



T Air Conditioning TODAY



MARCH 2026

www.AC-Today.com | Serving the HVACR and Plumbing Industries Since 1986 | Vol. 40, No 3

Mini Split March

JB Industries, Mueller Streamline, NuCalgon, Neuco and Tecumseh AHR Event



Pictures on page B6.

RGF's Contractor Appreciation Event in Las Vegas



Pictures on page B8.

GREE Tradewinds Cocktail Party at AHR



Pictures on page B8.

Air Conditioning Today Celebrates 40 Years in Publication

Established in 1986, Air Conditioning Today is celebrating its 40th Anniversary this year. Beginning with a lady by the name of Mary Redmond as its 1st publisher, she grew the Texas based newspaper from a fledging startup serving the wholesale air conditioning industry, into a publication that covered not only Texas, but the 4 surrounding states of Louisiana, Oklahoma, Arkansas & New Mexico.

After 14 years under Ms. Redmond's leadership, two individuals joined the publication, each with 24 years' experience, respectively, in the air conditioning trade and newspaper industry. Joe and Janice Eaton assumed the duties of publishing the newspaper later in 2000 when Ms. Redmond married and wanted to spend more time with her husband.

Building on what Ms. Redmond had already established, the Eaton's continued to work with wholesale distributors for



advertising and editorial content. The two continued to grow the paper in size, staff and reach with over 21,000 readers across the 5 states. After 15 years of continuous market penetration, another individual presented the Eaton's with an opportunity to retire.

With many years of experience in the building trades, Mr. Lance Lackey began working with the Eaton's in August of 2014, immersing himself in the daily operations

of the paper. After about 6 months, he assumed the responsibilities of publisher. An additional 11 years has elapsed since, with Mr. Lackey growing the paper even larger by including the state of Mississippi.....now covering Texas and the "five" surrounding states. Air Conditioning Today also has added a Google based website that grows in readership each month.

The dedication, drive and growth of the wholesalers and contractors in this industry has helped propel our trade into one of the largest industries in the world. Here in our Southwest market, we are the largest contributor to that industry in the United States. Air Conditioning Today is proud to be the voice in our region. We hope this publication has helped provide an avenue and resource to help contractors and distributors succeed and prosper.....from this paper's beginnings in 1986 to the present day in 2026. HAPPY 40TH ANNIVERSARY!

Coburn's HVAC Elite Dealer Meeting



Pictures on page B2.

Century AC Supply RUUD Dealer Meeting



Pictures on page B5.

INSIDE

- Consultants' Corner 9,21
- Calendar B10
- Product News 10,17,B10
- Focus Section B10
- HARDI News B2



PSRST STD
U.S. POSTAGE
PAID
AC TODAY LLC

Air Conditioning Today, Inc.
P.O. Box 311776
New Braunfels, TX 78131-1776
CHANGE SERVICE REQUESTED

Check here if your address has changed. Print the corrected address and mail to the return address above. Or you may fax to (830)627-0614 or e-mail to llackey@ac-today.com

Filter King Opens Manufacturing and Distribution Facility in Dallas, Texas

Miami - Filter King LLC, a leading U.S. manufacturer of HVAC air filtration products, announced the opening of a new manufacturing and distribution facility at 9755 Clifford Drive Suite 100, Dallas, Texas 75220. The 44,000-square-foot facility significantly expands Filter King’s production and logistics capacity and enables 24-hour shipping to customers throughout Texas and surrounding states.

The Dallas location marks Filter King’s 3rd manufacturing and distribution facility opened in 13 months, joining operations in Miami, Florida, Las Vegas, Nevada, and Bethlehem, Pennsylvania. This rapid expansion reflects Filter King’s ability to execute geographic growth at scale while maintaining speed, quality, and operational consistency. The facility is expected to create up to 100 jobs over the next three years.

“This is a major step toward our next-day delivery goal. With our new footprint, we can now reach approximately 85% of the U.S. population with next-day service,” said Rick Hoskins, Founder and CEO of Filter King. “Locating production near major population centers allows us to improve delivery times, reduce lead times.”

Texas, with a population exceeding 30 million, represents one of the largest and most competitive HVAC markets in the United States. The Dallas-Fort Worth metroplex, home to more than 8 million residents, positions Filter King to better serve customers across the South-Central region with faster delivery times and increased product availability.

Accelerating Commercial Growth

The Dallas facility supports continued acceleration in Filter King’s growing commercial business, which serves commercial and industry partners such as property management companies, hotels, condominiums, schools, government facilities, and HVAC service providers nationwide.

“From 2024 to 2025, revenue from commercial accounts grew by 180%, driven in part by our ability to provide same-day or next-day delivery to major population centers,” stated Geoff Green, Chief Financial Officer of Filter King. “Our commercial customers value our ability to deliver any filter size needed — standard or custom — when and where it’s needed.”

For more information, visit www.filterking.com.

The Publisher of Air Conditioning Today, AC Today LLC, does not assume responsibility of statements made in press releases or by advertisers, and reports the opinions as expressed by suppliers, wholesalers, state agencies, trade organizations, manufacturers and individuals as quoted.

Reprinting or other duplication of articles is not permitted without prior written permission from the editor of Air Conditioning Today.

Serving the HVAC/R Industry Since 1986
 P.O. Box 311776 New Braunfels, Tx. 78131-1776
 (830)708-5646
www.ac-today.com
Publisher AC Today
Editor & Ad Director Lance Lackey
llackey@ac-today.com

ACES AC Supply	B12
AC Today	B5
Attic Tent.....	22
CE South Texas.....	B11
Century A/C Supply	B4
Century HVAC Distributing.....	4
Coburn Supply	10
Comfortstar	11,B3
Construction Data.....	17, 22
Coastal HVAC Supply.....	19
Duct Saddles	B10
Elite Software.....	B10
FISSCO HVAC	5
Gemaire.....	B7
HARDI Southwest Conf.....	21
iFlow Pro	14
InSCO Distributing	24
Johnson HVAC Dist	15
Johnstone Supply Houston	9, B1
Johnstone Supply South Texas.....	7
Johnstone Supply.....	20
McDaniel Metals	17
Mitsubishi.....	8
Pipe Prop	9
Pro Lift	22
REECE	23
RGF Environmental.....	12-13
Robert Madden Ind	4
Shearer Supply	16
TACCA Greater Houston.....	6
Transtar AC Supply.....	2
United AC Supply	B2
Zebra Instruments.....	18



TAILORED TO YOUR CUSTOMER'S NEEDS.

CONCORD equipment is US manufactured by ALLIED AIR - a LENNOX company.



New Dealer Program

Become a CONCORD dealer today and earn up to \$15K!

Find out more on how to become a CONCORD dealer by emailing us at csmith@transtaracsupply.com



These mini splits are perfect for heating or cooling compact areas such as individual rooms or for enhancing your existing system when installing or extending ductwork isn't feasible.



Store Locations

VISIT OUR WEBSITE FOR MORE INFORMATION
www.transtaracsupply.com

I-10
 10814 East Freeway
 Houston, TX 77029
 713-671-0114

1960
 10509 FM 1960 W
 Houston, TX 77070
 281-890-2108

ALVIN
 225 West Coombs Drive
 Alvin, TX 77511
 281-585-2600

AIRLINE
 4315 Airline Drive
 Houston, TX 77022
 713-681-9787

BRENHAM
 1700 Buchanan Street
 Brenham, TX 77833
 979-830-5056

GULF FREEWAY
 8485 Gulf Freeway
 Houston, TX 77017
 713-920-2222

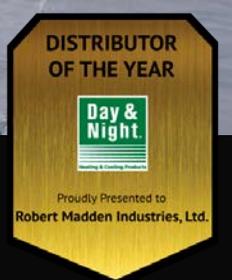
STAFFORD
 3535 S. Main
 Stafford, TX 77477
 281-499-3377

DO WORK THAT MATTERS

with people who care



Robert Madden Industries, LTD. is a heating and air conditioning wholesale distributor offering **Bryant, Carrier, Day & Night,** and **Payne** equipment alongside a generous line of parts and supplies. After **46 years in business**, RMI has grown to serve markets across the state of **Texas, Oklahoma, Northwest Arkansas, and Eastern New Mexico.** We are uniquely positioned in the market because we are large enough to serve multiple locations while still being committed to the family-owned principles started in 1979.



TOP GUN AWARDS AND DISTRIBUTOR OF THE YEAR

Bryant, Carrier, and Day & Night annually honor distributors for market share excellence, and Robert Madden Industries has received these national awards multiple times.

GRAND OPENING: START STRONG WITH RMI SPRINGDALE

Springdale's new RMI location is open!
Open an account by April 1st to earn a tiered Q2 rebate.*



SPEND MORE. EARN MORE

\$25,000 in purchases

➤ 5% back to \$1

\$50,000 in purchases

➤ 8% back to \$1

\$100,000 in purchases

➤ 10% back to \$1

Rebates issued as an account credit in July



*New construction projects excluded from rebates.

CONTACT RMI TO LEARN MORE



WWW.RMADDEN.COM

479-547-9676

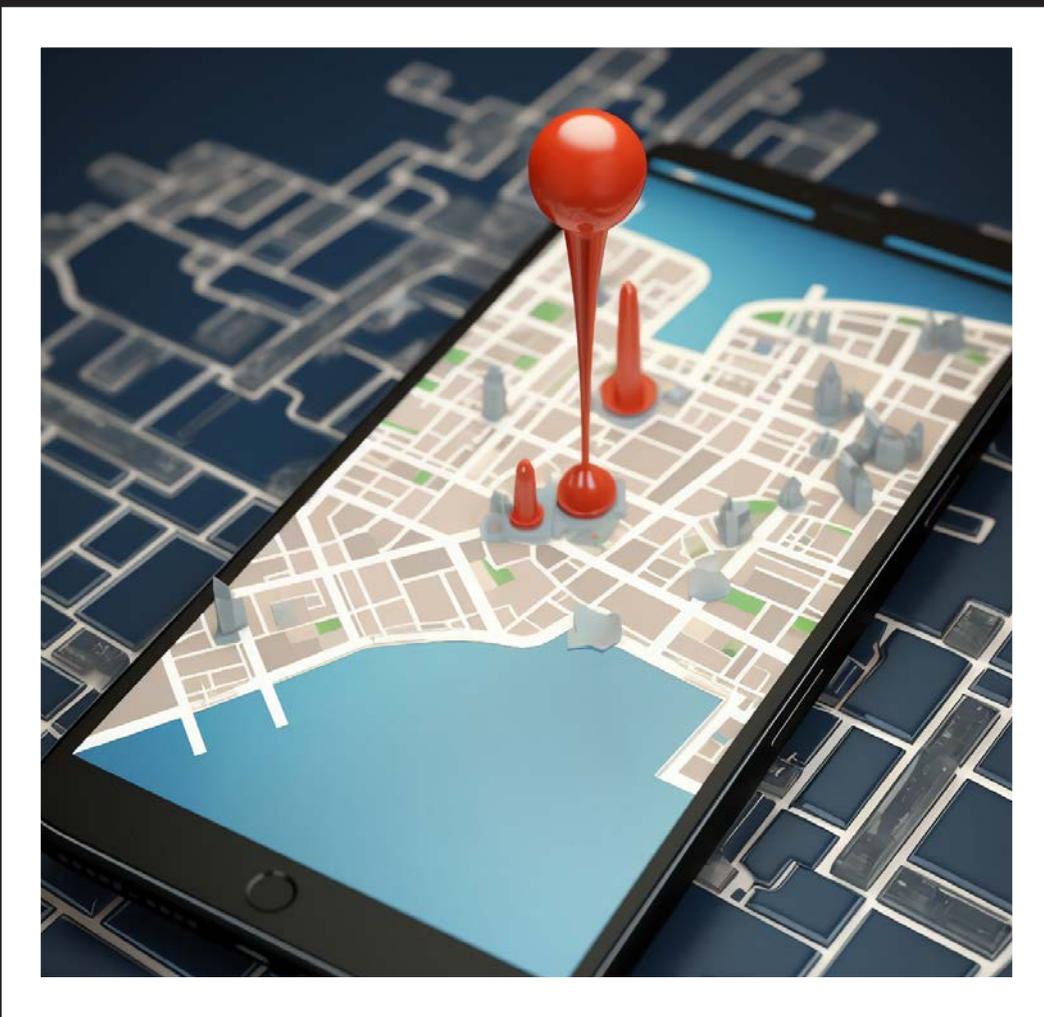


SPRINGDALE, AR
288 Agnes Dr.
Springdale, AR 72762



NEW LOCATION

**NOW OPENED
MARCH 2, 2026**



**CHECK
OUR NEW
LOCATION**

CENTURY HVAC DISTRIBUTING
1001 S. Wheat Rd.
Belton, Texas 76513
PH: (254) 440-9675
www.centuryhvac.com



(NEW) Belton • Cedar Park • Dallas • Fort Worth • La Feria • Mansfield • Mesquite
Richardson • South Austin • San Marcos • San Antonio • Waco • West San Antonio

AHR Expo Brings 53,315 HVACR Professionals to Las Vegas

Innovation, Community and the Future of HVACR dominates the 2026 showfloor

Westport, Conn. – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) wrapped a monumental week in Vegas, taking over the Central and South Halls at the Las Vegas Convention Center February 2-4. 53,315 professionals – including engineers, sales channel partners, owners, contractors, installers and more – came together to experience the latest offering from 1,956 exhibitors over 578,980 sq. ft. of show floor.

The HVACR industry continues to dive ahead into smarter ways to provide heating, cooling and refrigeration to the built environment. The steadfast application of legacy technologies all the way through the introduction of novel products and practices allows professionals to converge and refresh their knowledge, discover new paths and expand a network to help align and achieve goals.

Experts lend access to education and training

This week in conversation we heard about data centers, methods to strengthen workforce development initiatives, discussions of steady refrigerant shortages coupled

with a push in direction to new refrigerants, updated regulations, and more.

In addition to the free industry program, already packed with sessions for all points of interest, the Education Program featured the 2026 Panel Series. Highlights include:

Monday and Tuesday featured a series of standing room only discussions on topics including refrigerants, data centers, workforce development, industry communication channels, heat pumps, ERV systems and the annual State of the Industry Panel.

Ryan Sen, who moderated the panel *Data Center Demands: Cooling Solutions, BMS Advancement and the Next Generation of HVAC*, said of the session, “Standing room only! Yes, you heard me right—our Data Center Demands panel was certainly one of the most heavily attended sessions at AHR Expo 2026, and with good reason. Given the speed, scale, and investment being made in this vertical, it was timely for the engineering, HVAC, and BAS communities to come together to hear from real subject matter experts helping to shape standards and technology adoption. These included none other than David Quirk, Justin Seter, Ken

Duncan, and Davin Sandhu.”

You can find full length videos of all sessions in the 2026 Panel Series on ahrexpo.com soon.

Students Experience HVACR’s Shining Moment

On Monday, student engineers from ASHRAE’s youth programming joined us for a curated tour and panel discussion. HVACR professionals from across the industry came together to talk about career paths, industry entry, and real-world advice for building and sustaining a successful career.

On Wednesday, high school students enrolled in a dual-enrollment program from Clark County Public Schools joined us for their own hands-on experience. Mirroring Monday’s programming, students participated in a curated tour led by industry ambassadors who highlighted the innovation, technology, and career potential within HVACR. Students also attended a panel

discussion exploring the wide range of career pathways available in the industry. A special thank you to program sponsors Grundfos, Viega, and Midea for providing lunch and donating goods for the students.

“We are so incredibly grateful for our time at the AHR Expo this week. I’ve attended a lot of trade shows, but this one blew my mind. The size, the innovation, the community. I can’t stop telling people about what an exceptional experience it was. I appreciate the thought that went into the programming for our students; it was relevant, meaningful, and engaging. I left feeling inspired, and I know that our staff and students did as well,” said Lilianna Bonderov, Principal at Central Technical Training Academy.

AHR Expo heads to Chicago for 2027

AHR Expo will return to Chicago January 25-27, 2027. Registration is expected to open in summer. For more information about AHR Expo please visit ahrexpo.com.







LG HVAC SOLUTIONS AT FISSCO SUPPLY

LG Dual Inverter Technology

- Superior Energy Savings
- Faster Cooling
- Reduced Noise



LG Smart Inverter Compressors

- Consistent Comfort
- Extended Lifespan
- Energy Efficiency
- Solutions for Every Job



SHOP LG MINI-SPLIT OPTIONS AT COMPETITIVE PRICES

800-635-1001

LOCAL ★ INDEPENDENT ★ TEXAS PROUD

LOCATIONS

- Allen
- Dallas
- Desoto
- Fort Worth
- Garland
- Houston
- Killeen
- Longview
- Mesquite
- N. Fort Worth
- San Antonio
- Tyler



www.FisscoSupply.com

www.FisscoSupply.com

Nidec Commercial & Industrial names new president and CTO



Tim Schamel



Tim Albers

St. Louis, MO – Nidec, a manufacturer of compressors and electric motors and drives used in numerous industries, has announced the promotion of Tim Schamel to President of Nidec Commercial & Industrial. The company has also named Tim Albers as Chief Technology Officer.

The moves come as part of Nidec’s organizational strengthening strategy and with the goal of ensuring greater alignment across all areas of Nidec’s Appliance, Commercial and Industrial Motors (ACIM) business unit. ACIM is one of Nidec’s largest business units in terms of sales,

with approximately 18,000 employees and more than 30 manufacturing sites in 25 countries. ACIM offers a product portfolio that includes compressors, condensing units, and motors for home and commercial appliances, as well as motors and electronic drives for commercial,

residential, industrial, and utilities applications.

Tim Schamel previously served as President of Nidec/U.S. MOTORS®. He joined the company in 2016 as Vice President and General Manager of HVAC/R and Appliance Motors. His long career in the industry includes roles at Parker Sporlan and Emerson.

“This appointment marks a key milestone in consolidating our structure and reaffirms our commitment to efficiency, integration, and sustainable operational development,” said Katia Drusian, ACIM CEO & President.

Tim Albers, as Chief Technology Officer for Nidec Commercial & Industrial, brings a wealth of engineering and industry experience to his new role. He previously served as Senior Director of Product Management for 15 years, and prior to that worked for Emerson in marketing and project management.

HVACR UNLEASHED EXPO

- Powered by TACCA-GH

📅 April 8, 2026
🕒 8:00am – 6:00pm

📍 The Stafford Centre
10505 Cash Road
Stafford, TX 77477

Featuring - Exhibits | Educational Breakouts | Keynote Addresses | Hands on Demos

Join us for a full day of innovation, networking, and industry insights at the premier HVACR event of the year! Discover the latest in products and technologies, learn from expert-led educational sessions and be inspired by dynamic keynote speakers

Join hundreds of industry pros shaping the future of HVACR. Whether you're a contractor, supplier, manufacturer, engineer, or industry professional — this event is designed with you in mind.

REGISTRATION FEES

MEMBER	
Contractor Member.....	\$50.00
Associate Member.....	\$100.00
NON-MEMBER	
Contractor Non-Member	\$100.00
Associate Non-Member	\$200.00

BOOTH PRICES	
Student.....	\$25.00
Member Inline.....	\$1,250.00
Member Corner.....	\$1,750.00
Non-Member Inline.....	\$1,750.00
Non-Member Corner.....	\$2,250.00

Thank you to our sponsors

Contact – Mel Audain

781-713- HVAC (4822)

mel@taccagh.org www.hvacrunleashed.com

Target
your
market
and
ADVERTISE
with
AC-Today

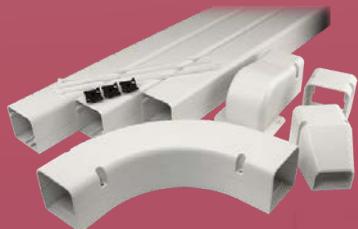
Over
20,000
readers
a month!



DUCTLESS MONTH



DIVERSiTECH



B75-227
MFG# 230-IKC4
SPEEDICHANNEL™ INSTALLATION KIT

DIVERSiTECH



B22-536
MFG# QUIETMINI-I
INTERNAL MINI-SPLIT CONDENSATE PUMP

DIVERSiTECH



B70-423
MFG# H1840-4
4" THE HURRICANE PAD™ 18X40

DIVERSiTECH



G80-728
MFG# 58340803
EZ-IN™ MINI-SPLIT CABLE

SPEEDCLEAN



W80-277
MFG# MSB-360-KIT
MINI-SPLIT BIB KIT 360

JOHNSTONE SUPPLY - 076 | 2701 AGNES ST, CORPUS CHRISTI, TX 78405 | PH. 361-882-8896
 JOHNSTONE SUPPLY - 211 | 3107 N SUGAR RD, PHARR, TX 78577 | PH. 956-783-1036
 JOHNSTONE SUPPLY - 303 | 4635 MAR ST, BROWNSVILLE, TX 78521 | PH. 956-838-0542
 JOHNSTONE SUPPLY - 325 | 8051 S. PADRE ISLAND DR, CORPUS CHRISTI, TX 78412 | PH. 361-986-0613
 JOHNSTONE SUPPLY - 364 | 13422 E EXPRESSWAY, LA FERIA, TX 78559 | PH. 956-797-2035
 JOHNSTONE SUPPLY - 405 | 3704 BILLY DR, VICTORIA, TX 77901 | PH. 361-574-8349
 JOHNSTONE SUPPLY - 434 | 4114 AIRPARK DRIVE #4A, LAREDO, TX 78041 | PH. 956-727-2235



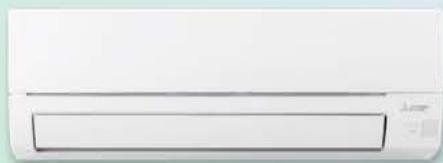
<https://www.johnstonesupply.com>



Wall-mounted Personal Comfort Options

As luck would have it, we've been making the best mini-splits for over 45 years. Mitsubishi Electric® mini-splits deliver quiet comfort, advanced technology, and reliable performance—season after season, room after room.

WX Series



With its stylish flat panel design, the WX Wall-mounted Indoor Unit offers the freedom to adjust temperature and fan settings and set weekly timers using a backlit remote controller.

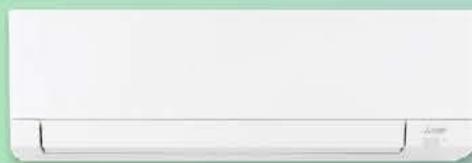
Features:

- Smart Dry Mode
- Econo Cool
- Multiple control options
- Multiple fan speed options



Scan the code to view the complete WX Family

GX Series



The versatile GX Premier combines sleek matte finish design, whisper-quiet performance, and energy-efficient comfort for any home. The unit has built-in Wi-Fi and comes with an array of other advanced features. It is a high-efficiency single-zone cooling-only unit.

Features:

- Hyper-Heating Inverter® (H2i®)
- Built-in Wi-Fi
- Dual Barrier Coating
- Whisper-quiet performance
- Multiple control options
- Multiple fan speed options
- Powerful Mode



Scan the code to view the complete GX Family

FX Series



The FX Deluxe Wall-mounted Indoor Unit provides precise comfort and exceptional energy efficiency in both large and small spaces. This unit comes with the most premium, comfort enhancing benefits.

Features:

- H2i sumo™
- 3D i-see Sensor®
- Dual Barrier Fusion
- Econo Cool
- Multiple control options
- Multiple fan speed options
- Powerful Mode
- Quiet operation
- Smart Dry and Smart Dry+ mode
- Built-in Wi-fi



Scan the code to view the complete FX Family



Discover Your Lucky Comfort Upgrade



Leading from Behind: How One Reporting Change Fixed Our Month-End Close

Why visibility creates ownership faster than deadlines ever will

For years, our service business struggled with a familiar problem. Even when everything went right, we did not see accurate financials until 30 days or more after the month ended. Every attempt to move the close date earlier ran into the same resistance. There was never enough time, never enough capacity, and always a reason why pushing harder would risk accuracy. Like many service companies, we accepted the delay as the cost of doing business, even though it slowed decision-making and cash flow.

Instead of fighting the deadline again, I tried a different approach. After our December posting deadline, I asked our customer care center lead to provide a simple daily report starting the next business day. It included invoices posted, calls taken, maintenance agreements renewed, and booking percentage. There was no new policy and no new deadline. The only change was visibility.

The reaction came faster than I expected. Our customer care center lead, Jessica, immediately understood what the

daily reporting would expose. Low invoice counts would not just reflect workload. They would reveal habits. Waiting until a deadline would no longer be hidden behind good intentions or competing priorities. Before any leadership conversation could happen, she put a plan into motion.

From the first day of reporting, invoice posting increased significantly. Not because anyone was told to work faster, but because the work was now visible. The team began processing invoices earlier instead of letting them stack up. Follow-ups happened sooner. Small delays that once felt harmless were addressed immediately because they showed up the next morning. Within a short period of time, the team was no longer catching up from the prior month. They were processing invoices from the last business day in real time.

That shift changed everything. The deadline stopped mattering. When invoices are completed as part of the daily flow of work, a month-end close becomes a formality instead of a fire drill. What years of debate and justification could not accomplish was

resolved by one simple change in visibility.

This experience reinforced a lesson that applies well beyond accounting or call centers. Most leaders try to drive change from the front. We push deadlines earlier, demand urgency, and remind teams why something matters. In service businesses especially, that approach often creates compliance without ownership. People do what is required, but only when the pressure is applied.

Leading from behind works differently. A musher does not pull the sled from the front. A cattle dog does not stand in front of the herd and shout. They apply pressure where movement begins and let momentum do the rest. In operations, visibility is that pressure. When today's work is visible tomorrow morning, behavior adjusts naturally.

There is a lot of noise today about what good leadership looks like. We celebrate leaders who charge ahead or work shoulder to shoulder in the trenches. Those images matter, and servant leadership is real. But they are not the only places a leader must stand. Sometimes the most effective position

is behind the work, not in front of it.

Leading from behind does not mean disengaging or delegating responsibility away. It means understanding where pressure actually creates movement. In our case, standing in front and demanding a faster close produced years of discussion and little change. Standing briefly behind the process by improving visibility allowed ownership to take over.

The result was not just a faster month-end close. It was a reminder that leadership is as much about position as it is about intent. When leaders choose where to stand deliberately, even small adjustments can unlock outsized results.

Author Bio

Steve Roberts is the President of Tom's Mechanical, a commercial HVAC and plumbing contractor based in North Texas. He has over 25 years of experience in service, operations and leadership, with a focus on building scalable systems, developing leaders, and improving financial clarity in service businesses.

PROUDLY MADE IN THE USA

PIPE PROP®

The Professional's Choice

The Affordable, Adjustable Pipe Support System

INNOVATIVE & FAST

- Adjustable, Affordable
- Aerodynamic, Low Profile
- Made With Recycled Rubber
- Fast & Easy To Install

1+ (888) 590-0120
www.PipeProp.com

MIAMI-DADE COUNTY APPROVED

Not all products depicted are Miami-Dade tested and approved

JOHNSTONE SUPPLY

Wholesale HVACR Parts, Equipment & Supplies

2026 Tools & Test Instruments Sale

Take advantage of limited-time pricing on select items that help to get the job done right!

Prices valid March 1 - May 31, 2026

Find a store near you

SOLUTIONS FOR ALL YOUR NEEDS

PPE Supplies • Power Tools • ACR Tools • Servicing Electrical • Storage • Brazing • Recovery • Hand Tools

iFLO Pro Launches Its Groundbreaking iFLO Pro Mini at the 2026 AHR Expo in Las Vegas

Miramar, Fla- iFLO Pro®, the experts in condensate management, launched its newest innovative product, the iFLO Pro Mini®, a compact, automatic air conditioner drain cleaning system designed specifically for ductless mini-split, PTAC, VTAC and pancake HVAC systems — the fastest-growing segments of the global HVAC market. This debut took place at the 2026 AHR Expo at the Las Vegas Convention Center from February 2 through 4, 2026, the industry's largest trade show.

As buildings increasingly shift away from traditional central air systems, a critical reliability gap has emerged. Unlike central HVAC systems, ductless, PTAC, VTAC and compact systems typically do not include float switches or secondary condensate safety shutoffs. When drain lines clog, condensate backs up without warning, leading to water damage, mold and mildew growth, system shutdowns and costly emergency service calls.

These failures have become a persistent and expensive problem for hotels, universities, schools, multifamily buildings, healthcare facilities, the hospitality industry and homeowners, particularly in high-humidity environments.

A Purpose-Built Solution for Compact HVAC Systems

iFLO Pro Mini® was engineered specifically to address this condensate



management gap. The system provides continuous, automatic drain line maintenance, preventing the buildup of algae, biofilm and debris that cause blockages and overflows.

iFLO Pro Mini® prevents condensate drain clogs before they occur, reduces water damage, mold and odor issues, minimizes

emergency service calls and HVAC downtime. This innovative solution extends equipment life and improves system reliability, while operating automatically with no ongoing labor.

Its compact form factor allows installation in tight spaces common to ductless, PTAC, VTAC, and pancake HVAC applications, making it ideal

for new construction and retrofit projects.

Designed for High-Risk, High-Density Environments

iFLO Pro Mini® is purpose-built for facilities where condensate failures create outsized risk and cost, including: Hotels and hospitality properties; schools and universities; multifamily and mixed-use buildings; condominiums and apartments; healthcare and senior living facilities; and residential ductless HVAC installations. Commercial PTAC, VTAC, and compact systems. By proactively addressing condensate issues, iFLO Pro Mini® helps contractors reduce callbacks, facility managers protect assets, and owners lower maintenance and remediation costs.

Built on Proven iFLO® Technology

iFLO Pro Mini® expands on iFLO®'s proven condensate management platform, trusted across hundreds of thousands of HVAC installations. The Mini delivers that same preventive protection to systems that historically lacked any built-in safeguard against drain failures.

Global Expansion and Distributor Opportunities

As part of the iFLO Pro Mini® launch, iFLO Pro® is actively seeking international distribution partners. Territory opportunities are now available by country and region for qualified distributors, OEM partners and service organizations.

POWER EVERY PROJECT WITH COBURN'S CONNECT

Made for contractors and technicians, Coburn's Connect is the project partner in your pocket—keeping you organized, informed and in control of your workflow.

- ✓ Streamline Purchasing with Order Templates
- ✓ Stay Stocked with Auto Replenishment
- ✓ Access Orders & Transaction History
- ✓ Manage Accounting Data



ComfortStar®

Air Conditioning & Heating Products



eco
smart series™

SINGLE ZONE

Heat Pump Ductless
Mini-Split Systems



NEW

CH20 SERIES

Wifi | 20 SEER2
9K up to 24K



Distributed by



- Abilene
- Angleton
- Arlington
- Beaumont
- Brenham
- Brownsville
- Brownwood/Early
- Bryan

TEXAS

- Cleburne
- Conroe
- Corpus Christi
- Galveston
- Harlingen
- Houston
- Humble
- Huntsville
- Lufkin
- Marshall
- McAllen
- McKinney
- Nacogdoches
- Orange
- Paris
- Port Arthur
- San Marcos
- Sherman
- Temple
- Texarkana
- Victoria and Waco

LOUISIANA

- Alexandria
- Baton Rouge
- Covington/Mandeville
- Gonzales
- Gretna
- Harahan
- Hammond
- Houma
- La Place
- Lafayette
- Lake Charles
- Leesville
- Monroe
- Natchitoches
- New Iberia
- Opelousas
- Ruston
- Shreveport and Slidell

MISSISSIPPI

- Gulfport
- Hattiesburg
- McComb
- Meridian
- Natchez
- Ridgeland
- Vicksburg

12201 N. W. 107th Avenue, Medley, FL 33178 **Toll Free:** 1-866-524-9898 | **Phone:** 1-305-500-9898 | **Fax:** 1-305-500-9896

www.solarsupply.us | www.comfortstarusa.com

RGF® Environmental Group unites specialized brands to deliver comprehensive products for air, water, and industrial environmental challenges. Guided by a commitment to innovation and environmental responsibility, each division brings deep expertise to solving complex real-world problems.



As a global leader in environmental solutions, RGF® manufactures more than 500 products that improve air, water, and food quality. With over 40 years of experience, ISO 9001:2015 certification, and numerous patented systems and technologies, RGF continues to advance cleaner, safer environments for future generations.



RGF Environmental Systems is the foundation of RGF Environmental Group, dedicated to building a cleaner world today and for generations to come. The company focuses on delivering innovative technologies that provide clean air, water, and food without the use of chemicals. By creating fresh and safe environments through advanced purification and environmental solutions, RGF helps make healthier living and sustainable progress possible worldwide.



RGF Marine is the company's marine division providing advanced environmental solutions for maritime applications, including water purification, odor control, cruise ship virus and bacteria control, and bilge filtration systems designed to meet U.S.C.G. and IMO standards. These engineered systems help vessel owners and operators maintain regulatory compliance while improving onboard water quality and operational performance.



Element Air® is RGF's indoor agriculture division focused on advanced air purification solutions designed to protect controlled-environment cultivation facilities by mitigating airborne microbes, mold, bacteria, yeast, and odors at the source. Their systems use high-intensity UV light and patented oxidation technologies to continuously treat and purify air throughout grow spaces, supporting healthier crops and cleaner facility environments.



RGF-BioControls® is RGF's specialized healthcare division delivering advanced air purification and infection control solutions designed for hospitals and medical environments. Its suite of FDA 510(k)-compliant products—including mobile air purifiers, HEPA filtration systems, pressure monitors, and isolation solutions—helps reduce the risk of airborne pathogen transmission and supports regulatory compliance and infection prevention protocols.



ChemCote™ is RGF Environmental Group's powder coating division dedicated to delivering premium, durable, and environmentally friendly surface finishing services. ChemCote provides custom powder coating, Cerakote/ceramic coatings, and specialized surface preparation for a wide range of applications, enhancing product durability, corrosion resistance, and aesthetic quality. Operating under ISO 9001 quality standards, the division supports both RGF's internal manufacturing needs and external customers.



RGF's Lucidium CUV® systems are customized, "specified solutions" that utilize germicidal UV-C technology to prevent mold and microbial growth on commercial HVAC air conditioning coils. Each system is engineered specifically for a facility's HVAC configuration, helping maintain clean coils, improve indoor air quality, enhance energy efficiency, and reduce long-term maintenance costs.



AFL Industries® is RGF Environmental Group's division specializing in innovative, dependable oil-water separation and spill containment solutions engineered to support environmental compliance. Its corrosion-resistant oil water separators, oil stop valves, spill stop drains, and related containment systems are designed for demanding industrial, aviation, transportation, and stormwater applications, helping facilities manage hydrocarbon discharge and minimize environmental risk.



RGF's Legal Eagles department manages the company's intellectual property portfolio, overseeing copyrights, patents, trademarks, and related filings in-house. The team works closely with engineering, manufacturing, and marketing to protect RGF's innovations and ensure compliance across domestic and international markets, safeguarding the technologies and brand assets that drive RGF's industry leadership.



RGF's China Division is a Beijing-based sales office serving customers throughout Asia, providing regional support, technical guidance, and market development. While all RGF products are proudly engineered and manufactured in the United States, the China Division facilitates international distribution and customer relationships across the Asian market. By combining a strong local presence with trusted American technology and "Made in the USA" manufacturing, the division reinforces RGF's global reputation and international growth.



RGF Print Shop is the company's in-house printing division, producing high-quality marketing materials, product literature, brochures, private labels, packaging components, signage, trade show displays, and internal documents. By managing print production internally, the division ensures brand consistency, faster turnaround times, and cost-effective support across all RGF divisions. The Print Shop also prints on specialized sound-absorbing materials used throughout the factory to enhance the work environment while reinforcing brand presence.

Lori Schiavo appointed as RETA-RSES Associate Executive Director



Schaumburg, Ill. – RETA-RSES is pleased to announce that Lori Schiavo has been appointed as the new Associate

Executive Director. As RETA-RSES continues to unify our efforts to serve our HVAC&R membership and the HVAC&R industry in general, Lori will be working closely with the Executive Director, Vern Sanderson, to assure the Executive Director, staff, and elected leadership have the support needed to continue to be successful.

Schiavo, formerly Director of Operations for RETA-RSES, has worked with RSES for more 19 years in a variety of roles, including Executive Vice President and Publisher/Editor of its flagship publication RSES Journal. She currently oversees functions for the Education, Testing, Marketing, Publishing and Certification departments in Schaumburg, which now bridges to the Albany office, and works with

several RETA-RSES Committees., In addition, she serves as an HVACR industry liaison for several state and federal training programs, trade shows and sister Association shows. Prior to RETA-RSES, Schiavo has worked in an editorial capacity for the construction, mining and printing industries. She also grew up in and worked for her family's trucking business throughout the years.

When Vern Sanderson took over as Executive Director, it became very apparent to him that the needs of the membership could not be served by a single organizational leader. "Our organization is blessed to have expert staff. Naming Lori Schiavo as the Associate Executive Director is a natural progression in the growth of the organization," said Sanderson. "Her long-term leadership to RSES, intricate knowledge of the industry, and her deep insight into the human condition make her ideally suited to the role."

Since joining RSES in 2007, she has seen the Association evolve in many ways. "Helping to reunite RSES and RETA has been one of the most meaningful moments of my career. What began as early conversations in 2018 has grown into a unified, global HVAC&R Association," said Schiavo. "I'm proud to support Vern Sanderson and our dedicated staff and well-versed Board and Committee volunteers as we enter this next chapter focused on serving our Members while advancing the industry worldwide...together."

The RETA-RSES staff is looking forward to this next chapter of the Association. Vern and Lori's ability to work closely during the early stages of the merger is a precursor to the success the organization will realize as this team leads the organization into the future.

Trane to Acquire Liquid Cooling Company LiquidStack

USA: Trane Technologies has entered into a definitive agreement to acquire LiquidStack, a US-based leader in data center liquid cooling technology.

The move builds on the minority investment in the company made by Trane Technologies in 2023 and enhances its data center thermal management solutions, spanning chillers, heat rejection, controls, liquid distribution, and onchip cooling.

The acquisition includes LiquidStack's manufacturing, engineering and research and development operations in Texas and Hong Kong.

Upon closing, LiquidStack will operate globally within the commercial HVAC business unit of the Trane Technologies Americas segment.

LiquidStack co-founder and CEO Joe Capes will continue to lead the LiquidStack business and join Trane Technologies in a leadership role.

Last year, LiquidStack opened a second manufacturing facility in Carrollton, Texas, close to its existing headquarters and manufacturing site. The 17,000ft2 facility increased the company's production capacity, while serving as a new R&D and service training facility.

The Carrollton facilities manufacture the company's CDU-1MW, two-phase and single-phase immersion cooling solutions and the company's MacroModular and MicroModular data centers.

The transaction is expected to close in early 2026, subject to closing conditions. Financial terms were not disclosed.

First published by Cooling Post February 10th 2026

iFLO PRO MINI
The Condensate Management Experts

Introducing the iFLO PRO MINI
The Newest Innovation From iFLO

6 Month Cartridge Included

Compatible with Mini Split, PTAC, VTAC & Pancake Systems

Now Available! Ask your Dealer!

Smart App Tracks Every Dispense

Available on the App Store | GET IT ON Google Play

Find us at www.iFLOPRO.com

SAMSUNG

JOHNSON
EST. HVAC 1953
DISTRIBUTION

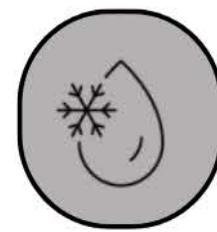
Built for Your Next Install: The **Samsung Kit** – available **exclusively** at **Johnson HVAC Distribution**, starting at **\$1,067***!



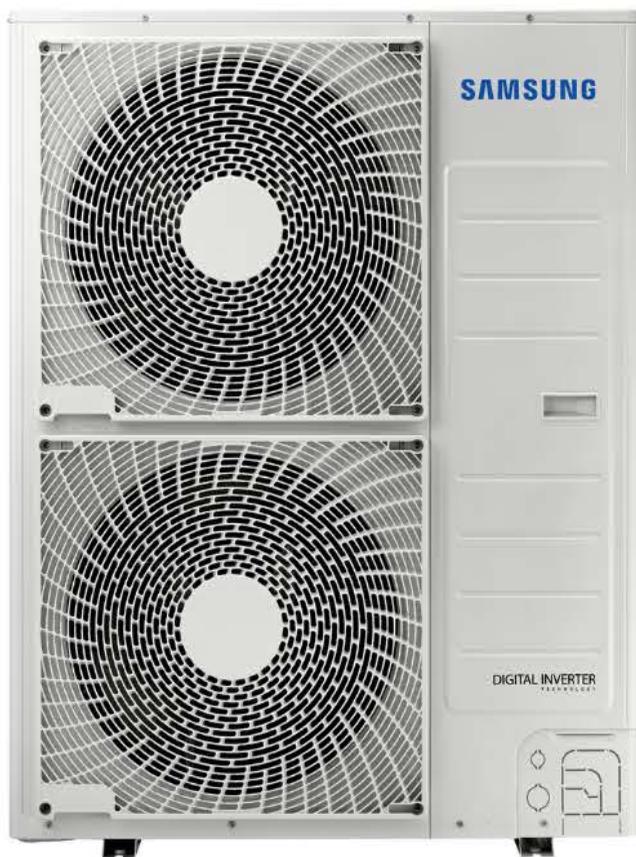
Built-In Wifi



20.0 SEER 2 +



Freeze Wash

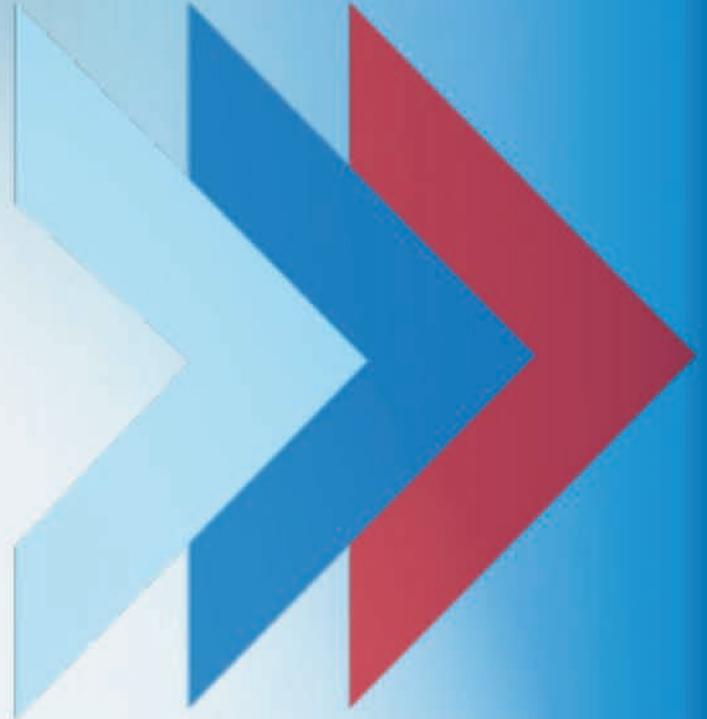


 **WORKS WITH SmartThings**

*Samsung Kit includes an indoor and an outdoor unit. Price advertised here is for 9K kit. Additional Samsung Kits and install components are available. Just visit your local branch or ask your Johnson HVAC Distribution representative for details.



FOR YOUR COMMERCIAL SOLUTIONS AND QUOTES



American Standard®

HEATING & AIR CONDITIONING



COMMERCIAL PRICE HOTLINE

1.844.400.4212

CONVENIENT LOCATIONS
TO BETTER SERVE YOU!

ABILENE

3209 S. Treadaway Blvd.
Abilene, TX 79602
(325) 692-0207

ALLEN

1303 Watters Road, Ste. 150
Allen, TX 75013
(469) 680-3100

AMARILLO

902 SE 2nd Avenue
Amarillo, TX 79101
(806) 223-4848

ARLINGTON

2030 E. Arbrook Blvd.
Arlington, TX 76014
(817) 522-1882

CARROLLTON

2055 Luna Road, Ste. 182
Carrollton, TX 75006
(972) 484-5155

DALLAS

10515 Miller Road
Dallas, TX 75238
(214) 343-2288

DENTON

155 N I-35 E
Denton, TX 76205
(940) 312-5861

EVERMAN

8100 South Freeway
Fort Worth, TX 76134
(682) 312-6699

FORT WORTH

2334 Pecan Court
Haltom City, TX 76117
(817) 831-4491

JACKSON

169 Commerce Center Circle
Jackson, TN 38305
(731) 512-0858

SOUTHWEST DIVISION

LITTLE ROCK

12120 Colonel Glenn Road
Ste. #10000
Little Rock, AR 72210
(501) 565-9000

LUBBOCK

6006 42nd Street
Lubbock, TX 79407
(806) 743-5000

MEMPHIS

4072 Senator Street
Memphis, TN 38118
(901) 761-6100

NORMAN

2345 Industrial Blvd.
Norman, OK 73069
(405) 928-6444

NORTH MEMPHIS

5222 Pleasant View Road
Memphis, TN 38134
(901) 562-0424

OKLAHOMA CITY

4732 NW 1st Street
Oklahoma City, OK 73127
(405) 948-7900

SHREVEPORT

606 Benton Kelly Dr.
Shreveport, LA 71106
(318) 678-9704

SPRINGDALE

440 Jean Mary Avenue
Springdale, AR 72762
(479) 361-1600

TULSA

13408 E. 59th Street
Tulsa, OK 74134
(918) 459-2777

TYLER

2020 Capital Drive
Tyler, TX 75701
(903) 347-2800

WACO

1000 Schroeder Dr.
Ste. 201
Waco, TX 76710
(254) 265-6565

MID-SOUTH DIVISION

CHATTANOOGA

4316 North Creek Road
Chattanooga, TN 37406
(423) 629-1911

KNOXVILLE

3211 Henson Road
Knoxville, TN 37406
(865) 588-2776

BIRMINGHAM

3636 7th Ave N.
Birmingham, AL 35222
(205) 985-0008

GAINESVILLE

2468 NW 71st Place
Gainesville, FL 32653
(352) 450-8090

HUNTSVILLE

102 NW Shuttle Ct.
Huntsville, AL 35806
(256) 859-1220

JACKSONVILLE

7380 Philips Highway, Ste. 401
Jacksonville, FL 32256
(904) 250-0500

SOUTHEAST DIVISION

MOBILE

981 S. Corporate Dr. F11
Mobile, AL 36607
(251) 263-5566

MONTGOMERY

1820 Ridgeway E
Montgomery, AL 36110
(334) 386-1873

PANAMA CITY BEACH

17621 Ashley Dr
Panama City Beach, FL 32413
(850) 708-3171

PELHAM

141 Cahaba Valley Pkwy
Pelham, AL 35124
(205) 985-0008

PENSACOLA

4901 Chaney St.
Pensacola, FL 32503
(850) 475-8635

SAVANNAH

5250 Old Louisville Rd. Bldg. 14
Pooler, GA 31322
(912) 742-2055

TALLAHASSEE

3406 W. Tharpe Street
Tallahassee, FL 32303
(850) 558-4888

DOTHAN

205 Wedgewood Dr
Dothan AL 36303
(334) 500-3899

VALDOSTA

710 Gil Harbin Industrial Blvd.
Valdosta, GA 31601
(229) 219-1957

WARNER ROBINS

107 Borders Way
Warner Robins, GA 31088
(478) 919-2266



www.ShearerSupply.com

CORPORATE OFFICE: 1750 VALLEY VIEW LANE #300 • FARMERS BRANCH, TX 75234 • (469) 324-4001

Product News

DEWALT Debuts New Workflow-Driven Innovations for Pipe Trades and HVAC Pros from AHR Expo

Las Vegas - From AHR Expo, DEWALT announced new products for plumbers, pipefitters and HVACR technicians including the DEWALT 20V MAX* XR® 5 CRM Vacuum Pump Kit (DCE510WW1) and Compact ZoomLock MAX® and >B< MaxiPro® ¼-in. to 1-1/8-in. ACR Press Jaws Kit (DCE217K).



PHCC Educational Foundation Expands Scholarship Program, with 75 Awards Available in 2026

Falls Church, Va – The cost of technical training can be a significant barrier for new entrants considering a trades career, especially for those balancing family expenses or living on early-career wages. The **Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation** is expanding the number of awards offered through its scholarship program in 2026 to help ease that burden and keep individuals moving forward in their careers.

The Foundation plans to award **75 scholarships totaling \$180,000** to plumbing and HVACR apprentices employed by PHCC—National Association members, students enrolled in plumbing or HVAC programs at trade schools or community colleges, and college students pursuing degrees directly related to the plumbing-heating-cooling industry.

The application form is available now at phccfoundation.org/scholarships. Applicants must answer five questions about their interest in the plumbing-heating-cooling industry and submit a letter of recommendation. Apprentices can secure a recommendation from their PHCC member contractor employer, while trade school and college

students may submit recommendations from an instructor or academic advisor. Scholarship awards range from **\$1,500 to \$10,000**, with most awards set at \$3,000. All application materials must be submitted by **May 1st**.

The PHCC Educational Foundation’s scholarship program is funded through generous contributions from contractors and support from corporate partners, including **A. O. Smith, Bradford White Corporation, Delta Faucet Company, Ferguson Cares Foundation, Home Depot Pro, InSinkErator, RIDGID, Scorpion Home Services Marketing, State Water Heaters, and Sterling (a Kohler Brand)**.

“We don’t want to see talented people forced to step away from training simply because of cost,” said **John Zink, vice president of development and communications for the PHCC Educational Foundation**. “These scholarships help to remove that obstacle. That can mean helping an apprentice get enrolled, supporting a technician trying to advance, or allowing an employer to redirect training dollars where they’re needed most. At the end of the day, it’s about strengthening careers and

building a more sustainable workforce for our industry.”

About PHCC Educational Foundation

The PHCC Educational Foundation, a partnership of contractors, manufacturers, and wholesalers, was founded in 1987 to serve the plumbing-heating-cooling industry by preparing contractors and their employees to meet the challenges of a constantly changing marketplace. Information on the Foundation’s training and educational programs can be found at <http://phccfoundation.org>.



MCDANIEL
HVAC ACCS. **METALS** ESTD. 1982

Welcome to our new Sales team members!



John Burke
Territory Sales Manager,
S. Texas and Louisiana



Eric Vela
Territory Sales Manager,
N. Texas and Oklahoma



Erin Weidner
OEM Sales Manager



TEXAS HVAC/R TEST PREPARATION



3 DAY LIVE INSTRUCTED

SCHEDULE

IRVING Mar 19 - 21
HOUSTON Apr 30 - May 2
IRVING Apr 28 - 30

HELPING TEXANS SUCCEED FOR OVER 20 YEARS

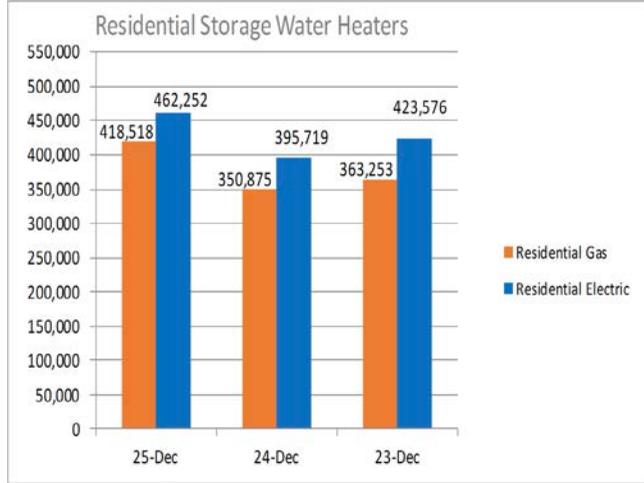
888-500-PASS

www.constructiondatainc.com

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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for December 2025 increased +19.3 percent, to 418,518 units, compared to 350,875 units shipped in December 2024. Residential electric storage water heater shipments increased +16.8 percent in December 2025 to 462,252 units, compared to 395,719 units shipped in December 2024.

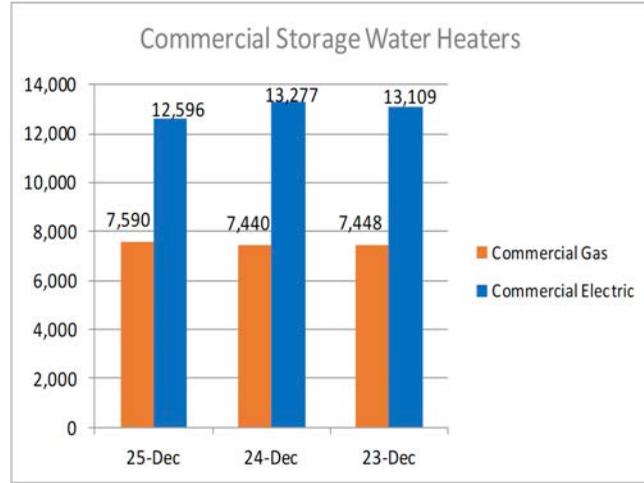


Year-to-date U.S. shipments of residential gas storage water heaters increased +1.8 percent, to 4,252,075, compared to 4,177,148 shipped during that same period in 2024. Residential electric storage water heater shipments decreased -0.6 percent year-to-date, to 5,028,226 units, compared to 5,057,208 shipped during the same period in 2024.

Year-to-Date	Dec 25 YTD	Dec 24 YTD	% CHG. (From 2024-2025)	Dec 23 YTD
Residential Storage Gas	4,252,075	4,177,148	+1.8	4,292,062
Residential Storage Electric	5,028,226	5,057,208	-0.6	4,905,071

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased +2.0 percent in December 2025, to 7,590 units, compared to 7,440 units shipped in December 2024. Commercial electric storage water heater shipments decreased -5.1 percent in December 2025, to 12,596, compared to 13,277 units shipped in December 2024.

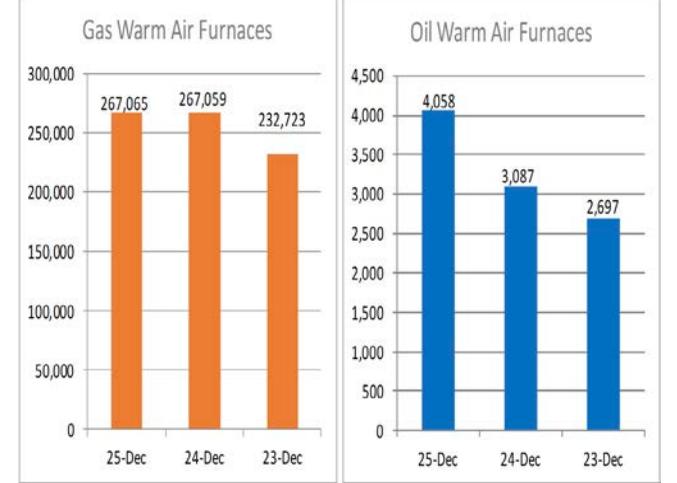


Year-to-date U.S. shipments of commercial gas storage water heaters increased +3.0 percent, to 86,640 units, compared to 84,117 units shipped during the same period in 2024. Year-to-date commercial electric storage water heater shipments increased +5.6 percent, to 162,233 units, compared to 153,592 units shipped during the same period in 2024.

Year-to-Date	Dec 25 YTD	Dec 24 YTD	% CHG. (From 2024-2025)	Dec 23 YTD
Commercial Storage Gas	86,640	84,117	+3.0	87,201
Commercial Storage Electric	162,233	153,592	+5.6	147,659

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for December 2025 increased +0.0 percent, to 267,065 units, compared to 267,059 units shipped in December 2024. Oil warm air furnace shipments increased +31.5 percent, to 4,058 units in December 2025, compared to 3,087 units shipped in December 2024.



Year-to-date U.S. shipments of gas warm air furnaces increased +4.1 percent, to 3,247,426 units, compared to 3,120,677 units shipped during the same period in 2024. Year-to-date U.S. shipments of oil warm air furnaces increased +9.2 percent, to 32,799 units, compared to 30,036 units shipped during the same period in 2024.

Year-to-Date	Dec 25 YTD	Dec 24 YTD	% CHG. (From 2024-2025)	Dec 23 YTD
Gas Warm Air Furnaces	3,247,426	3,120,677	+4.1	2,989,516
Oil Warm Air Furnaces	32,799	30,036	+9.2	22,619

MSPRO™

by Zebra Instruments™

Plug-in Transient, Surge, Lightning, & Spike Protection For 120-240V Mini-splits.

ZebraInstruments.com

Coastal HVAC Supply: Now a Stocking Distributor of Tempstar



TEMPSTAR[®]
Heating and Cooling Products
Quality you can feel.

A Proud Member of the Carrier Family
©2026 Carrier. All Rights Reserved.

What It Means to Be a Stocking Distributor

Being a stocking distributor means that Coastal HVAC Supply will maintain an inventory of Tempstar products, ensuring quick and reliable access to these systems for contractors, technicians, and end-users.



**COASTAL
HVAC SUPPLY**

Esplanade (#1)

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

Northcourt (#2)

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

La Porte (#3)

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

Austin (#4)

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

Corpus Christi (#5)

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

Montgomery (#6)

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

Clifford H. “Ted” Rees, Jr. Scholarship Foundation Awards \$166,500 in Educational Assistance to Aspiring HVACR Technicians

Arlington, Va. – The Clifford H. “Ted” Rees, Jr. Scholarship Foundation, a 501(c)(3) charitable foundation of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI), announced its 2025 scholarship awards, totaling \$166,500, to 93 students, including five military veterans, and 11 SkillsUSA awardees studying to become technicians in the HVACR and water heating industry.

“Each year, the Foundation provides aid to these aspiring technicians, helping to promote careers in the industry and fill good-paying jobs that cannot be outsourced,” said AHRI President and CEO Stephen Yurek. “We are pleased to award scholarships to these qualified and dedicated students, and we look forward to welcoming them into the industry.”

HVACR and Water Heating Technician Program Recipients in our Region:

- Brody Casteel, Northwest Mississippi Community College, Senatobia, MS
- Cristian Perez, Tyler Junior College West Campus, Tyler, TX
- Jorge Perez, Tyler Junior College West Campus, Tyler, TX
- Kenya Franks, Collin Community College, Allen, TX
- William Heid, Oklahoma State University-Institute of Technology, Okmulgee, OK

Since its founding in 2003, the Rees Scholarship Foundation has awarded more than \$1.6 million in scholarships to over 900 deserving students. Scholarship recipients also received a free Ready-to-Work test through our partnership with North American Technician Excellence (NATE).

HARDI Releases 2026 State of the Channel Report, Delivering Actionable Intelligence for HVACR Distribution and Manufacturing

Columbus, OH — Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has released its 2026 *State of the Channel Report*, providing critical insights into the forces shaping wholesale HVACR distribution and manufacturing.

Now in its sixth edition, the report delivers a concise but comprehensive view of market performance, competitive shifts, and forward-looking demand trends—built on HARDI’s proprietary data, industry surveys, and expert analysis.

“This report continues to evolve alongside the channel,” said Tim Fisher, HARDI Research Director. “Each year, we refine our analysis to focus on the intelligence that matters most to decision-makers. Our goal is to equip distributors and suppliers with practical insights they can apply across sales, marketing, finance, and product strategy.”

The 2026 edition provides:

- **Residential and Nonresidential Market Outlooks** – Updated projections for contractor business purchase activity and the macroeconomic factors driving HVACR demand. Highlights in the 2026 report include residential unitary sales trends, by region, and a detailed update on the data center market.
- **Distribution Channel Performance Benchmarks** – An assessment of the competitive dynamics at play among competing retail and distribution channels, and the threat these competing channels pose to traditional wholesale distributor businesses.
- **Contractor Business Purchasing Trends** – Insights into needs and preferences of contractor businesses, as well as emerging market opportunities for wholesale distributors.

• **Legislative & Regulatory Developments** – Updates on the most pertinent government actions and implications for the channel.

• **Voice of Contractor and Voice of Supplier Survey Results** – The 2026 report includes the response summaries for both of HARDI’s key annual survey initiatives, the results of which are woven throughout the report.

For HARDI members, the report serves as a strategic tool to align teams around customer-driven insights, while also offering outlooks – down to the regional level – of sales expectations for the year. HARDI encourages member companies to share the report across sales, marketing, finance, and product development teams to inform decision-making and long-term planning.

State of the Channel 2026 is available to HARDI member companies at exclusive member pricing and is also available for purchase by non-members. In addition to distributors and manufacturers, the report serves as a valuable resource for private equity firms and investors evaluating HVACR distribution and manufacturing opportunities, research and advisory firms conducting market analysis or benchmarking, and strategic planners, consultants, and suppliers seeking credible data to inform forecasting, due diligence, and channel strategy.

Whether used to support a specific transaction, inform a strategic initiative, or build a broader market research framework, the report provides credible, channel-specific intelligence not available in broader construction or macroeconomic reports.

For more information or to purchase the 2026 *State of the Channel Report*, visit www.hardinet.org.

Introducing the NEW

ElitePRO™ S1200 Smart Thermostat with EIM

- Residential or Commercial, one thermostat powered by Pro-IQ™ does it all
- Support full sensor integration via EIM
- Solve wiring challenges with RedLINK® 2-wire installs

Order #	SKU	Color	Stages	IAQ Control
L52-165	YTHX1200W7/U	White	4H/2C for Heat Pump	Works with EIM, indoor + outdoor sensors
L52-166	YTHX1200B8/U	Black	3H/3C Conventional	



Honeywell Home



NOW AVAILABLE!



It's On My Heart: Capacity, Maintenance Plans, and Engagement

This time of year can feel like two different businesses at once. Some companies are buried in calls, while others are watching the board for openings. If you're in the busy camp, the question becomes: *How do you make the most of the opportunity in front of you?*

Maximize Your Capacity When Demand Spikes

Start at the front of the process — your CSRs. The right questions on the first call help prioritize urgency and uncover real opportunities:

- Is the system keeping up, or running constantly?
- Have utility bills increased recently?
- Are there new sounds or vibrations?

When these details are captured in your database, your team can schedule

smarter, not just faster. Many successful contractors have also adjusted their seasonal strategy. Some members of **Service Nation Alliance** prioritize emergency response during peak heating and cooling months and shift routine maintenance outside those windows. The result? Better technician utilization and improved response times for customers who truly need help now.

Rethinking the Modern Maintenance Plan

Your maintenance structure may need to evolve with capacity realities.

Consider this: not running maintenance calls in the busy season (6 months out of the year).

25 working weeks × 5 days × 4 calls/day = **500 maintenance calls per tech annually.**

With three technicians, that's roughly **1,500 visits total.**

If each plan requires two visits per year, capacity maxes out around **750 customers.**

That's why many contractors are simplifying plans:

- **Systems under 5 years old:** One annual visit inspecting both heating and cooling in a single call

- **Older systems:** Offer a more thorough evaluation, but still consider one annual visit

Some companies still run year-round maintenance with dedicated techs — which can be a great training pipeline for future service technicians if hiring allows.

Maintenance Lessons from the Plumbing Side

In a recent conversation with a plumbing contractor,

we discussed what makes a maintenance agreement tangible and valuable. Here's what customers clearly understand and appreciate:

- Annual (or biennial) water heater flush
- Checking hose bibs and shutoffs for leaks
- Checking flush valves, flappers, toilet operation
- Check each shutoff and faucets for proper operation.
- Check water softener for proper operation
- Toilet dye testing
- Inspecting washing machine and tank connections
- Verifying the main shutoff is known and operable
- Checking gas and water pressure
- Offering member discounts or reduced trip charges



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!"

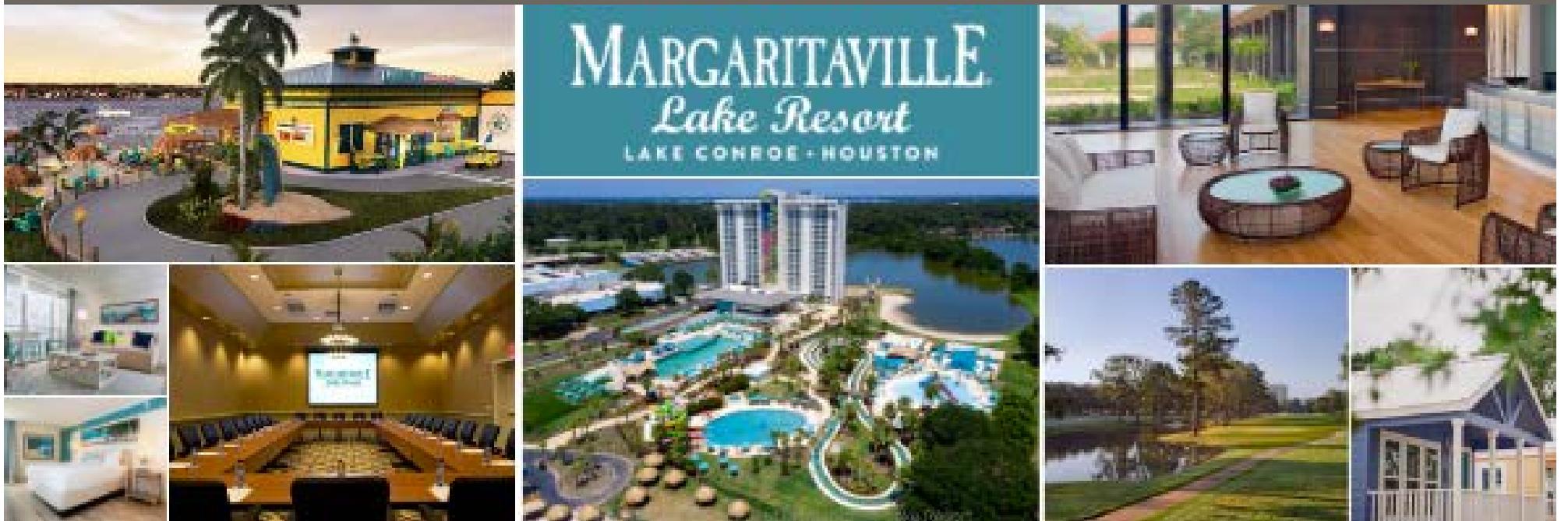
www.blurb.com/bookstore/detail/2223484 to check out the book – first 15 pages are free, sample before you buy!

The key is simple: your agreement, templates give customers visible, and custom design options are available through **Service Nation Alliance** resources.)

(If you want help creating or redesigning **SEE HINSHAW PG.22**)

2026 HARDI Southwest Regional Conference

June 14 - 16, 2026



Join us for our annual industry-focused conference, guest speakers, golf, and family fun!



Registration Now Open!

HINSHAW con't

A Leadership Lesson from Rotary

On a different note, I recently read an article in Rotary International magazine that struck me as highly relevant to our industry. I'm part of the Flower Mound Rotary Club, and the piece outlined four principles for improving engagement — whether in a service club or a service company:

1. **Know your identity.** What does your company stand for in the community? Do your services reflect it?
2. **Set unifying goals.** Shared objectives strengthen culture.
3. **Listen and adapt.** Markets change — your offerings should too.
4. **Communicate constantly.** People perform better when they know they matter and understand the score.

These ideas aren't just about membership organizations. They're about building teams customers trust and employees want to stay with.

Thanks for reading — more soon.

Finding qualified techs is hard. Training them is expensive. But there's legislation working through Congress right now that could reimburse you for up to 50% of your training costs and put you in control of who gets trained and how.

Here's what you need to know about H.R. 4049, the Employer-Directed Skills Act.

Right now, workforce development programs are run by the government. They decide who gets trained, what training they get, and whether those people are actually qualified for your jobs.

H.R. 4049 flips the script. Under this bill, you pick the person, choose the training program (on-the-job, technical school, apprenticeship), and the federal government reimburses you for a chunk of the cost after training is complete.

For many ACCA members, that's a 50% reimbursement, whether you're paying training wages for on-the-job training or covering the cost of sending someone to technical school.

New federal bill could slash your HVACR training costs by 50%

Your Company Size	Federal Reimbursement
50 employees or fewer	50%
51-100 employees	25%
More than 100 employees	Varies

What's the catch?

There are a few strings attached:

- **Only new employees qualify.** This is for bringing new people into your company, not upskilling current staff.
- **You have to commit to hiring them.** Once they successfully complete training, you have to hire them.
- **You pay upfront, get reimbursed later.** You'll need the cash flow to cover training costs initially.

• **You must work with your local workforce board.** They'll set up the account and process reimbursements, but the bill prioritizes small businesses like yours.

Despite the rules, this bill proposes way less red tape than typical government programs. If you select someone who's eligible and sign an agreement, you're good to go.

Why this is big news for your business

We all know the drill: EPA certifications, manufacturer training, refrigerant handling, electrical troubleshooting. Training a new tech isn't cheap, and the skills shortage means you can't always find someone who's already qualified.

This bill puts you in the driver's seat. You find someone with potential, you decide what training they need, and you get federal help covering the cost. For small contractors, a 50% reimbursement could make the difference between being able to grow their team or staying stuck at current capacity.

What's happening with the bill right now?

H.R. 4049 was introduced to the House Committee on

Education and Workforce in June 2025 by Rep. Elise Stefanik (R-NY) and was recently brought to the Senate by Senator Red Budd (R-NC). It hasn't been voted on yet, and similar versions of this bill have been introduced before without becoming law.

That said, the bill has industry support, including from ACCA, and the concept of employer-directed workforce funding has bipartisan interest.

In a statement, ACCA President and CEO Barton James applauded the bill, which directly supports ACCA's top priority for 2026: strengthening the HVACR workforce and leveling the playing field for the skilled trades.

"Our members consistently tell us that attracting and retaining skilled

workers is their top priority," said James. "The Employer-Directed Skills Act addresses this challenge by making WIOA funds more accessible, flexible, and effective for employers and workers alike. We are immensely grateful to Senator Budd and his team for their work on this bill and their commitment to strengthening and modernizing the skilled trades workforce."

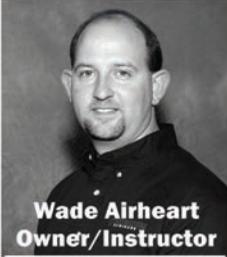
Is this bill a done deal?

No, but if it passes, contractors trying to build their workforce could have just the leg up they need to succeed in a tight labor market. That's why keeping the momentum going is essential. Sign ACCA's Action Alert to send a letter directly to your Representatives and urge them to support this bill.

ACCA's advocacy team is tracking this bill as it moves through Congress. We'll keep you updated on any developments that could affect your training and hiring strategies.

CONTINUING EDUCATION

LIVE OR ONLINE



Wade Airheart
Owner/Instructor

Fulfill the required 8 hours of CE in our LIVE interactive class or on your schedule at home. Call or visit our website for times and details.

TDLR Provider #1142

CONSTRUCTION DATA (888) 500-PASS

www.airconditioningce.com

Want to SAVE on CRANE costs?



- ✓ Easy to operate
- ✓ Lightweight aircraft aluminum
- ✓ Battery operated
- ✓ Zero turning radius
- ✓ Nothing extends underneath the a/c unit
- ✓ Patent Pending

www.pro-lift.com
(972) 939-3231





Distributor Benefits:

- Low wholesale pricing
- Proven Contractor product
- Oakridge Nat'l Lab tested
- Free Store Front displays

Needs only 27" x 19" Floor Space

Contractor Benefits:

- Installs in 10 mins. or less
- Improves HVAC efficiency
- Stops Air Infiltration year round
- Make \$100.00 profit per install

Always get the best!



Sold at your local distributor!
If not, call:
(704) 892-5399 or
www.attictent.com



Buy a part, get a partner.

Every Comfortmaker® product you buy comes with a Reece HVAC product specialist.

Exceptional equipment.
Expert service.
Job well done.



Seller of **Comfortmaker**
Air Conditioning & Heating



Find a location.

Start your job at Reece HVAC
or visit buyhvacsupply.com today.



INSCO TRAINING CLASSES



eventbrite
SIGN UP

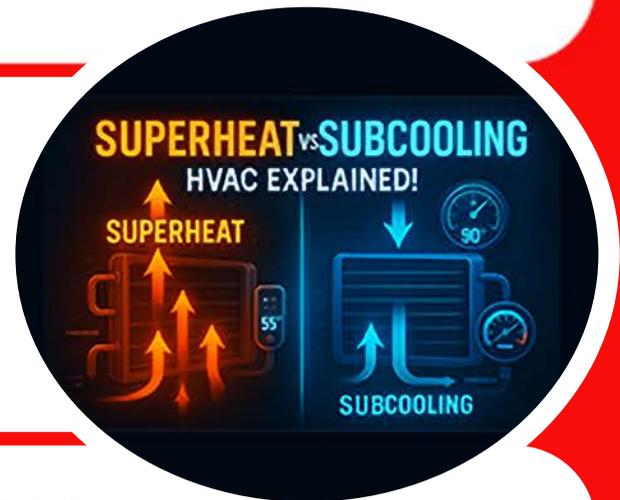


HVAC AIRFLOW TRAINING

Airflow fundamentals including filter selection, Manual D basics, duct calculator use, static pressure testing, and troubleshooting best practices.

SUPERHEAT/SUBCOOLING TRAINING

Using temperature measurements and system benchmarks to accurately diagnose refrigerant performance and ensure efficient, reliable operation.



INVERTER ECONET APP CLASS

Hands-on training for troubleshooting and servicing Ruud side discharge and 19 SEER inverter systems, including diagnostics, software setup, and best practices to reduce callbacks and improve efficiency.

M&P FIELD SERVICE SEMINAR

Taught by your local DSG, come sharpen your Mitsubishi Electric install & service skills—great for both seasoned techs and newcomers.



Abilene / Arlington / Austin / Brownsville / Corpus Christi / Dallas / Del Rio / Desoto / El Paso / Fort Worth / Garland / Georgetown / Grapevine / Harlingen / Houston / Hutto / Kerrville / Laredo / Liberty Hill / Lubbock / McAllen / New Braunfels / Oklahoma City / San Angelo / San Antonio / Tyler / Victoria / Wichita Falls / College Station

INSCO.COM

Product lines subject to market restrictions



BEST PRODUCTS. BEST SERVICE. BEST PEOPLE.



/inscodistributing
@inscohvac





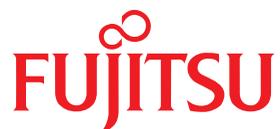
JOHNSTONE SUPPLY

Wholesale HVACR Parts, Equipment & Supplies



Ductless Done Right

Johnstone has the leading ductless systems, parts, and accessories, backed by expert service and fast availability.



Master Mini-Splits

LEARN ONLINE • SELF PACED • 24/7 ACCESS • 27 NATE CEHS

Enroll By Searching Course ID: **VR6G6G** at JohnstoneUniversity.com



Experts You Can Count On.
A Partner You Can Trust.

THAT'S THE POWER OF
JOHNSTONE

2026 Coburn's HVAC Elite Dealer Meeting

Coburn Supply Company held their Annual HVAC Elite Dealer Meeting at the New Orleans Marriott in New Orleans from January 22nd -January 24th. The event started with a reception on Thursday night at their ShowHome. On Friday there was a Vendor Trade Show, as well as Regional Meetings. A Hospitality evening concluded the day. Saturday was a full day starting with breakfast and business sessions. Some groups set up excursions for the afternoon around New Orleans. The event concluded with a Dinner and Awards Ceremony on Saturday night. The 3 day event had well over 600 attendees.



UNITED AC SUPPLY
 HVAC WHOLESALER
 SERVING THE INDUSTRY FOR 33 YEARS

ONE STOP DOES IT ALL!

ASPEN
 Everything's Right Here™

Proudly offering all sizes
 of ASPEN COILS



SPECIALIZED PARTS AND SUPPLIES
 GRILLES • CONTROLS • MOTORS • COILS
 ALL TYPES OF REFRIGERATION

- MORE IN STOCK THAN ANYBODY ELSE!
- WE TAKE OUR TIME WITH ALL CUSTOMERS
- AFTER-HOURS HELP AVAILABLE
- EPA CLASSES AVAILABLE IN-HOUSE
- CALL THE OFFICE FOR DETAILS AND SCHEDULE



Call, stop in,
 or visit us
 online today!

9920 Westpark
 Houston, TX 77063
 Phone: 713-952-5191
 Email: kmintl@wt.net
 www.unitedacsupply.com

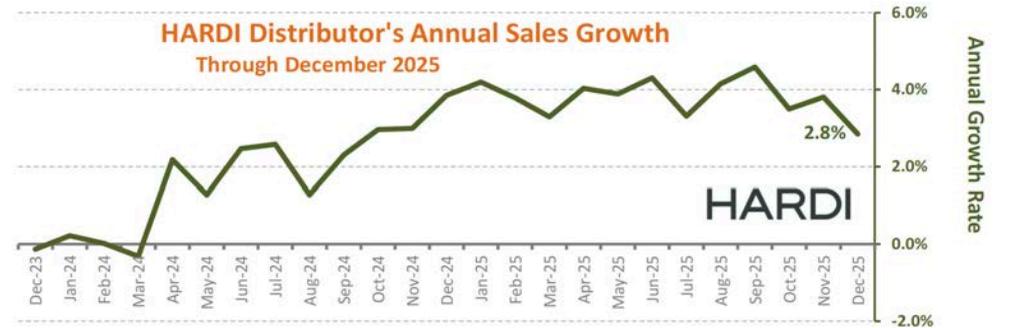
CHECK WITH US ON OUR WIDE SELECTION OF HEATING/AC PARTS
 AND ACCESSORIES PRICED RIGHT AND IN STOCK!

HARDI

HARDI Distributors Report 2.4% Revenue Increase in December

Columbus, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 2.4% during December 2025.

The annual sales growth for the 12 months through December 2025 is an increase of 2.8%.



Source: HARDI and CoMetrics

“It was nice to see 2.4% sales growth during December against a challenging prior year, but that growth was helped by one more billing day than last year,” said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. “We estimate for the month sales would have declined by 2.3% 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 December was less than 39 days which is close to the 38 days one year ago,” said Loftus. “The recent DSO for December is a bit quicker than the 43 days during December for 2021, 2022 and 2023.”

“The modest sales growth is consistent with the depressed existing home sales, weak consumer confidence, and struggling ABI index,” said Loftus. “Hopefully inflationary pressure can ease this year and we can see some benefits from the six rate cuts.”

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.

ComfortStar®

Air Conditioning & Heating Products



eco smart series™

SINGLE ZONE
Heat Pump Ductless
Mini-Split Systems



CH32 SERIES
Wifi | 17 SEER2
12K up to 36K



Distributed by



- Abilene
- Angleton
- Arlington
- Beaumont
- Brenham
- Brownsville
- Brownwood/Early
- Bryan

TEXAS

- Cleburne
- Conroe
- Corpus Christi
- Galveston
- Harlingen
- Houston
- Humble
- Huntsville
- Lufkin
- Marshall
- McAllen
- McKinney
- Nacogdoches
- Orange
- Paris
- Port Arthur
- San Marcos
- Sherman
- Temple
- Texarkana
- Victoria and Waco

LOUISIANA

- Alexandria
- Baton Rouge
- Covington/Mandeville
- Gonzales
- Gretna
- Harahan
- Hammond
- Houma
- La Place
- Lafayette
- Lake Charles
- Leesville
- Monroe
- Natchitoches
- New Iberia
- Opelousas
- Ruston
- Shreveport and Slidell

MISSISSIPPI

- Gulfport
- Hattiesburg
- McComb
- Meridian
- Natchez
- Ridgeland
- Vicksburg

12201 N. W. 107th Avenue, Medley, FL 33178 Toll Free: 1-866-524-9898 | Phone: 1-305-500-9898 | Fax: 1-305-500-9896

www.solarsupply.us | www.comfortstarusa.com

STARTS FEBRUARY 15 & ENDS MARCH 15

2026 SPRING PRESEASON STOCKING EVENT

The more you stock, the more you earn!



ROCKPORT, TX



LODGING



BAY FISHING HOUSE



EARN YOUR SPOT AT THE BAY FISHING HOUSE TRIP!

Scan the QR code for information on rules, qualifying items, and terms and conditions.



Call your Territory Manager or local branch and place your order today!



Angleton • Barker Cypress • Bay City • Beltway • Clay • Conroe • Lufkin • Gulfton • Humble • Katy • League City • Stuebner • Winkler

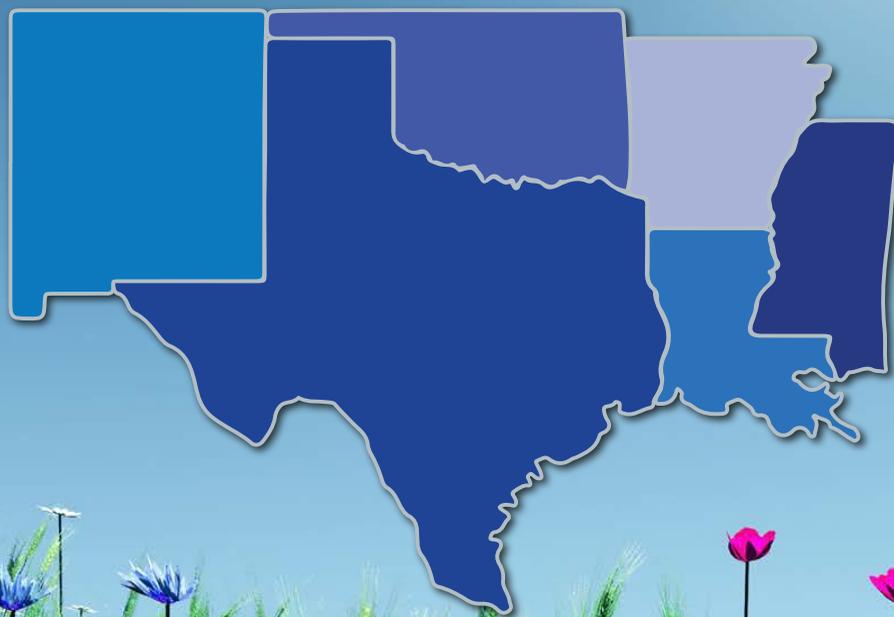
Shop Online 24/7 at CenturyAC.com 

Century AC Supply RUUD Dealer Meeting

Century AC Supply held their RUUD Dealer Meeting on Thursday January 22nd at the Hilton Houston Westchase. The meeting focused on market outlook, RUUD products and equipment, Honeywell controls, Synchrony financing and Pro Partner perks. It was very well attended.



Get ready to SPRING into action...



Advertise in **T** Air Conditioning **ODAY**

LLACKEY@AC-TODAY.COM | WWW.AC-TODAY.COM/ADVERTISE

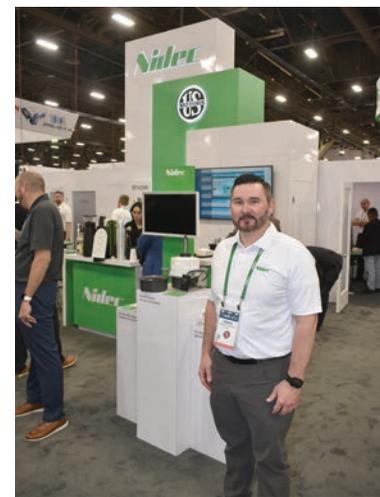
AHR Expo Brings 53,315 HVACR Professionals to Las Vegas

Innovation, Community and the Future of HVACR dominated the 2026 showfloor

Westport, Conn. – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) wrapped a monumental week in Vegas, taking over the Central and South Halls at the Las Vegas Convention Center February 2-4. 53,315 professionals – including engineers, sales channel partners, owners, contractors, installers and more – came together to experience

the latest offering from 1,956 exhibitors over 578,980 sq. ft. of show floor.

The next show, co-sponsored by ASHRAE and AHRI, will be held Jan. 25-27, 2027 in Chicago, Ill., and is held concurrently with ASHRAE's Winter Conference. For more information, visit ahrexpo.com



JB Industries, Mueller Streamline, NuCalgon, Neuco and Tecumseh AHR Event

The title companies hosted a networking and social event at the No Where Lounge at the famous Fontainebleau Hotel and Casino in Las Vegas on Monday February 2nd during AHR. The evening event had top-shelf beverages, tray-passed hors d'oeuvres, and an eccentric setting designed for meaningful networking and entertaining. As an added experience, guests were invited to join JB Industries for reserved gaming in the Solo Lounge at the Fontainebleau.



GEM/AIRE
D I S T R I B U T O R S



Select series

Enjoy **Savings**
and **Simplicity** with

Rheem Select Bundles



NOW IN STOCK

and readily available at your local
Texas Gemaire location.

Experience the convenience of purchasing a complete
Electric, Heat Pump or Gas System at a **competitive price!**



Shop Now!

gemaire.com/brands/rheemselect

Visit your local Texas branch

Houston NW.....713.466.6261
Houston Westpark.....713.787.6666
Pasadena.....713.477.8292
Carrollton.....214.390.5076
Haltom City.....817.916.1277
Dallas.....214.381.7899
Arlington.....817.652.3272
Plano.....972.424.5222

Texarkana.....903.832.3562
San Antonio.....210.495.4933
San Marcus.....210.495.4933
Austin.....512.836.6646
South Austin.....737.931.0678
Killeen.....254.526.3028
College Station.....979.774.5390
Temple.....254.773.0809

Waco.....254.751.7766
Harlingen.....956.423.8513
McAllen.....956.668.1147
Corpus Christi.....361.854.7591
Rosenberg.....346.843.8040

GEM/AIRE.COM

GREE Tradewinds Cocktail Party at AHR

GREE Tradewinds hosted a Cocktail Party at The Barbershop in Las Vegas on Monday February 2nd in the evening. The Barbershop is a real live barbershop in the front, with a "speakeasy" lounge in the back. It has an old Las Vegas feel with live music and cocktails.



RGF's Contractor Appreciation Event in Las Vegas

RGF Environmental Group hosted a Contractor Appreciation Event at the famous PopStroke putting course in Las Vegas on Monday February 2nd. The evening event had food, drinks and a world class putt-putt course for the contractors to enjoy. The event was private, so the entire facility was available for use.



2026 Coburn's HVAC Elite Dealer Meeting con't



CALENDAR OF EVENTS

MEPO OF OKLAHOMA, I NC.

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

March 11, 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

March 17, 2026 1:30 pm - 2:30 pm

Heat Pump Mtg

March 26, 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.

You do not have to be a member to attend our MEPO meetings

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

Text/Call 918-282-7864

Product News

Benefits of Lineset Covers to Enhance HVAC Installations and Customer Satisfaction

Hide Mini-Split Linesets

Linesets can be compared to arteries in the human body. While they don't carry life-giving oxygen to vital organs, they have a similar job. Generally, some portion of the linesets run along an exterior wall in order to reach the condenser. Depending on the system configuration and the distance between the indoor evaporator coil and the outdoor condenser, it's possible to have a lineset wrap around a corner of a home or building. Talk about a quick way to ruin a home's look!

Discourage Rodents from Becoming Residents

Since mice and rats love to chew, they are drawn to drywall, insulation, HVAC linesets, and wiring. Exposed linesets and wires are enticing and where they enter the home provides a convenient entrance to the attic, basement, or crawl space. During an initial installation or routine maintenance appointment, HVAC technicians can point out how lineset covers discourage rodents and pests by helping to seal the home and reduce the damage they may cause.

Prolong the Life of HVAC Systems

Customers often assume they've sufficiently taken care of their HVAC system because they schedule a routine cleaning. Some more proactive owners even cover the outside unit during the winter. It is helpful to explain

to people how AC maintenance should also include protecting exposed wires, insulation, and refrigerant lines. Beyond aesthetics, exposed insulation is subject to U.V. damage, leading to reduced efficiency and increased electricity costs. Unprotected linesets are left vulnerable to deterioration. Without proper insulation, the refrigerant warms. This can be seen when the copper is sweating, which is evidence of an unnecessary strain on the system. Covering linesets is a cost-effective way to help customers maximize the HVAC system's efficiency and get the most out of their home comfort system.

Customizable for Every Home Design

The curb appeal of a home or business is of active interest to an owner, a buyer, or a seller. A sloppy or unprofessional-looking HVAC installation is not only an eyesore, but it can also affect the price or cost of the structure. Regardless of the type of home or business or where it's located, lineset covers help to maintain a clean, professional appearance while providing vital protection to HVAC linesets and wiring.

Lineset covers are available in complementary colors to blend with the color of a structure. In addition, lineset covers can be painted to provide an exact match to the color of the structure. There's even the flexibility to accentuate the trim color of the structure.



EASIER, FASTER INSTALLATIONS, AND IMPROVED HVAC SYSTEM EFFICIENCY

The DS3 Duct Saddle is a one-piece, plastic, load distributing saddle that offers superior support in flexible ductwork, which is often plagued by kinking and sagging when using strapping alone.

Sell the **highest-profit** performance upgrade on every call!



The Benefits of using DS3 include

- ✓ For the **CONTRACTOR**, reduced installation time which means reduced labor costs.
- ✓ For the **CUSTOMER**, shorter cycle times, lower utility bills, greater comfort.
- ✓ For the **HVAC UNIT**, less breakdowns and greater operating efficiency.

One SKU Fits All Jobs RNC & Retrofit Applications

Call for FREE Homeowner Focused Sales Tools

(559)658-1010

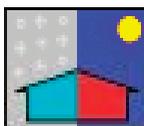
www.ductsaddles.com

FOCUS

Elite Software

Over 20 Hvac Design Programs!

Hvac Load Calcs (Both ACCA and ASHRAE), Duct Sizing, Energy Analysis, Sales Proposals, Pipe Sizing, Gas Vent Sizing, Psychrometrics, Refrigeration, More!

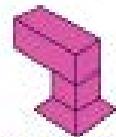


New!

Rhvac Online \$49/up ACCA approved Manual J, D, and S calculations. Works on phones, tablets, iPads, and computers



\$199/up To add CAD Drawing Features, Graphic Sales Proposals, Bill of Materials, & Gas Vent Sizing



Register for Free Trial Version!

www.elitesoft.com

800-648-9523

READ THE NEWEST ISSUE ONLINE!

AC-TODAY.COM



R-410A INVENTORY BLOWOUT



**R-410A.
ANY BRAND.
ANY SIZE.
WHILE SUPPLIES LAST.**



SHOP NOW

Take advantage of deep discounts on **R-410A residential equipment**. There's still time—Install R-410A systems by **12/31/25!** *While supplies last.*



Heating & Cooling Systems

Bundle & Save



SHOP NOW

**UP TO \$1000
IN SAVINGS!**



CEHVAC.com

WE STAND BEHIND IT. SO IT STANDS UP TO ANYTHING.

BUILT TO A HIGHER STANDARD®

American Standard®

HEATING & AIR CONDITIONING



CORPORATE HEADQUARTERS

4021 Ellis Road, Friendswood, TX 77546
(832) 481-1099



ACES AC Supply, Inc. - Your Independent
American Standard Distributor.

ACESUPPLY.COM

AUSTIN - NORTH
1810 RUTHERFORD LANE
(512) 832-7881

BUDA
2845 BUSINESS PARK DR.
(512) 441-8998

CORPUS CHRISTI
1129 HENDRICKS ROAD
(361) 853-5050

FRIENDSWOOD
4021 ELLIS ROAD
(832) 481-1099

HOUSTON - NORTH
420 E. TIDWELL
(713) 691-5170

HOUSTON - SOUTH
5801 SOUTH LOOP E.
(713) 738-3800

HOUSTON - WEST
5248 BRITTMOORE ROAD
(713) 849-4070

SAN ANTONIO
3835 STAHL ROAD
(210) 656-6900

SAN ANTONIO
6814 ALAMO DOWNS PKWY
(210) 457-5272

SPRING
601 SPRING HILL DR.
(281) 907-5000

STAFFORD
10155 MULA ROAD
(281) 977-6980

