



T Air Conditioning TODAY



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Solar Supply Vendor Fair



Pictures on page B2.

TACCA Greater San Antonio South Texas Expo



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Contractors from around the nation convene in Las Vegas for ACCA 2026

Alexandria, VA — Nearly 1,000 contractors and industry professionals convened in Las Vegas for a powerful, high-impact conference hosted by Air Conditioning Contractors of America (ACCA) last week.

The four-day conference at Caesars Palace was held March 15-18 and drew record-setting contractor attendance as well as industry leaders, strategic partners, and vendors from across the country. The 2026 expo hall sold out in 2025 with a wait list of nearly 100 companies interested in exhibiting.

The conference delivered packed sessions, a vibrant expo hall, and the kind of peer-to-peer energy that has made ACCA's annual gathering the premier event for contractors in the HVACR industry.

Energizing sessions designed just for contractors

Educational sessions throughout the week gave owners and operators dedicated space to connect, swap real-world experience, and ask the questions that matter most to their operations.

"ACCA 2026 was everything we hoped it would be — and the contractor energy in the room made it something truly special," said Barton James, president and CEO of ACCA. "When contractors connect with one another, share what's working, and challenge each other to think bigger, the whole industry moves forward. That happened in Las Vegas, and we can't wait to build on it next year in National Harbor, Washington, D.C."

Breakout sessions were packed throughout the week, with AI and workforce development drawing strong attendance. Sessions on AI-powered call centers, lead generation, and scaling operations ran alongside recruiting, retention, and technical training.

Contractors also participated in high-impact networking events such as the highly popular MIX Group® MIXer, where attendees connected with one another to form peer-to-peer groups of non-competing contractors.

ACCA leadership transition

The conference also marked the transition of leadership for ACCA's Board of Directors. Kurt Hudson of LC Anderson, Inc. stepped into the role of chair from senior vice chair. Hudson takes over for 2025-2026 Chair Eddie McFarlane of Sila Services, LLC.



ACCA's new Executive Committee takes the helm during ACCA 2026 in Las Vegas, NV.

The 2026-2027 ACCA Board of Directors Executive Committee includes the following contractor leaders:

- Kurt Hudson, Board Chair, LC Anderson, Inc. (Boston, MA)
- Eddie McFarlane, Immediate Past Chair, Sila Services, LLC (Lititz, PA)
- Matt Marsiglio, Senior Vice Chair, Flame Heating, Cooling, Plumbing, and Electrical (Warren, MI)
- Tim Cropp, Vice Chair, CroppMetcalfe (Fairfax, VA)
- Vince Gillette, Secretary/Treasurer, Gillette Air Conditioning Company, Inc. (San Antonio, TX)

2026 award winners announced

The 2026 ACCA award winners were announced during the 2026 awards ceremony, sponsored by ServiceTitan.

Residential Contractor of the Year Colony Air Conditioning & Heating (The Colony, TX)

Finalists: Atlas Butler Heating, Cooling, and Plumbing; Classic Air's One Hour Heating & Air Conditioning; Columbia Home Services; Great Dane Heating, Cooling, Plumbing, and Electrical

Commercial Contractor of the Year C.R. Wolfe Heating Corp (Middletown, NY)

Finalists: Envirotech Heating and Cooling; Waibel Energy Systems, Inc.; Willis Mechanical, Inc.

Convergentz Hosts 3rd Annual Crawfish Boil



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FISSCO Supply Houston Dealer Meeting and Vendor Show



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ACCA Partners with Moneypenny to Help Contractors Capture Every Customer Conversation

Alexandria, VA — The Air Conditioning Contractors of America (ACCA) has partnered with Moneypenny, a global leader in customer conversation management, to give contractors the tools they need to stay connected with customers when it matters most.

Since 2000, Moneypenny has redefined how businesses connect with customers. What started as a single dedicated assistant has grown into a 1,000-person team enhanced by proprietary AI technology, delivering phone answering, live chat management, and customer conversation handling for tens of thousands of businesses worldwide.

Operating from headquarters in Atlanta, Georgia, and Wrexham, North Wales, Moneypenny combines skilled human teams with intelligent automation to ensure no customer inquiry goes unanswered.

“HVACR contractors can’t afford to miss calls when a customer’s air conditioner fails on a summer afternoon, or their furnace goes out in the middle of winter,” said Barton James, ACCA president and CEO. “Moneypenny helps give contractors the ability to be there for customers 24/7 without stretching their team too thin.”

For HVACR contractors juggling emergency calls, service appointments, and field work, Moneypenny acts as an extension of the team — answering calls in the contractor’s brand voice, managing live chat, and capturing leads around the clock. Their AI Voice Receptionist handles routine inquiries while trained professionals manage complex conversations, ensuring every customer interaction reflects the professionalism contractors work hard to build.

Moneypenny’s services scale with business growth. Their

platform integrates into existing operations, providing data security and detailed conversation insights that help contractors understand customer needs and improve service delivery.

“Home services businesses are the backbone of our communities, and we’re honored to support ACCA members in delivering the responsive, professional service their customers expect,” said Eric Schurke, CEO North America at Moneypenny. “Our blend of brilliant people and AI technology means contractors can focus on the skilled work they do best while we ensure every customer conversation strengthens their reputation and grows their business.”

ACCA’s Strategic Partner Program connects contractors with industry leaders who provide the tools, technology, and support that drive business success and elevate the HVACR profession.

For more information about ACCA’s Strategic Partner Program and how partners support contractors, visit acca.org/partners.

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New trucks, vans, tech and AI innovations revealed at Work Truck Week® 2026

Ram, Harbinger, Ford and more make major announcements at commercial vehicle industry's biggest event

Indianapolis — A verified 15,646 commercial vehicle industry professionals from 29 countries and all 50 U.S. states gathered at Work Truck Week® 2026 to explore what's new and what's next in the work truck world. They witnessed major product launches, caught up on trends, learned techniques for improving operations, drove new commercial vehicles, reunited with old friends and made fresh connections. Work Truck Week 2026 took place March 10–13 at Indiana Convention Center in Indianapolis.

More Than a Trade Show®, Work Truck Week encompasses The Work Truck Show®, Green Truck Summit, NTEA Annual Meeting, Work Truck Week Ride & Drive, extensive educational programming and more. Work Truck Week is produced by NTEA – The Work Truck Association.

“Work Truck Week 2026 again demonstrated that for one week every year, Indianapolis becomes the epicenter of the rapidly evolving commercial vehicle industry,” says Steve Carey, NTEA president & CEO. “It’s the can’t-miss event to explore vehicle and equipment innovation, identify industry trends and get business done.”

Product launches

Major product reveals from several of the 547 exhibiting companies had attendees buzzing. There was something to discover down every aisle of the sold-out Work Truck Show exhibit hall and New Exhibitor Pavilion, including truck and trailer lights designed to last forever, solar charging and no-idle systems, cargo management solutions, truck bodies, engines and more.

Ram Professional chose North America’s largest work truck event to announce it’s bringing back the midsize commercial van, unveiling the all-new 2027 ProMaster City. **Harbinger** pulled the cover off its HC Series Cab, a medium-duty, low cab forward truck, available as an electric or hybrid plug-in model. **Ford Pro** debuted Ford Pro AI, an intelligent fleet assistant, and announced new 2027 Super Duty packages designed specifically for those in what it calls the Essential Economy — the 3 million businesses and 95 million workers across construction, manufacturing, service, energy, and logistics that drive \$12 trillion in gross domestic product. To review all the media announcements made at Work Truck Week, plus photos and event coverage, visit worktruckweek.com/coverage.

Industry Professional to Lead Winsupply’s Training Initiatives

Dayton, Ohio – The Winsupply Family of Companies has hired CP Ryan as Winsupply Inc.’s Director of Training. In the role, CP will lead and shape the future of training programs for over 9,000 employees at Local Companies and Service Companies. This is a crucial role in the mission to develop talent and support capable, hardworking entrepreneurs to achieve without limits.

“We have an opportunity to elevate how we support our Local Companies; expanding beyond job-specific training to deliver best practices, leadership development, and soft skills that truly help our Local Companies thrive,” said Kamna Gupta, Vice President, Support Services Group. “At the same time, we are equally committed to creating innovative, impactful, and future-ready training programs within the Service Companies.”

Winsupply Inc.’s Support Services Campus in Dayton, Ohio, has around 500 employees who work to support its over 680 entrepreneurial companies across the U.S.

CP is a seasoned professional in the industry. She joined Winsupply from the role of Senior Director of Member Programs at the National Association of Wholesaler-Distributors. Since 2022, CP designed the executive education and training portfolio serving 250 distribution companies across the country.



“CP’s role is vital to our responsibility to help Local Companies and Service Companies develop talent. She joins a strong team already doing great work, and I look forward to seeing her impact as she partners with this group to scale the effectiveness of our training programs,” said Robert DiTommaso, President, Support Services Group.

CP is excited to begin meeting leaders across Local Companies and Service Companies to ensure everyone has access to the tools and resources they need to succeed.

“The opportunity to utilize training to help support individuals on their journey of owning and operating their own business is incredibly unique,” CP Ryan said. “Training should be continuous and energizing, evolving with each business to meet changing demands.”



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Now Hiring 600,000 Well-Paid Workers: National Careers In Trades Week Builds Awareness for Rewarding and Essential Skilled Trade Jobs

New Research Shows the Majority of Teens Would Consider a Job in the Skilled Trades Over College Knowing the Pay is Higher Than Average

Chantilly, Va. — National Careers in Trades Week (NCIT), which takes place April 6-10, 2026, comes at an opportune time for people seeking rewarding, essential careers with excellent pay and strong benefits, including healthcare and pensions. While U.S. workers are experiencing a stagnant job market with fewer job postings and positions that are harder to secure, well-compensated skilled trade job openings keep growing due to infrastructure and other projects vital to the economy.

According to the Bureau of Labor Statistics (BLS), professions in the skilled trades will experience faster-than-average job growth between 2024 and 2034, with the Occupational Outlook predicting over 600,000 construction job openings each year and a current median annual wage of \$58,000 (up from \$55,000 in 2025), remaining higher than the median for all occupations. They also do not result in debt that can accompany a college path. And according to Construction Labor Research Council, nationwide, workers are averaging pay hikes above 4%, as employers look to attract and retain workers in a tight labor market.

New research conducted by Wakefield Research on behalf of the Sheet Metal and Air Conditioning Contractor’s National Association (SMACNA) shows that 75 percent of teens aged 13-18 would consider a trade job over going to college. The most compelling reasons for teens opting for a trade over college are higher pay, good benefits, and paid apprenticeships, cited by 30 percent of teens. Other considerations that would sway a teen to the trades include opportunity to be promoted (24%), knowing a job is vital to the economy (21%), and the number of available trade positions growing faster than the average job (19%).

“Skilled professions offer rewarding career opportunities for all people, including young adults, women, veterans, and anyone who is looking for a career change,” said SMACNA CEO Frank Wall. “The wages and job security that trade careers offer provide a faster means to home ownership, upward mobility, and saving for retirement that other pathways don’t always ensure.”

In addition to the sheet metal and HVAC industries, the Sheet Metal, Air, Rail, and Transportation Workers (SMART), and International Training Institute (ITI) who led the initiative in 2025, other drawingObject22, Grouped objectleading trade groups have joined National Careers in Trades Week to build awareness for all they have to offer and how their disciplines leave lasting legacies on society. These include, the Mechanical Contractors Association of America (MCAA), National Energy Management Institute (NEMI), the National Electrical Contractors Association (NECA), and the Sheet Metal Occupational Health Institute Trust (SMOHIT).

“A career in the electrical industry offers more than a paycheck, it offers purpose, stability, and opportunity. Electrical construction professionals are building the systems that power our economy, keep our communities safe, and bring us light at the flick of a switch. This industry provides high-quality training, competitive wages, strong benefits, and clear pathways for advancement, allowing individuals to successfully transform their lives and families while contributing to a more connected and sustainable future,” said David Long, CEO of NECA.

Throughout National Careers in Trades Week, cross-industry visibility efforts will showcase the benefits of choosing careers in the skilled trades among job seekers and the American public. The

goal is to fill the hundreds of thousands of jobs that are essential to national and global economies and infrastructure projects, including, for example, the construction of chip plants, stadiums, healthcare facilities, factories, and data centers. As categorized by the BLS, skilled trades encompass a wide range of professions that typically require specialized training or apprenticeships that are essential for industries such as construction, manufacturing, energy and transportation. Key examples include sheet metal workers, HVAC technicians, electricians, pipefitters, welders, plumbers, masons, and carpenters among many more.

“There is a lot that has changed about our country over the years: technology, artificial intelligence, you name it. But one thing that won’t ever change is this simple fact: We need skilled trades workers to build our country,” said Michael Coleman, General President of SMART. “SMART members are doing that from coast to coast, whether building new hospitals, ensuring air quality in schools, or making sure apartment and office buildings run as efficiently as possible. We’re excited to shine a light on the many career paths available to workers in our industry during National Careers in Trades Week — and well beyond.”

The 2026 research was conducted by Wakefield Research on behalf of the SMACNA among 500 U.S. parents of kids currently enrolled in high school or college between January 13-21, 2026, using an email invitation and an online survey.



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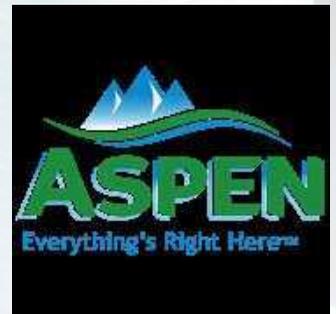


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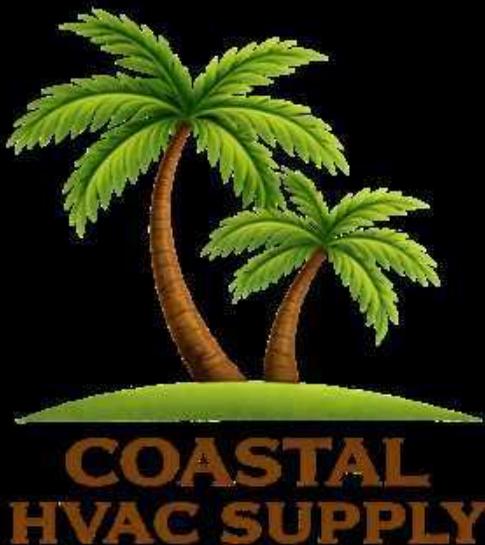


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Johnson Controls named to inaugural USA 25 Most Sustainable Companies list

Milwaukee— Johnson Controls (NYSE: JCI), a global technology leader in energy efficiency, decarbonization, thermal management and mission-critical performance, has been named to the inaugural USA 25 Most Sustainable Companies list by Corporate Knights and As You Sow. The recognition highlights Johnson Controls’ leadership in making energy-efficiency and sustainability core to its business, delivering market-leading solutions that help customers reduce energy costs, cut emissions and improve operational performance.

“As energy costs rise and demand continues to grow, our customers are looking for solutions that deliver real results,” said Katie McGinty, Vice President and Chief Sustainability and External Relations Officer at Johnson Controls. “Investing in smart sustainable solutions is powering the bottom line for companies across industries. Especially in times of uncertainty, efficiency and decarbonization are proving to be powerful drivers of resilience and growth.”

The USA 25 Most Sustainable Companies are ranked by portions of their revenue earned from sustainable business. Of nearly 1,500 U.S. companies evaluated, only 25 were selected for generating a significant share of revenue from sustainable business activities.

Customer success is central to Johnson Controls’ approach. Organizations across sectors are using the company’s technologies to accelerate progress toward climate and energy goals through a trifecta of technologies: efficiency, electrification and digitalization. For example, Stanford University used Johnson Controls heat pumps combined with OpenBlue’s AI-powered solutions to cut energy costs by \$500,000 and greenhouse gas emissions by 68%. A major healthcare institution leveraged OpenBlue to cut energy costs by 40% for each operating room while maintaining precise conditions required for patient care. These solutions are transforming operations, lowering costs and helping customers operate more sustainably across mission-critical industries like hospitals, advanced manufacturing, higher education and data centers.

Johnson Controls’ commitment to sustainable business

practices is also recognized through inclusion on the following lists:

- 2026 Ethisphere World’s Most Ethical Companies list, for the 19th time
- 2026 Clean200 list for 11th consecutive year
- 2026 EcoVadis Gold Medal
- 2025 CDP ‘A List’
- Financial Times Climate Leaders 2025
- ISS ESG Prime Corporate Rating
- MSCI Leadership ESG Rating AA
- Sustainalytics Top Rated 2025 List

To read more about Johnson Controls commitment to sustainability, please visit: johnsoncontrols.com/corporate-sustainability/sustainability



In memorian... Jesse Delgado



On Feb. 11, surrounded by his family, Jesse Delgado, 62, passed away peacefully to be with his Lord and Savior. He was born on Nov. 18, 1963, to Stanley M. Delgado Sr. and Susie Resendez Delgado in Port Lavaca, TX.

Jesse worked for Beyer Air Conditioning and Heating / Beyer Boys for over 25 years. He was a proud member of the San Antonio Executive Association (SAEA) for more than 25 years.

The Beyer Cares Foundation was a charity personally meaningful to Jesse. In lieu of flowers, donations may be made at: <https://www.beyercaresfoundation.com>. -cwr

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CPS Products Previews Next-Gen Blackmax® Lineup at AHR Expo 2026

New Digital and Wireless Tools, Expected In Stores by Q2 2026, Expand the BlackMax Platform with Enhanced Accuracy, Connectivity and Workflow Control



Las Vegas/Miramar, Fla. – Continuing its nearly 50-year legacy of HVACR innovation, CPS Products, Inc., a global leader in HVACR tools, instruments and service equipment, unveiled the next generation of its user-driven BlackMax® premium tools at AHR Expo 2026, on Feb. 2–4, 2026 at the Las Vegas Convention Center. Designed to help technicians work faster, smarter and with greater confidence, the new digital and wireless BlackMax tools deliver enhanced accuracy, streamlined workflows and modern connectivity for

today's jobsites. Now entering production, these innovations will be shown publicly for the first time at AHR, giving attendees an exclusive hands-on preview before they become available through distribution later in 2026.

The new lineup includes the BlackMax BMD200 4-Valve Digital Manifold, BTM200 Wireless Temperature Clamps and BVG215 Wireless Vacuum Gauge—a connected set of tools built to simplify core workflows like diagnostics, evacuation and commissioning. Built for the user, these are designed to reduce setup time and eliminate cord clutter, the tools deliver clearer readings, stronger accuracy and real-time visibility where techs need it most: At the unit, at the panel or while on the move, anywhere on the jobsite.

The BlackMax BMD200 Digital Manifold is the foundation of the BlackMax platform, built to help technicians work faster and more confidently on every call. A bold, customizable full-screen display, wireless connectivity and rugged jobsite construction come together with automated calculations and support for over 100 refrigerants—

including A2L options. Finished with metal control knobs and stainless-steel fittings, the BMD200A is designed to feel solid in hand and deliver dependable performance day after day.

Expanding the BlackMax platform into a fully connected measurement system, the BlackMax BTM200 Wireless Temperature Clamps deliver fast, cordless temperature readings and transmit them directly to the BMD200 Digital Manifold for immediate system visibility. Using Line-Assign™ Technology, the clamps automatically identify suction-line (SLT) and liquid-line (LLT) temperatures once paired, with intuitive blue/red LED indicators—eliminating rubber bands, guesswork and crossed lines. High-precision NTC thermistor technology provides best-in-class accuracy ($\pm 1^\circ\text{F}$ with 0.1°F resolution), while firm-grip jaws accommodate pipe diameters up to 1-1/2 inches. A premium rubber overmold ensures secure handling in real-world jobsite conditions, making the BTM200 a purpose-built component of the BlackMax connected tool ecosystem.

For evacuation, the BlackMax BVG215 Wireless Vacuum Gauge extends the BlackMax system into high-resolution evacuation measurement and verification. The gauge streams live micron data directly to the BMD200 Digital Manifold or a mobile device, allowing technicians to monitor progress without hovering over the pump. Calibrated to NIST standards, the BVG215 delivers reliable accuracy across a wide operating range and features an integrated ball valve that lets technicians isolate the gauge without breaking vacuum. The result is a smoother evacuation process, clearer verification and fewer workflow interruptions from start to finish.

Designed to work alone or as a connected system, BlackMax tools communicate wirelessly and integrate with CPS Link Pro™ and supported third-party platforms, including MeasureQuick®, delivering system data wherever technicians need it—at the manifold, on a mobile device or across the jobsite.

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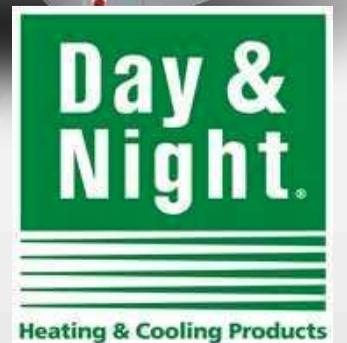
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Product News

Beyond IAQ: The Next Preventative Service Opportunity for HVAC Contractors

For the past decade, HVAC contractors have focused on Indoor Air Quality upgrades. UV lights, filtration systems, and air purifiers became standard talking points during service calls and equipment replacements. But many contractors are starting to experience something new: IAQ fatigue.

Homeowners have heard the pitch, and contractors are increasingly looking for a different type of service opportunity; one that solves a real problem they encounter every day while creating additional revenue and stronger customer relationships.

That opportunity may already exist inside every HVAC system.... The condensate system.

The Hidden Failure Point in HVAC Systems

Every contractor has seen it, a clogged condensate line shuts down a system in the middle of summer, or a backed-up drain pan leads to ceiling damage. A homeowner calls in frustration because their relatively new system suddenly stopped working. In many cases, the root cause isn't equipment failure at all, it's **condensate buildup and drain line blockage**.

As high-efficiency systems run longer and produce more condensation, proper condensate management has become increasingly

important. Yet in many homes, condensate systems receive attention **only when something goes wrong**. From a contractor perspective, that creates a reactive service model instead of a preventative one.

A Shift Toward System Protection

Contractors are beginning to rethink condensate management.

Instead of treating drain line cleaning as a nuisance task during seasonal maintenance, they are beginning to view condensate management as part of a **broader system protection strategy**. That shift reframes the conversation with homeowners.

Instead of explaining why a drain line clogged, contractors can now explain how to prevent the problem before it happens. This approach aligns with what contractors already want:

- Fewer emergency calls
- More proactive service offerings
- Stronger maintenance programs
- Better protection for customer homes

A New Service Category

For years, contractors have built service offerings around filtration, airflow, and comfort.

But condensate management is increasingly being recognized as another critical component of system health. When contractors

begin positioning condensate management as **system protection**, homeowners immediately understand the value:

- Protection against water damage
- Improved system reliability
- Reduced emergency service calls
- Cleaner system operation

For contractors, it also creates something valuable: **a new service category that can be integrated into maintenance agreements and system upgrades**.

Turning the Concept Into a Practical Solution

As this category begins to emerge, manufacturers are starting to introduce solutions specifically designed to help contractors manage condensate systems more proactively.

One example is **iFLO Pro™** a 24-volt condensate management platform designed for integration directly into the HVAC system. Rather than relying solely on manual drain cleaning or chemical treatments, the system helps address condensate buildup automatically as the equipment operates. For contractors, this type of technology represents a shift away from reactive service calls toward **built-in system protection**.

And because it integrates with the HVAC system's low-voltage controls, it

fits naturally into both new installations and system upgrades.

A Service Conversation Customers Understand

Contractors who introduce condensate protection during maintenance visits often find the discussion is surprisingly straightforward.

Homeowners understand the risk of water damage.

They understand preventative maintenance.

When contractors explain that the condensate system can cause shutdowns or overflow damage if neglected, the conversation shifts from a technical explanation to a simple question:

"Would you like to prevent this problem before it happens?"

Why This Matters for Contractors

In an industry where most conversations revolve around efficiency ratings and air quality accessories, condensate management offers something different. It solves a problem contractors already deal with every day, while providing a clear value proposition for homeowners.

And it opens the door for contractors to introduce a new service offering that supports long-term customer relationships.

SEE BEYOND IAQ PG.14



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Carrier Celebrates Momentum, Innovation, and Dealer Excellence at the 2026 Carrier Factory Authorized Dealer Meeting

Los Angeles, CA – Carrier hosted the 2026 Carrier Factory Authorized Dealer (CFAD) Meeting, bringing together over 900 top dealers, distributors, trainers, and partners for a high-energy week focused on innovation, connection, and performance. Held in Los Angeles, the event underscored Carrier’s commitment to building smarter, connected solutions that elevate dealer success and enhance homeowner comfort, all aligned to this year’s “Built to Lead” theme. Carrier is part of Carrier Global Corporation (NYSE: CARR), a global leader in intelligent climate and energy solutions.

“Our dealers are the engine behind Carrier’s momentum,” said Nick Arch, Vice President and General Manager of Residential Solutions at Carrier. “CFAD is more than a meeting, it’s a powerful reminder of what happens when the best in the business come together to share ideas, strengthen capabilities, and raise the bar for our entire industry.”

This year’s awards celebration honored standout leaders whose excellence continues to shape the future of HVAC. Among the top recipients recognized were:

- Tom’s Heating Service: the only dealer to receive the President’s Award 20 consecutive times, earning the honor every year since the program’s inception.
- Roger Saylor, Roger’s Plumbing and Heating, Inc.: celebrated for leadership, customer commitment, and consistent operational excellence by being inducted into the Carrier Dealer Hall of Fame.
- Jim Morelli, Morelli Heating & Air Conditioning:



posthumously inducted into the Carrier Dealer Hall of Fame for his lasting contributions to the industry.

- Skip Mungo, Temperature Equipment Corp.: honored for distinguished impact, leadership, and dedication across the Carrier network.

Throughout the week, dealers and Carrier leaders engaged in collaborative sessions, hands-on demonstrations, and forward-looking discussions focused on strengthening operations and accelerating growth. The event also featured a robust lineup of training sessions, with over 3,644 hours of education delivered, underscoring attendees’ strong commitment to continuous learning and performance excellence. As the industry continues to shift toward smarter, more energy efficient solutions, Carrier remains committed to equipping its dealer network with the innovations, training, and support needed to lead with confidence.

To learn more about Carrier visit www.carrier.com/residential.

The Opportunity Ahead

Every HVAC system produces condensate, yet very few systems include any form of active condensate management.

For contractors looking for a fresh service conversation, one that focuses on system protection, reliability, and homeowner peace of mind, this represents a meaningful opportunity.

Solutions like iFLO Pro™ are beginning to give contractors the tools to turn that opportunity into a practical part of their service offering.

A Simple Question for Your Next Service Call

The next time your team performs maintenance on a system, ask one simple question:

“How are we protecting the condensate system?”

If the answer is clearing the drain line after it clogs, it may be time to rethink the approach.

As more contractors begin to recognize the importance of condensate management, the industry may be witnessing the early stages of an entirely new service category, HVAC system protection.

Interested in offering condensate system protection to your customers? Contractors can become an iFLO Pro™ Contractor and add a new service category that protects HVAC systems while generating additional revenue.

Visit www.iflopro.com to learn more and sign up.

For questions about training, distribution, or becoming an authorized contractor, contact our **Inside Sales Team at (888)-443-IFLO.**

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PHCC Essentials of Project Management Class Teaches Attendees Detective Skills



Falls Church, Va.—Construction project managers attending the Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation’s *Essentials of Project Management* class learned that effective management often begins with thinking like a detective. During the four-day course, held March 4–7 at Milwaukee Tool’s headquarters in Brookfield, Wisconsin, participants explored how careful analysis, problem-solving, and attention to detail can help project managers identify issues early, make better decisions, and keep projects on track.

Leading the class of twenty-four attendees through highly interactive discussions was Purdue University Professor Emeritus

Kirk Alter. Throughout the course, Alter encouraged participants to approach their projects the way a good detective approaches a case—by carefully examining the evidence, asking good questions and managing with numbers. Job cost reports, labor productivity numbers, and other data provide the “clues” that reveal what is really happening on a project. By learning to analyze those signals, managers can spot problems early, understand what is driving costs, and can take corrective action before small issues grow into larger problems.

The class also reinforced the importance of developing habits that help managers cut through distractions and focus on the facts. Participants discussed the value of conducting



root cause analysis when problems arise, improving processes incrementally (one percent better every day) on each project—and building trust with coworkers and customers by always communicating honestly.

By the end of the four-day program, attendees left with a clearer framework for approaching their work: learn how to deeply analyze the limited information available, support the craftspeople in the field, and make disciplined decisions based on facts rather than assumptions. That investigative mindset will allow the construction professionals attending the class to solve the daily mysteries of how to run their projects at peak performance and ultimately become more effective, efficient, and profitable project managers.

Milwaukee Tool sponsored and hosted the class at their headquarters in Brookfield, Wisconsin. “Milwaukee Tool actively invests in training for our industry, and we are proud to host this PHCC class for project managers,” said Ron Shanaver, National Account Manager. “Supporting education and professional development is a core part of our mission, and partnering on programs like this allows us to contribute to the growth of the trades while giving back to the industry we serve.”

The Foundation will be conducting a two-day *Creating Super Foremen* workshop at Milwaukee Tool on May 1st and 2nd, with Kirk Alter again providing instruction. Visit <https://phccfoundation.org/essentials> for more information.



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It's On My Heart: Financials and Ai, lessons learned

Recently traveled to Ohio for a two-day financial training session, put on by Buford and Kim Martin. Not to worry, I would never try to do a two-day financial class, Kim and Buford are the experts. They owned a HVAC company in Arkansas, sold it and now help our Service Nation members with financial concepts, how to read the P&L, balance sheet, overhead calculations, leading to a better idea on how to price out the service and replacement packages.

This meeting was unusual as it was for a group of foundation repair companies, they do repairs, waterproofing, adding window wells, all sorts of things that I did not realize were needed. They heard us on a podcast,

reached out and we set up a two-day event.

So this is an industry that I knew nothing about, and I was surprised. One company had over 60 employees, they even offered maintenance agreements to their customers. They claimed they had over 1000 companies in their association, some small outfits, but many were larger. We had employees who were installers, office managers, and service technicians, as well as a couple of owners. They all stayed for 2 full days, most were not in the accounting department, but they wanted to learn how the financials worked.

Some were in sales, and this training helped them understand the relationship of overhead and markup,

and how that affects selling prices. Many came to the meeting thinking that the marketplace dictated their pricing but walked out realizing they had control over the investment needed for their projects, and how much value they could bring. A foundation that is failing can bring down a home that you have lived in for decades. Some of the companies that were there shared what their process was like for a project that could be \$20-\$30,000 dollars. Most offered financing, but usually only one plan. The progressive companies offered multiple plans, up to 15 years in some cases. That would give the customer options, they could choose the plan that was right for them.

Is there a parallel for

our industry, or for the trades in general. Certainly there is. Have you ever held a class for your entire company on financials. You don't have to go deep, but you could share what it costs to run a company, even more dramatic, share what it costs to get a truck to the customer's home. The employees may appreciate your pricing even more when they discover what it really costs to just do a simple service call.

Share with them what it costs to add a new field employee. When you look at a new van, tools, training required on your systems, hiring costs, it can run up to \$50 k or more pretty fast. We have some members who give the employees a choice, we either hire additional labor, or give everyone a



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!"

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raise instead. That concept is built on the premise that the existing employees can do extra work instead of hiring a new person.

We find that most

employees can actually work faster if given an incentive and a choice of what they want from the employer.

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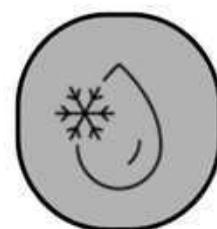
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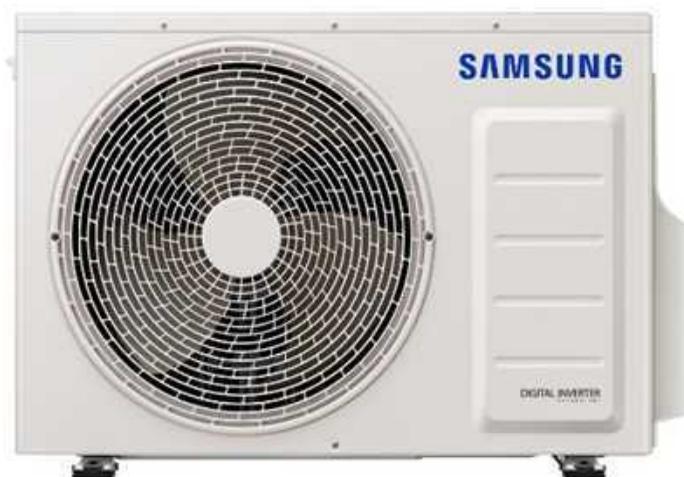
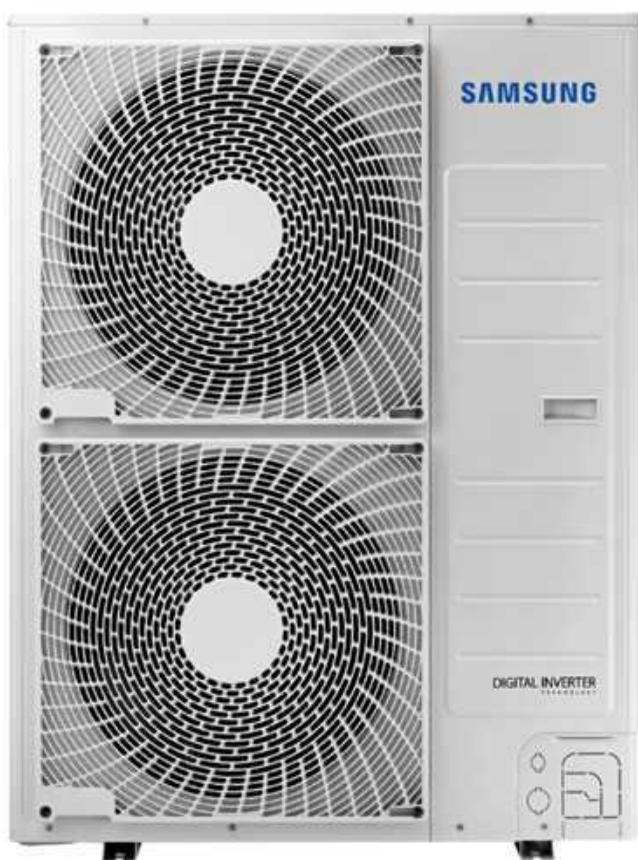
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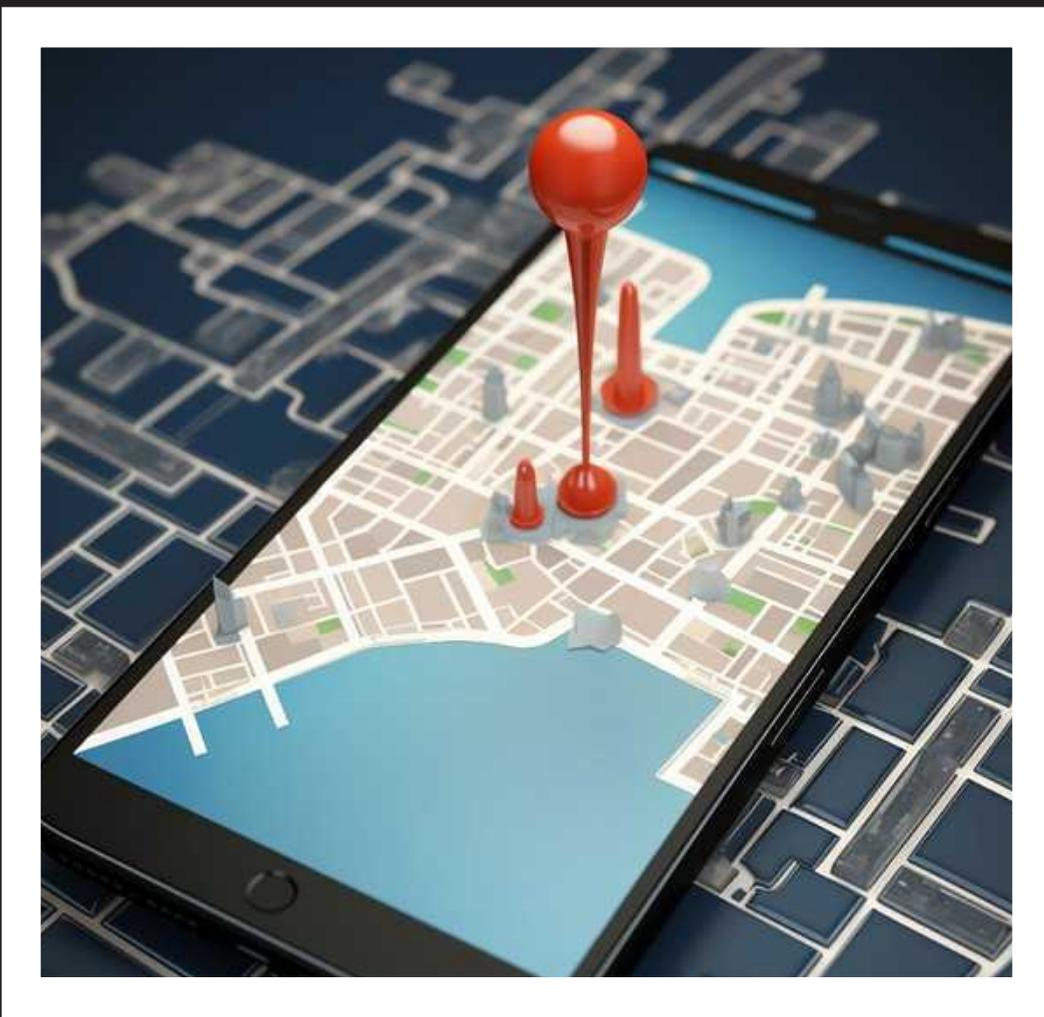


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Another topic that came up was Ai, how they used it to help with phone calls, even scheduling projects. I do realize that is somewhat of a hot topic, many people say they just don't like talking to those robots. Here are some statistics. If you can respond within 1 minute, you have increased your chances to convert that call into a sale by up to 391%. Prospects are 100 times more likely to connect with your company if you can respond to them in 5 minutes compared to 30 minutes. In addition, 78% of prospects buy from the first responder.

Waiting 10 minutes can drop the lead qualification chances by 80%. But wait, there's more! Studies show that 30% of leads never get contacted at all. 55% of companies take more than

5 days to respond to leads. But the consumer expects responses within 10 minutes. We have trained them (actually Amazon has trained them) to expect instant responses, so it should be no surprise that we have to move fast.

Can you use Ai to respond, or can your office staff handle those calls at any time of the day or night? Some companies use a phone system that forwards the number over to an on-call person, better than a voice mail system, but it can still be a frustrating experience for the employee. Not trying to sell you on Ai, but it is getting better each time it is used, it actually learns as the calls come in. Maybe time to investigate how it could help you respond faster and at any time day or night.

Thanks for reading, we'll talk later.

Danfoss to Showcase Sustainable Industrial Refrigeration Solutions at IIAR Expo in San Antonio

As the industrial refrigeration industry works to lower its environmental impact by reducing refrigerant charge, Danfoss is looking forward to showcasing its full range of sustainable industrial refrigeration solutions at the upcoming IIAR Natural Refrigeration Conference and Heavy Equipment Expo, March 15-18 in San Antonio, Texas. Attendees are invited to visit booth #737 to learn more about how Danfoss products and solutions are helping industrial refrigeration customers meet energy efficiency and emissions reduction goals.

In addition to offering a broad portfolio of solutions that enable industrial refrigeration customers to reduce refrigerant charge and energy consumption, Danfoss is leading the industry in developing the technologies for successful implementation of CO₂. Supporting customers through refrigerant transition and the implementation of low-GWP solutions is a key focus area for the company.

Danfoss innovations on display at

IIAR Expo include:

- NeoCharge, a complete solution for reducing ammonia charge in both new and existing systems
- Large CO₂ Ejector, with a user-friendly design and high capacity that enables industrial CO₂ refrigeration systems to reduce energy consumption, even in warm climates
- BOCK® HGX56 CO₂ T, a transcritical semi-hermetic CO₂ (R744) compressor with 6-cylinder capacity, ideal for industrial refrigeration, cold storage, ice sports facilities and heat pumps
- IPS 8 Air Purger, a fully automatic air purging system that offers optimal performance and maximum system safety
- Cool Ctrl, a comprehensive range of distributed and centralized control panel solutions delivering advanced, customizable industrial refrigeration and power management performance with seamless system integration

Attendees also have the opportunity to hear insights from a Danfoss expert. Adam Anderson, industrial refrigeration

key account manager, will present a technical session on Monday, March 16 at 1:40 p.m. in the Product Showcase Theater. "Redefining Sustainability, Automation and Energy Cost Reduction in a NeoEra" will examine how innovative industrial refrigeration strategies and modern automation can unlock new levels of efficiency, sustainability, and energy savings across the cold chain.

"From energy optimization to smarter automation, Danfoss solutions are delivering measurable energy savings and enhanced performance in industrial refrigeration operations," said Hernan Hidalgo, sales director for industrial refrigeration at Danfoss. "We are looking forward to engaging with our customers at IIAR Expo and discussing how our solutions can help them meet their productivity and sustainability goals."

For more information, visit: <https://www.danfoss.com/en-us/about-danfoss/events/dcs/iiar-natural-refrigeration-conference-heavy-equipment-expo/>

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New Episode of *Making Life Better* Podcast Now Available

On this month's episode of the *Making Life Better* podcast, we hear from AHRI Senior Vice President of Government Affairs Samantha Slater about all things Energy Policy and Conservation Act (EPCA), which is a critical law for our industry.

EPCA was passed by Congress in 1975, with major amendments in 1987, to create a national framework for improving energy efficiency.

This is done in several ways, but mainly through energy efficiency standards developed by the U.S. Department of Energy. This federal process ensures that equipment that's considered EPCA-compliant can be sold anywhere in the country. States are pre-empted from

enacting standards stricter than the federal standards, which gives manufacturers the stability they need to produce efficient and affordable equipment for everyone.

As Slater explains on the podcast, EPCA hasn't been meaningfully updated since 2007, and AHRI is working to change that through an industry-wide awareness campaign and advocacy effort.

Listen on Apple Podcasts, Spotify, or wherever you get your podcasts.



ClimateMaster® Launches Tranquility® SL Low-Profile Series, a New Generation of Water-Source Heat Pumps

Oklahoma City, Okla. – ClimateMaster® introduces the Tranquility® SL Low-Profile Series, a new generation of water-source heat pumps engineered to meet modern building challenges with advanced controls, quiet performance and sustainable comfort.

With a nine-inch cabinet height, the Tranquility SL installs easily in tight ceiling spaces, giving users greater flexibility. Built for performance and ease of service, the SL heat pump model exceeds ASHRAE 90.1 efficiency standards. Its brazed-plate heat exchanger delivers efficient heat transfer in a compact footprint, while electronically commutated (EC) blower motors and integrated water control options maximize system efficiency.

For environments that demand quiet comfort, the Tranquility SL includes an UltraQuiet sound-attenuation package, double isolation compressor mounting and an integrated sound attenuator box. Powered by CXM2 communicating controls, the Tranquility SL offers real-time system diagnostics, fault memory and faster commissioning when connected to a wireless service tool.

“With the new Tranquility SL Low-Profile Series, ClimateMaster is redefining what’s possible in water-source heat pump design,” said Caleb Fox, director of product management & product support, ClimateMaster. “Engineered for modern buildings, the Tranquility SL combines advanced controls, ultra-quiet performance and sustainable efficiency,



all within a compact cabinet.”

When paired with the iGate® 2 thermostat, the system provides a cloud-connected, web-enabled gateway that allows users and technicians to monitor, control, and diagnose the system from anywhere, ensuring optimal comfort and uptime. The Tranquility SL model also features an industry-first, bottom-access design that allows technicians to easily service all major components without removing any ductwork.

The Tranquility SL represents ClimateMaster’s ongoing commitment to innovation, efficiency and comfort—advancing water-source heat pump technology for the next generation of building design.

About ClimateMaster

For more information about ClimateMaster visit, climatemaster.com



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Solar Supply Vendor Fair

Solar Supply held their annual Vendor Fair at the L'auberge Casino and Resort in Lake Charles Louisiana on Wednesday March 25th. The event was held from 12-5 and featured sales representatives and manufacturers' reps showing their lines to the Solar Supply management and sales staff. The event was very well attended.



Builder Sentiment Inches Higher but Affordability Concerns Persist

Builder sentiment inched up in March even as builders continue to express affordability concerns stemming from elevated construction costs and shortages of buildable lots and labor.

Builder confidence in the market for newly

built single-family homes rose one point to 38 in March, following a revised upward one-point revision in February, according to the National Association of Home Builders (NAHB)/Wells Fargo Housing Market

Index (HMI) released today. All responses to the March

survey were received after the conflict with Iran started.

"Affordability for buyers and builders remains a top concern," said NAHB Chairman Bill Owens, a home builder and remodeler from Worthington, Ohio.

"Many buyers remain on the fence waiting for lower

interest rates and due to economic uncertainty.

Builders are facing elevated land, labor and construction costs and nearly two-thirds continue to offer sales incentives in a bid to firm up the market."

"While the Freddie Mac 30-year fixed rate mortgage

averaged 6.05% in February, the lowest since August

2022, downpayment hurdles and uncertainty from the conflict with Iran and the price of oil will be headwinds going forward," said NAHB Chief Economist Robert Dietz.

"The administration's executive orders issued last

week to reduce regulatory burdens associated with home building are a positive step toward increasing attainable housing supply."

The latest HMI survey also revealed that 37% of builders cut prices in March, up slightly from 36% in February. The average price reduction remained stable at 6%. The use of sales incentives was 64% in March, down one percentage point from February, and marking the 12th consecutive month this share has exceeded 60%.

Derived from a monthly survey that NAHB has been conducting for more than 40 years, the NAHB/Wells Fargo HMI gauges builder perceptions of current single-family home sales and sales expectations for the next six months as "good," "fair" or "poor." The survey also asks builders to rate traffic of prospective buyers as "high to very high," "average" or "low to very low." Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor.

All three of the major HMI indices posted gains in March. The HMI index gauging current sales conditions increased one point to 42 from February to March, the index measuring future sales gained two points to 49 and the index charting traffic of prospective buyers posted a three-point increase to 25.

Looking at the three-month moving averages for regional HMI scores, the Northeast held steady at 44, the Midwest was unchanged at 43, the South held constant at 35 and the West fell two points to 31.

HMI tables can be found at nabh.org/hmi. More information on housing statistics is also available at Housing Economics PLUS.

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Convergentz Hosts 3rd Annual Crawfish Boil

On Friday, March 20, 2026, Convergentz welcomed customers, partners, and industry friends to its 3rd Annual Crawfish Boil, held from 12:00 to 3:00 PM. The event brought together guests for an afternoon of great food, networking, and friendly competition in a relaxed and festive atmosphere.

Now in its third year, the Crawfish Boil has become a valued tradition, offering an opportunity to step away from daily operations and strengthen relationships with customers and partners. Company

leadership was also in attendance, reinforcing the importance of collaboration and community within the industry.

The event was made possible through the generous support of its sponsors:

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Convergentz extends its sincere appreciation to all sponsors and the dedicated volunteers who helped organize and execute the event.

Guests enjoyed fresh crawfish from The Crawfish Man, games, and meaningful connections throughout the afternoon, highlighting the strong partnerships that

continue to drive the organization forward.

We look forward to continuing the tradition at next year's event.

About Convergentz:

Convergentz, a division of Hunton Group, is a leading master systems integrator specializing in building automation systems (BAS), security and low voltage (SLV), and fire and life safety (FLS). Focused on making buildings smarter, Convergentz delivers innovative technology solutions and exceptional service to customers across a wide range of industries.

Pictures courtesy of Hunton Group



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FISSCO Supply Houston Dealer Meeting and Vendor Show

FISSCO Supply HVAC held their Houston Ducane Dealer Meeting and Vendor Show at the Golden Nugget Casino and Hotel on Thursday February 26th. The event was 5-8pm and included a vendor show, dinner and drinks, raffle prizes and a chip give-away. The event was well attended.



Product News

Carrier Expands i-Vu BAS with Title 24 Guideline 36 Sequences and JA18 Certification

Kennesaw, Ga.— Carrier has announced expanded energy code compliance capabilities within its i-Vu® building automation system, including support for Title 24 Guideline 36 control sequences across its application libraries and Title 24 JA18 certification for California projects*. Carrier is a part of Carrier Global Corporation (NYSE: CARR), a global leader in intelligent climate and energy solutions.

Carrier’s standard application libraries now support Title 24 ASHRAE Guideline 36 sequences, providing standardized HVAC control strategies designed to improve energy efficiency, system performance, and occupant comfort. For building owners and engineers, these sequences help deliver a more consistent, predictable control approach that supports higher-performing HVAC systems, improved operational outcomes, and reduced lifecycle risk.

For California projects, Carrier

has taken an additional step by achieving California Energy Commission (CEC) Title 24 JA18 certification for its i-Vu standard application library, effective February 20, 2026. The certification confirms that Carrier’s control algorithms meet the state’s latest applicable energy code requirements and provide an auditable path to compliance where JA18 certification is required.

The JA18-certified i-Vu application libraries support common HVAC system types, including variable air volume (VAV) systems, air handlers, exhaust fans, and fan coil units. Certified logic is securely locked to preserve sequence integrity and traceability, while allowing flexibility outside the certified sections to accommodate project-specific requirements.

To learn more about Carrier iVu® solutions and Title 24 compliance support, contact your local Carrier Controls Expert.

IEC Introduces Integrated ERV System for MPY Vertical Stack Fan Coil Units

ERV System recovers up to 80 percent of exhausted energy, cutting HVAC demand and monthly operating expenses.

Kennesaw, Ga.— Carrier announced expanded energy code compliance capabilities within its i-Vu® building automation system, including support for Title 24 Guideline 36 control sequences across its application libraries and Title 24 JA18 certification for California projects*. Carrier is a part of Carrier Global Corporation (NYSE: CARR), a global leader in intelligent climate and energy solutions.

Oklahoma City, Okla. – March 2026 – International Environmental Corporation (IEC) announces the launch of its integrated energy recovery ventilation (ERV) system, a new enhancement to its trusted MPY vertical stack fan coil line.

This factory-integrated solution optimizes indoor air quality, reduces energy consumption and simplifies installation, all within a compact, concealed design ideal for multi-unit buildings and space-sensitive environments.

The Integrated ERV System delivers year-round comfort and performance. During the winter, it preheats and humidifies incoming cold air using outgoing indoor air, while in the summer, it precools and dehumidifies warm outdoor air using conditioned return air. This process enables the system to recover up to 80 percent of exhausted energy in the form of heat and humidity, reducing HVAC loads and monthly operating costs.

The factory-integrated system minimizes field work and offers a single-point electrical connection that simplifies setup. Front-side access to filters and motors makes ongoing maintenance efficient. The design also ensures that fresh, filtered air is supplied without mixing airstreams or transferring pollutants, maintaining high indoor air quality for building occupants.

“Our Integrated ERV System combines proven energy recovery

technology with the efficiency and reliability of IEC’s vertical units,” said Ben Arikpo, product manager, IEC. “This factory-integrated design helps engineers and contractors meet ventilation and energy standards with a single, compact solution that simplifies installation and enhances performance.”

Each unit is tested and inspected to ensure long-term reliability and consistent performance.

About International Environmental Corporation (IEC)

A brand of Climate Control Group, International Environmental Corporation (IEC) is a leading U.S. manufacturer of fan coil units and hydronic heating and cooling solutions. For more than 70 years, IEC has delivered innovative, high-quality HVAC equipment designed to optimize comfort, efficiency and sustainability across commercial, institutional and residential markets. For more information, visit iec-okc.com.



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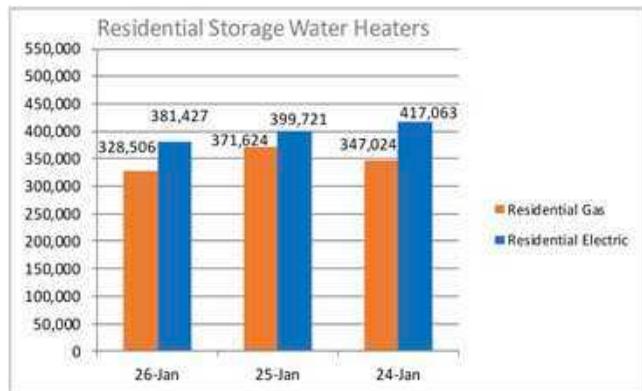
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AHRI Releases January 2026 U.S. Heating and Cooling Equipment Shipment Data

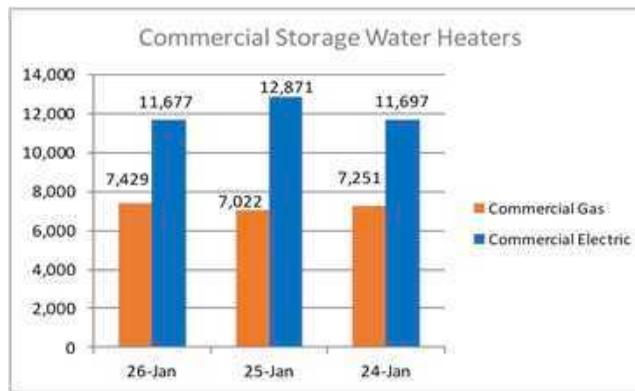
Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for January 2026 decreased -11.6 percent, to 328,506 units, compared to 371,624 units shipped in January 2025. Residential electric storage water heater shipments decreased -4.6 percent in January 2026 to 381,427 units, compared to 399,721 units shipped in January 2025.



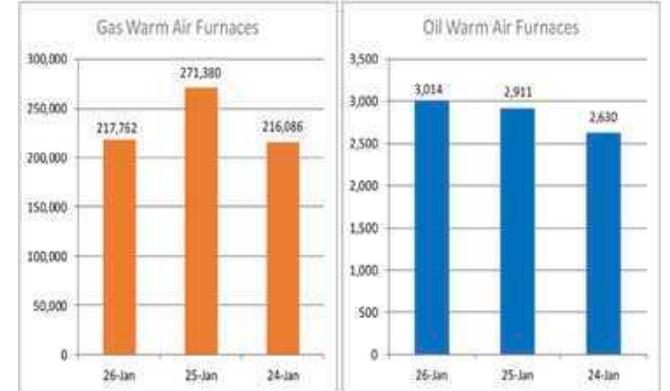
Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased +5.8 percent in January 2026, to 7,429 units, compared to 7,022 units shipped in January 2025. Commercial electric storage water heater shipments decreased -9.3 percent in January 2026, to 11,677, compared to 12,871 units shipped in January 2025.



Warm Air Furnaces

U.S. shipments of gas warm air furnaces for January 2026 decreased -19.8 percent, to 217,762 units, compared to 271,380 units shipped in January 2025. Oil warm air furnace shipments increased +3.5 percent, to 3,014 units in January 2026, compared to 2,911 units shipped in January 2025.



Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 440,819 units in January 2026, decreased -29.2 percent compared to 622,901 units shipped in January 2025. U.S. shipments of air conditioners decreased -39.3 percent, to 210,862 units, compared to 347,357 units shipped in January 2025. U.S. shipments of air-source heat pumps decreased -16.5 percent, to 229,957 units, compared to 275,544 shipped in January 2025.



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

Size Description (000) BTUH	Month			YTD		
	2026 Total	% Change from 2025	2024 Total	2026 Total	% Change from 2025	2024 Total
Under 16.5	23,155	-2.8	22,970	23,155	-2.8	22,970
16.5-21.9	42,816	-38.5	60,667	42,816	-38.5	60,667
22-26.9	87,060	-37.2	97,945	87,060	-37.2	97,945
27-32.9	58,395	-38.5	72,123	58,395	-38.5	72,123
33-38.9	99,046	-19.1	88,157	99,046	-19.1	88,157
39-43.9	31,066	-33.3	30,550	31,066	-33.3	30,550
44-53.9	45,838	-20.7	44,850	45,838	-20.7	44,850
54-64.9	37,634	-27.7	40,215	37,634	-27.7	40,215
65-96.9	5,179	-18.2	7,476	5,179	-18.2	7,476
97-134.9	4,025	-8.3	6,132	4,025	-8.3	6,132
135-184.9	3,111	+5.7	4,018	3,111	+5.7	4,018
185-249.9	1,575	+15.5	1,656	1,575	+15.5	1,656
250-319.9	966	-7.0	1,385	966	-7.0	1,385
320-379.9	251	+21.8	318	251	+21.8	318
380-539.9	255	+20.3	312	255	+20.3	312
540-639.9	195	-10.6	241	195	-10.6	241
640-799.9	72	+14.3	116	72	+14.3	116
800.0-899.9	46	+15.0	68	46	+15.0	68
900.0-999.9	64	+12.3	54	64	+12.3	54
1,000.0-1,199.9	13	-40.9	47	13	-40.9	47
1,200.0 & Over	57	-23.0	74	57	-23.0	74
TOTAL	440,819	-29.2	479,374	440,819	-29.2	479,374

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.

AHRI Standards Open for Public Review and Comment

Technical Review

AHRI invites public comments on the technical content of the following draft AHRI standards. Based upon comments received, the responsible STC will decide whether to make changes prior to publication. A copy of the drafts and explanations regarding the review are available through the documents' links, listed below.

Document Designation and Title: BSR/AHRI Standard 551/591-202x (SI), *Performance Rating of Water-Chilling and Heat Pump Water-Heating Packages Using the Vapor Compression Cycle*

STC: Chiller STC

Public Review Deadline: April 20

Contact: Benjamin Heyser

Document Designation and Title: CAN/ANSI/AHRI Standard 1330-2024(SI), *Performance Rating for Radiant Output of Gas Fired Infrared Heaters*

STC: Infrared Heaters STC

Public Review Deadline: May 6

Contact: Connor Welch

TACCA Greater San Antonio South Texas Expo

TACCA Greater San Antonio held their Annual South Texas HVAC Expo on February 19th at the UT San Antonio Main Campus Student Union from 10am-3pm. Exhibitors included HVAC contractors, wholesale distributors and manufacturers. The event was open to the public and lunch was included.



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Next-Generation Hitachi air365 Max Offers Exceptional Efficiency and Comfort, Simplifies A2L Compliance

Using low-GWP R-32 as a refrigerant, the air365 Max features integrated refrigerant monitoring and effortless mitigation selection

• Managed with leak sensors, safety shut-off valves and R-32 Safety Manager software, the latest air365 Max optimizes A2L readiness

• With operating range from -22 F to 122 F, models provide dependable heating and cooling for commercial buildings across many North American regions

• Outdoor units are available as both universal heat pump and heat recovery for application flexibility and greater efficiency

• Single-chassis units up to 20 tons save space and labor

Dallas – Bosch Home Comfort Group launched the next-generation Hitachi air365 Max, a top-flow variable refrigerant flow (VRF) commercial heat pump that uses R-32 refrigerant and delivers exceptional comfort, best-in-class energy efficiency and seamless A2L compliance and management. With models providing reliable cooling and heating operation from -22 F to 122 F, the system is ideal for building owners across many climate regions looking to reduce operational costs with a higher return.

In commercial buildings with zone-based heating and cooling needs, such as hotels, offices and mixed-use properties, VRF systems can provide as much as 30-45% energy savings compared to traditional ducted systems. By using R-32, which has a low global warming potential (GWP), the latest air365 Max models help reduce environmental impact, meet refrigerant regulations, support project decarbonization and lower initial costs due to reduced refrigerant charge.

“Backed by over 35 years of VRF innovation, the latest Hitachi air365 Max helps commercial projects thrive,” said Enes Uzel, VRF product portfolio manager at Hitachi. “The system’s advanced technology, application flexibility and low-GWP R-32 refrigerant make it a smart investment for long-term growth while professional tools make it simple to specify, install, operate and maintain.”

The air365 Max offers flexibility across a variety of applications. Single chassis units up to 20 tons save on space and labor, and outdoor units are offered as both universal heat pump and heat recovery. Heat recovery systems save energy by reusing excess heat or cool air from one room to another, allowing simultaneous heating and cooling with minimal compressor use.

Confident compliance and easy specification

The air365 Max with R-32 is an end-to-end solution that simplifies compliant design,

installation, operation and maintenance. The airCloud Select Web design platform ensures accurate VRF planning by performing instant safety evaluation, helping to select safety shut-off valves, automatically calculating the required A2L mitigation devices, and automating regulation-compliant piping and wiring diagrams.

For refrigerant safety and A2L readiness, all indoor units come standard with a built-in R-32 Refrigerant Detection Sensor with a 10-year lifespan for lasting peace of mind. An integrated R-32 Safety Manager monitors refrigerant leakage alarms without an additional central controller or BMS integration for greater simplicity. The systems are also classified as enhanced tightness refrigeration systems (ETRS), demonstrating advanced engineering and rigorous performance testing.

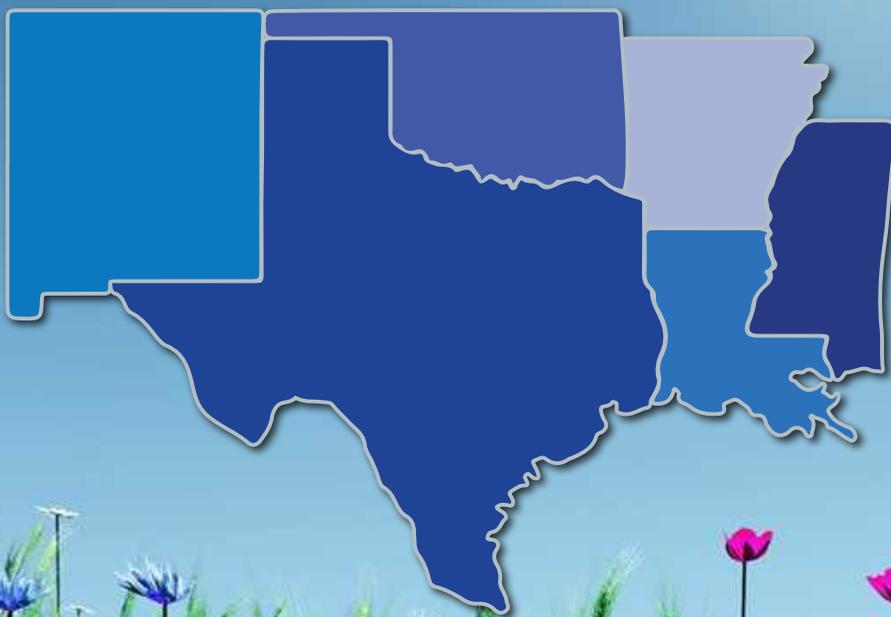
Streamlined installation and maintenance

The mobile application airCloud Tap

further simplifies air365 Max installation, configuration and equipment diagnostics. With contactless communication technology and access to more than 200 system parameters, the app enables contractors to fine-tune operation and complete setup 30-50% faster.



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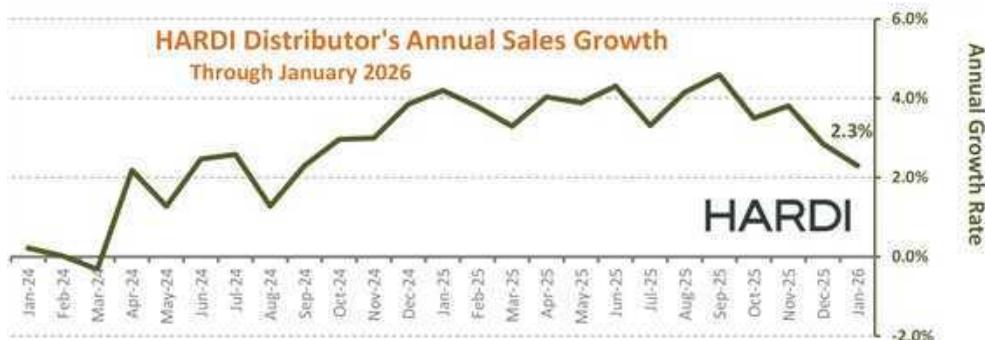
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HARDI Distributors Report 5.9% Revenue Decline in January

Columbus, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by 5.9% during January 2026.

The annual sales growth for the 12 months through January 2026 is an increase of 2.3%.



“A sales decline of more than 5% is a disappointing way to start the year, but this year has one less billing day than January of 2025,” said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. “We estimate the sales decline would have been closer to 1.4% with the same number of billing days.”

The monthly sales survey also calculates distributor’s Days Sales Outstanding which is a measure of how quickly customers pay their bills. “The DSO for January was 39.4 days versus the 43 day area for January 2022, 2023 and 2024,” said Loftus. “The recent DSO trends are not raising any red flags, which is a relief after the Fed has cut rates six times during the past eighteen months.”

“The early months of the year are the sleepy time for our industry where demand has been treading water,” said Loftus. “There have been some early signs that the rate cuts are helping to wake our economy. Hopefully those economic green shoots keep growing, like seeing leaves on trees during the next couple of months.”

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.

HARDI Announces Hiring of Zac Johnson as Senior Policy Lead for HVACR Codes and Rebates

Columbus, OH—Heating, Air - conditioning & Refrigeration Distributors International (HARDI) today announced the hiring of Zac Johnson as Senior Policy Lead HVACR Codes and Rebates, strengthening the association’s growing state advocacy efforts regarding building codes, energy policy, and incentive program design.

Johnson brings a rare blend of hands-on HVAC product engineering and direct codes and standards experience. Most recently, he served as an R&D Mechanical Engineer at ZIEHL ABEGG Inc. North America, where he led complex HVAC testing system design and support global product innovation. He previously worked as a Codes and Standards Engineer at AMCA International, representing manufacturers on major industry committees including ASHRAE, NFPA, and IAPMO, and helping shape code proposals and regulatory engagement strategies across North America.

In his new role at HARDI, Johnson will serve as the association’s lead advisor on state and local HVACR code adoption and utility rebate programs that affect equipment installation, compliance, and affordability. He will analyze building, mechanical, energy, and fire code proposals; assess cost impacts of potential changes; and advocate for practical rebate and incentive programs aligned with real-world distributor and contractor workflows.

“Zac understands HVACR from the inside out, from the engineering going into proper system installation to national code committees,” said Alex Ayers, Vice President of Government Affairs at HARDI. “His ability to translate complex technical standards into practical policy guidance will strengthen our state and local level advocacy and ensure that codes and rebate programs reflect how equipment is actually designed, distributed, and installed.”

HARDI supports codes and standards that prioritize safe and efficient installation while preserving consumer choice by allowing multiple compliant HVACR technologies and installation pathways. The association also advocates for rebate and incentive programs that focus on affordability and practicality, ensuring consumers can access efficient HVACR solutions without undue cost or administrative burden.

Johnson’s position serves as a subject-matter expert, providing hands-on technical analysis, policy translation, and external engagement to strengthen HARDI’s voice in regulatory and incentive program discussions nationwide.

HARDI Applauds House Passage of Legislation to Repeal Regional Standards Installation Date Requirement

Washington, DC — The U.S. House of Representatives passed the *Don’t Mess with my Home Appliances Act*, 217-190 with bipartisan votes. Heating, Air-conditioning & Refrigeration Distributors International (HARDI) applauds the passage of legislation to repeal the use of the date of installation as the compliance deadline for regional energy efficiency standards.

“Using the date of installation for compliance is terrible policy; it is worse when Congress requires an agency to use it, and it’s nearly unfathomable when only one product requires it, while all others use the date of manufacture,” said Alex Ayers, Vice President of Government Affairs. “Moving regional standards from date of installation to date of manufacture helps distributors, contractors, and manufacturers to move to newer energy-efficient equipment.”

When Congress passed the *Energy Independence and Security Act of 2007*, it required compliance with regional energy efficiency standards based on the **date equipment is installed**, rather than the date it is manufactured or imported. Installation-date triggers create uncertainty for distributors and contractors managing inventory purchased prior to a regulatory deadline.

“House passage is just the first step in fixing this important issue. HARDI members have lobbied on this issue for several years at our annual Congressional Fly-in, and we will continue to talk about this issue with the Senate to encourage ending the use of installation dates,” continued Ayers.

HARDI and PHCC File Supreme Court Brief to Protect Consumer Choice in Home Heating

Heating, Air-conditioning & Refrigeration Distributors International (HARDI), in partnership with the Plumbing-Heating-Cooling Contractors Association (PHCC) National Association and the Natural Gas Association of Georgia, has filed an amicus brief urging the U.S. Supreme Court to review the federal court decision in *American Gas Association v. U.S. Department of Energy (DOE)* that would effectively eliminate non-condensing gas furnaces and certain commercial water heaters from the market.

At issue are DOE’s efficiency standards that would require furnaces and some commercial water heaters to change venting features to accommodate condensation caused by fuel combustion. HARDI and its partners argue that the DOE’s action undermines long-standing statutory protections designed to preserve consumer choice and maintain access to affordable and reliable heating options, particularly in replacement situations that do not meet the more complex venting requirements.

“Millions of homes in the U.S. were built to accommodate non-condensing furnaces,” said Alex Ayers, Vice President of Government Affairs at HARDI. “When those systems fail, homeowners need practical, cost-effective replacement options. Eliminating non-condensing furnaces removes an affordable solution and forces costly renovations that many families aren’t prepared for, and in some instances, the building cannot be retrofitted to accommodate.”

The Energy Policy and Conservation Act (EPCA) prohibits DOE from adopting standards that make product types or performance characteristics unavailable if they are generally available in the market. The associations contend that installation-related attributes, such as compatibility with existing venting systems, qualify as protected performance characteristics under the law.

“This case is about the realities of real-world installations,” said Chuck White, Vice President of Regulatory Affairs at PHCC. “Contractors are the ones who have to explain to homeowners why a simple furnace replacement has suddenly turned into a major renovation project. EPCA was designed to balance efficiency goals with practicality and consumer choice. We are asking the Supreme Court to restore it.”

The brief emphasizes that the issue extends beyond furnaces. The legal interpretation upheld by the lower court could expand DOE’s authority to eliminate other product categories based on efficiency thresholds, even when doing so disrupts installation compatibility and long-standing market availability.

The Supreme Court is expected to decide in the coming months whether it will grant review of the case.



NEWS

ASHRAE, founded in 1894, is a global society advancing human well-being through sustainable technology for the built environment. The Society and its more than 56,000 members worldwide focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability. Through research, standards writing, publishing, certification and continuing education, ASHRAE shapes tomorrow's built environment today. More information can be found at www.ashrae.org/news.

ASHRAE Celebrates Outstanding Member Contributions at 2026 Winter Conference

Atlanta – ASHRAE honored members whose leadership, innovation and service have made a lasting impact on the Society and the built environment during its 2026 Winter Conference, held in Las Vegas. The recognitions highlight the distinct ways ASHRAE members advance building performance, sustainability and the HVAC&R profession worldwide. A list of the awards and recipients are below.

F. Paul Anderson Award

Chandra Sekhar, Fellow Life Member ASHRAE, received the F. Paul Anderson Award.

ASHRAE Hall of Fame

Ron Jarnagin, Presidential Fellow Life Member ASHRAE (1946-2024) and Kenneth Loudermilk, Life Member ASHRAE (1954-2023) were inducted into the ASHRAE Hall of Fame. The ASHRAE Hall of Fame honors deceased members of the Society who have made milestone contributions to the growth of ASHRAE-related technology or the development of ASHRAE as a society.

ASHRAE Distinguished Public Service Award

Darryl Boyce, P.Eng., Presidential Fellow Life Member ASHRAE, received the ASHRAE Distinguished Public Service Award. The award recognizes a member of Society who has performed outstanding public service in their community, and in doing so, has helped to improve the public image of the engineer. Boyce is owner, Boyce Consulting Services, Kemptville, Ontario, Canada.

Milton W. Garland Refrigeration Award

Nasser A. Karimzadeh received the Milton W. Garland Refrigeration Award. The award recognizes

John F. James International Award

John Constantinide received the John F. James International Award. The award recognizes an ASHRAE member who has done the most to enhance the Society's international presence or posture. Constantinide is a Range Mechanical Engineer, U.S. Space Force, Patrick Space Force Base, Fla.

E.K. Campbell Award of Merit

Carey Simonson received the E.K. Campbell Award of Merit. The award honors an individual for outstanding

service and achievement in teaching and is presented by the Life Members Club. Simonson is with the Department of Mechanical Engineering, University of Saskatchewan, Saskatoon, Saskatchewan, Canada.

The Setty Family Foundation Applied Engineering Challenge

The Setty Family Foundation Applied Engineering Challenge focused on the development of a specific component – a carbon capture and utilization module—that not only reduces the carbon footprint of HVAC&R systems but also transforms captured CO2 into a valuable resource, aligning with the goals of sustainability and decarbonization.

The first place student team was awarded to Simon Fraser University. Team members are Michael La Grange, Megan Lucille Zelasky, Erin Flood and Jasleen Sandhu.

Building EQ Competition

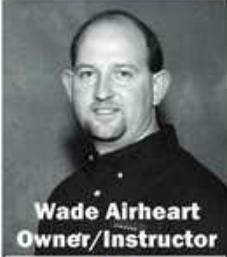
In the Building EQ Competition students had the opportunity to evaluate and audit building energy consumption for buildings in operation to give the building a Building EQ score. This competition takes theory into practice. It will give students the hands-on experience with operational settings while working collaboratively with building owners.

The first place student team was awarded to University of Washington. Team members are Tyler Kalkwarf, Colin Shea, Carmen Le, Jon Erik Tolo and Carmen Anderson.



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OK City Monthly Meeting

April 8, 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

April 21, 2026 1:30 pm - 2:30 pm

Heat Pump Mtg

April 30, 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

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Winsupply to Add 1.6 Million Square Feet of Distribution Capacity to Bolster Support for Local Entrepreneurs

Dayton, Ohio – Winsupply, a leading distributor of residential and commercial construction and industrial supplies, today announced a significant multi-year expansion of its national distribution network. Over the next two years, the company will add 1.6 million square feet of capacity, designed to empower its 680-plus Local Companies and provide a scalable foundation for future entrepreneurs to join the Winsupply Family of Companies.



Companies in expanding their existing product offerings and increasing depth across the various industries they serve, including plumbing, HVAC, electrical, and waterworks.

This strategic growth is headlined by major projects in three key regions:

- **Atlanta, Georgia:** The purchase of a 1.17-million-square-foot distribution center to support growing markets and opportunities across the network. Winsupply was represented by Corbin Bailey, Travis Price, and Stuart Pendley from CBRE in the acquisition of the Atlanta facility.

The expansion aligns with Winsupply's commitment to provide a seamless, robust supply chain that acts as a competitive advantage for its local partners.

"Eliminating obstacles for entrepreneurs is part of who we are, and this expansion is a significant strategic step forward in doing exactly that," said Robert DiTommaso, President of Winsupply Support Services Group. "By strengthening our infrastructure, we are removing supply chain friction and ensuring Winsupply Local Companies have the product depth and availability required to remain competitive in their markets."

- **Oklahoma City, Oklahoma:** A 254,000-square-foot expansion of the existing Oklahoma City distribution center. This expansion is being constructed by ARCO Design Build out of Atlanta, Georgia.

By increasing warehouse capacity and logistical efficiency, Winsupply enables local owners to focus on what matters most: serving their customers and growing their businesses.

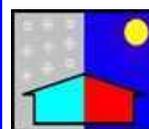
- **Dayton, Ohio:** An approximately 200,000-square-foot expansion at the Dayton distribution center. The Dayton expansion is being constructed by Wilcon Corp. in Dayton, Ohio.

These expansions are specifically engineered to bolster the network's ability to support Local

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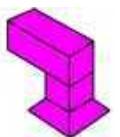


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