



T Air Conditioning TODAY



MAY 2026

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INSCO Corpus Christi Spring Kickoff



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CE South Texas Crawfish Boil



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Johnson HVAC Distribution Equipment Extravaganza



Pictures on page B5.

HARDI's 2026 Congressional Fly-In Brings HVACR Industry Voice to Capitol Hill

Washington, D.C. — Heating, Air-conditioning & Refrigeration Distributors International (HARDI) convened more than 65 industry leaders in Washington, D.C., on April 20–21 for its 2026 Congressional Fly-In, engaging directly with lawmakers on policies critical to the HVACR supply chain and the customers it serves.

The delegation, composed primarily of wholesale distributors and manufacturers, held more than 130 meetings with members of Congress and their staff to discuss legislative and regulatory priorities impacting the HVACR sector.

“Our members are on the front lines of delivering essential HVACR systems to communities across the country, and their perspective is critical as Congress considers energy, workforce, and tax policy,” said Talbot Gee, CEO of HARDI. “The fly-in is an excellent opportunity for our members to come together, use their collective voice, and make sure legislators understand how federal decisions impact supply chains, small businesses, and consumers.”

During the fly-in, HARDI members advocated for the alignment of federal efficiency compliance with manufacture dates rather than installation dates and called for modernization of the Energy Policy and Conservation Act. Among other key priorities, members also urged Congress to protect consumer choice in energy use, support workforce



From left: Jeff Walker and Nick Ballard of Geary Pacific Supply, Congresswoman Dina Titus of Nevada, and Stella Keane of HARDI.

development initiatives, and grant relief from Section 232 tariffs to prevent increased costs across the HVACR supply chain.

The 2026 Congressional Fly-In supports HARDI's ongoing efforts to ensure distributors remain effectively represented in federal policy discussions.

Johnstone South Texas Customer Appreciation Days



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FISSCO Supply HVAC DFW and North Texas Open House



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Robert Madden Ind Grand Opening



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FISSCO Supply Houston Dealer Meeting and Vendor Show



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Builder Sentiment Posts Notable Decline on Economic Uncertainty

Economic uncertainty coupled with rising building material costs and interest rates resulted in a sharp decline in builder sentiment in April as the housing market enters into the heart of the spring buying season.

Builder confidence in the market for newly built single-family homes fell four points to 34 in April, according to the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI) released today. This is the lowest level since September 2025.

“Builder sentiment has fallen back in spring as buyers face ongoing elevated interest rates and growing economic uncertainty,” said NAHB Chairman Bill Owens, a home builder and remodeler from Worthington, Ohio. “The year started with hopes for housing momentum growth, but risks with respect to the Iran war, energy costs, and declines for consumer confidence have slowed the market.”

“With oil prices higher in the U.S., 62% of builders reported suppliers have increased building material costs due to higher fuel prices, including gas and diesel,” said NAHB Chief Economist Robert Dietz. “Energy costs make up approximately 4% of residential construction material input and service costs. With near-term economic risks elevated, 70% of builders reported challenges pricing homes given uncertainty about material costs.”

The latest HMI survey also revealed that 36% of builders cut prices in April, down slightly from 37% in March. The average price reduction was 5%, down from the 6% figure in March. The use of sales incentives was 60% in April, down from 64% in March, and marking the 13th consecutive month this share has reached 60% or higher.

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 losses in April. The HMI index gauging current sales conditions fell four points to 37 from March to April, the index measuring future sales dropped seven points to 42 and the index charting traffic of prospective buyers posted a three-point decline to 22.

Looking at the three-month moving averages for regional HMI scores, the Northeast fell two points to 42, the Midwest dropped two points to 41, the South held constant at 35 and the West fell three points to 29.

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Product News

RectorSeal® Acquires Duckt-Strip® Cable

Houston, TX— RectorSeal, a leading manufacturer of high-quality HVAC/R and plumbing tools and accessories, has announced the strategic acquisition of Duckt-Strip, a differentiated, code-compliant electrical cable solution purpose-built for HVAC ductless systems.

Manufactured in the United States, Duckt-Strip is differentiated from other ductless power and communication cables by its Rip-n-Strip™ technology, which integrates conductors into a single cable that meets UL standards and enables quick installation. Additionally, by insulating power and communication lines, it minimizes the risk of crosstalk affecting ductless unit performance. Duckt-Strip is National Electric Code (NEC) Article 725.136



compliant and UL listed for in-the-wall and through-the-wall installations.

“With our national distribution footprint and deep relationships across the HVAC industry, the acquisition of Duckt-Strip cable offers clear opportunities for RectorSeal to meaningfully accelerate and reinforce the company’s growth in established and emerging markets,” said Jeff Underwood, President of RectorSeal. “This action reflects our continued commitment to expand market reach and improve service levels while continuing to innovate for our HVAC distributors and customers.”

Prima Power Highlights Strategic Refocus on Sheet Metal at FEIMEC 2026 with Platino Linear Laser

Experience high-performance fiber laser cutting at Booth G158

Prima Power, a global leader in sheet metal working manufacturing solutions, will present its Platino Linear® fiber laser system at FEIMEC 2026 in São Paulo, Brazil, on May 7, 2026. Prima Industrie has sharpened its commitment to integrated sheet metal solutions under the Prima Power brand, centering on modular, scalable systems that deliver measurable productivity gains while supporting sustainable manufacturing principles through its “Green Means®” philosophy.

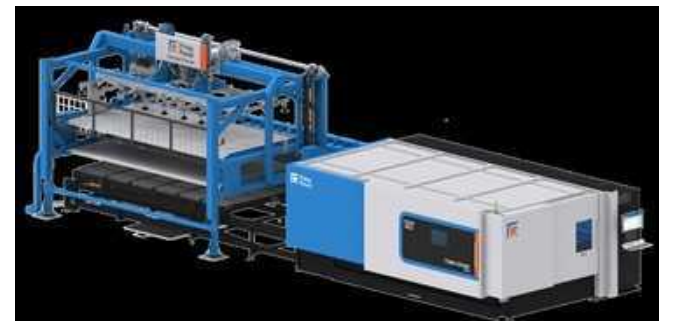
The Platino Linear represents the next generation of compact, high-dynamics 2D fiber laser cutting technology. Designed for manufacturers seeking speed, efficiency, and reliability, the system features maintenance-free linear motor drives, high acceleration and cutting dynamics, and a compact footprint with open, cantilever architecture. The adaptive laser head with single focusing lens incorporates advanced features such as Smart Cut and Gas Mixer Cut. The system’s synthetic granite frame enhances vibration absorption and thermal stability, ensuring consistent precision across demanding production cycles, and the aluminum carriage structure increases rigidity while reducing moving mass, delivering both speed and cutting quality.



Platino Linear is engineered to meet the real-world needs of sheet metal fabricators, from subcontractors to OEMs serving automotive, HVAC, electrical enclosure, and industrial equipment sectors. The system’s reduced footprint is up to 22% smaller than that of comparable machines, allowing manufacturers to maximize productivity per square meter. Energy-efficient fiber laser

technology lowers operating costs while eliminating maintenance burdens associated with traditional systems. When integrated into Prima Power’s modular ecosystem, Platino Linear becomes part of a scalable production environment that can evolve from standalone cutting to fully automated flexible manufacturing systems.

Prima Industrie’s renewed focus on sheet metal solutions reflects a long-term commitment to delivering integrated manufacturing platforms rather than standalone machines. By concentrating investments in laser cutting, bending, punching, automation, and digital integration, the company provides customers with complete, future-ready production solutions. These platforms benefit from continued R&D investment in sheet metal technologies, stronger integration between machines and automation, greater operational efficiency through connected manufacturing, and more sustainable production with lower energy consumption.

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Bernzomatic Announces Investment in 50+ Scholarships for Future Plumbers and Contractors

Falls Church, Va.—The Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation is proud to announce Bernzomatic as the newest major sponsor for the PHCC scholarship program. Bernzomatic will be funding more than 50 new

scholarships through 2029 for students pursuing plumbing or HVAC apprenticeships, service technician training or college degrees directly related to the plumbing-heating-cooling industry.

Bernzomatic is an established leader in the trades with its familiar torches, MAP-Pro® and propane tanks

helping plumbers and other contractors build America since 1876. Worthington Enterprises acquired the brand in 2011. Todd Whited, general manager – Tools, Worthington Enterprises, said, “Throughout its 150-year history, Bernzomatic has earned its reputation as a safe, durable and high-performing

brand enabling users to take on any job with craftsmanship and confidence. We feel there is no better way to commemorate our legacy than by investing in the plumbers and contractors of the future. Alongside the PHCC Educational Foundation, we’re committed to supporting and

celebrating trade students who are pursuing careers of constructing, fixing, making, creating and exploring what’s possible.”

Compared to typical university tuition costs, trade schools and apprenticeship programs offer students a lower cost path for their required education. But the

training costs can still be a barrier for individuals just starting in the trades earning entry-level wages. For older transitional workers making a career shift, the extra burden of supporting a family can also limit options. The Foundation’s scholarship program helps remove obstacles by offsetting the cost of technical education, allowing students to focus on building skills that will increase their long-term earning potential. New hires who take the initiative to earn a scholarship can prove to their employers that they are invested in improving their skills and becoming a more valuable member of the team.

Contractor employers that cover training costs can still gain from having their eligible employees apply for scholarships. The awards directly offset training costs, freeing funding for additional training or other company needs. Beyond that, the sense of pride and accomplishment in scholarship winners often translates to a deeper commitment to making the most of the training they are receiving.

With the addition of the Bernzomatic investment, the PHCC Foundation plans to award 80 scholarships in 2026, with funding of up to \$200,000 available to award winners. The deadline for applications and all supporting materials to be submitted is May 1. All applications are reviewed and scored by a committee of Foundation contractor volunteers over the summer. The applicants with the highest average scores are paired with the available awards and winners are notified in early August. The application and more information can be found at phccfoundation.org/scholarships.

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The week of events brought together over 2,000 total Gold, silver, bronze: North Texas celebrates SkillsUSA Texas success

Red Oak, Texas - Three students from Texas State Technical College's North Texas campus received medals at the recent 2026 SkillsUSA Texas Postsecondary Leadership and Skills Conference in Corpus Christi.

"I am incredibly proud to celebrate the outstanding achievements of our students at the recent competition," said Marcus Balch, provost of TSTC's North Texas campus. "Bringing home medals in Precision Machining and HVAC is a powerful testament to the technical mastery, discipline, and get-to-work attitude that defines our campus. I want to extend my deepest gratitude to our instructors for their tireless support and mentorship."

Edward Wilds took home the gold medal for Heating, Ventilation, Air Conditioning and Refrigeration.

"It was a complete shock," he said. "I didn't think I did that well, so when I saw my name up there, I nearly fainted. I was very excited, almost mortified, but excited."

Wilds is eligible to compete in the SkillsUSA National Leadership and Skills Conference, scheduled for June 1-5 in Atlanta, Georgia. He said he is excited to be the Texas representative.

Dustin Schenstrom won a silver medal



Edward Wilds (middle) received the gold medal for Heating, Ventilation, Air Conditioning and Refrigeration at the recent 2026 SkillsUSA Texas Postsecondary Leadership and Skills Conference in Corpus Christi. (Photo courtesy of TSTC.)

in the CNC Programmer category. He said the competition involved every aspect of what he has learned from the Precision Machining program.

"It was a good evaluation of our skills," Schenstrom said. "It gave me a good understanding of where I stood amongst my peers."

Miloslav "Milo" Toth also competed in the CNC Programmer category, for which he received the bronze medal. He said that placing in the competition confirmed he is headed in the right direction, both in Precision Machining and his career.

"Getting a job was also a good step in the right direction, but work is skill-wise and this competition is knowledge-wise," Toth said. "The competition I did was directly in line with what my education was, so without my education I wouldn't have been able to do it."

SkillsUSA is a professional organization focused on employability, leadership and technical skills that help college students pursue successful careers and be part of a skilled workforce. SkillsUSA has more than 100 specific contests at the state and national events in which students can compete, from 3D Visualization and Animation to Welding Sculpture.

Registration for the summer and fall semesters at TSTC is underway. For more information about TSTC, visit tstc.edu.



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Winsupply Holds Annual Meetings and Vendor Showcase in Record-Breaking Year

Grapevine, Texas – The Winsupply Family of Companies marked its 70th anniversary at the Winsupply Annual Meetings and Vendor Showcase, held March 29 to April 2, 2026, at the Gaylord Texan.

The week of events brought together over 2,000 total participants with nearly 1,000 representatives from Winsupply Local Companies across the U.S., over 200 employees from the Support Services campus in Dayton, Ohio, and around 1,000 representatives from 200 vendor partners.

“There is an amazing synergy that occurs when hundreds of entrepreneurs gather in a single space. The energy at this event was truly extraordinary,” said Rob Ferguson, President, Local Company Group. “At Winsupply, our purpose is to empower entrepreneurial success, and this week served as a powerful testament to that commitment in action.”

The 2026 Annual Meetings and Vendor Showcase came as Winsupply closed out a record-breaking fiscal year 2026. Winsupply, a leading distributor of residential and commercial construction and industrial supplies, achieved \$8.4 billion in sales.

“The Winsupply Annual Meeting and Vendor Showcase is the ultimate expression of our Spirit of Opportunity. This event simply would not be possible without the unwavering commitment of our vendor partners and our Local Companies coming together as one cohesive force,” said Guy Pauley, Senior Vice President, Supply Chain. “At its core, the Vendor Showcase is about much more than products; it is about strengthening the vital partnerships that allow us to remove obstacles and support hard-working entrepreneurs across the country.”

Vendor partners and manufacturing representatives from the construction industry sectors had new opportunities to



Winsupply President Jeff Dice

lead trainings and live demonstrations, meet one-on-one with supply house entrepreneurs, introduce new products, and engage in strategic discussions to find solutions to grow their businesses together.

“Local Companies are the face of the business, but vendors are the backbone,” said Jeff Dice, President, Winsupply Inc. “When we win, we have to win together. Thank you for your partnership, your products, and thank you for your belief in the Winsupply model.”

During the week, Winsupply celebrated its **Fiscal Year 2026 Local Company Awards:**

- Overall Company of the Year (Top OPAT): Kansas City Winwater Co., led by President Scott Wilson
- Best Turn-Around Award: Aurora Winnelson Co., led by President Austin Langmacher
- Rookie of the Year Award: KC Windustrial Co., led by President Mat Darby
- Plumbing Company of the Year: Winsupply W Phoenix AZ Co., led by President Allen White
- HVAC Company of the Year: Winsupply Houston Tx Co., led by President Jason Greagrey

- Electrical Company of the Year: Odessa Winlectric Co., led by President Carl Long
- Industrial/PVF Company of the Year: Baltimore Windustrial Co., led by President Vince Brown
- Waterworks Company of the Year: North Texas Winwater Co., led by President Zac Hansen
- Fire & Fabrication Company of the Year: Newburgh Windustrial Supply Co., led by President Jimmy Lucas
- Irrigation/Pumps/Tools Company of the Year: Winsupply Lubbock Tx Co., led by President Blake Talkmitt
- Winsupply Sourcing Services Local Company of the Year: Winsupply Gilbert AZ Co., led by President Amanda Searcy

“This event is the ultimate showcase of the Winsupply business model. The atmosphere is electrifying, uniting the celebration of our entrepreneurs and the vendor partners who support them,” said Robert DiTommaso, President, Support Services Group. “The powerful energy and clear opportunity for the future make this event unlike any other in the industry—a true testament to the strength of the entrepreneur and all of the Support Service teams that have their back.”

Winsupply also announced its Vendor of the Year Awards:

- Overall Vendor of the Year: A. O. Smith
- National Account Manager: Todd Schlosser, NIBCO
- Rep Agency: Preferred Sales Inc.
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Product News

New Daikin ALTHERMA 3 H HT High-Temp, Air-to-Water Heat Pump

A versatile boiler and furnace replacement capable of delivering efficient heating, cooling and optional domestic hot water, even in cold climates

Waller, Texas – Flexibly designed for a wide array of applications, the newly launched Daikin *ALTHERMA 3 H HT* high-temperature, air-to-water heat pump system from **Daikin Comfort Technologies North America, Inc. (Daikin)** can deliver energy-efficient heating, cooling and optional domestic hot water with a space-saving, future-focused esthetic.

The Daikin *ALTHERMA 3 H HT* provides a distinctively versatile, 3-in-1 plumb-and-play solution that can provide heating, cooling and optional hot water – even in low-ambient temperatures. That exceptional adaptability makes it an excellent choice for replacing fossil fuel equipment like boilers, furnaces, and gas domestic hot water (optional).

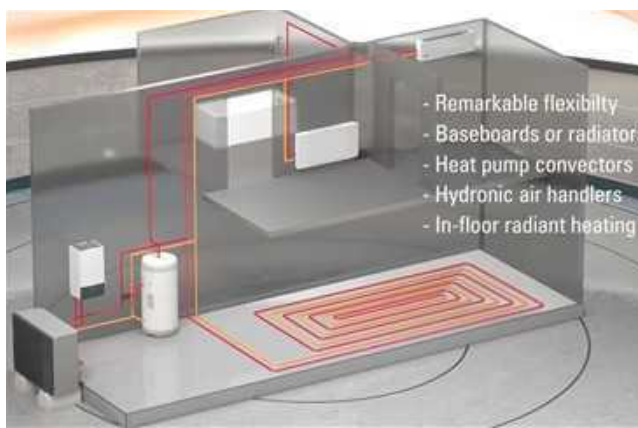
Advanced engineering and modern style are the signatures of this innovative, high-temperature air-to-water heat pump.

A first-of-its-kind compressor developed by Japan's Daikin Technology and Innovation Center and Daikin Europe can deliver high-leaving water temperatures as high as 158°F (70°C). It utilizes low-GWP R-32 refrigerant that releases fewer CO2 emissions than R-410A.

One Solution, Multiple Possibilities

“With its versatility, quiet operation, space-saving design and modern esthetic, Daikin *ALTHERMA 3 H HT* combines form and function to solve indoor comfort challenges effectively in both retrofit and new construction, especially in areas with low ambient temperatures,” explains Edwin Reek, Director Water Heating Solutions for Daikin.

Flexible system combinations can allow for easy integration for boiler, gas furnace and optional gas domestic hot water



replacement. Once the Daikin *ALTHERMA 3 H HT* outdoor unit is connected to the indoor unit (hydro box), the system can connect to emitters already in the home, like baseboards or radiators, integrate with Daikin's heat pump convectors, or pair with hydronic air handlers and in-floor radiant loops.

Engineered for extreme climate applications, the Daikin *ALTHERMA 3 H HT* can operate down to -18°F (-28°C) while still delivering space heating and optional domestic hot water. It can provide cooling even when outdoor temperatures reach 109°F (43°C).

Operating as quietly as a low-library murmur, down to 41 dBA, the Daikin *ALTHERMA 3 H HT* is engineered for tranquility. A LOW sound mode setting silences sound pressures further, down to 35 dBA.

“The outdoor unit innovatively incorporates an advanced, hidden fan shaped to minimize the air contact surface, helping maintain a low sound level,” Reek explains.

“To absorb and insulate the sounds made during compressor operation, three layers of insulation surround the compressor, while double sound reduction plates are used between the bottom plate and vibration plate.”

While most high-capacity HVAC units operate with two fans, Daikin *ALTHERMA 3 H HT* outdoor units need only one. A large fan enhances air circulation and helps lower operational noise.

Though quiet and compact, the heat pumps deliver strong energy efficiencies by leveraging Daikin's proven inverter technology and R-32's thermodynamic properties. Inverter-driven compressors and fan motors – plus advanced micro-processor controls – are designed to deliver constant comfort and high-efficiency performance.

“Replacing fossil fuel boilers and furnaces with an advanced, modern hydronic heat pump like the Daikin *ALTHERMA 3 H HT* contributes to sustainability,” says Reek.

Air-to-Water Difference: Heating, Cooling, & Optional Hot Water

Homeowners are becoming more familiar with heat pump systems to heat and cool their homes, using outside air along with the heat pump refrigeration system to create warm or cold air for their homes. Commonly understood hydronic boiler systems heat water by burning fossil fuel (natural gas, propane or oil), using that water to warm a home through base boards, radiators or underfloor heating. They can also supply domestic hot water.

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LG Debuts New California Training Academy to Power Next-Gen HVAC Innovation

LG Air Conditioning Technologies USA Co-Sponsors Series of Events Throughout California Heat Pump Week, Highlighted by Stops from LG Mobile Showroom

Orange, Calif. – Global HVAC technology leader LG Electronics celebrated the grand opening of its new LG Air Conditioning Technologies Training Academy in Orange, Calif. The ribbon-cutting ceremony marked the culmination of California Heat Pump Week (April 11-19), showcasing LG’s commitment to advancing energy efficient HVAC solutions.

VIP attendees at the grand opening event got a first look at LG’s 2026 high-efficiency HVAC products, including water heating and control solutions intended to enhance comfort, minimize noise and maximize energy efficiency under appropriate operating conditions. Mayor Dan Slater welcomed LG to the City of Orange, noting that “LG Electronics’ newest training HVAC Academy will be providing great career opportunities in an increasingly important industry.”

The LG Orange Training Academy extends LG’s national network of six specialized facilities focused on developing skilled HVAC professionals. It joins established academies in Alpharetta, Ga.; Boston, Mass.; Chicago, Ill.; Dallas,



Texas; and Englewood Cliffs, N.J. that provide training and insights into LG’s air conditioning solutions. In these academies, experienced trainers deliver courses spanning unitary, ductless, VRF and controls solutions, covering everything from installation to service for LG’s full range of air conditioning and water heating products.

Through its heat pump technologies and

training infrastructure, LG’s participation in California Heat Pump Week supports the acceleration of heat pump adoption across California and the state’s goals for a more electrified future. The statewide activation, an initiative of the California Heat Pump Partnership, is dedicated to raising public awareness, strengthening contractor capacity and accelerating the adoption of

heat pumps in California.

“Contractor training is critical to advancing the adoption of heat pump technology,” said Steve Scarbrough, senior vice president and general manager of LG Air Conditioning Technologies, LG Electronics USA. “LG’s Orange Training Academy is the latest example of our commitment to equipping contractors and installers with the in-depth knowledge and hands-on skills intended to support implementation of HVAC technologies across California.”

In addition to the training academy opening, LG rolled out its Mobile Showroom and co-hosted distributor and community events throughout California Heat Pump Week. The showroom provides immersive, hands-on demonstrations with LG products and expert insights into its HVAC technologies.

The Mobile Showroom stops during California Heat Pump Week included Home Depot Antelope and ECCO Supply in Sacramento, Miles Memorial Playhouse in Santa Monica and the Livart Group, Commerce.

For more information about LG’s air conditioning business, visit www.lghvac.com.



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DAIKIN con't

Unlike boiler systems that burn fossil fuels, Daikin *ALTHERMA 3 H HT* is an all-electric air-to-water heat pump that can provide home heating and optional domestic hot water without burning fossil fuels directly by the system – and can also deliver cooling. Daikin *ALTHERMA 3 H HT* air-to-water heat pumps extract heat energy from the outside air and transfer it to water for space heating and optional domestic hot water. But *ALTHERMA 3 H HT*'s air-to-water heat pump technology can also reverse its cycle, chilling water to cool a home. The chilled water circulates through fan coil units, gently lowering indoor temperatures for consistent, comfortable cooling. This gives the Daikin *ALTHERMA 3 H HT* flexibility to deliver sustainable indoor heating and cooling comfort in both ducted and ductless homes.

Its striking, modern casing sprung from a collaboration between Daikin engineers and designers. "They brought a breath of fresh air to the traditional outdoor unit," Reek explains. "Inspired by the excellent design of Daikin indoor units, the Daikin *ALTHERMA 3 H HT* outdoor unit features an attractive, grey front plate and clean lines that blend into surroundings easily."

Ultimately, says Reek, Daikin *ALTHERMA 3 H HT* high-temperature, air-to-water, electric heat pumps leverage innovation and style into an efficient, sustainable indoor comfort solution, supporting the transition away from fossil fuel-based systems toward all-electric systems.



PHCC's CONNECT 2026 Conference: Building Community. Advancing the Industry.

Plumbing and HVACR contractors are invited to register for CONNECT 2026, taking place October 19-22 in Milwaukee, Wisconsin.

Falls Church, Va. – Plumbing-Heating-Cooling Contractors--National Association (PHCC) encourages plumbing and HVACR contractors to make plans now to attend PHCC CONNECT 2026, scheduled for October 19–22 in Milwaukee, Wisconsin. Registration is now open for the annual conference, which brings together contractors from across the country for valuable education sessions, networking opportunities and industry insights designed to help strengthen their businesses.

Held at the Baird Center, CONNECT 2026 will center around this year's theme, "Building Community. Advancing the Industry." Through practical education, meaningful networking and shared experiences, CONNECT brings together the PHCC community to strengthen relationships and drive the industry forward.

For CONNECT 2026, PHCC has created a valuable experience with plumbing and HVACR contractors in mind. Over three days, contractors will be immersed in focused education sessions, valuable networking opportunities and a must-see Product & Technology Showcase, now spanning October 20–21 to give attendees more time to explore solutions and engage with exhibitors.

"PHCC CONNECT brings contractors together to learn from each other and from industry experts," said Jason Pritchard, President, PHCC-National Association. "When

contractors collaborate and share ideas, it strengthens not only their individual businesses but the entire industry."

Networking events will provide additional opportunities for contractors to connect with peers and industry partners. Highlights include the Opening Brew City Bash, celebrating Milwaukee's rich heritage, and a closing party at the Harley-Davidson Museum, featuring food, networking and live music. The conference will wrap up with an awards breakfast on Thursday morning, giving attendees the opportunity to celebrate industry achievements before heading home with new ideas and connections to put into action.

For more details, including the preliminary schedule, visit phccweb.org/CONNECT and stay tuned to this site for unfolding information on education sessions, speakers, exhibitors, registration and hotel reservations.



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It's On My Heart: International Roundtable Event

I just got back from the Service Nation International Roundtable (IRT) in San Antonio—and it reminded me why smaller, more intimate events can deliver such a big impact.

IRT is a members-only event, which gives it a very different feel than our larger gatherings. The setting this year didn't hurt either. We were right on the San Antonio River Walk—great location, and an atmosphere that made it easy to connect, learn, and recharge.

A Story That Stuck

One of the highlights was our keynote speaker, Timothy O'Donnell. If you've ever followed endurance sports, you know the name. Multiple Ironman World Championship wins. But that's not what made his talk powerful.

A few years ago, he suffered a "windowmaker" heart attack during a race in Miami. Most people don't come back from

that—especially not to elite competition. He did. And he came back to win again.

It wasn't just a comeback story. It was about resilience, discipline, and perspective. The kind of message that hits home whether you're running a race—or running a business.

The Alamo Dinner Experience

Service Nation hosted a dinner at the The Alamo, right in the heart of the city. Great food, great setting—but what stood out was the history.

Even more interesting? Phil Collins (yes, that Phil Collins) has one of the most extensive collections of Alamo artifacts in the world, and it's on display there. One piece in particular—a massive, detailed diorama of the Alamo—was incredible. The craftsmanship alone was worth the visit.

The Power of Coaching

We set up one-on-one sessions with our coaches. Thirty minutes, no charge, ask anything. What surprised me?

People lined up. Sessions ran all the way to 8:30 at night.

Because of the demand, we added another coaching session later in the week—12 tables, 12 coaches. I had a couple of technicians sit down with me from Fixed Right & Guaranteed, and what was supposed to be a short conversation lasted over an hour.

Their question was a good one:

"How do you sell to an engineer? They're so detail- and cost-focused."

Customers (and engineers) today are looking for reasons to replace—not just repair.

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Financing matters more than ever. When you can offer

10–15 year terms, the lowest out-of-pocket option often wins. It's not just about price—it's about *payment*.

Beyond the sessions, there was a lot happening:

- **M e a n i n g f u l** conversations with reward partners

- A happy hour with the new management team—open dialogue on what's working and what needs to improve

- A team-based scavenger hunt that forced people out of their comfort zones and into collaboration

And then there were the breakout sessions—14 in total—covering everything from operations to leadership to AI. Some led by members, some by vendors, and a few by outside experts. Real-world, practical insights you can actually take back and use.

Looking Ahead

Next up is the Service Nation Expo in Las Vegas. Bigger stage, bigger crowd, bigger opportunity. If you're



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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IRT reminded me of something simple: When you put the right people in the right room, good things happen.

Thanks for reading, we'll talk later.

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Product News

NAVAC Launches Flex 1 Compact Digital Manifold

Palm-sized design delivers modern accuracy with simplified operation

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, recovery units, instruments and industry-specific items introduces Flex 1, a compact digital manifold designed for technicians who want modern performance in a streamlined, easy-to-use form. Palm-sized yet reliable, Flex 1 replaces multiple analog gauges with fast, precise digital capability built for everyday field work.

At the core of Flex 1 is a vivid HD color graphic display paired with rapid real-time response and Class 0.4 accuracy,

providing technicians with dependable measurement confidence. Its customizable interface includes six visual themes, allowing users to tailor the display to their working environment and preferences. The result is a modern, efficient tool that brings digital precision into a compact footprint without adding learning curves.

Flex 1 features a rugged aluminum body protected by an impact-resistant rubber cover and IP54-rated construction to withstand demanding jobsite conditions. A rechargeable battery supports extended operation, while simple one-knob

control and quarter-turn knobs keep functionality intuitive and efficient.

"Flex 1 is the manifold gauge every modern technician deserves," said Keith Keller, Vice President of HVAC for NAVAC. "Designed for the next generation, it replaces outdated tools with speed, clarity, and simplicity required by today's advanced systems."



RETA-RSES Unveils New Logo



Albany, OR – Following the historic merger of the Refrigerating Engineers & Technicians Association (RETA) and the Refrigeration Service Engineers Society (RSES), the combined organization is proud to unveil its new official logo. This visually marks the pinnacle of the "Better Together" initiative, representing a unified association dedicated to the professional development of technicians and engineers worldwide.

The new logo serves as a bridge between the storied histories of both associations: RETA, founded in 1910, and RSES, founded in 1933. By combining RETA's position as the "Gold Standard" for highstakes industrial refrigeration certification with RSES's legacy as the definitive "HVACR Training Authority," the merger creates a singular, powerhouse resource for professional development.

"While summarizing over 200 years of combined history in a single design is a daunting task, our new logo accomplishes just that by honoring both our past and our future," agree both Executive Director Vern Sanderson and Board President Bill Lape. "Our membership can be proud of the new logo. It is our promise to the membership and to the industry. Our organization is stronger than ever, and our greatest days are ahead."

For the first time, professionals across the entire field have access to a unified master library of technical knowledge, ensuring that the next generation of technicians is trained to the highest possible safety and efficiency standards.

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Rocket Group Accelerates Texas Expansion

11th strategic partnership brings proven San Antonio home service company into network

- *Rocket Group reaches 11th strategic partnership milestone across United States*
- *San Antonio-based Roadrunner Plumbing & Air brings 9 years of local market expertise*
- *Partnership strengthens Rocket Group's Texas footprint in growing home services sector*

San Antonio, Texas - Rocket Group, a leading home service business accelerator, announced its strategic partnership with Roadrunner Plumbing & Air, marking the company's 11th partnership in the United States. The partnership brings together Roadrunner's established San Antonio market presence with Rocket Group's proven business scaling systems and operational expertise.

Roadrunner Plumbing & Air has served the San Antonio market since 2015, building a reputation for reliable plumbing and HVAC services throughout the region. The family-owned business operates across 21 communities including Alamo Heights, Boerne, Helotes, New Braunfels, and Stone Oak, maintaining a 4.9-star rating with over 650 customer reviews. The partnership enhances Rocket Group's ability to deliver specialized home service solutions while supporting local job creation and community investment.

"This partnership represents our second strategic expansion into Texas, and the



growth potential here drives our mission to help home service businesses achieve explosive growth," said Victor Rancour, CEO of Rocket Group. "Roadrunner Plumbing & Air has built an exceptional reputation in San Antonio, and we will support their continued expansion while bringing our proven systems to help them scale faster than they ever thought possible."

The addition of Roadrunner Plumbing & Air brings Rocket Group's combined

portfolio to 193 employees and 135 service trucks across all brands, strengthening the company's continued momentum in building a national network of top-tier home service providers. Chris and Kathy Copeland, owners of Roadrunner Plumbing & Air, bring nearly 25 years of plumbing experience and deep market knowledge to the partnership. The company's commitment to honest service and customer education aligns with Rocket Group's values of delivering practical

solutions that work in the field.

"What drew us to Rocket Group was their track record of helping contractors win big without losing what makes us who we are," said Chris Copeland, Co-Owner of Roadrunner Plumbing & Air. "They understand the trades because they built their success from the field up, just like Kathy and I built Roadrunner on trust and honest service, which means our customers get the same care they've come to expect, backed by systems that help us deliver it even better."

The partnership supports Rocket Group's strategy of empowering home service businesses through proven scaling systems, operational excellence, and strategic technology integration. Customers throughout the San Antonio area will continue to enjoy Roadrunner's responsive service, convenient online scheduling, and commitment to transparent pricing. The company's strong community involvement, including local school partnerships and neighborhood events, will also continue under the new arrangement.



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INSCO Corpus Christi Spring Kickoff

InSCO Corpus Christi held their annual Spring Kickoff on April 9th from 11-2pm. The event had a catered BBQ lunch, vendor fair, door prizes and a grand prize Friedrich Mini-Split. The event was very well attended.





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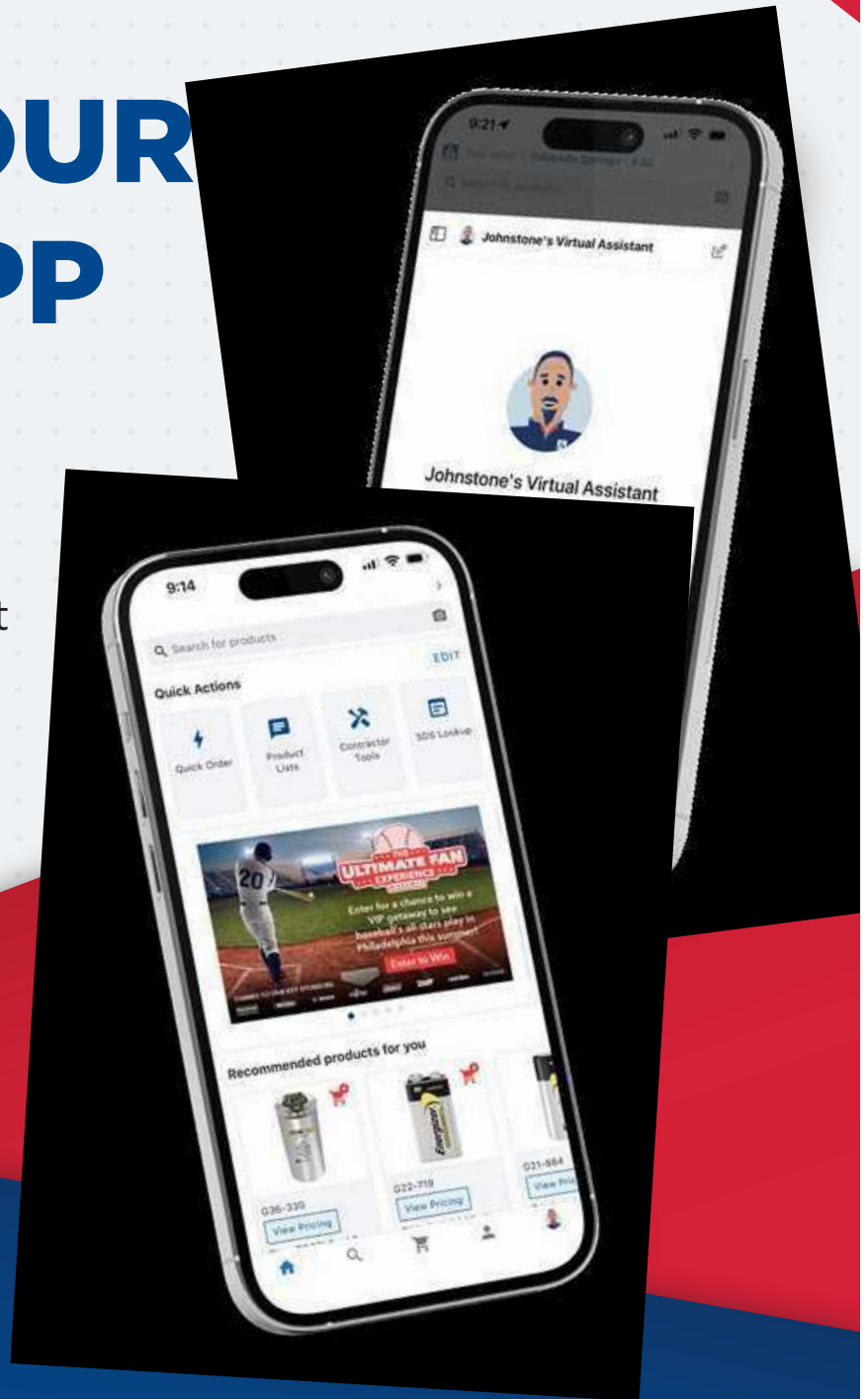
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CE South Texas Crawfish Boil

CE South Texas held one of their crawfish boils during lunch on April 8th at their Roxburgh Drive location in Houston, TX. The event also had a vendor fair and was very well attended.



Congratulations to the Latest Companies Earning MVP Status

Farmington Hills, Mich. — Because standards don't raise themselves, NTEA's Member Verification Program (MVP) acknowledges the companies leading the industry to excellence. Fleet managers, truck dealers and OEMs know truck equipment manufacturers and distributors/upfitters with MVP status have successfully demonstrated an understanding of defined business principles and applicable government regulations.

New MVP members (since Jan. 1, 2026)

- Knapheide Truck Equipment Center Austin (Buda, Texas)

- Knapheide Truck Equipment Center Memphis (Olive Branch, Mississippi)
- Sage Oil Vac Inc (Amarillo, Texas)
- Stahl Truck Bodies (Wooster, Ohio)
- Summit Truck Body (Ridgefield, Washington)
- Waldoch Crafts (Forest Lake, Minnesota)

Renewals

- Hews Company LLC (South Portland, Maine)
- Monroe Truck Equipment Inc (Louisville, Kentucky)
- Monroe Truck Equipment Inc (Winston-Salem, North Carolina)

Current NTEA Distributor and Manufacturer members are encouraged to apply for MVP status at any time. There is no charge — NTEA underwrites the cost of MVP as part of an ongoing effort to enhance the core competencies of its members. Once qualified, companies receive MVP status for a three-year term. To renew, MVP members must again document compliance, ensuring their ongoing commitment to professionalism, industry knowledge and high performance.

Visit ntea.com/mvp to learn more and apply or contact NTEA's technical services department for personalized assistance (248-489-7090 or mvp@ntea.com).

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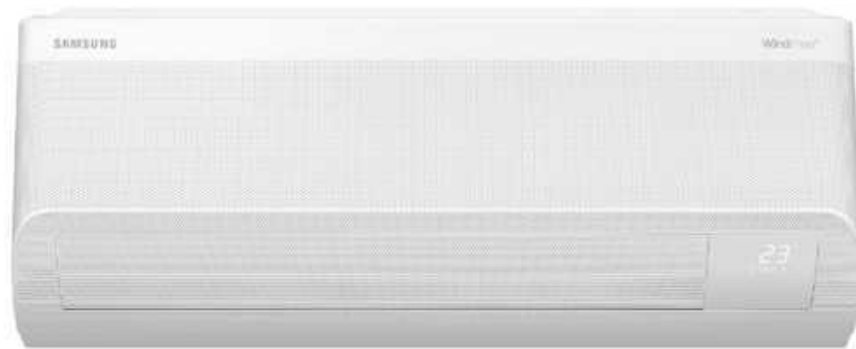
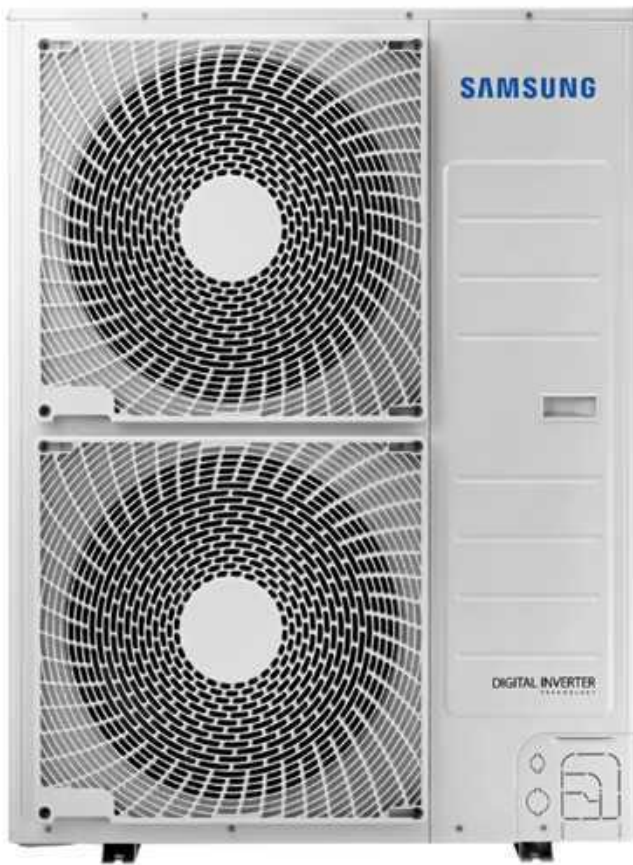
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Johnson HVAC Distribution Equipment Extravaganza

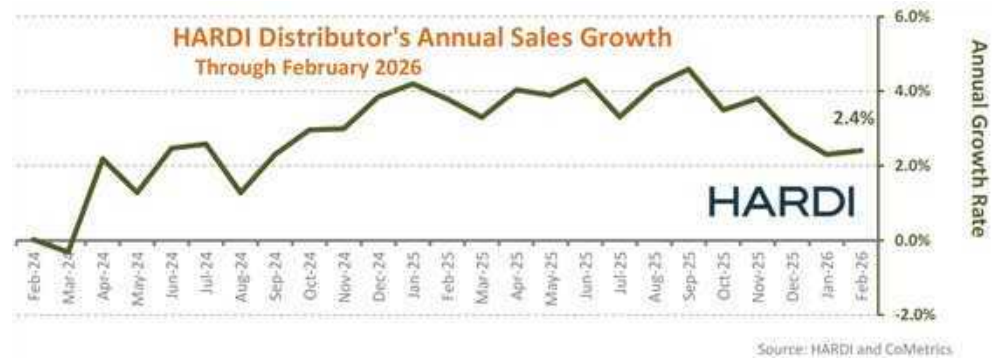
Johnson HVAC Distribution held a series of “Equipment Extravaganza’s” at several locations during the month of March and April. The showcases had Armstrong Air, Samsung, Allied, MagicPac and Ducane equipment. There were also several vendors present. Each day included lunch. These pictures were taken on April 1, at their Roxburgh Dr location in Houston TX.



HARDI Distributors Report 4.6% Revenue Increase in February

Columbus, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 4.6% during February 2026.

The annual sales growth for the 12 months through February 2026 is an increase of 2.4%.



“4.6% sales growth was a welcome sight after low single digit sales declines during December and January,” said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. “January and February have not been good indicators of the year ahead because they are low volume, seasonally insignificant months of the year.”

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 February was near 38 days like last February. “The modest annual sales growth may be a concern, but customer’s paying their bills without delay indicate the market challenges are contained.”

“Distributors had to accumulate extra inventory to accommodate the A2L transition. That was evident last spring when the sales-to-inventory ratio dipped below four-times,” said Loftus. “It is tough to work-off inventory in these low volume months, but baseball season has started, so cooling season is almost here. The warmer temps will help trim the remaining excess inventory.”

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.

ACCA Partners with Build It to Sell It to Give Contractors Business-Building Roadmaps

Alexandria — The Air Conditioning Contractors of America (ACCA) has brought Build It to Sell It into its Strategic Partner Program, giving contractors access to a business development movement focused on helping owners build real companies instead of just working harder.

Founded by Lance Bachmann and powered by LB Capital, Build It to Sell It helps home service owners create businesses they can scale. The program delivers proven systems for financial clarity, leadership development, and execution-focused strategies that prepare contractors for growth or strategic exit — through coaching and operational training built by operators who have scaled and sold home service companies themselves.

Build It to Sell It joined ACCA in Las Vegas earlier in March for ACCA’s annual conference, ACCA 2026.

“Too many skilled contractors are stuck running businesses that own them instead of the other way around,” said Barton James, ACCA president and CEO. “This partnership with Build It to Sell It gives ACCA members access to the tools they need to build companies with actual value, regardless of whether their goal is to keep growing, bring in partners, or get ready for an exit.”

Build It to Sell It works to raise the bar in home services and push contractors to think past the day-to-day grind.

“Many contractors have built great careers through hard work and technical skill, but scaling a business takes a different playbook,” said Lance Bachmann founder of LB Capital and Build It To Sell It. “Through this partnership with ACCA, we are excited to help more owners strengthen operations, lead their teams well, and build companies that are valuable, durable, and built to last.”

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

Johnstone South Texas Customer Appreciation Days

Johnstone South Texas held two Customer Appreciation Days at their locations in Corpus Christi and Victoria TX on April 15th and 16th. The events were from 10:30-2 and featured Vendor Reps, Product Showcases, Door Prizes and Lunch. Both days were very well attended.





Johnstone Supply - South Texas is now stocking Anthony and Hussmann branded products at all 7 locations.

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FISSCO Supply HVAC DFW and North Texas Open House

FISSCO Supply HVAC held an Open House for the DFW and North Texas customers at the Texas Live! PBR Texas on April 2nd from 10:30am to 2pm. The event had a vendor fair, product demonstrations and catered lunch. The event was very well attended.



FISSCO Supply HVAC DFW and North Texas Open House con't



Carrier Celebrates Earth Day with Major Milestone: 1 Million Trees Planted Toward Goal of 5 Million by 2030

Collaboration with the Arbor Day Foundation improved 1,700 acres in 2025, first year of five-year commitment

Palm Beach Gardens, Fla – On this Earth Day, Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions, marks progress toward its pledge to plant 5 million trees by 2030, with 1,009,514 trees funded in 2025 across high-impact regions worldwide. The collaboration with the Arbor Day Foundation exemplifies the company’s commitment to living its purpose – enhancing the lives we live and the world we share.

“Carrier and its employees are proud to help drive lasting change through the ‘For the Air We Breathe, For the World We Share’ initiative,” said Ashley Barrie, Executive Director, Corporate Social Responsibility, Carrier. “Through nature-based solutions, we’re helping to boost air quality levels, revive habitats and enhance climate resilience in areas impacted by environmental degradation.”

This past year, the initiative supported nine reforestation projects across critical ecosystems, including the Amazon Rainforest

in Brazil, the Cauvery River Basin in India, farmland in Kenya and additional large-scale projects worldwide.

Employees, customers and the public voted to select a final 2025 project – helping restore 290 acres of California’s forestland damaged by wildfire in 2021. Carrier employees also supported local climate resiliency efforts, with nearly 500 volunteers contributing more than 1,600 hours across nine global tree-planting events.

In the first year, Carrier’s support of 1 million trees is estimated to result in 939,518 metric tons of CO2 sequestered and 2,045 tons of air pollutant removed¹.

Carrier will accelerate this momentum in 2026 by supporting 14 reforestation projects, organizing global volunteer tree-planting events and hosting an educational webinar with the Arbor Day Foundation. The company will again invite stakeholders to help select one of the annual planting locations, to be announced later this year.

2026

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Robert Madden Ind Grand Opening

Robert Madden Ind held a Grand Opening at their new Springdale, Arkansas location on April 7th from 11-2. The event had a catered lunch, door prizes, vendor fair and grand opening specials. The new location is at 288 Agnes Dr, Springdale, AR 72762.



ACCA Launches National HVAC Tech Day Nominations

Alexandria, VA.— The Air Conditioning Contractors of America (ACCA) has opened nominations for its 2026 National HVAC Tech Day celebration, giving contractors, employers, and industry professionals across the country a formal way to recognize the technicians who keep homes and businesses comfortable year-round.

National HVAC Tech Day is observed each year on June 22. This year, ACCA is expanding the celebration with a large-scale digital campaign honoring nominated technicians — amplifying their stories and spotlighting the essential role they play across the HVACR industry. Nominated technicians will also be entered to win prizes donated by

ACCA’s sponsoring partners, with winners announced on social media on June 22.

Nominations are open through May 2026 and welcome technicians across all roles and experience levels — residential and commercial, service and install and maintenance, veterans of the trade, and rising stars alike. Contractors and business owners may submit multiple nominations, including nominations for their entire team.

“HVACR technicians are the backbone of this industry, and they deserve to be recognized loudly and proudly,” said Barton James, ACCA president and CEO. “National HVAC Tech Day gives contractors a simple, powerful way to put a

spotlight on the people doing the work — and this year, we’re making that spotlight bigger than ever.”

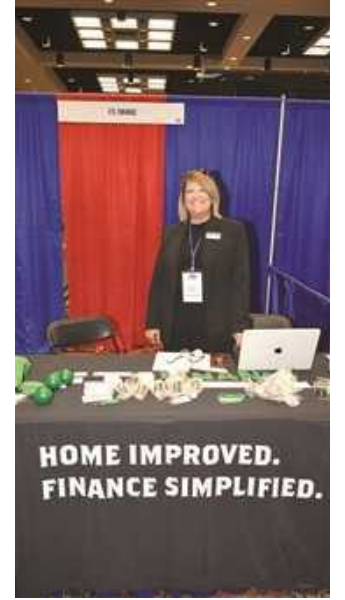
ACCA thanks title sponsor Midea for their support of the 2026 National HVAC Tech Day celebration.

Nominations can be submitted at accra.org/national-hvac-tech-day.



TACCA Greater Houston HVACR Unleashed Expo 2026

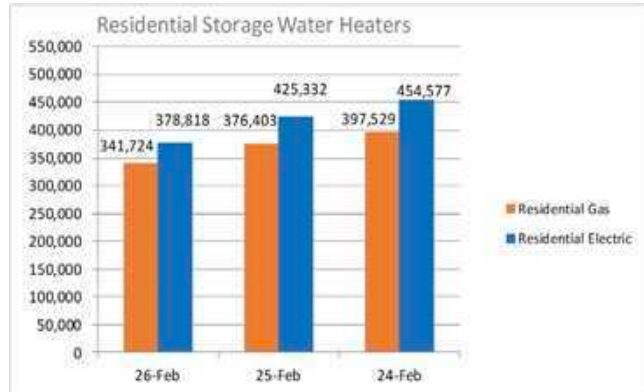
TACCA Greater Houston held their annual HVACR Unleashed Expo on April 8th from 8am-6pm at the Stafford Centre in Stafford, TX. There were exhibits, educational breakout sessions, hands on demonstrations, and keynote speakers. Mattress Mack from Houston led the group of keynote speakers.



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

Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for February 2026 decreased -9.2 percent, to 341,724 units, compared to 376,403 units shipped in February 2025. Residential electric storage water heater shipments decreased -10.9 percent in February 2026 to 378,818 units, compared to 425,332 units shipped in February 2025.



Year-to-date U.S. shipments of residential gas storage water heaters decreased -10.4 percent, to 670,230, compared to 748,027 shipped during that same period in 2025. Residential electric storage water heater shipments decreased -7.9 percent year-to-date, to 760,245 units, compared to 825,053 shipped during the same period in 2025.

Year-to-Date	Feb 26 YTD	Feb 25 YTD	% CHG. (From 2025-2026)	Feb 24 YTD
Residential Storage Gas	670,230	748,027	-10.4	744,553
Residential Storage Electric	760,245	825,053	-7.9	871,640

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 638,841 units in February 2026, increased +0.4 percent compared to 636,302 units shipped in February 2025. U.S. shipments of air conditioners decreased -4.2 percent, to 328,145 units, compared to 342,542 units shipped in February 2025. U.S. shipments of air-source heat pumps increased +5.8 percent, to 310,696 units, compared to 293,760 shipped in February 2025.

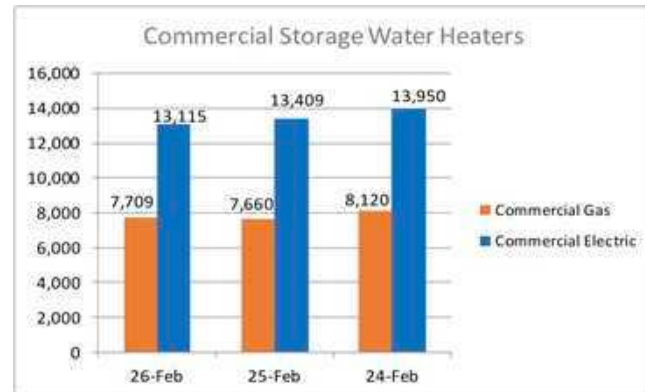


Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased -14.3 percent, to 1,079,660, compared to 1,259,203 units shipped during the same period in 2025. Year-to-date shipments of central air conditioners decreased -21.9 percent, to 539,007 units, compared to 689,899 units shipped during the same period in 2025. The year-to-date total for heat pump shipments decreased -5.0 percent, to 540,653, compared to 569,304 units shipped during the same period in 2025.

Year-to-Date	Feb 26 YTD	Feb 25 YTD	% CHG. (From 2025-2026)	Feb 24 YTD
Air Conditioners & Heat Pumps Combined Total	1,079,660	1,259,203	-14.3	1,136,883
Air Conditioners Only	539,007	689,899	-21.9	620,932
Heat Pumps Only	540,653	569,304	-5.0	515,951

Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased +0.6 percent in February 2026, to 7,709 units, compared to 7,660 units shipped in February 2025. Commercial electric storage water heater shipments decreased -2.2 percent in February 2026, to 13,115, compared to 13,409 units shipped in February 2025.

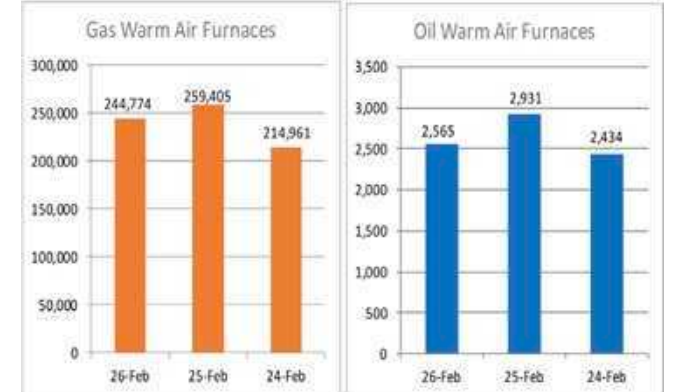


Year-to-date U.S. shipments of commercial gas storage water heaters increased +3.1 percent, to 15,138 units, compared to 14,682 units shipped during the same period in 2025. Year-to-date commercial electric storage water heater shipments decreased -5.7 percent, to 24,792 units, compared to 26,280 units shipped during the same period in 2025.

Year-to-Date	Feb 26 YTD	Feb 25 YTD	% CHG. (From 2025-2026)	Feb 24 YTD
Commercial Storage Gas	15,138	14,682	+3.1	15,371
Commercial Storage Electric	24,792	26,280	-5.7	25,647

Warm Air Furnaces

U.S. shipments of gas warm air furnaces for February 2026 decreased -5.6 percent, to 244,774 units, compared to 259,405 units shipped in February 2025. Oil warm air furnace shipments decreased -12.5 percent, to 2,565 units in February 2026, compared to 2,931 units shipped in February 2025.



Year-to-date U.S. shipments of gas warm air furnaces decreased -12.9 percent, to 462,536 units, compared to 530,785 units shipped during the same period in 2025. Year-to-date U.S. shipments of oil warm air furnaces decreased -4.5 percent, to 5,579 units, compared to 5,842 units shipped during the same period in 2025.

Year-to-Date	Feb 26 YTD	Feb 25 YTD	% CHG. (From 2025-2026)	Feb 24 YTD
Gas Warm Air Furnaces	462,536	530,785	-12.9	431,047
Oil Warm Air Furnaces	5,579	5,842	-4.5	5,064

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	28,719	+18.9	21,610	51,874	+8.1	44,580
16.5-21.9	62,517	+3.3	69,693	105,333	-19.1	130,360
22-26.9	138,500	+4.8	140,859	225,560	-16.7	238,804
27-32.9	97,038	-1.4	101,214	155,433	-19.6	173,337
33-38.9	132,454	-2.4	133,507	231,500	-10.3	221,664
39-43.9	42,010	-6.8	44,195	73,076	-20.3	74,745
44-53.9	66,949	+1.9	66,958	112,787	-8.7	111,808
54-64.9	50,683	-10.2	54,718	88,317	-18.6	94,933
65-96.9	6,760	-2.7	8,011	11,939	-10.1	15,487
97-134.9	5,214	+1.0	7,398	9,239	-3.3	13,530
135-184.9	3,967	+45.8	4,302	7,078	+25.0	8,320
185-249.9	1,713	+41.7	1,995	3,288	+27.8	3,651
250-319.9	1,189	+33.6	1,638	2,155	+11.7	3,023
320-379.9	261	+1.6	350	512	+10.6	668
380-539.9	289	-5.6	406	544	+5.0	718
540-639.9	268	+3.5	305	463	-2.9	546
640-799.9	102	+12.1	109	174	+13.0	225
800.0-899.9	39	+30.0	50	85	+21.4	118
900.0-999.9	73	+19.7	67	137	+16.1	121
1,000.0-1,199.9	18	-33.3	44	31	-36.7	91
1,200.0 & Over	78	+39.3	80	135	+3.8	154
TOTAL	638,841	+0.4	657,509	1,079,660	-14.3	1,136,883

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.



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 Highlights Industry Priorities in 2026 Annual Conference Technical Program

Comprehensive sessions in Austin to address system performance, workforce needs and evolving building technologies

Atlanta – ASHRAE released its technical program for its 2026 Annual Conference, taking place June 27–July 1 in Austin, Texas. The conference will bring together industry professionals, researchers and practitioners from around the world for a week of knowledge-sharing, technical exploration, professional

development and peer engagement.

The complete schedule is now available online and through ASHRAE 365, enabling attendees to build personalized conference itineraries in advance.

This year's technical program features a comprehensive range of sessions across eight distinct tracks, highlighting both foundational principles and emerging directions in the HVAC&R industry:

- Fundamentals and Applications
- HVAC&R Systems and Equipment
- Research Summit
- Workforce Development
- Ground Source Heat Pumps
- Hot Climate Building System Design, Operation and Resilience
- AI in Building Design and Construction
- Building Decarbonization

“The ASHRAE Annual Conference brings together established practices and new ideas that are reshaping how we design, build and operate buildings,” said 2025-26 ASHRAE President Bill McQuade, P.E., CDP, Fellow ASHRAE, LEED AP. “Attendees will find opportunities to deepen their expertise, discover innovative approaches and connect with peers tackling similar challenges.”

With sessions led by subject matter experts from around the globe, the program offers a mix of research-driven presentations, interactive discussions and collaborative opportunities designed to support professionals at every stage of their careers.

Key sessions include:

- AI, Cloud and Cybersecurity: Why Do They Matter for Smart Building Design?
- Integrated Modeling and Optimization of Data Center Cooling and Waste Heat Reuse
- Minding Your Business: Preparing for Tomorrow's Workforce Today

• Resilience, Affordability, and Regulation: The Future of Community Energy Systems

• Achieving Healthier Buildings with Lower Cost and Energy Use

• Engineering the Backbone of AI Cooling: TCS Design and Commissioning

• The ASHRAE Learning Institute (ALI) will also offer 10 continuing education courses, all approved for continuing education credits toward maintaining P.E. licensure.

New and updated courses being offered are:

• Laboratory Controls - Devices and Strategies for Proper Airflow

• Basic Concepts for Demystifying Dehumidification

• Understanding Design and Installation Requirements for A2L Refrigerant Systems

• Advanced Dehumidification System Design

• Decarbonization Tactics: Making Buildings Grid-Interactive

• Starting the Path to Net Zero Buildings Using ASHRAE 90.1 – Featuring 2025 Updates

The conference will feature a plenary session with Society updates and the farewell address from President McQuade. During the President's Luncheon, ASHRAE will install its new officers and directors, and incoming 2026–27 ASHRAE President Sarah Maston will deliver her inaugural address on the Society's new theme: “*Changing the Game: Retrofitting for Resilience.*”

Attendees are encouraged to register by April 27 to take advantage of early bird rates. In-person rates start at \$885 for ASHRAE members and \$1,160 for non-members, which includes a complimentary one-year ASHRAE membership. Virtual attendance options are also available for individuals and organizations. Additional pricing details can be found on the conference website.

For more information and to view the full schedule, visit ashrae.org/2026annual.

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CALENDAR OF EVENTS

MEPO OF OKLAHOMA, INC.

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

OK City Monthly Meeting

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

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

Tulsa Lunch Meeting

No Schedule

OUBCC Mtgs

May 19, 2026 1:30 pm - 2:30 pm

Heat Pump Mtg

May 28, 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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Bluon Launches PartsConnect™ Enabling HVAC Contractors to Find and Buy Compatible Replacements Sold by Their Local Distributor

Drawing from an unparalleled cross reference database, PartsConnect is the first tool that can instantly determine which parts are compatible with the model number being worked on and who sells them

Irvine, Calif. – Bluon, the industry-leading AI and data company for HVAC contractors, announces the launch of PartsConnect™, a new feature within Bluon's App and FSM plug-in that is designed to help technicians and contractors quickly locate and purchase compatible replacement parts sold by their preferred local suppliers. Powered by Bluon's unmatched equipment intelligence, PartsConnect™ delivers a desperately needed solution to the historically time-consuming and frequently inaccurate process of finding and buying compatible replacement parts for specific HVAC equipment.

With its database of more than 30 million unique model numbers across 240+ OEMs, including original manuals, detailed specifications and complete parts lists with specs, Bluon is HVAC's top provider of technical data and technical support. The launch of PartsConnect™ means that technicians can identify and purchase replacement parts quickly and confidently, eliminating much of the research, frustration and guesswork that has historically led to delays, wrong part installs and callbacks.

"Our customers have been asking for this

feature for years," said Peter Capuciati, CEO of Bluon. "Identifying compatible replacement part options is hard enough, but trying to determine if a local distributor carries any of those compatible options has historically been a massive friction point for HVAC shops. We believe we have finally cracked the code to this enormous challenge"

PartsConnect™ addresses several problems that are well-known to HVAC techs and contractors, including frustrations with sourcing parts that are no longer manufactured, uncertainty about whether a substitute part will work properly and dependence on a supplier's counter staff to do the research to help identify compatible options.

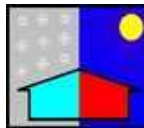
"Enabling contractors to go straight from a scan of a unique model number being worked on to instantly see what compatible parts are sold by their local distributors is a game changer for HVAC," said Capuciati. "PartsConnect™ is a huge step forward in the pursuit of helping contractors and their technicians making each job as profitable as possible."

For more information about Bluon's PartsConnect, visit <https://www.bluon.com/partsconnect>.

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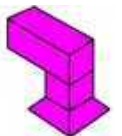


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