



# T Air Conditioning TODAY



JUNE 2026

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## Hunton Group Car Show



Pictures on page B4.

## TACCA Greater Houston Fishing Tournament



Pictures on page B5.

## Ray Dingler Memorial Scholarship Golf Tournament



Pictures on page B5.

## Texas-based HVAC Contractor Wins National Award

**The Colony, TX.** — Texas-based Colony Air Conditioning and Heating has earned national recognition as the 2026 ACCA Residential Contractor of the Year.

Colony Air Conditioning and Heating was recognized by the Air Conditioning Contractors of America (ACCA) during the association's spring annual conference. The award is one of the top national awards for HVAC contractors and is widely recognized as the most prestigious award in the industry.

Colony Air Conditioning and Heating represents the best among ACCA members, showing exceptional leadership and problem-solving during major industry shifts including refrigerant standards and workforce challenges.

Kurt Hudson, 2026–2027 chair of the ACCA Board of Directors, noted the exceptional talent of this year's awardees.

"I'm incredibly proud of this year's award winners," said Hudson. "Each recipient has shown remarkable dedication to advancing our industry



through innovation, leadership, and service excellence. These honorees exemplify the resourceful spirit that defines ACCA membership, and their achievements inspire all of us to aim higher."

ACCA's Awards Program champions excellence, innovation, and service across

the HVACR industry. Each year, ACCA shines a spotlight on the "best of the best"—contractors, leaders, and teams whose dedication and achievements are driving real change for their businesses, their communities, and the skilled trades. These honors celebrate the transformative impact ACCA contractors make every day, raising standards of professionalism, safety, and customer care while shaping a stronger future for the contracting industry.

Award winners are chosen by designated selection committees based on the specific award.

"This recognition reflects the standards our team lives by every day. What I mean by that is doing what's best for our customer, taking pride in our work, and delivering quality that our customers can count on," said Kathy Everett, owner of Colony Air Conditioning and Heating.

For more information about ACCA's awards program or its work to support the HVACR industry, visit [acca.org/awards](http://acca.org/awards).

## Robert Madden Industries Announces Acquisition of AC Supply Co.

Over 65 Years of HVAC Supply Experience Continues Throughout Tarrant County Expanded DFW Footprint Supports Robert Madden Industries' Mission of Building Dependable Partnerships

**Lubbock, TX--** Robert Madden Industries announced its acquisition of AC Supply Co., expanding its presence across Tarrant County and strengthening its service capabilities throughout the greater DFW market.

Founded more than 65 years ago, AC Supply Co. has built a strong reputation in the HVAC supply industry by serving contractors and customers throughout Tarrant County with reliable products, knowledgeable support, and a commitment to service. Robert Madden Industries

is honored to continue that legacy while welcoming AC Supply Co. customers and employees into the RMI family.

"At Robert Madden Industries, our mission is Building Dependable Partnerships," said Ron Madden, President of Robert Madden Industries. "This acquisition gives us the opportunity to continue AC Supply Co.'s long-standing service to Tarrant County while building new relationships rooted in trust, respect, integrity, and commitment.

SEE RMI PG.B10

## Carl Pollex

It is with deep respect and sadness that we share the news of Carl Pollex's passing, who died on Tuesday April 28th, at the age of 94 after a long and fulfilling life.

Carl was the father of our dear colleague Roger Pollex, and like his son, he was a remarkable presence in both life and industry. He was a true influence to many who had the privilege of knowing him, not only as a mentor but also as a legend in the HVAC industry. An Army veteran, he carried with him a strong sense of discipline, integrity, and commitment throughout his life and career.

He was an exceptional salesman, known for his ability to tell stories that captured attention and connected with everyone in the



room. Even those new to the industry found themselves drawn in by his presence, wisdom, and charisma, leaving a lasting impression.

Carl's legacy lives on through the many people he influenced, the relationships he built, and the standards he set throughout his career and life.

Reunited with his son, Roger. Our thoughts and prayers are with the Pollex family during this time.

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## NIBCO® Introduces Branded Markings to its PressACR® Line

*New visual identifiers enhance product differentiation and help ensure proper application in HVACR systems.*

**Elkhart, Ind.**— NIBCO INC. introduces branded markings to its PressACR product line enhancing product identification and helping ensure proper application in the field. Each fitting now features a distinctive black band, with “NIBCO” printed on one side and “PressACR” on the other.

These markings clearly differentiate PressACR fittings, for use in copper tube systems for air conditioning and refrigeration applications, from other NIBCO press fittings in the field, minimizing the risk of misapplication and improving jobsite confidence for contractors.

“NIBCO is committed to providing solutions that make installation easier and more reliable for our customers,” said Marilyn Morgan, senior product manager-fittings, NIBCO. “These new markings are a simple but impactful way to help contractors quickly identify the right fitting for the right application, reducing errors and increasing confidence on the job.”

NIBCO’s PressACR fittings are made from high-quality, globally-sourced pure copper and are manufactured in Stuarts Draft, Virginia. Press end connections reduce installation time, while the patented interior groove design and gray HNBR seals make them suitable for high-pressure HVACR applications.

With a professional appearance and consistent joint quality, PressACR fittings meet stringent certification and compliance standards for applications rated up to 700 psi.

The PressACR line ranges in size from 1/4-inch OD to 2-1/8 inches OD and is approved for use with K, L and M hard

copper tubing that complies with ASTM B280 ACR tube or B88 standards and soft copper up to 7/8-inch OD.

*For more information, visit [nibco.com/pressacr](http://nibco.com/pressacr).*



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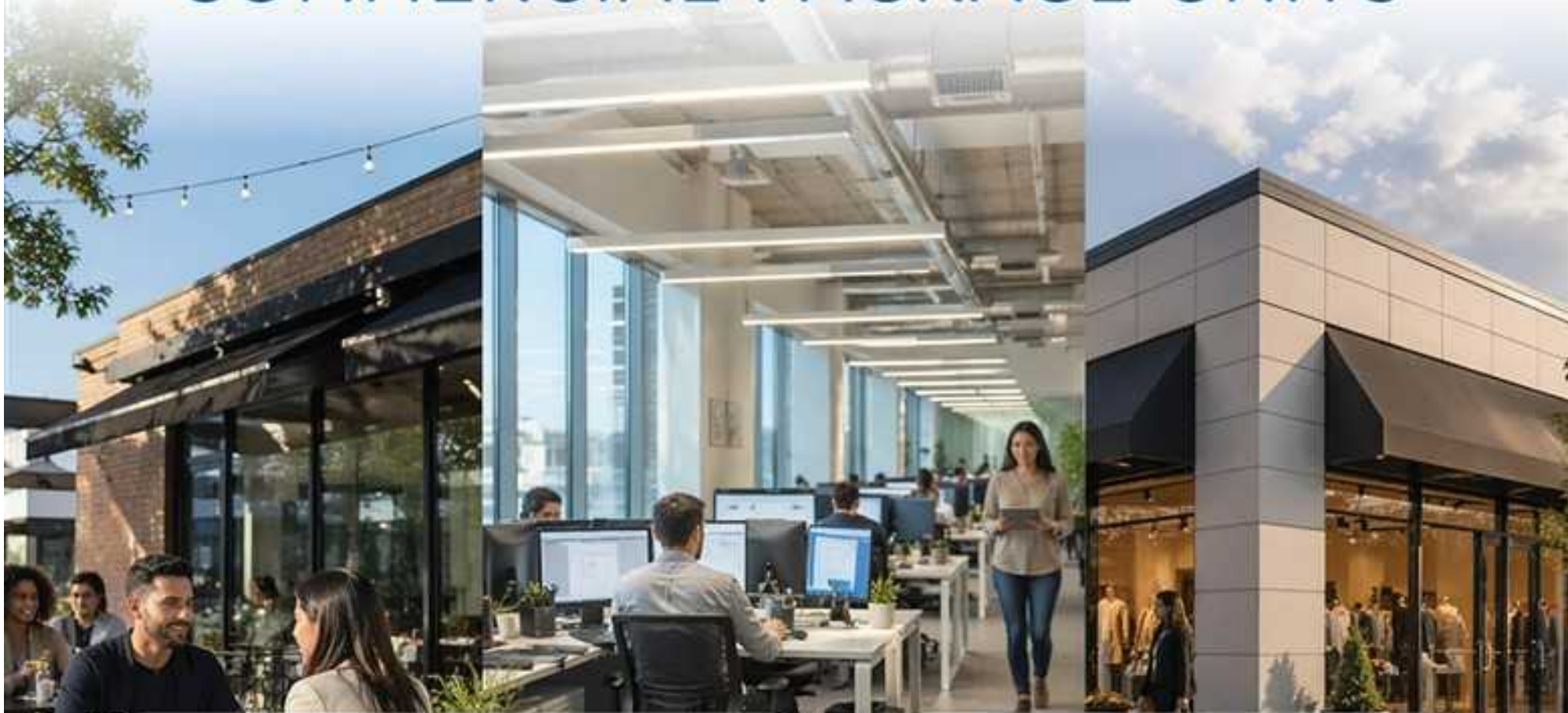
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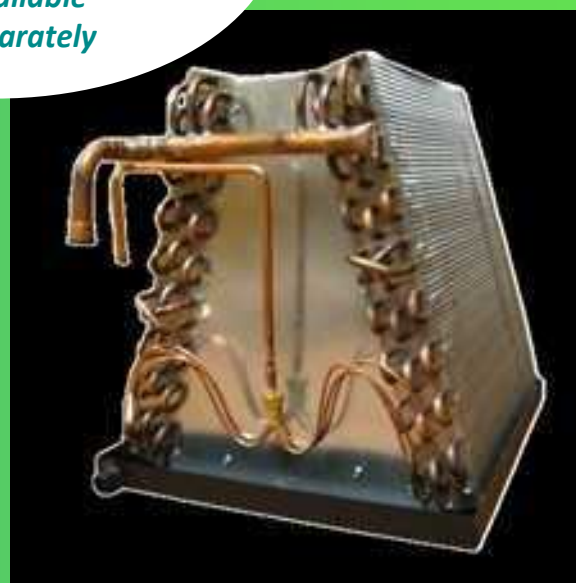
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## Neglecting Boiler Cleaning Could Cost Facilities Thousands in Fuel and Repairs, Now is the Time to Act

**Stamford, Conn**— While boilers may not be top of mind over the warmer summer months, Goodway Technologies is sharing a reminder that skipping boiler maintenance before the weather starts cooling down again can lead to unnecessary costs and potential repairs. Even just 1/8" of scale can increase fuel consumption by 8%, leading to significant financial losses for facilities that rely on boilers for heating and production.

A 450,000 million Btu industrial boiler operating at 150-psig steam and producing 45,000 pounds per hour could see annual fuel costs of approximately \$3.6 million. A seemingly minor 1/32-inch layer of scale could add \$72,000 to that total, based on data from the U.S. Department of Energy.

"Boiler efficiency isn't just about performance — it's about safety, equipment longevity and cost control," said Tim Kane, CEO and President of Goodway Technologies. "Ignoring buildup can lead to corrosion, tube failure and even larger-scale equipment failure."

### Best Practices for Boiler Maintenance

To mitigate these risks, facilities should implement a comprehensive preventative



maintenance program that includes regular boiler cleaning. Key steps include:

- **Identifying Boiler Type:** Cleaning methods vary between firetube and watertube boilers. Firetube units require dry cleaning with brushes and vacuums, while watertube boilers often need air motors due to complex tube configurations.

- **Evaluating Environmental Factors:** Fuel type, water quality, and seasonal usage all influence buildup rates. For example, natural gas burns cleaner than coal or fuel oil, and hard water increases scale formation.

- **Conducting Visual Inspections:** Regular checks using tools like video

scopes help assess buildup and detect early signs of damage.

- **Considering Chemical Cleaning:** For hard-to-reach areas or stubborn scale, chemical descalers can restore efficiency.

- **Monitoring Performance Metrics:** Tracking CO<sub>2</sub>, O<sub>2</sub>, and flue gas exhausts, along with monthly utility bills, can signal when cleaning is needed.

Incorporating boiler maintenance into your facility's regular preventative maintenance plan is a smart strategy for reducing operational costs and ensuring your boiler operates at peak efficiency. A wide range of boiler cleaning systems are available to meet specific needs, and selecting the right solution depends on several factors, including the type of boiler, the severity of fouling, and other system characteristics.

With more than 60 years of experience helping customers support safe and efficient boiler operations, Goodway Technologies developed a comprehensive Boiler Tube Cleaning Guide. For more information about Goodway's full line of industrial maintenance solutions, visit [www.goodway.com](http://www.goodway.com) or call 1-800-333-7467.



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## Thermostat Recycling Corp. Launches 15th Annual ‘Banish Mercury Off the Planet’ Contest

Washington, D.C. — Thermostat Recycling Corp. (TRC) has launched the 15th annual “Banish Mercury Off the Planet” (BMOP) competition, continuing its long-standing recognition of HVACR wholesalers committed to removing mercury-containing thermostats from the environment.

The popular contest highlights companies that demonstrate exceptional leadership in environmental stewardship through thermostat recycling. Participating wholesalers are automatically entered when they return collected thermostats through TRC’s nationwide recycling program. With more than 3,600 collection sites across the U.S., TRC provides convenient access for contractors and service technicians to safely dispose of mercury-containing units.

The 2026 BMOP contest runs from May 1 through Oct. 31, with winners recognized in three categories. “Each year, our recycling partners show an unwavering commitment to keeping mercury out of the environment,” said Danielle Myers, Executive Director, TRC. “Their leadership continues to drive meaningful progress in public health protection and sustainability across the HVACR industry.”

Categories in the competition are:

- Highest total pounds of mercury collected.
- Highest average pounds of mercury collected per branch location.
- Highest branch participation rate (for organizations with more than 5 locations).

Winners will be announced and publicly recognized in December 2026.

### Past BMOP Winners

- 2025: Johnstone Supply, Refrigeration Sales Corp., Allied Refrigeration
- 2024: Johnstone Supply, G.W. Berkheimer, Design Air
- 2023: Johnstone Supply, Refrigeration Sales Corp., Sigler Wholesale Distributors
- 2022: Johnstone Supply, Progress Supply, Allied Refrigeration
- 2021: Johnstone Supply, Famous Supply, Geary Pacific
- 2020: Johnstone Supply, APCO Inc., Allied Refrigeration
- 2019: Johnstone Supply, Dubuque Supply, Johnson Supply

- 2018: Johnstone Supply, Meier Supply Co., Johnson Supply
- 2017: Johnstone Supply, Tower Equipment, Johnson Supply
- 2016: Johnstone Supply, Gustave Larson, Auer Steel
- 2015: Auer Steel, Johnson Supply, US Air Conditioning Distributors, Johnstone Supply
- 2014: Corken Steel Products, Crescent Parts & Equipment, Johnstone Supply
- 2013: Johnstone Supply
- 2012: Johnson Supply

## Product News

### ClimateMaster® Expands Tranquility® SB Series with Hot Gas Reheat Option

Oklahoma City, Okla. – ClimateMaster® announces the addition of hot gas reheat to its Tranquility® SB compact high-capacity series, further enhancing the platform’s ability to deliver precise humidity control, improved occupant comfort, and energy-efficient performance in demanding applications.

The new hot gas reheat option allows the Tranquility SB to effectively manage latent loads without overcooling occupied spaces, making it ideal for schools, healthcare facilities, multifamily buildings, and other humidity-sensitive environments. By reheating air using recovered heat from the refrigeration cycle, the system improves moisture removal while minimizing energy consumption. Additionally, the standard vFlow® modulating water valve maintains head pressure for enhanced reheat capacity on colder building loops.

Exceeding ASHRAE 90.1 efficiency requirements and operating with low-GWP R-454B refrigerant, the Tranquility SB Series continues to offer a high-capacity, environmentally responsible solution for modern water-source heat pump applications. Units are available in 6- to 25-ton capacities and feature a compact vertical cabinet that fits through standard doorways, along with backward compatibility with legacy equipment to simplify retrofit installations.

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Engineered for geothermal, groundwater and boiler-tower systems, the Tranquility SB includes dual refrigeration circuits, microprocessor controls, a galvanized-steel cabinet, variable-speed EC plenum fans, and an epoxy-coated drain pan to ensure long-term durability and reliable operation.

The Tranquility SB also features ClimateMaster's iGate® 2 technology, providing real-time system visibility for technicians and owners through cloud-based monitoring, a Wi-Fi touchscreen thermostat or a wireless service tool. Additional features include extended range operation, stainless steel drain pans, DDC building interface, and the UltraQuiet™ package for sound-sensitive installations.

"Adding hot gas reheat to the Tranquility SB Series gives engineers and building owners another powerful tool to balance comfort, humidity control and efficiency," said David Salyer, senior product manager, Climate Master. "It reinforces our commitment to delivering application-ready solutions that meet the evolving needs of today's buildings."

# NTEA Releases New and Enhanced Resources to Support Commercial Vehicle Specification Development

**Farmington Hills, Mich.** — NTEA has introduced Guiding Principles for Developing Commercial Vehicle Specifications, a new foundational resource that outlines the core concepts behind effective commercial vehicle specification development. NTEA has also released an enhanced Vehicle Specification Process Guide, an updated version of its member-exclusive resource that provides a step-by-step framework for planning, evaluating, and executing vehicle specifications.

Designed to work together, these companion resources support industry professionals at every stage of the specification process — from understanding key principles to implementing a consistent, process-driven approach.

"Given the complexity of today's commercial vehicles, it's important to use an effective specification process when developing vehicle requirements," said Chris Lyon, NTEA director of fleet relations. "These resources provide the foundation and the framework to help ensure nothing mission-critical is overlooked, while supporting practical, informed decision-making."

**Guiding Principles for Developing Commercial Vehicle Specifications**

This new publication, available at no cost

with an ntea.com account, provides an overview of the fundamentals behind developing effective commercial vehicle specifications.

As vehicle complexity continues to increase — driven by multi-stage manufacturing, evolving technology and specialized fleet applications — this resource helps commercial vehicle professionals identify the key considerations that influence performance, safety, life cycle cost and regulatory compliance.

Providing industry-wide access to this guide reflects NTEA's commitment to helping organizations develop more optimized, mission-specific, and efficient vehicles through a shared understanding of essential specification principles.

This foundational resource:

- Identifies key components of the specification process
- Outlines stakeholder roles and collaboration strategies
- Provides considerations for base vehicle and equipment requirements
- Highlights the importance of regulatory compliance and operational alignment

**Vehicle Specification Process Guide**

This advanced member-exclusive resource

has been refreshed to provide a more robust, process-driven approach to specification development. Building on the concepts introduced in Guiding Principles, it delivers a practical framework that helps organizations plan, evaluate and execute specifications with clarity and consistency.

The updated guide:

- Maps a step-by-step workflow from defining requirements through procurement
- Incorporates decision loops, timelines and stakeholder inputs
- Provides guidance for evaluating existing fleet performance and new technologies
- Supports development of specifications that improve reliability, safety and total cost of ownership

**Learn more**

- Guiding Principles for Developing Commercial Vehicle Specifications is available at no cost with a free ntea.com account.
- The Vehicle Specification Process Guide is available to NTEA members only at no cost.

Visit [ntea.com/specguides](http://ntea.com/specguides) to learn more and access both publications. For questions or assistance, contact NTEA at [info@ntea.com](mailto:info@ntea.com) or 248-489-7090.



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Product News

## PHCC-ASA 2026 Joint Legislative Conference Brings Industry Priorities to Capitol Hill

**Falls Church, Va.** — The Plumbing-Heating-Cooling Contractors—National Association (PHCC) and the American Supply Association (ASA) successfully joined forces with the 2026 PHCC-ASA Joint Legislative Conference in Washington, D.C., with contractors, distributors and industry leaders delivering a unified message to lawmakers on workforce development, energy policy and regulatory certainty.

Held May 5-6 at the YOTEL Washington D.C., the conference brought together members from across the plumbing, heating, cooling and piping industries for direct engagement with federal legislators and staff on issues impacting contractors, suppliers and consumers nationwide.

Throughout the conference, attendees advocated for policies designed to strengthen the skilled trades workforce, preserve consumer energy choice and modernize federal energy regulations in a way that supports innovation and affordability.

“Our industry depends on practical policies that support workforce development, regulatory consistency and reliable energy solutions,” said Mark Valentini, PHCC Vice President of Legislative Affairs. “This conference gave contractors and industry stakeholders the opportunity to bring real-world perspectives directly to Capitol Hill and demonstrate the essential role our industry plays in the American economy.”

Conference attendees urged lawmakers to support workforce initiatives that strengthen career and technical education, registered apprenticeships and employer-driven training solutions to help address the ongoing skilled labor shortage affecting contractors and suppliers nationwide.

Participants also advocated for policies that preserve



consumer energy choice and provide consistent federal energy regulations for manufacturers, distributors and contractors. Attendees emphasized the importance of maintaining access to multiple energy sources while supporting modernization of federal efficiency standards in a way that promotes affordability, innovation and long-term market stability.

The conference featured issue briefings from industry advocacy leaders, political analysis from nationally recognized pollster and government affairs strategist Brent Buchanan, and advocacy coaching sessions designed to prepare attendees for meetings on Capitol Hill.

Networking and collaboration remained a key part of the event, including evening events that brought together contractors, distributors, and manufacturers to discuss the future of the industry.

“Partnering with PHCC for this event was an exceptional opportunity to bring a vital segment of our industry’s supply chain to Washington, D.C., ensuring lawmakers on Capitol Hill remain informed about how critical workforce and energy legislation impacts our businesses, our customers, and the communities we serve,” said Steve Rossi, ASA Vice President of Advocacy.

The PHCC-ASA Joint Legislative Conference concluded May 6 following congressional meetings and a closing reception with industry leaders.

## Cementex Highlights the TR-9HVAC TOOLKIT for HVAC Professionals

**Burlington, NJ** – Cementex, the safety tool specialists, highlights its TR-9HVAC TOOLKIT, crafted to specifically cater to the HVAC industry’s unique needs. This toolkit provides HVAC professionals with a versatile set of insulated tools essential for the installation, maintenance, and repair of heating, ventilation, and air conditioning systems.

The TR-9HVAC TOOLKIT includes a carefully curated selection of tools, making it an indispensable asset for HVAC professionals. The toolkit features a 6” Adjustable Wrench, 8” Water Pump Plier, and a set of 6” Screwdrivers, encompassing #1 and #2 Phillips tips, 3/16” and 1/4” Cabinet tips. Additionally, a set of 6” Nut Drivers, including 1/4”, 5/16”, and 3/8”, ensures that HVAC technicians have the right tools for a variety of tasks. All these tools are neatly organized in a convenient tool roll pouch for easy portability and accessibility on the job.

Cementex, as the leading double-insulated hand tool supplier, takes pride in managing the entire manufacturing process, from insulation through testing. With an unparalleled commitment to quality and delivery, Cementex ensures that professionals can rely on the TR-9HVAC TOOLKIT for safety and efficiency in their HVAC operations.

As with all Cementex Tool Kits, these combinations of tools can be customized to fit an individual customer’s needs. From simple additions, subtractions, or replacements to complete custom combinations, Cementex can build whatever customers need.

Cementex proudly manufactures its products in the U.S.A. with both U.S. and globally sourced materials. For more information about Cementex’s industry-leading Tool Kits, visit our online catalog.

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## Bryant Hosts First Factory Authorized Dealer National Meeting, Celebrating Dealer Excellence and a Return to Brand Legacy

**Indianapolis, IN** – Bryant brought dealers from across North America together for the first ever Bryant Factory Authorized Dealer (BFAD) National Meeting, marking a new chapter in how the brand engages and supports its dealer network. Bryant is a part of Carrier Global Corporation, global leader in intelligent climate and energy solutions.

The inaugural BFAD National Meeting centered on open dialogue, hands-on learning, and direct dealer input. Across the multiday event, attendees took part in immersive training, interactive mainstage sessions, and candid feedback discussions, reinforcing Bryant’s commitment to listening to its dealers and building what’s next together.

Training was a central focus of the event, with structured sessions designed to build technical and operational expertise. Over two days, 158 students from 94 companies representing 25 distributorships completed more than 1,600 hours of instructor-led training across 13 classes. The sessions delivered practical, actionable insights to help dealers strengthen technical expertise, improve efficiency, and better serve customers in their local markets.



The meeting also included a meaningful brand moment with the return of the Bryant Pup, unveiled on the mainstage as a symbol of trust, dependability, and the hardworking spirit that has defined Bryant for more than a century.

A cornerstone of the event was the awards celebration, recognizing standout Bryant dealers for excellence in performance, leadership, customer experience, and community impact. Honors such as Dealer of the Year, the Charles Bryant Award, and the Pinnacle Award celebrate businesses

that consistently bring Bryant’s *Whatever It Takes* philosophy to life.

### 2026 Bryant Dealer of the Year

**Flow-Tech Plumbing and Heating (Columbia City, IN)** – Recognized for its exceptional commitment to customer satisfaction, operational excellence, and brand leadership.

### 2026 Charles Bryant Award Recipients

- **Air Tech Heating (Fond du Lac, WI)** – Honored for long-standing loyalty to the Bryant brand and deep community involvement.

- **HVAC Services Unlimited (Salisbury, MD)** – Recognized for excellence in customer care, technical expertise, and business leadership.

### 2026 Pinnacle Award Recipients

The Pinnacle Award recognizes dealers who have achieved sustained excellence by earning their fifth Medal of Excellence (MOE) Award:

- **Family Heating & Air (Pensacola, FL)**
- **The Weather Changers (Denver, CO)**

In addition to these top honors, Bryant recognized 18 Medals of Excellence recipients and 80 Circle of Champions nationwide for their dedication to quality, professionalism, and continuous improvement.

“This first Bryant Factory Authorized Dealer National Meeting represents more than a new event, it reflects how our dealer network is evolving,” said Nick Arch, Vice President and General Manager, Residential HVAC Solutions at Bryant. “Our dealers are the heart of the Bryant brand and bringing them together strengthens the relationships that will carry us forward.”

For more information about Bryant and its award-winning dealers, visit <https://www.bryant.com>.

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Product News

Taco PS/PA Plate & Frame Heat Exchangers



Taco has introduced PS/PA Plate & Frame heat exchangers, custom designed and assembled to specification. They are available in a broad range of connection sizes, 1 inch to 20 inches with a wide range of materials to fit various applications. These heat exchangers are designed, constructed, and tested to meet ASME Section VIII, Div. 1 requirements.

The ASME certified heat exchangers offer standard working pressures/design temperatures of 150 or 300 PSI and 284°F, with higher working pressure and design temperature limits available upon request. The PS/PA Plate & Frame line provides a high degree of flexibility in materials, including the availability of corrosion-resistant 304/316 stainless steel and titanium heat transfer plates, allowing specifiers to meet varying application requirements.

Taco PS/PA heat exchangers are built to handle an almost limitless capacity, meeting or exceeding the most demanding heat requirements in the industry.

For more information, visit [www.tacoinc.com](http://www.tacoinc.com)

Women in HVACR Announces Keynote Speakers for its 2026 Annual Conference

*Christine Cashen and Rebecca Heiss bring a message of leadership and resilience to the Built for Speed event in Indianapolis in September*

Englewood, Colo. – Women in HVACR (WHVACR), a nonprofit organization dedicated to empowering women in the heating, ventilation, air conditioning and refrigeration trades, has selected Christine Cashen and Rebecca Heiss to serve as keynote speakers at the group’s 2026 annual conference, Built for Speed, which will be held at the JW Marriott Indianapolis Sept. 27-29.

“Christine and Rebecca bring a powerful combination of humor, science and real-world experience that aligns perfectly with our mission,” said WHVACR President Jane Sidebottom. “Their keynote sessions will inspire attendees to embrace challenges, build resilience and continue to grow as leaders in the HVACR industry.”

Cashen is a nationally recognized speaker who has spent more than 20 years connecting with audiences through humor and real-world insight. She’s the award-winning author of “The Good Stuff” and “It’s YOUR Business,” and her background spans roles as a university admissions officer, corporate trainer and broadcaster. Her perspective is also shaped by her experience as a cancer survivor, which brings an added level of authenticity and strength to her message.

Joining her is Heiss, a stress physiologist and leadership expert with a doctorate in biology. She is dedicated to helping individuals harness fear as a catalyst for growth,



and her research has been recognized by the National Science Foundation. Heiss is also the founder and CEO of a leadership development platform and the author of

“Springboard” and “Instinct.” Through her Fearless Masterclass and global speaking engagements, she gives audiences practical ways to reframe stress, boost performance and navigate change.

Conference highlights also include:

- Networking opportunities with HVACR professionals from across the country
- Educational sessions focused on leadership, career growth and industry trends
- Programming designed to support women at every stage of their careers

For more information about Women in HVACR, visit <https://www.womeninhvacr.org/>.



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## It's On My Heart: Dare to be Different

It has been said that the only constant is change. That feels truer today than ever before. In our industry, everything is being evaluated — CRMs, dispatch procedures, maintenance agreements, replacement offerings, employee pay structures, and even how customers view our products and services. Nothing is staying the same for long. This article is dedicated to a few companies who are doing things differently than others in their market.

At the recent Service Nation International Roundtable in San Antonio, I had a couple of conversations that really stood out to me.

The first was with a member from the Northeast who attended one of my sales classes years ago when I was consulting on my own. That class focused on inverter-driven systems, and he completely embraced the concept. Today, he told me,

all they sell are inverter-driven, side-discharge heat pumps. That's it.

What surprised me even more is that he operates in a market with real winters and a heavy gas furnace presence. On top of that, about 90% of his installations are ductless mini-splits.

So I asked how business was going. Not only has he succeeded in his original location, but he also purchased a second company and grew that business dramatically in just a few years. Interestingly, he didn't buy the building or the trucks — only the customer list and phone number. One employee stayed, and today that business is three times larger than when he acquired it. And again, all they sell are side-discharge mini-split heat pumps.

The second conversation was with Ryan St Michel, Grove Mechanical, who has refined his sales process in

a very different way. Instead of providing estimates in the home, his technicians schedule appointments for customers to come to the company office for replacement consultations.

When customers arrive, they are brought into a simple room with no phones, no clocks, and very few distractions. Just a couple of chairs and a dog named Whisk. The entire setup is designed to help customers focus on the comfort presentation and the decisions in front of them. What they have recently added is chocolate chip cookies, which improved the sales immediately.

And it works. Their average replacement ticket exceeds \$25,000. They are also successfully selling heat pumps with furnace backups in a rural farming market where very few contractors are even presenting that option.

I also want to recognize another Service Nation member, Just In Time, owned by Justin Norquist and Janeen Norquist. Their company runs a monthly "Hero of the Month" program on Facebook, recognizing individuals who step into dangerous situations to help others.

One recent honoree was Dale Stanford, who rescued a young woman trapped in a car submerged in an icy ravine. He climbed into the freezing water, pried open the door, carried her to safety, and stayed with her until emergency crews arrived. That is true heroism.

What makes the program even better is that Justin and Janeen rely on community nominations through their website, creating local involvement and positive visibility for their company every month.

The common thread in all these stories is simple:



### Jim Hinshaw

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

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

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

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Jim can be reached at [jhinshaw@servicenation.com](mailto:jhinshaw@servicenation.com) or cell: 602-369-8097.

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these companies are doing something different. They are finding ways to stand apart instead of competing with everyone else at the bottom of the pricing pyramid.

That is the challenge for

all of us. Dare to raise the bar in your market. Do the things others won't do — or can't do. That's where real growth and long-term success happen.

Thanks for reading, and we'll share more next month.

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## ESAB Awards \$5,000 Grant to Princeton, Texas, High School

**Denton, Texas** – As part of celebrating National Welding Month in April, ESAB awarded \$5,000 to support the welding programs at Princeton High School and Lovelady High School, part of the Princeton Independent School District, through its ESAB Future Fabricators Charlie Monschke Welding Education Grant. ESAB, a world leader in fabrication technology, also surprised the school with an equipment donation of a combined retail value exceeding \$6,000. The award and gifts were presented during a tour of ESAB’s Denton facility on May 11.

“We only have a limited number of working welding machines, so this grant will help us get more students under the hood instead of waiting for booth time,” said Pete Salazar, the welding instructor for Princeton ISD. “We work hard to prepare these kids for careers in the trades. The grant means a lot to our program. We truly appreciate ESAB’s support and everything they do for welding education.”

### Dedication to Education

“The annual Charlie Monschke



Education Grant, along with ESAB’s Future Fabricators program, will carry forward Charlie’s enduring legacy by investing in the next generation of skilled welders,” said Purushothama “Purushi” Doddanna, senior director of NAM Equipment Operations at ESAB Denton.

ESAB started the grant in 2024 to honor Charlie Monschke’s memory by supporting high schools in the Denton and Dallas-Ft. Worth area. Charlie Monschke was a manager of advanced mechanical engineering at ESAB’s facility in Denton for years. He passionately supported high school welding programs before his death in 2023. Monschke began working at what was then the Victor Equipment Co. in

1966. ESAB acquired the Victor brand in 2014. Today the 436,000-square-foot Denton facility serves as one of ESAB’s flagship manufacturing, research and North American distribution locations.

ESAB’s equipment donation includes a Rogue™ EM 140 MIG welder, two Rogue EM 125 MIG welders, a Thermal Dynamics® Cutmaster® manual plasma cutter, a Victor® Journeyman EDGE 2.0 oxy-acetylene outfit, PPE that includes five Savage A50 LUX automatic helmets and a carton of ESAB 7018-1 Prime Stick electrodes. Commonly used in light fabrication and construction operations, HVAC and sheet metal work, farm/ranch, maintenance, automotive, hobby and school settings, the donation will provide students with the opportunity to learn welding skills with real world equipment.

To learn more about ESAB’s support for the skilled trades, students and educational institutions, visit the ESAB Future Fabricators web page.



**ASHRAE Announces Retirement of Executive Vice President Jeff Littleton**



**Bluon welcomes Harvard Business School Professor Christopher T. Stanton to Board of Advisors**

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## EVAPCO Celebrates 50 Years of Innovation in Evaporative Cooling and Heat Transfer

**Taneytown, Maryland** — EVAPCO, Inc., an industry-leading, employee-owned manufacturer of heat transfer solutions, is celebrating its 50th anniversary on June 14, 2026, marking five decades of innovation, customer partnerships, and global growth.

Founded in 1976 by Wilson E. Bradley and William E. Kahlert, the company began as a small refrigeration-focused business at 3120 Frederick Avenue in Baltimore, Maryland, with a team of five employees and a single product line of evaporative condensers.

“When we started the company, we planned to stay just in the refrigeration business, which meant a smaller company just making evaporative condensers,” said co-founder Wilson Bradley. “The condensers were well received right from the start, and we quickly realized there was a need to broaden the product line.”

Today, EVAPCO’s portfolio includes factory-assembled and field-erected cooling towers, closed-circuit coolers, evaporative condensers, air-cooled solutions, advanced water treatment systems, and large-scale equipment for power plants and data centers.

EVAPCO has built a vertically integrated

global footprint that supports customers across the world. The company now operates 34 global locations in 14 countries, including 28 factories in 11 countries, complemented by numerous subsidiaries.

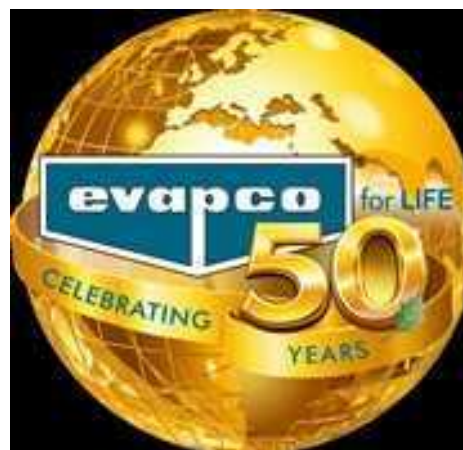
The company’s growth and market leadership are underpinned by a strong commitment to research, testing, and intellectual property. EVAPCO holds more than 500 active patents worldwide and subjects every solution to rigorous research and performance testing to help ensure maximum efficiency, reliability, and long-term value. These efforts support the

company’s strong sustainability goals, focusing on higher system efficiency, reduced resource consumption, and environmentally responsible cooling technologies. Equally important, generations of dedicated employee-owners have driven EVAPCO’s culture of innovation, service, and continuous improvement.

“EVAPCO’s success over the past 50 years is rooted in our commitment to quality, innovation, and the long-term relationships we’ve built with our customers and sales partners,” said Jamie Facius, Marketing Vice

President of EVAPCO, Inc. “As we look to the future, we’re investing in technologies and services that help our customers meet demanding efficiency, sustainability, and reliability goals.”

As EVAPCO commemorates its 50th anniversary, it honors the vision of its founders and the dedication of employees, sales representatives, and customers who have driven the company’s growth from a small Baltimore startup to a global leader in heat transfer technology. The company’s employee-owners remain at the heart of its success, designing, building, and supporting solutions that serve critical applications around the world.



## Arnold Alfred Moos September 23, 1940 – April 13, 2026



Arnold Alfred “Fred” Moos, age 85, passed away peacefully on April 13, 2026. He was born on September 23, 1940 in a home in New Braunfels, Texas, the only child of Arnold V. and Kathlyn Schertz Moos.

He began working full-time 6 months after graduation at Acme Butane Company, now known as Arnold Moos Company, along side his Dad who founded the company. His sons, Steve and Jim later joined the company. Since his retirement in 2011, Jim has continued the company.

TACCA Greater San Antonio extends our heartfelt condolences to the Moos family on the passing of their beloved Fred.

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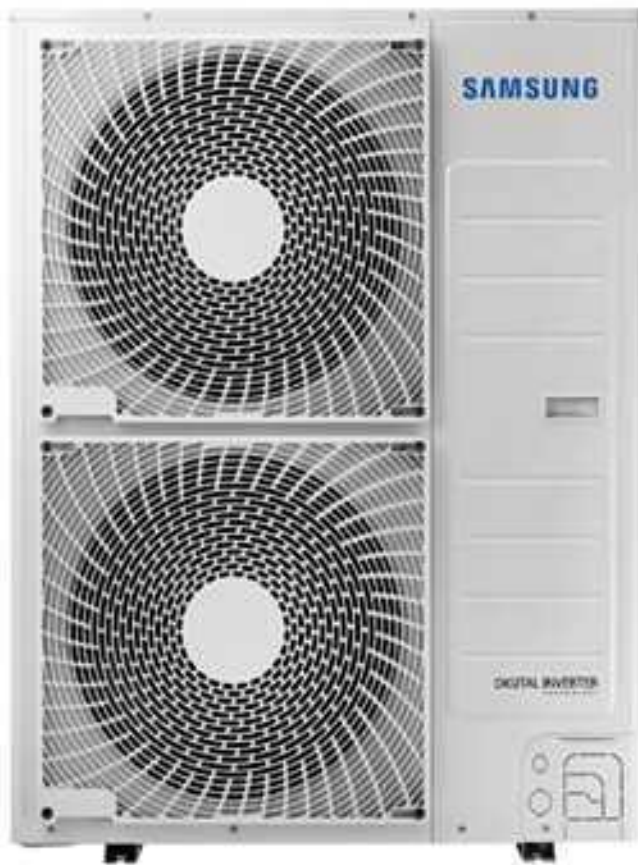
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\*Samsung Kit includes an indoor and an outdoor unit. Price advertised here is for 9K kit. Additional Samsung Kits and install components are available. Just visit your local branch or ask your Johnson HVAC Distribution representative for details.



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## HARDI Opposes EPA Changes to Technology Transitions Rule as Costly Mistake for HVACR Industry

Columbus, OH— Heating, Air-conditioning & Refrigeration Distributors International (HARDI) strongly opposed announced changes to the Environmental Protection Agency’s Technology Transitions Rule as it applies to commercial refrigeration, including retail food refrigeration and cold storage. The changes would significantly increase demand for refrigerants that are facing a statutory decrease in supply under the American Innovation and Manufacturing (AIM) Act. These new restrictions apply to refrigeration systems used by supermarkets, retail food establishments, and cold storage warehouses when new equipment is needed; no business is required to replace systems under the AIM Act. HARDI said the changes undermine the market certainty needed to support the ongoing HFC phasedown and risk increasing refrigerant demand beyond what the industry is legally allowed to supply.

According to HARDI estimates, the increased demand for these refrigerants could cost the refrigeration industry nearly \$8 billion in refrigerant costs alone, with economic ripple effects increasing the total cost to \$13 billion. HARDI warned that the impacts will not be limited to supermarkets or cold storage facilities, but will affect the broader HVACR market, including contractors, distributors, building owners, manufacturers, and consumers. HARDI’s analysis indicates that the changes will likely produce the opposite of their stated goal. Rather than lowering costs or easing the transition, extending the use of high-GWP refrigerants in major commercial refrigeration applications will increase demand for refrigerants whose supply is already being reduced by law, putting upward pressure on prices and increasing the likelihood of shortages across the HVACR market. “This outcome is deeply

disappointing, and it did not have to go this way,” said Talbot Gee, CEO of HARDI. “HARDI, along with manufacturers and other industry partners, submitted data-driven comments demonstrating the real-world supply and cost consequences of allowing extended high-GWP refrigerant use in commercial refrigeration. And yet the final rule appears to reflect the preferences of a narrow segment of the food retail sector that supported the changes over the well-being of the most-affected HVACR businesses and their customers. That is not how sound rulemaking should work.” HARDI said the decision is particularly concerning because many food retailers are already moving toward lower-impact refrigeration systems, and advocacy efforts to delay the transition are increasingly disconnected from the direction many businesses have already chosen. “The HVACR industry was preparing for this transition even

before the AIM Act was signed by President Trump in 2020,” Gee added. “So it is frustrating to see those concerns sidelined in favor of changes that will increase costs for everyone. A responsible transition can’t happen smoothly with last-minute policy changes that upend the market.” The announced rule changes did include a HARDI-supported change to repeal the installation date deadline as it applies to residential and light commercial air conditioners and heat pumps. The installation date prohibition would have had a negative impact on HVACR wholesale distributors. Once the final changes to the rule are published, they will not take effect until 60 days after the publication date. HARDI will continue to engage with the EPA, Congress, and all relevant parties to ensure that rulemaking reflects factual analysis and represents the needs of the full HVACR distribution community.



The Texas Commission of Licensing and Regulation adopted new rules at 16 Texas Administrative Code (TAC), Chapter 60, Subchapter C, §60.39, regarding Procedural Rules of the Commission and the Department. The adopted rules establish a process to verify an applicant’s eligibility for licensure or license renewal in accordance with federal law governing eligibility for professional and commercial licenses by requiring selected applicants to submit documentation demonstrating lawful presence in the United States, identifying acceptable forms of documentation, and providing that an application may be denied if sufficient documentation is not submitted. The adoption justification was published in the April 24, 2026, issue of the *Texas Register* (51 TexReg 2762). The updated rule chapter will be available in the Texas Administrative Code upon its effective date of May 1, 2026.

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## Hunton Group Car Show

Hunton Group hosted their 8th Annual HVAC Industry Car Show "Cool Rides and Hot Rods" in Houston, Texas on Saturday May 16th. All proceeds from the event benefit the Hunton Group's "Backpacks For Kids Drive". The car show had over 120 entries. The 3 hour show featured cool cars, music DJ, merchant sales and breakfast. Special guests included David Kindig of "Bitchin' Rides".



## TACCA Greater Houston Fishing Tournament

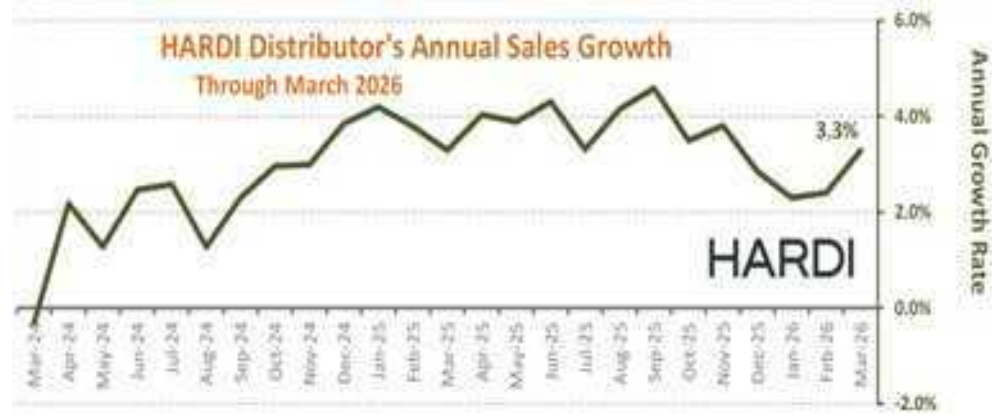
TACCA Greater Houston held their annual fishing tournament at the Top Water Grill in San Leon, TX on Friday May 15th. Over 20 teams competed. Awards and lunch were included. TACCA GH would like to thank the sponsors of this tournament: AC Metal Supply, Carrier Enterprise, Hunton Distribution, Johnson HVAC Distribution, Aces, Lennox, Century AC Supply and Johnstone Supply.



## HARDI Distributors Report 10.4% Revenue Increase in March

Columbus, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 10.4% during March 2026.

The annual sales growth for the 12 months through March 2026 is an increase of 3.3%.



Source: HARDI and CoMetrics

“Double digit sales growth could be a great sign for 2026 after more than a year with annual sales growth in the 2% to 4% range, but that gain for the month had some help,” said Brian Loftus, Senior Market Analyst at HARDI.

“March of 2026 had one more billing day than last March. We estimate the sales growth was closer to 5.4% 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 March was near 38 days like last March. “It looks like subdued market activity is helping to keep the DSO contained. It dipped below 40 days not long after the annual growth rate dipped below 5%.”

“March was the last month of heating season and the temps were well below normal in most of the country,” said Loftus. “That may have allowed some construction activity to begin early. The sales-to-inventory ratio indicates distributors are planning for a busy cooling season.”

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.

# 33rd Annual Ray Dingler Memorial Scholarship Golf Tournament

The 33rd Annual Ray Dingler Memorial Scholarship Golf Tournament was held at Gray Plantation Golf Course in Lake Charles Louisiana on Tuesday May 5th .The annual tournament raises funds for the McNeese State University Scholarship Fund. The Annual Tournament honors the late Ray Dingler who was the founder of Solar Supply in Lake Charles.



# 33rd Annual Ray Dinger Memorial Scholarship Golf Tournament con't

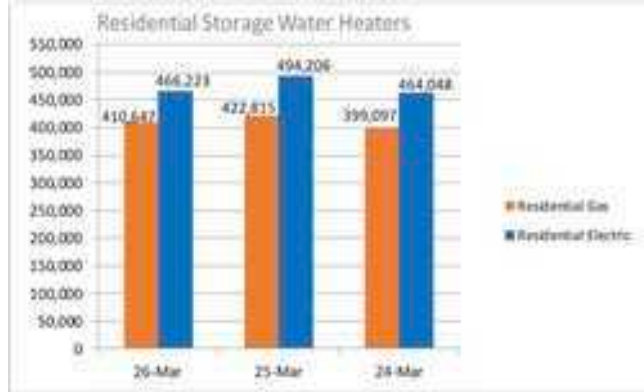


Photos courtesy of McNeese State University Foundation

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

## Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for March 2026 decreased -2.9 percent, to 410,647 units, compared to 422,815 units shipped in March 2025. Residential electric storage water heater shipments decreased -5.7 percent in March 2026 to 466,223 units, compared to 494,206 units shipped in March 2025.

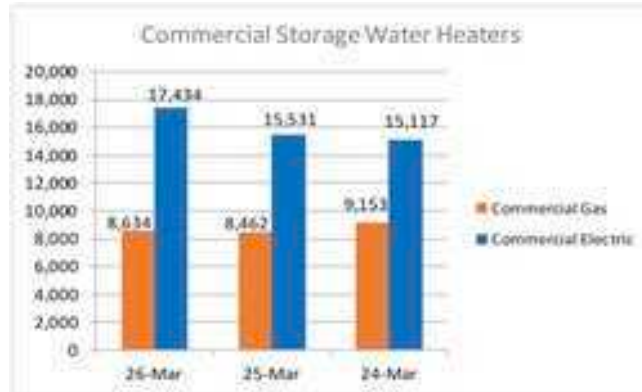


Year-to-date U.S. shipments of residential gas storage water heaters decreased -7.7 percent, to 1,080,877, compared to 1,170,842 shipped during that same period in 2025. Residential electric storage water heater shipments decreased -7.0 percent year-to-date, to 1,226,468 units, compared to 1,319,259 shipped during the same period in 2025.

Year-to-Date	Mar 26 YTD	Mar 25 YTD	% CHG. (From 2025-2026)	Mar 24 YTD
Residential Storage Gas	1,080,877	1,170,842	-7.7	1,143,650
Residential Storage Electric	1,226,468	1,319,259	-7.0	1,335,688

## Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased +2.0 percent in March 2026, to 8,634 units, compared to 8,462 units shipped in March 2025. Commercial electric storage water heater shipments increased +12.3 percent in March 2026, to 17,434, compared to 15,531 units shipped in March 2025.

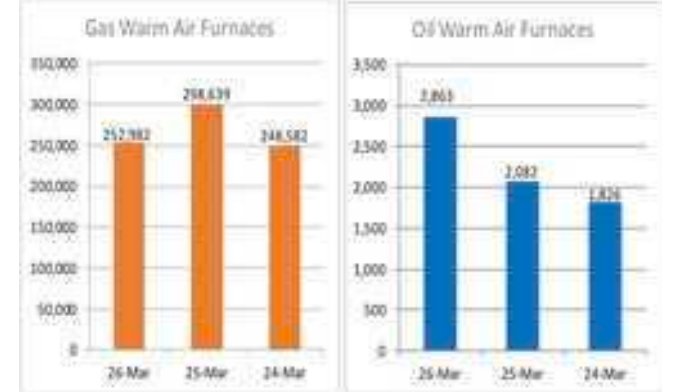


Year-to-date U.S. shipments of commercial gas storage water heaters increased +2.7 percent, to 23,772 units, compared to 23,144 units shipped during the same period in 2025. Year-to-date commercial electric storage water heater shipments increased +1.0 percent, to 42,226 units, compared to 41,811 units shipped during the same period in 2025.

Year-to-Date	Mar 26 YTD	Mar 25 YTD	% CHG. (From 2025-2026)	Mar 24 YTD
Commercial Storage Gas	23,772	23,144	+2.7	24,504
Commercial Storage Electric	42,226	41,811	+1.0	40,754

## Warm Air Furnaces

U.S. shipments of gas warm air furnaces for March 2026 decreased -15.3 percent, to 252,982 units, compared to 298,639 units shipped in March 2025. Oil warm air furnace shipments increased +37.5 percent, to 2,863 units in March 2026, compared to 2,082 units shipped in March 2025.



Year-to-date U.S. shipments of gas warm air furnaces decreased -13.7 percent, to 715,518 units, compared to 829,424 units shipped during the same period in 2025. Year-to-date U.S. shipments of oil warm air furnaces increased +6.5 percent, to 8,442 units, compared to 7,924 units shipped during the same period in 2025.

Year-to-Date	Mar 26 YTD	Mar 25 YTD	% CHG. (From 2025-2026)	Mar 24 YTD
Gas Warm Air Furnaces	715,518	829,424	-13.7	679,629
Oil Warm Air Furnaces	8,442	7,924	+6.5	6,890

## Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 856,674 units in March 2026, increased +4.6 percent compared to 818,761 units shipped in March 2025. U.S. shipments of air conditioners increased +0.1 percent, to 436,757 units, compared to 436,291 units shipped in March 2025. U.S. shipments of air-source heat pumps increased +9.8 percent, to 419,917 units, compared to 382,470 shipped in March 2025.



Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased -6.8 percent, to 1,936,334, compared to 2,077,964 units shipped during the same period in 2025. Year-to-date shipments of central air conditioners decreased -13.4 percent, to 975,764 units, compared to 1,126,190 units shipped during the same period in 2025. The year-to-date total for heat pump shipments increased +0.9 percent, to 960,570, compared to 951,774 units shipped during the same period in 2025.

Year-to-Date	Mar 26 YTD	Mar 25 YTD	% CHG. (From 2025-2026)	Mar 24 YTD
Air Conditioners & Heat Pumps Combined Total	1,936,334	2,077,964	-6.8	1,975,509
Air Conditioners Only	975,764	1,126,190	-13.4	1,091,595
Heat Pumps Only	960,570	951,774	+0.9	883,914

## 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	39,932	+5.0	35,043	91,806	+6.8	79,623
16.5-21.9	81,414	+9.3	100,585	186,747	-8.8	230,945
22-26.9	169,604	+14.2	153,204	415,164	-5.0	422,008
27-32.9	126,006	-5.3	133,978	281,436	-13.8	307,319
33-38.9	175,938	+0.2	163,166	407,436	-6.1	384,830
39-43.9	54,367	-6.7	52,966	127,443	-15.0	127,701
44-53.9	93,102	+15.4	79,809	206,089	+0.8	191,617
54-64.9	72,295	+0.7	63,277	160,612	-10.9	158,210
65-66.9	7,866	+12.2	8,814	19,606	-2.4	24,301
67-134.9	6,504	+12.5	7,523	15,743	+2.7	21,053
135-184.9	4,664	+15.2	5,012	11,742	+20.9	13,332
185-249.9	2,140	+19.2	2,404	5,426	+24.2	6,059
250-319.9	1,465	+27.8	1,528	3,620	+17.7	4,551
320-379.9	365	+1.4	339	877	+6.6	1,007
380-539.9	317	-0.9	401	861	+2.7	1,119
540-639.9	338	+74.2	232	801	+19.4	778
640-799.9	110	+0.9	123	284	+8.0	348
800.0-899.9	52	+65.7	53	137	+39.8	171
900.0-999.9	64	-30.4	70	201	-4.3	191
1,000.0-1,199.9	37	+42.3	24	68	-9.3	115
1,200.0 & Over	95	+90.0	85	230	+27.8	239
<b>TOTAL</b>	<b>856,674</b>	<b>+4.6</b>	<b>838,626</b>	<b>1,936,334</b>	<b>-6.8</b>	<b>1,975,509</b>

### 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.

## Johnson Controls expands its investment in workforce development with dedicated data center training institute to support AI-driven growth

**Milwaukee** — Johnson Controls (NYSE: JCI), a global leader in thermal management, mission-critical building systems, energy efficiency, and decarbonization, today announced plans to expand its workforce development efforts with the launch of a dedicated data center training institute at its Advanced Development and Engineering Center (JADEC) in New Freedom, Pennsylvania. Expected to open in early 2027, the institute will provide hands-on training to prepare service technicians for the demands of high-density data centers.

Meeting the demands of modern, high-density environments requires advanced thermal management and specialized field expertise. Johnson Controls combines both through its technology portfolio and global network of more than 40,000 field

technicians. The new institute will help expand that expertise to meet growing customer expectations.

“Our teams are building hands-on expertise around the systems and real-world conditions that power today’s high-density data centers,” said Todd Grabowski, president, North America, Johnson Controls. “As demand accelerates and environments grow more complex, our continued investment in talent helps customers scale faster, execute consistently and keep mission-critical operations running reliably. We are focused on staying ahead of that change so our customers can move at the pace their businesses require.”

JADEC spans seven acres and includes more than 20 specialized labs, supporting over 1,000 test runs each month under real-world operating conditions. By housing the training institute within JADEC, dedicated data center technicians

will be trained alongside ongoing product innovation, accelerating knowledge transfer from development to deployment while helping customers keep pace with rapidly growing AI infrastructure demands.

The training program will include:

- Hands on training on advanced thermal management technologies used in high density data centers, including the company’s YORK YVAM air cooled chillers and Silent-Aire coolant distribution units (CDUs) which remove heat directly from servers. These technologies help customers manage rising energy demand while reducing non IT energy use by up to 50% and significantly reducing or eliminating on site cooling related water use.

- Practical instruction focused on commissioning, maintenance

and repair of equipment for mission-critical environments

- Defined career pathways for existing employees looking to upskill, new hires and HVAC professionals transitioning into data center roles

Johnson Controls views service technician roles as an opportunity to build meaningful, long-term careers within one of the world’s fastest-growing industries.

“I’ve spent more than 40 years in this industry, and service technician roles today are among the most important and rewarding careers in our field,” said Buddy Saucier, vice president, HVAC Service Operations, Johnson Controls. “The work is meaningful and the demand is growing fast. Data centers don’t run without skilled technicians, and as technology advances, demand for that expertise only continues to rise. This training center will set

technicians up for long, meaningful careers while delivering the reliability and support customers depend on every single day.”

The new institute builds on Johnson Controls workforce development efforts, including STEM 101, which engages more than 35,000 middle school students annually; a Lincoln Tech partnership across 18 U.S. campuses; the JCI Academy; and the HVAC Data Center Apprentice JCI Academy in Denver. Johnson Controls has also committed \$15 million through its Community College Partnership Program, supporting 30 community colleges across North America with renewable grants, hands-on learning pathways and employee mentorship.

To learn more about how Johnson Controls is advancing the data center industry, visit: <https://www.johnsoncontrols.com/industries/data-centers>.

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## ACCA Expands Online Training Hub for HVACR Contractors

Alexandria, VA. — As a part of its commitment to workforce development, the Air Conditioning Contractors of America (ACCA) is announcing a robust expansion of its online training hub for all employees at HVACR companies.

ACCA will be collaborating with HSI, a leading provider of workforce training solutions, to expand access to high-quality online training for HVACR professionals nationwide.

Through this collaboration, ACCA will activate HSI's online training courses as part of its online training hub. ACCA's 24/7 online training hub is designed to support professional development throughout the HVACR industry so that employees in contracting businesses receive flexible, on-demand training they can complete from home and at their own pace.

The most popular trainings have included:

- Commercial HVAC for Office and Sales Staff
- Industrial and Commercial Electrical and Mechanical Systems
- Residential and Light Commercial Electrical and HVAC Essentials

Highly anticipated upcoming trainings

scheduled for release soon include Understanding Finance, Mentor Coaching, and an updated version of Residential HVAC for Office and Sales Staff.

*"Providing our members with practical, accessible education is central to ACCA's mission," said Barton James, ACCA president and CEO. "Partnering with HSI allows us to expand the training we offer while supporting our members as they build skills, maintain credentials, and advance their careers."*

ACCA's online training hub offers structured training that supports skill development, professional growth, and continuing education. Upon completion of courses and exams, participants receive certificates of completion.

"We are excited to work with ACCA to support their members with accessible, high-quality online training," said Kevin Schneider, HSI account executive. "This partnership helps ensure HVACR professionals have the tools they need to stay current, build skills, and advance their careers."

The expansion of ACCA's online training offerings reinforces the association's commitment to education and workforce development.

### RMI con't.

We are excited to welcome AC Supply Co. customers and employees and look forward to earning their trust through dependable service and strong support."

Effective May 11th, AC Supply Co. locations will begin transitioning to Robert Madden Industries stores. The AC Supply Co. Westside, N. Fort Worth, and Arlington locations will remain open and begin operating as Robert Madden Industries stores. The Downtown Page Avenue location is closed effective immediately. With this acquisition, Robert Madden Industries will now serve the DFW market with five locations, including the newly added Westside, N. Fort Worth, and Arlington stores, along with existing RMI locations in Grand Prairie and McKinney. AC Supply Co. customers will have access to pricing, product support, inventory resources, and service through Robert Madden Industries' expanded branch network.

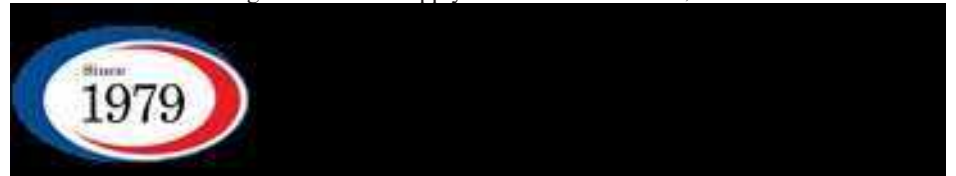
"Robert Madden Industries shares our belief in taking care of people - employees first, customers always. That alignment made this decision easy and gives us a lot of confidence in what's ahead," said Bryan Boyd, Vice President-General Manager of AC Supply

Co. Robert Madden Industries looks forward to learning from the experienced AC Supply Co. team, especially in the areas of supplies sales and packaging processes. The acquisition brings together two knowledgeable teams with a shared commitment to serving HVAC contractors with dependable support, quality products, and strong customer relationships.

"In DFW, we have focused on developing our equipment business over the past three years, and AC Supply Co. brings the Parts & Supplies expertise that allows us to immediately serve both customer bases in a more complete way. As we move through this transition, our focus will remain on supporting customers, listening to employees, and creating a smooth experience for everyone involved. We see tremendous value in the knowledge and experience of the AC Supply Co. team and are excited about the opportunities ahead," said Casey Yates, Vice President of Robert Madden Industries.

Robert Madden Industries remains committed to its core values of **trust, respect, integrity, and commitment** and looks forward to continuing AC Supply Co.'s more than 65 years of HVAC supply experience throughout Tarrant County.

For more information about Robert Madden Industries, visit [rmadden.com](http://rmadden.com).



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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

June 11, 2026 11:30 pm -1:00pm

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

### Tulsa Lunch Meeting

No Schedule

### OUBCC Mtgs

June 16, 2026 1:30 pm - 2:30 pm

### Heat Pump Mtg

June 25, 2026 6:00 pm - 7:00 pm

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

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

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

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

**Text/Call 918-282-7864**

## Comfortstar Day at Solar Supply - McKinney, TX

Solar Supply recently hosted a successful Comfortstar Day at its McKinney, Texas store, drawing an excellent turnout from both existing and prospective customers. The event focused on introducing Comfortstar's R-32 residential equipment line and giving attendees a closer look at the features and benefits of this new offering.

Because customers are often most comfortable with the products and systems

they already know, the event created a valuable opportunity to build confidence in something new. By showcasing the equipment in person and highlighting the support available behind it, the team helped lay the groundwork for stronger customer trust and future adoption.

Special thanks go to Alex Rivero of Comfortstar and Jerry Clark of Solar Supply for investing their time and effort to help build that foundation.



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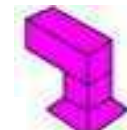


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