been at the forefront of innovation in the HVAC industry, establishing itself as the go-to expert in smart condensate management. What sets iFLO Pro apart isn't innovation for innovation's sake—it's innovation driven directly by the voices, challenges & real-world needs of contractors & technicians in the field.

As the industry continues to evolve, so do the applications where reliable condensate management is required. Listening closely to our customers has led us to expand the iFLO Pro ecosystem with **new SKUs designed for specific system types, environments & installation scenarios** — ensuring that contractors have the right solution for every job, not a one-size-fits-all workaround.

Introducing The All-New iFLO Mini

One of the most exciting product launches debuting at AHR is the **brand-new iFLO Mini**.

Designed specifically for **mini-splits, water-source heat pumps, PTACs, VTACs, cassettes & other compact or space-constrained systems**, the iFLO Mini brings the same intelligent, automated condensate management contractors trust — now in a smaller, purpose-built form factor. It addresses a growing segment of the market where traditional drain-line solutions often fall short, helping prevent clogs, reduce callbacks & protect equipment across a wider range of installations.

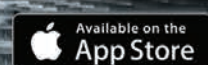
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Commercial HVAC solutions on display

METUS will highlight these commercial products at AHR:

- **CAHV Heat Pump** provides high demand hot water for commercial applications like hotels and multi-family housing. Whether used as a central hot water source in hotels or multi-family dwellings, the CAHV Heat Pump also supplies space heating capabilities, like radiant heating in occupied spaces or other applications such as pool heating.
- **Heat2O® Heat Pump Water Heaters** are designed to produce high-volume domestic hot water for commercial facilities in any climate. All-electric, energy-efficient and environmentally friendly, Heat2O uses a natural CO2 refrigerant with a global warming potential (GWP) of one and an ozone depletion potential of zero.
- **Hybrid VRFTM** is the world's only two-pipe hybrid variable refrigerant flow (HVRF) system that heats and cools different zones simultaneously while using water instead of refrigerant in occupied spaces. HVRF systems can be tailored to fit many use requirements and are utilized in a wide variety of applications requiring individual settings such as hotels, offices, hospitals, multi-family dwelling, schools and senior living facilities.
- **s-MEXT Precision Cooling** helps keep sensitive information safe and secure from heat and humidity and is the ideal application for small-to-medium-sized data rooms. s-MEXT's split cooling package consists of the indoor high-precision unit connected to a P-Series outdoor unit. s-MEXT controls temperature and relative humidity with pinpoint accuracy, even in wide thermal variations.
- **Commercial Controllers** will be displayed, including

kenza cloudTM, a controls solution for light-to-medium commercial spaces where a central controller is unnecessary, but cloud access for monitoring and basic control is required. Also on display will be Trane

METUS subject matter experts to serve as featured speakers

During the AHR 2024 Expo, Kimberly Llewellyn, senior product manger for emerging markets, Karen McGunagle, business unit sales manager, and Michelle Robb, senior director of growth experience will present two different sessions, as follows:

- During **The Decarbonization Countdown: What's in Store for Commercial HVAC Systems**, Llewellyn and McGunagle will highlight the top sustainability changes on the horizon for commercial HVAC contractors and provide guidance as they join in on the decarbonization movement. The 60-minute session will take place from 12:30 p.m. to 1:30 p.m. on Wednesday, Jan. 24. The session is hosted by Women in HVACR, a premier organization focused on connecting and growing women in the industry both professionally and personally.
- During the **Go Electric to Grow Your Business** panel, Robb will speak alongside Rewiring America about consumer demand for heat pumps and how contractors can seize the opportunity electrification rebates provide to grow their businesses. This session will take place from 11:00 a.m. to 12:00 p.m. on Monday, Jan. 22.

Attendees of the world's largest industry trade show for HVAC professionals can see demonstrations of METUS products and speak directly with experts at booth S7177. Additional product information on the complete suite of METUS HVAC solutions can be found at <https://www.mitsubishicomfort.com/>.

AHRI to Participate in AHR Expo

Offer Educational Sessions and Directory Tutorials

AHRI is a proud co-sponsor of the 2026 AHR Expo, which is the world's largest HVACR marketplace event, hosting more than 1,800 exhibitors and 50,000 attendees annually.

AHRI will be on hand at booth C2302 in the Las Vegas Convention Center, providing the latest information and insight into association and industry matters. AHRI staff and industry partners have also organized free educational sessions covering topics such as 2026 federal and state regulatory activity, environmental product declarations, U.S. refrigerant policy, and more.

A detailed description of each hour-long session is available here. Click here for the most up-to-date list of education sessions.

AHRI will also be offering personalized Directory tutorials during the AHR Expo. If you are an authenticated AHRI Directory user (i.e. with login privileges) representing an Original Equipment Manufacturer (OEM) in the AHRI Certification Program, you are invited to sign up! Bring your laptop and your Directory usage or data upload questions and benefit from a private, in-person session for up to 5 participants per session (from the same OEM). These sessions will be offered in Room N106. Click here to register for a time slot.

If you do not have a technical question that warrants a tutorial but still want to discuss the Directory, AHRI Director of Product Management & Data Services Alison Andrews will plan to visit you at the Expo! To schedule a time for her to visit, email AAAndrews@ahrinet.org

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National Technical Institute Expands with Second Houston Campus

Enrollment Now Open - New Southeast location broadens access to fast-track career training to meet growing demand for skilled trades in Houston

Las Vegas - National Technical Institute (NTI), a state-approved trade school with campuses in Las Vegas, Phoenix, and Houston, is expanding its reach in Houston with the opening of a second campus in the Southeast located in the South Belt / Ellington area. **Enrollment is now open** for classes beginning the week of November 24 at the new location, which offers fast-track training programs in HVAC, plumbing, and electrical.

Building on the success of its Northwest Houston campus in the Fairbanks / Northwest Crossing part of Houston, the expansion reflects a growing demand for skilled trades training and NTI's commitment to helping more individuals prepare for stable, high-demand careers in industries essential to the region's future. NTI Houston campuses are located at:

- Southeast Houston campus - South Belt / Ellington area - 13027 Gulf Commerce Dr. Suite A, Houston, TX 77034

- Northwest Houston campus - Fairbanks / Northwest Crossing area - 9001 Jameel Rd, Houston, TX 77040.

NTI has built its reputation on making trade education accessible and affordable with streamlined programs that prepare students for careers in as little as 12-16 weeks. Certificate programs can be completed through in-person classes or hybrid training with NTI's Fusion Training

Program, which combines online coursework with a strong focus on lab learning. Students can choose weekend or weekday tracks, with morning or evening classes to accommodate work schedules and family commitments.

"The demand for skilled trades is stronger than ever, and this new campus allows us to make education in the Houston area more accessible," said Ryan Woodward, CEO of NTI. "Our goal is to ensure that anyone in the local region who wants to build a better future has the opportunity to do so."

Supporting Students from Training to Career

To support both Houston campuses, NTI has appointed Felicia Hines as Career Services Advisor. With over 22 years of workforce development experience, Hines brings deep expertise in employer engagement and job placement. She previously served as Director of Employment Services at SERJobs, where she built strategic employer partnerships and led workforce programs.

"Career services is critical to our students' success," said Hines. "My role is to ensure that when students complete their training, they have a clear pathway to employment. With the current demand for skilled trades workers, we're connecting our graduates to employers who are actively looking to hire."

Texas Faces Critical Labor Shortage

The need for skilled labor in Texas is critical. Currently, 76-78% of contractors report difficulty filling positions, particularly in specialized trades. This shortage is leading to significant project delays, with mid-sized commercial projects now routinely including 3-4 weeks of additional scheduling time due to labor availability issues. Factors contributing to the problem include limited investment in career and technical education.

A New Generation Chooses Trades

At the same time, career preferences are shifting dramatically. According to a July 2025 survey by Resume Builder, 42% of GenZers are currently working in or pursuing a blue-collar or skilled trade job, including 37% of those who already have a bachelor's degree. Their top motivations include avoiding crushing student debt and reducing the risk of being replaced by AI in white-collar roles.

What sets NTI apart is its focus on practical, job-ready training, designed for both career starters and those looking to upskill.

Prospective students interested in enrolling at NTI's new Southeast or Northwest Houston campus can visit NTItraining.com/Houston call (346)200-4833 or email info@ntitraining.com to learn more about program options.

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Product News

ESAB to Showcase Leading Edge Brazing, Welding, Cutting and Gas Control Solutions at AHR Expo 2026

North Bethesda, MD – HVAC and MRO professionals are invited to explore ESAB's full suite of brazing, soldering, welding, heating, cutting and gas control equipment at Booth #C7345 during the 2026 AHR EXPO in Las Vegas, February 2 - 4, 2026, Las Vegas Convention Center. Attendees can experience live demonstrations and hands-on access to ESAB's most advanced technologies designed to boost productivity, safety, and performance.

TurboTorch: Faster Brazing, Better Results

Live demonstrations will feature TurboTorch air-fuel torches, including the popular Extreme™ line of self-lighting torches. Their Air Swirl Technology creates a "wrap around" flame effect that heats pipe more evenly and up to 40% hotter than competitive air-fuel torches. This higher heat drastically reduces labor time and fuel consumption.

For contractors who favor MAP-Pro gas and oxygen, the TurboTote Portable Welding & Brazing Kit features a heavy-duty storage bag engineered for durability and enhanced storage capacity, allowing users to organize and transport tools and gas cylinders.

TurboTorch will also feature its Nitrogen Purge Kit, a vital tool for preventing the



formation of oxidized particles that can flake off and flow through an HVAC system, potentially damaging bearings and fouling system filters. The purge kit includes the G-Series nitrogen regulator, which features an easy-to-adjust, color-coded knob.

"The transition to A2L refrigerants such as R-32 and R-454B significantly increases the emphasis on the mandatory and rigorous application of standard best practices, especially for purging, due to the refrigerant's 'mildly flammable' classification," notes Henderek.

Exhibiting Innovations

ESAB portfolio of solutions for HVAC contractors includes:


- **Pressure/Flow Hybrid Regulators.** The Victor EDGE™ 2.0 ESS32 PFH-580 is designed for three common HVAC applications: brazing, purging and pressure testing. With its hybrid design, this regulator combines flow and pressure regulation functions in a single device.
- **Portable Gas Outputs.** Victor Tote Outfits feature an ergonomic molded plastic case that balances the outfit and features

compartments for oxygen and acetylene cylinders, filler rods, welding tips, safety goggles and hoses. For work in tight spaces, choose the compact (6") J-APT handle option.

- **Battery Welders.** Powered by DEWALT® FLEXVOLT® batteries, the Renegade VOLT offers a maximum welding output of 150A on battery power and enables welding in locations without primary power. It is a more affordable alternative to engine drives and eliminates the time and cost with dragging hundreds of feet of heavy and expensive welding cables and extension cords.


- **Easy-to-Use Welders.** In synergic welding mode, the Rogue™ EM 190 PRO inverter-based MIG welder speeds set-up time and promoting weld quality. Users simply select the wire type, diameter and shielding gas, and the machine can automatically set and maintain optimized welding parameters.

- **Plasma Cutting Flexibility.** At 35.3 lbs., the new Thermal Dynamics Cutmaster® 50+ plasma cutter provides portability and the power to pierce and cut of 5/8 in. metal. For switching between manual and mechanized cutting, order the Cutmaster 50+ with the MechPak option for easy connection of CNC mechanization controls.



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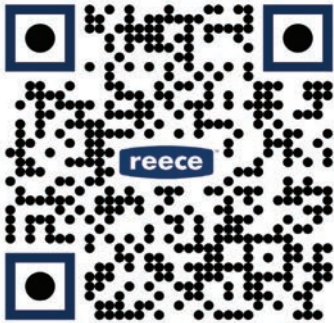
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From ADAS to AI: Work Truck Week® 2026 Educational Program Tackles the Industry's Latest Topics

Session lineup covers trends, technology, professional development and more

Farmington Hills, Mich. — More than a Trade Show®, Work Truck Week® 2026 combines a packed exhibit hall with three days of commercial vehicle industry training and education. Sessions range from the entry-level Work Trucks 101, Introduction to Towing and Trailer Dynamics, and Getting Started with Fleet Management to those designed to help vocational vehicle veterans take their skills and knowledge to the next level, covering topics like ADAS implementation, fleet carbon accounting, advanced principles of fleet management and artificial intelligence.

Work Truck Week 2026 runs March 10–13, 2026, at Indiana Convention Center in Indianapolis. It encompasses The Work Truck Show®, Green Truck Summit, NTEA Annual Meeting with keynote speakers, 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, North America's largest work truck event, is produced by

NTEA — The Work Truck Association. Register at worktruckweek.com.

The 2026 Work Truck Week educational program equips companies with strategies to strengthen operations and prepare for what's ahead. A mix of in-depth Special Sessions and shorter breakouts are divided into eight tracks: Advanced Fuels & Vehicle Technology, Chassis Update, Dealership Training, Fleet Management, Government Regulations & Advocacy, Market Data & Industry Trends, Vehicle Design & Certification and Workforce Development.

"Whether you're a fleet operator, transportation manager, truck dealer, upfitter or distributor, Work Truck Week can help you grow professionally, stay on top of industry trends and improve your operation," says Jennifer Mitchell, NTEA senior director of content development. "In an industry that is constantly evolving, the Work Truck Week educational program offers an unmatched opportunity to learn from the best and brightest about the topics that matter to your success."

Difficult Comps Leading to Weak Unitary Sales

By Grace Helser

In the past 3 months through October, manufacturer sales of air conditioners and air source heat pumps have declined by 47 percent and 31 percent, respectively. Distributor sales of these products, while disappointing overall, have performed moderately better than manufacturer volumes. Distributor sales of air conditioners over the past 3 months through October are currently at -29% growth, and air source heat pumps are growing at a rate of -19%. Due to strong equipment demand through the end of 2024 on both the sell-in and sell-through sides, year-over-year growth trends through the end of 2025 will be increasingly challenged.

Beyond visibly weaker end-market demand this year, the efficiency mix of products sold by distributors suggests that consumers are increasingly cost-conscious and likely to choose base efficiency systems. Looking at the efficiency mix of air conditioner products sold by HARDI distributors, there has been a relative step back in the percentage of higher efficiency systems sold compared to this time last year. On a rolling, 3-month average basis,

the share of AC sales that were 15 SEER or higher was 59 percent in October 2024. In contrast, through October 2025, the share of AC sales above 15 SEER in October 2025 was 46% - a 13-percentage point decrease in share. Encouragingly, this trend is not visible on the ASHP side, where there is a clear and distinct shift away from base SEER products being sold, with the largest segments being 15 SEER and 17+ SEER ASHPs sold through the channel.

Despite numerous challenges and weaker end-market demand, the transition to A2L products continues on. Through the month of October, distributor sales of A2L products come closer to 100% of the market, with only 9% of current sell through volumes being R-410A products.

Distributors interested in seeing how the market unfolds in real time are encouraged to contact Grace Helser to join the Unitary Market Program. Participating distributors currently have access to the new dashboards and can see real-time sales trends like those above and in greater detail.

First published by HARDI DATA DRIVE NEWSLETTER December 2025



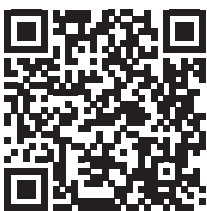
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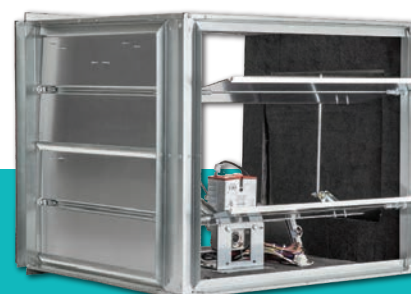


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Top 25 Most Influential HVACR Educators & Trainers of 2026!

Presented by HVAC Excellence & TruTech Tools

The HVACR industry is powered by innovators, mentors, and champions who show up every day to teach, train, and elevate the next generation of skilled professionals. Today, we honor those leaders, the educators and trainers whose passion fuels careers and transforms classrooms, labs, wholesalers, job sites, and online communities.

A few weeks ago, HVAC Excellence and TruTech Tools asked the HVACR community to help spotlight the industry’s most impactful instructors. The response was overwhelming. Thousands of nominations poured in, each one a testament to the incredible influence these educators have on students,

apprentices, technicians, and the future of our workforce.

And now, the moment has arrived...Introducing the 2026 Top 25 Most Influential Instructors/Trainers (Alphabetical Order)

- Wayne Blackwell, Pickens Technical Center
- Patrick Butler, Professor Butler (TikTok)
- Leon Charnetski, CMHE, Northeast Wisconsin Technical College
- Brynn Cooksey, Sr. *, CEM, CMS, HVACU, LLC
- Nichole Curl, Chadwell University
- Patrick Finley, Commercial Kitchen Chronicles

- Jim Fultz*, Copeland/White-Rodgers
- Aaron Gibson, Rheem Canada
- David Harrell, HTPG
- Ed Janowiak, ACCA
- Justin Kidwell, Daikin Comfort Technologies
- Rick Kincell, Coburns Supply
- Joseph Kloke, CMHE, Waubensee Community College
- Matthew Lemaster, University of Arkansas – Pulaski Technical College

- Marc Lopez, Friedrich Corporation
- Jennifer Manzo, HVA-Chicks Coalition
- Crystal Naegle, UA Local 525
- Christopher Peterson, UA Local 44
- Scott Sharrett, Fieldpiece
- Ivan Smith, Intellitec College
- Aaron Tevebaugh, Johnstone Supply
- Kati Theurer, CSME, Jefferson College
- Brandon Thomas, UA Local 598
- Bobby Tyner, Central Carolina Technical College
- Dave Whitten*, UA Local 26

Celebrating Excellence in Education

These individuals represent the very best of HVACR instruction. They are content creators, curriculum leaders, educators, trainers, and technical mentors who devote their expertise to strengthening programs and preparing a work-ready, future-focused workforce.

Their contributions are shaping training labs, elevating standards, reducing skill gaps, and inspiring countless students to pursue meaningful, high-demand careers.

We also extend our gratitude to all nominees, whose dedication continues to transform the industry every single day.

A Special Recognition

As a token of appreciation, each honoree’s name will be printed on the back of a commemorative 2026 conference t-shirt, courtesy of TruTech Tools. These shirts will be distributed to attendees of the 2026 National HVACR Education Conference being held March 22–25, 2026, in Las Vegas, Nevada.

Dallas Getting a New Americas Headquarters From a Global Company

Dallas, TX- Bosch Home Comfort — which specializes in heating and cooling help — is putting a new regional hub in North Texas, according to a statement from David Budzinski, deputy CEO and Americas president.

“As part of our long-term strategy to grow our presence in the U.S. and continue driving innovation in the HVAC industry, we are moving forward with plans to establish a new Americas headquarters in Dallas,” Budzinski said. “Dallas is a tremendous market for talent, and this site will help fuel our advancement.”

The company already has a training facility in Irving, which will continue to operate as usual.

The Dallas region continues to attract investments from companies around the country and the world, drawn by its expanding workforce, central U.S. location, economic environment and other factors. For example, Ariat International, a California boot company, is investing over \$70 million in its regional headquarters in Fort Worth, while Google plans to spend nearly \$1 billion to add to its existing data center campus in Midlothian.

First published by the Dallas Morning News

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Johnson Controls to Showcase Innovative Building Technology Solutions and Celebrate Milestone Anniversaries at 2025 AHR Expo

- Booth 2101 will highlight innovative commercial and residential HVAC, data center, controls and software solutions that add value at every stage of a building's lifecycle
- The company will celebrate 140th anniversary of Johnson Controls and the 150th anniversary of the iconic YORK® brand

Milwaukee – Johnson Controls, the global leader for smart, healthy and sustainable buildings, will showcase its comprehensive portfolio of innovative HVAC and building technologies at the 2025 AHR Expo (Booth 2101) from Feb. 10-12 in Orlando, Florida, while celebrating the company's 140th anniversary and the 150th anniversary of its iconic YORK® brand. The company's booth will demonstrate how its strategic partnerships with distributors, contractors and business owners – combined with industry-leading technologies and services – deliver optimal outcomes across every stage of a building's lifecycle.

Meeting evolving efficiency goals and maximizing building performance

As expectations for built environments continue to evolve, distributors, contractors and building owners are looking for solutions that help drive efficiency and meet decarbonization targets while delivering enhanced experiences for occupants and driving long-term value.

- The next-generation YORK® YMAE Air-to-Water Inverter Scroll Modular Heat Pump is a high-efficiency, future-ready HVAC decarbonization solution for commercial and institutional buildings that want to minimize

their environmental impact. The modular YORK® YMAE is available in 2-pipe and 4-pipe configurations and can be configured with as many as 32 modules in a single control array, making it highly flexible to serve a wide range of applications. Variable-speed, inverter scroll compressors with enhanced vapor injection (EVI) technology efficiently widens the YMAE operating map, allowing it to provide water temperatures up to 130 degrees F (55 degrees C) at low ambient conditions of 0 F (-18 C).

Delivering reliable comfort and peace of mind for cold climates

Residential and light commercial heat pump adoption is rising, driven by new regulations, incentives like the Inflation Reduction Act and up to 40% energy savings compared to older, low SEER systems. Booth 2101 will feature the latest Johnson Controls residential and light commercial heat pump technologies.

- The cold climate-compatible YORK® HH8 Side-Discharge Heat Pump features variable-speed technology and can deliver approximately 70% heating capacity at 0 F. This sustainable residential solution has been optimized for use with low global warming potential (GWP)

refrigerant R-454B and qualifies for the Energy Efficient Home Improvement Credit (25C).

- From Johnson Controls-Hitachi Air Conditioning, the new airCore 700 with HeatForce is an ENERGY STAR® certified cold-climate heat pump for light commercial and residential applications. With HeatForce technology, it offers 100% heating capacity at 5 F and 70% heating capacity or greater at -13 F, meeting most cold region climate rebate and incentive requirements.

Simplifying compliance

In response to the American Innovation and Manufacturing (AIM) Act, Johnson Controls is helping industry professionals adapt to the low-GWP refrigerant transition with innovative, A2L-ready technologies, including refrigerant detection systems (RDS) for leak detection, mitigation and regulatory compliance.

- Available within the company's Ducted Systems Solutions App, the new Refrigerant Detection System (RDS) Calculator is a first-of-its-kind tool. After entering details about a job, such as refrigerant volume, supply air discharge height and total area being conditioned, the calculator provides contractors with an immediate report confirming if an RDS is required for A2L equipment. This

ensures an installation is compliant with current regulations without requiring contractors to complete complicated calculations.

- The new, plug-and-play PENN® System 550 is a user-friendly modular electronic control solution that fulfills temperature, humidity and/or pressure control needs. It's the first of its kind to include A2L refrigerant leak sensing and mitigation functionality and optional two-way cloud connectivity, providing a complete solution to meet A2L refrigerant regulations.

"With a long history of innovation, Johnson Controls has helped shape the evolution of buildings while leading the way to the future. We're engineering ground-breaking technologies that drive efficiency and help meet both the decarbonization goals of today and the sustainability targets of tomorrow," said Schlitz. "Johnson Controls empowers companies to continually enhance value by optimizing utilization, improving occupant comfort and health, protecting people and assets, driving efficiency gains, enhancing productivity and increasing long-term savings. That is the true power of partnership."

To learn more, visit Johnson Controls at the AHR Expo in booth 2101.



Next Generation Whole-Home Dehumidifiers

The Honeywell Home Whole-Home Dehumidifier is built to last through real-world conditions with innovative features that make it the ideal solution for reliable, efficient moisture control.

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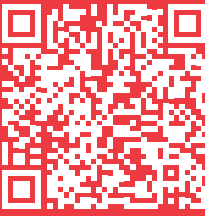
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It's On My Heart: New Business Climate

Business has changed, and we're all feeling it. Today's consumers expect speed — they won't wait for appointment confirmations, billing questions, or service updates. During the pandemic, instant gratification became the norm, and that expectation didn't go away. AI can help meet this demand, providing 24/7 support while letting customers easily reach a human during office hours. The technology is improving every year, learning your business and industry to serve your customers better.

Consumers also have more time at home — an extra three hours each day on average — which they spend researching products and services online. They read reviews, check recalls, and look for ways to ensure they get the best results. This makes **5-star reviews critical**. Encourage your employees to ask for reviews at every "moment of truth," and consider incentives like a prize wheel or paid time off to reward their efforts.

Another shift is in how

people search. ChatGPT and other AI tools are becoming the go-to for information, replacing traditional search engines. Even I used ChatGPT to create a roadmap for HVAC and plumbing companies earning \$1–3M/year, and it delivered actionable insights we can apply immediately.

Q1 — FOUNDATION (STOP LEAKS) Months 1–3

1. BASELINE & CLARITY

- Normalize P&L
- Set KPIs & scorecard
- Peer group engagement

2. PRICING & GROSS MARGIN

- Flat-rate validation
- GM targets by dept
- Tech pricing confidence

3. SERVICE DEPARTMENT CONTROL

- Standard service call flow
- Tech scorecards
- Weekly service huddles

Q1 Outcome:

- ✓ Margins stabilize
- ✓ Performance variance shrinks

Q2 — GROWTH ENGINE (BUILD THE

FLYWHEEL) Months 4–6

4. MAINTENANCE AGREEMENTS

- Simple MA offers
- Tech & CSR scripting
- MA tracking weekly

5. SALES/ REPLACEMENT PROCESS

- Options-based selling
- Close-rate expectations
- Ride-along coaching

6. MARKETING ROI & CALL HANDLING

- Top 3 lead sources
- CSR booking discipline
- Cost per booked call

Q2 Outcome:

- ✓ MA base +10–20%
- ✓ Higher close rates, better lead conversion

Q3 — PROFIT & PEOPLE (REMOVE BOTTLENECKS) Months 7–9

7. INSTALL PROFITABILITY

- Install GM review
- Checklists & scope control
- Callback reduction

8. PEOPLE & ACCOUNTABILITY

- Clear leadership roles
- KPIs by role

- Weekly leadership check-ins

9. OWNER DELEGATION

- Delegate top 5 owner tasks

- Decision rights clarity
- Reduce daily firefighting

- ✓ Install stops bleeding
- ✓ Owner no longer the bottleneck

Q4 — SCALE & LOCK IT IN Months 10–12

10. SYSTEM REFINEMENT

- Fix weakest department
- Improve onboarding & training

11. STRATEGIC PLANNING

- Next-year revenue & profit goals

- Staffing & truck plan
- Intentional budget

12. BENCHMARK & STANDARDIZE

- Compare to Month 1
- Lock SOPs & habits
- Set Year-2 priorities

Q4 Outcome:

- ✓ Predictable operations
- ✓ Scalable foundation



Jim Hinshaw

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

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

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

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

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!"

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WHERE MOST COMPANIES LAND AFTER 12 MONTHS

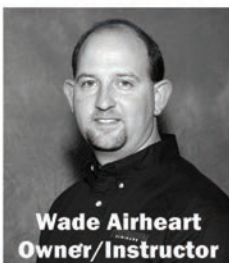
- Revenue: +15–30%
- Net Profit: 10–15%+
- Strong MA base
- Consistent tech performance
- Owner working on the business

The takeaway: adapt to these new expectations by providing fast, reliable service, leveraging AI to support your team, and making reviews a priority. Those who embrace these changes will stand out in today's competitive home service market.

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Canada Adjusts Tariff on Steel, Adds Tariff on Steel Derivatives

Effective December 26, 2025, tariff rate quotas for countries that do not have a free trade agreement with Canada will be reduced from 50 percent to 20 percent of 2024 levels, with over-quota volumes continuing to face a 50 percent surtax. Tariff rate quotas for countries that have a free trade agreement in force with Canada will be reduced from 100 percent to 75 percent of 2024 levels, with over-quota volumes continuing to face a 50 percent surtax. Canada will continue to honor its existing USMCA exemption for goods from the United States and Mexico from this requirement.

Also effective December 26, 2025, Canada is adding 25 percent tariffs on the full value of listed steel derivative products from all countries. This measure will apply initially to a list of steel derivative products produced in Canada, and the list may be periodically updated to reflect changes in market conditions. The initial list is expected to apply to more than \$10 billion in steel derivative imports. The list has not yet been released.

Canada is also extending its deadline for companies to apply for an exclusion from its counter-tariffs on U.S. steel used for manufacturing, processing, food and beverage packaging, or agricultural production to January 31, 2026. The exception of goods used for the manufacturing of automobiles, auto parts, and aerospace products from the steel tariff will be continued. Companies can apply for exclusions from the aluminum tariff beyond January 31, 2026.

First published by AHRI Update December 11,2025

Friedrich’s Floating Air™ Ductless Mini Split and Kühl® Inverter Heat Pump Lines Selected as Good Housekeeping 2026 Home Reno Award Winners

Leading HVAC company earns consecutive recognition for innovative product design, precision inverter heat pump technology & premium comfort

San Antonio, TX - Friedrich Air Conditioning, the leading manufacturer of premium room air conditioners, announced today that its Floating Air™ Ductless Mini-Split and Kühl® Inverter Heat Pump lines have been named winners in Good Housekeeping’s 2026 Home Reno Awards. Following a rigorous evaluation process by engineers, product experts, and consumer testers, Friedrich continues to strengthen its reputation as a leading innovator in energy-efficient heating and cooling solutions, setting the standard for home comfort through durable, high-quality HVAC design.

Across Select, Pro, and Pro X series, Friedrich’s Floating Air™ line leverages the brand’s legacy of precision engineering and innovation to deliver high-performance ductless solutions. Designed to meet the needs of a wide range of residential and light commercial applications, the line includes both single and multi-zone systems. Powered with a Precision Inverter® compressor for fast ramp-up, homeowners will benefit from consistent heating and cooling, alongside long-term energy and cost savings, ensuring reliable performance and comfort year after year.

Backed by a legacy of industry firsts, the Kühl® and Kühl®+ lines represent the evolution in connected room air conditioning. As the first to introduce heat pump technology

and built-in Wi-Fi connectivity for room air conditioners, Friedrich continues to lead with solutions that redefine durability, efficiency, and smart control. Featuring Precision Inverter® and Soft-Start™ technology for quiet, efficient operation without energy spikes at startup, Kühl offers a smarter, more sustainable alternative to traditional units in a sleek, commercial-grade package. With smart home integration, ENERGY STAR® certification across most models, and special units earning ENERGY STAR® Most Efficient 2025, Kühl sets a new benchmark for durable, connected, and energy-saving comfort.

“With a long-standing history of innovation dating back to 1883, Friedrich has continuously set new standards in room air solutions for homeowners and businesses alike,” said TJ Wheeler, senior director of Friedrich. “We value organizations like Good Housekeeping that put our products to the test, connecting Friedrich’s expertise with both industry professionals and consumers. Being recognized for the second consecutive year reinforces the quality, efficiency, sustainability, and durability that lies at the heart of every Friedrich product.”

For more information about Friedrich’s Floating Air™ Ductless Mini Split and Kühl® Smart Room Air Conditioner lines, please visit <https://www.friedrich.com>.

Happy New Year!



- Lance & Kayla

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HARDI

HARDI Distributors Report 1.0% Revenue Decline in October

Columbus, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors decreased by 1.0% during October 2025.

The annual sales growth for the 12 months through October 2025 is an increase of 3.5%.



“Heating season got off to a slow start with the 1% sales decline, but it was a difficult comparison,” said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. “Five of our seven regions had double-digit sales growth during October of 2024 after the trail of damage left by hurricanes Helene and then Milton.”

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 October was near 38 days. That is comparable to the pace we saw one year ago.” said Loftus. “The top line growth could inspire concerns about economic vitality, but that is offset by the steady payment timeline by HARDI customers.”

The annual sales growth rate of HARDI distributors has remained near 4% during 2025, or about flat in units, while monthly shipments declined by about 20% during June, July and August, before the 33% collapse during October. “Distributor inventories remain elevated after the flattish demand this year,” said Loftus. “The ordering pause has allowed the Sales-to-Inventory ratio to begin to recover, but it remains well below pre-Covid normal levels.”

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.

Robertshaw Powers Up AHR Expo with Cutting-Edge Controls and Seamless Integration

Itasca, IL – Robertshaw, a leading name in climate control solutions, is gearing up for the 2024 Chicago AHR Expo in Booth S7736, January 22-24. Prepare to witness a powerhouse lineup of advanced thermostats, versatile ignition modules, and precision-engineered components, all designed to elevate your HVAC/R game. Here are the latest products we will be featuring at the show:

Pro Series Thermostats: Get smarter comfort with the RS9423T’s dual-fuel compatibility and wireless heat pump adjustments, or take control from anywhere with the RS10421T’s Wi-Fi and smartphone app. Both boast sleek designs and effortless programming.

Universal Ignition Modules: One module, endless possibilities. These powerhouses integrate seamlessly across HVAC systems, delivering robust performance, onboard diagnostics, and industry-leading safety.

680 Series Flame Sensors: Experience plug-and-play perfection with precision-engineered sensors for specific models. Guaranteed functionality and Robertshaw’s trusted support give you peace of mind.

Ranco Digital Controllers: Master low and medium-temp refrigeration with these intelligent controllers. Dual voltage, simple programming, and remote monitoring empower you to take control.

Uncover Retro-Refrigeration’s Relevance: Join Robertshaw’s Peter Greisinger on Jan 23 at 11:15 AM in Theater D for a fascinating exploration of classic cooling principles reimaged for the modern era.

Visit Robertshaw in Booth S7736 to experience the future of climate control with reliable, efficient, and intelligent solutions for residential and commercial applications.

Also visit robertshaw.com for more information.

Johnson HVAC Distribution Open House

Johnson HVAC Distribution held an Open House at their Corpus Christi TX location on Wednesday December 17th from 11-1. The Open House had a vendor fair, BBQ lunch and raffle prizes. The Grand Prize was a 65" 4K Smart TV. The event was very well attended.



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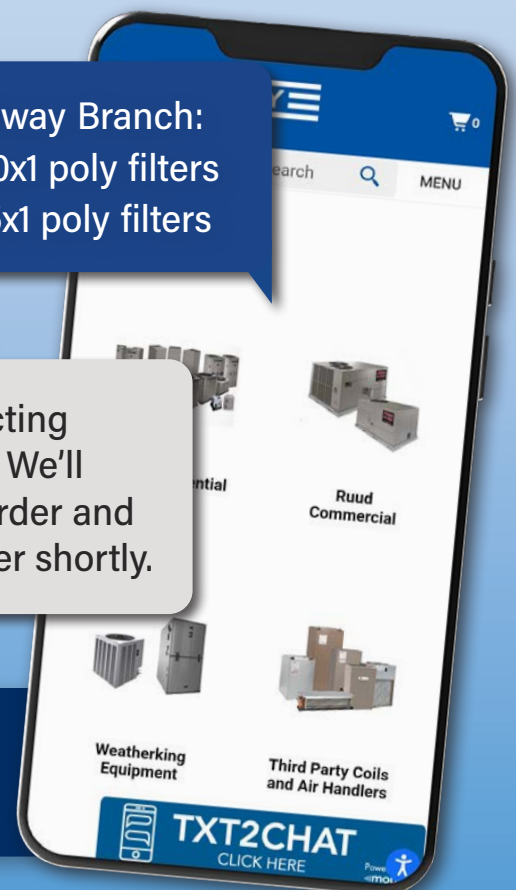
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Johnstone Supply South Texas Customer Appreciation Week

Johnstone Supply South Texas held their annual Customer Appreciation Week starting on Monday December 1st and going through Friday December 5th. The lunchtime events had a catered lunch, vendor fair and door prizes. The stores that hosted were Laredo, La Feria, Pharr, Brownsville and Corpus Christi. The entire week was very well attended.



Rheem® Launches “Engineered for Life” Brand Evolution and Celebrates a Century of Excellence at 2025 AHR Expo

Rheem®, Eemax®, Friedrich®, HTPG®, IBC™, Nordyne® and Raypak® Feature Sustainable, Groundbreaking Solutions at Booth 2343

Atlanta – Celebrating a century of excellence, innovation, and ingenuity, Rheem®, a leader in the water heating and HVAC/R industry, with manufacturing facilities in 88 countries, will showcase the culmination of 100 years of engineering at the 2025 AHR Expo. Rheem’s family of 50 global brands — including Rheem Heating & Cooling, Rheem Water Heating, Eemax®, Friedrich®, HTPG®, IBC™, Nordyne®, and Raypak® — will present a range of dependable, cutting-edge, and environmentally friendly product options designed for commercial and residential use.

At Rheem’s booth, 2343, show attendees can join in the festive atmosphere, while enjoying giveaways and discovering a range of product solutions ideal for many applications. Rheem will also host a number of on-trend discussions within the booth from commercial advancements and engineering for new regulations to the latest on heat pumps and decarbonization. Moreover, visitors to the booth can learn about Rheem’s sustainability achievements, including attaining zero-waste-to-landfill status and training more than 600,000 plumbers, contractors, and key influencers on sustainable products and practices.

Additionally, at AHR Expo, Rheem representatives will be featured in two educational panel sessions:

- **“The Wide World of HVAC/R: New Motivations, EPA Regulations and Mapping the Path Forward”** on Tuesday, Feb. 11 at 2:30 p.m.: Rheem’s Vice President of Government Affairs Karen Meyers will delve into future predictions of HVAC/R.
- **“Understanding Business Opportunities Based on Your Region”** on Wednesday, Feb. 12 at 10 a.m.: Rheem’s Vice President of Residential Business Development, U.S. Air Conditioning, Randy Roberts will share perspectives on the push surrounding multi-trade contracting for businesses in North America.

Products on display include:

Rheem Heating & Cooling:

Residential:

Rheem® Endeavor® Line Prestige® Series Universal Heat Pump (RD18AY): The Rheem® Endeavor® Line of Heat Pumps offers a versatile, high-efficiency solution for any home, delivering reliable comfort season after season.

Rheem® Endeavor® Prestige® Series Gas Furnace (R98MV): The EcoNet® enabled Rheem® Endeavor® Line Prestige® Series R98MV Gas Furnace is designed to offer top-tier efficiency and performance.

Rheem® Classic® Plus iR Packaged Gas Electric (RGEAYC): The Rheem® Classic® Plus iR Packaged Gas Electric RGEAYC unit combines efficiency, durability, and advanced technology for superior year-round comfort.

Commercial:

Rheem® Renaissance™ Packaged Units: Designed with direct field input with features that make install, maintenance, and service easier, the entire Renaissance™ Commercial HVAC Line boast industry-common footprints and connections, eliminating the need for curb adapters in most replacement scenarios, resulting in labor and materials cost savings for building owners.

Rheem Water Heating:

Residential:

Rheem® ProTerra® Hybrid Electric Heat Pump Water Heater: Recent enhancements to the award-winning line of Proterra® Hybrid Electric Heat Pump Water Heaters have significantly reduced installation time.

Rheem® 50-Gallon Maximus® Condensing Tank Water Heater: Powerful enough to deliver dependable hot water with unmatched efficiency, the 50-Gallon Maximus® is an eco-friendly

water heating solution that offers energy cost savings and a reduced carbon footprint

Rheem® IKONIC™ Condensing Tankless Gas Water Heater: The ENERGY STAR® certified Rheem® IKONIC™ Condensing Tankless Gas Water Heater provides continuous hot water, energy savings and the industry’s most comprehensive warranty.

Commercial:

Rheem® IKONIC™ Commercial Tankless: Releasing in 2025, the new Rheem IKONIC™ Commercial Tankless Water Heater will stand tall as the brand’s flagship offering in the commercial sector.

Rheem® Triton® Family: The Rheem® Triton® family of high efficiency commercial gas water heaters are the right solution to spec for any size business.

Eemax:

Eemax® LavAdvantage™: LavAdvantage™ tankless electric water heater is designed to fit a variety of fixed and variable flow applications and can deliver endless hot water to a single fixture or multiple fixtures.

Eemax® Accumix™ II Cutaway: The AccuMix™ II tankless electric water heater is designed for handwashing solutions in public-use lavatories. All models feature an integrated ASSE 1070 mixing valve and are factory set not to exceed 105 degrees Fahrenheit.

Rheem’s family of brands is proud to return to the AHR Expo to continue strengthening its relationships with customers, suppliers and contracting partners while commemorating 100 years within the industry.

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

2026 HARDI Southwest Regional Conference Registration is now open!



Early bird tickets are available for purchase through February 28th!

Our event page allows you to register for the event and contains a link to book your stay at **Margaritaville Lake & Resort** at our negotiated room rate. As always, our special rate is available a few days before and after the event if you are interested in extending your stay. **Our negotiated rate is available until Tuesday, May 22, or until the group block is sold-out, whichever comes first.**



Important dates:

Last Day for Early Bird Registration: February 28, 2026

Last Day to Book Special Room Rate: May 22, 2026

Last day for registration refund (less \$50 processing fee): May 23, 2026



Please note, only one hospitality ticket is required for each manufacturer's rep and vendor. If you have multiple people attending from your company, please coordinate with your team to determine who will be purchasing the hospitality ticket. If you are a sponsor, you are not required to purchase a hospitality ticket. Please contact Matt Hoover (matt@gunderassociates.com), Ken Schreiber (kens@centuryac.com), or Brett Ryder (bvryder@johnsonsupply.com) for questions regarding sponsorship opportunities.



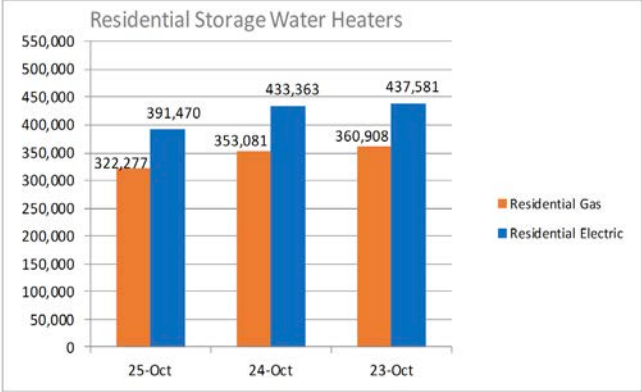
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AHRI Releases October 2025 U.S. Heating and Cooling Equipment Shipment Data

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for October 2025 decreased -8.7 percent, to 322,277 units, compared to 353,081 units shipped in October 2024. Residential electric storage water heater shipments decreased -9.7 percent in October 2025 to 391,470 units, compared to 433,363 units shipped in October 2024.

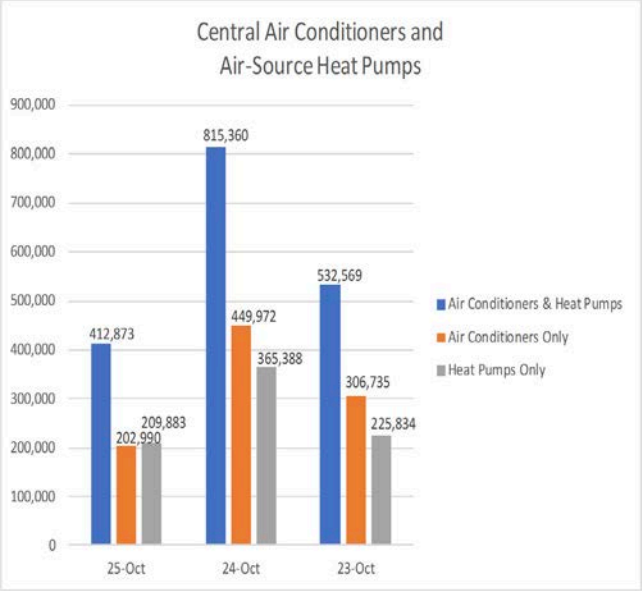


Year-to-date U.S. shipments of residential gas storage water heaters increased +0.2 percent, to 3,515,428, compared to 3,507,500 shipped during that same period in 2024. Residential electric storage water heater shipments decreased -2.0 percent year-to-date, to 4,196,444 units, compared to 4,282,564 shipped during the same period in 2024.

Year-to-Date				
	Oct 25 YTD	Oct 24 YTD	% CHG. (From 2024-2025)	Oct 23 YTD
Residential Storage Gas	3,515,428	3,507,500	+0.2	3,585,860
Residential Storage Electric	4,196,444	4,282,564	-2.0	4,065,044

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 412,873 units in October 2025, decreased -49.4 percent compared to 815,360 units shipped in October 2024. U.S. shipments of air conditioners decreased -54.9 percent, to 202,990 units, compared to 449,972 units shipped in October 2024. U.S. shipments of air-source heat pumps decreased -42.6 percent, to 209,883 units, compared to 365,388 shipped in October 2024.

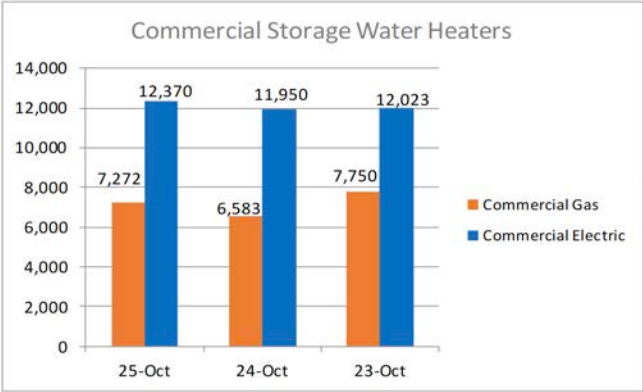


Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased -17.7 percent, to 6,961,815, compared to 8,455,008 units shipped during the same period in 2024. Year-to-date shipments of central air conditioners decreased -23.4 percent, to 3,734,995 units, compared to 4,873,899 units shipped during the same period in 2024. The year-to-date total for heat pump shipments decreased -9.9 percent, to 3,226,820, compared to 3,581,109 units shipped during the same period in 2024.

Year-to-Date				
	Oct 25 YTD	Oct 24 YTD	% CHG. (From 2024-2025)	Oct 23 YTD
Air Conditioners & Heat Pumps Combined Total	6,961,815	8,455,008	-17.7	7,765,225
Air Conditioners Only	3,734,995	4,873,899	-23.4	4,551,330
Heat Pumps Only	3,226,820	3,581,109	-9.9	3,213,895

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased +10.5 percent in October 2025, to 7,272 units, compared to 6,583 units shipped in October 2024. Commercial electric storage water heater shipments increased +3.5 percent in October 2025, to 12,370, compared to 11,950 units shipped in October 2024.



Year-to-date U.S. shipments of commercial gas storage water heaters increased +4.1 percent, to 73,390 units, compared to 70,514 units shipped during the same period in 2024. Year-to-date commercial electric storage water heater shipments increased +7.2 percent, to 138,830 units, compared to 129,544 units shipped during the same period in 2024.

Year-to-Date				
	Oct 25 YTD	Oct 24 YTD	% CHG. (From 2024-2025)	Oct 23 YTD
Commercial Storage Gas	73,390	70,514	+4.1	73,140
Commercial Storage Electric	138,830	129,544	+7.2	122,423

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	26,469	-28.4	21,429	Under 16.5	347,233	+2.7	290,406
16.5-21.9	42,521	-57.7	63,574	16.5-21.9	614,457	-38.9	928,930
22-26.9	77,619	-59.3	95,092	22-26.9	1,381,121	-23.7	1,514,698
27-32.9	55,089	-57.3	71,246	27-32.9	1,007,671	-23.1	1,162,200
33-38.9	81,916	-43.5	105,687	33-38.9	1,459,064	-11.5	1,531,896
39-43.9	27,961	-48.8	38,651	39-43.9	509,896	-9.1	536,234
44-53.9	43,012	-41.6	58,015	44-53.9	761,745	-8.8	858,264
54-64.9	37,275	-37.1	52,389	54-64.9	645,560	-4.1	694,424
65-96.9	6,708	-23.1	9,079	65-96.9	79,233	-13.0	91,573
97-134.9	5,427	-24.6	7,670	97-134.9	62,959	-18.9	71,291
135-184.9	4,108	-15.1	4,726	135-184.9	45,323	-11.1	43,279
185-249.9	2,196	+0.2	1,975	185-249.9	22,192	-3.9	17,286
250-319.9	1,339	-4.6	1,722	250-319.9	13,181	-20.6	12,994
320-379.9	330	-4.1	345	320-379.9	3,196	-14.6	3,014
380-539.9	319	-3.6	334	380-539.9	3,203	-17.4	3,046
540-639.9	270	+8.4	279	540-639.9	2,539	-15.4	2,391
640-799.9	96	-23.2	135	640 & Over	1,065	-21.1	1,042
800.0-899.9	44	-18.5	40	800.0-899.9	420	-24.1	480
900.0-999.9	80	-25.2	40	900.0-999.9	763	+3.0	574
1,000.0-1,199.9	26	-48.0	29	1,000.0-1,199.9	322	-24.4	339
1,200.0 & Over	68	-27.7	112	1,200.0 & Over	672	-26.9	864
TOTAL	412,873	-49.4	532,569	TOTAL	6,961,815	-17.7	7,765,225

Notes and FAQs

Industry data is aggregated from the information supplied by AHRI member companies that participate in the Statistics Program and can be subject to revision. Published year-to-date data is inclusive of all revisions. No other AHRI data (e.g., by state or region) is available to the public other than that published. AHRI does not conduct any market forecasting and is not qualified to discuss market trends. BTUHs of 64.9 and below are for residential units; 65.0 and above for commercial.

For previous monthly shipment releases and historical data, please see <http://www.ahrinet.org/statistics>.

- How do my colleagues subscribe to the report?** Go to <http://www.ahrinet.org/statistics> and click on Subscribe.
- What is considered a shipment?** A shipment is defined as when a unit transfers ownership; a consignment is not a transfer of ownership.
- Does this data represent shipments to the United States only or are shipments outside of the United States included?** This data represents shipments to customers that are sold within the fifty United States and District of Columbia, whether produced domestically or imported.
- Do you provide U.S. data by state?** No, that data is not available publicly.
- Is historical data available in Excel?** No, reports are only available in the format of their original release.
- Is data available in a different format?** The only format available is provided on the website.
- Does the December YTD data equal a full calendar year?** Yes, it does.
- Can I purchase additional industry data from AHRI?** No, AHRI statistical data is not for sale.
- Does AHRI provide information for academic research purposes?** No, AHRI is not authorized by our members to provide information other than what is listed on our website.
- How much of the industry does the data represent?** Although we cannot get into specifics about how much of the industry the data represents, in general, AHRI is one of the largest trade associations in the nation, representing more than 300 heating, water heating, ventilation, air conditioning and commercial refrigeration manufacturers within the global HVACR industry. AHRI's 300+ member companies account for more than 90 percent of the residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment manufactured and sold in North America.
- Where can I find the definitions for the products included in this report?** Download product definitions for monthly shipment reports [here](#).
- 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.

CALENDAR OF EVENTS

MEPO OF OKLAHOMA, INC.

We are a non-profit trade association in the State of Oklahoma. We work to give our members the tools they need to succeed in the Air Conditioning, Heating, Refrigeration, Electrical and Plumbing Industries.

OK City Monthly Meeting

January 14, 2026 11:30 pm - 1:00pm

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

Tulsa Lunch Meeting

No Schedule

OUBCC Mtgs

January 20, 2026 1:30 pm - 2:30 pm

Heat Pump Mtg

January 29, 2026 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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If you would like to join MEPO the Association in Oklahoma that addresses Business Development, Codes and Licensing issues that effect your lively-hood

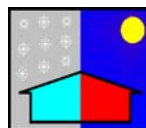
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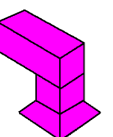


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