

Century HVAC DISTRIBUTING Grand Opening



Pictures on page B2.

HARDI Southwest Regional Conference 2026

The HARDI Southwest Regional Conference 2026 was held June 14-16 at Margaritaville Lake Resort in Lake Conroe, Texas. The annual conference brought together members and industry partners for three days of networking, education, and regional engagement.

The event opened on Sunday, June 14, with an Opening Reception. Conference programming continued throughout Monday, June 15, with a full day of sessions and activities, followed that evening by a beach-themed reception.

Tuesday, June 16, was scheduled to



include the annual golf tournament; however, the tournament was canceled due to weather. The conference concluded that evening with a successful Closing Banquet and Dinner.

Sponsor Recognition

HARDI Southwest Region extends its sincere appreciation to this year's sponsors: Aspen, Rectorseal, Fieldpiece, ATCO, Resideo, Duro Dyne, Southwark, Milwaukee, Nu-Calgon, M&M, Owens Corning, TACCA, Mueller, Arkema, and Friedrich.

Meet the 2026 HSWR Board Members

Pictured left to right: Casey Estilette, Sherwin Storman, Preston Collier, Brett Ryder, Alexia Lopez, Josh Plocheck, Wes Swank, Matt Hoover. Not pictured: James Fulton, Eli Herrera, Bobby Cupp, Seth Priestler

TACCA Greater San Antonio Sporting Clay Shoot



Pictured: First Place AA Class Edgar Gonzales. Pictures on page 10.

Women in HVACR Unveils New Logo, raises \$18,000 for Workforce Development at Regional Meeting in Houston

More than 80 attendees participated in leadership development, networking and fundraising events supporting women in the HVACR industry

Englewood, Colo. – Women in HVACR (WHVACR), a nonprofit organization dedicated to empowering women in the heating, ventilation, air conditioning and refrigeration trades, welcomed more than 80 industry professionals to its Step Into Your Power regional meeting in Houston in May. The event offered networking, leadership training and collaboration, as well as the unveiling of the organization's new logo.

Introduced during the welcome reception, the refreshed brand logo reflects WHVACR's commitment to celebrate each woman's unique strengths while fostering the connections that create a powerful network of support, mentorship and opportunity within the industry. The meeting also featured leadership circles, vision-boarding exercises and peer discussions focused on personal growth, professional development and building strategic connections among women in the trades.

"Our Houston regional meeting showcased the incredible strength, talent and momentum of women throughout the HVACR industry," WHVACR President Jane Sidebottom said. "The event gave attendees a chance to step back, think about their



goals, share their experiences and learn from one another while celebrating an exciting milestone for our organization with the reveal of our new logo."

Event raises funds to support women in HVACR

The event raised more than \$18,000 to further the group's mission, and the following companies sponsored various items and events:

- **Hunton Distribution:** SWAG sponsor
- **Daikin Industries:** Ink Factory and Vision Boarding sponsor
- **Pipefitters Local 211:** Leadership Circle sponsor
- **The Sauermann Group:** Break sponsor

Attendees heard from keynote speaker Angela Gargano, who delivered an

energetic presentation focused on resilience, confidence and personal growth. The event also featured local industry leaders Tanya Gaitz, owner of Gaitz HVACR, and Connie Schroder, director of residential product marketing at Daikin Comfort Technologies, who shared insights from their careers and discussed opportunities and challenges facing women in the trades.

A unique feature of the event was a partnership with The Ink Factory, whose team captured presentations and discussions through live visual note-taking. The resulting illustrations highlighted key themes and takeaways from the event while creating an engaging and interactive experience for attendees.

Looking ahead to the annual conference

The event concluded with a registration drawing for a complimentary ticket to the 2026 Women in HVACR Annual Conference, Built for Speed, scheduled for Sept. 27-29 at the JW Marriott Indianapolis. Belinda Byers, an HVAC talent recruiter at AC Designs in Jacksonville, Florida, was selected as the winner.

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

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Carrier Systems Power SNASY Accessibility Stations at Major Events

Indianapolis, IN – Carrier has provided HVAC equipment in support of SNASY (Special Needs Assistance Station for You), an innovative community-funded program designed to help individuals with disabilities, veterans, and the elderly more fully participate in large public events through private, climate controlled assistance stations. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

Founded by Dale Jackson, owner of Carrier dealer Jackson Services, SNASY was created to address a critical gap in accessibility at events such as sporting games and community celebrations. The program deploys mobile, fully equipped assistance station trailers that offer dignified spaces for caregiving needs, including adultsized changing tables, lifts, and private areas, each maintained at a comfortable temperature using high efficiency Carrier HVAC solutions.

Carrier’s support includes a gift of variable refrigerant flow (VRF) HVAC systems that help ensure SNASY trailers remain cool and comfortable in hot weather and warm during colder conditions, enabling families to focus on enjoying the event itself rather than managing environmental barriers. The equipment is currently being used at events across Alabama.

“Carrier and Mingledorff’s have been incredible in helping launch SNASY at Auburn University and expanding to Mobile,” said Jackson. “Their high efficiency HVAC solutions ensure our assistance stations provide cool, comfortable spaces for special needs families during events, making inclusion a reality. We’re grateful for their support in fostering accessible experiences for all.”

SNASY’s approach goes beyond infrastructure by restoring dignity and independence for families who often face significant

logistical challenges when attending public events. By integrating thoughtful design, volunteer support, and reliable climate control, the program allows individuals with complex caregiving needs to participate in moments that were previously inaccessible.

“Accessibility is deeply personal, and it starts with listening to lived experiences,” said Paul Rebelo, Managing Director for Ductless and VRF at Carrier. “By supporting SNASY, we’re proud to help protect dignity and remove barriers that too often prevent families from fully participating in community life. This work reflects Carrier’s longstanding commitment to improving comfort, inclusion and wellbeing for the communities we serve.”

Carrier provided HVAC equipment in support of the SNASY program. SNASY is an independent, communityfunded initiative. To learn more about Carrier visit www.carrier.com/residential and to learn more about SNASY visit their website.

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Product News

Rheem® Expands Renaissance® Commercial Heat Pump Line with High-Efficiency 3-10 Ton Units Designed for Easier Installation and Service

New Renaissance® Commercial packaged heat pumps combine improved efficiency, simplified setup and an advanced unitary controller that meet evolving building demands

Atlanta – Rheem®, a leader in the HVACR and water heating industry, announced the expansion of its Renaissance® Commercial Classic Plus® Packaged Heat Pump line, introducing 3- to 10-ton units (RHPCYC & RHPDYC) developed to improve efficiency, streamline installation, and enhance serviceability for contractors while adding value for building owners.

Available now, the new units feature up to three stages of cooling and two stages of heat pump heating, delivering high-efficiency operation to meet the evolving needs of today’s businesses. The models are engineered to balance installability, serviceability, and reliability to drive comfort and a strong return on investment from day one. Performance highlights include 3- to 5-ton capacities delivering up to 11 EER2, 16.1 SEER2, and 7.2 HSPF2, while 6.5- to 10-ton models achieve up to 12 EER, 17.6 IEER, and up to 3.6 COP at 47 degrees F and 2.5 COP at 17 degrees F.

Standard field-convertible airflow, with industry-standard footprints and connections, enables flexible configurations across a wide range of commercial applications, from new construction to replacement projects.

“Today’s contractors and building owners need packaged heat pump systems that deliver strong results without adding complexity,” said Rosa Leal, director, commercial product strategy and customer experience, U.S.



Air, Rheem North America, “This expansion of our Rheem Renaissance line of high efficiency heat pumps, developed over more than two years, is designed to do exactly that – by combining higher efficiency, flexible installation, and advanced controls to simplify setup, operation, and ongoing service.”

Key features include:

- **Industry-standard footprints and connections:** Enables straightforward replacement without requiring curb adapters, reducing time on-site and overall project cost.

- **Enhanced performance:** Up to three stages of cooling using scroll compressors, a direct drive variable speed blower, and MicroChannel coils provide powerful,

high-efficiency performance.

- **Advanced controls and connectivity:** The factory-installed advanced unitary controller comes pre-configured with control sequences to streamline commissioning. It is compatible with universal 24V control and BACnet®, MS/TP, and IP-native, enabling seamless integration with third-party, cloud-based building automation systems (BAS). Built-in alarms, fault detection, and diagnostics are available through the HMI display.

- **Serviceability-focused design:** Contractor-friendly features like the PlusOne® ServiceSmart™ package, including the Qwik-slide blower, Qwik-clean drain pan, and the Qwik-change flex-fix filter rack, support faster, easier maintenance.

Manufactured in Rheem’s state-of-the-art Fort Smith, Arkansas factory, the new units reinforce Rheem’s continued investment in high-efficiency commercial solutions that help businesses meet or exceed evolving federal and local building energy efficiency standards, such as California’s Title 24 (2025), while simplifying setup and long-term maintenance.

For more information on the Renaissance line extension of higher efficiency products and how it can benefit commercial spaces, visit www.RheemCommercial.com.



Regulatory Costs Jump 40% in Five Years

Add \$131,734 to New Home Prices

A new study by the National Association of Home Builders (NAHB) finds that regulations at the federal, state and local levels add \$131,734 to the cost of a new single-family home—26.4% of the average sales price of \$499,500 as of January 2026.

Breaking down the total

regulatory costs further, the study revealed that \$84,939 of the final house price is the result of costs incurred by the builder due to regulation during the construction phase of the home while \$46,795 is attributable to regulation during land development.

“This study illustrates

how excessive regulation is deepening the nation’s housing affordability crisis and making it harder for builders to deliver the affordable, attainable housing that our nation sorely needs,” said NAHB Chairman Bill Owens, a home builder and remodeler from Worthington, Ohio.

“Policymakers should remove unnecessary and costly regulations that are pricing buyers out of the market and slowing construction of new homes and apartments.”

Although the share of regulation in the land development phase fell from 10.5% in 2021 to 9.4% in

2026, the construction phase increased by nearly four percentage points, rising from 13.3% to 17.0%, largely because of higher building permit fees and changes to building codes over the past decade. Based on U.S. Census home price data, regulatory costs for the average new

home increased from \$93,870 in 2021 to \$131,734 in 2026—an increase of more than 40% in about five years.

Over the same period, U.S. disposable income rose just 18.3%, meaning that regulatory costs are increasing more than twice as fast as consumers’ ability to pay.

Product News

GENERAL HVAC Solutions America Supports Airzone Aidoo Pro Smart Thermostat Integration

GENERAL HVAC Solutions America, Inc. now supports the Airzone Aidoo Pro validated smart thermostat integration for Fujitsu AIRSTAGE indoor units, including demand response capable applications.

The Airzone Aidoo Pro functions as a cloud enabled protocol gateway that enables the Google Nest Learning Thermostat (4th Gen) and ecobee Smart Thermostat Premium to operate as the primary control interface for Fujitsu AIRSTAGE inverter driven HVAC systems, while preserving native Fujitsu AIRSTAGE modulation, safety logic, and fault protection.

Validation testing confirms stable Cloud to Cloud and wired thermostat operation, auto changeover functionality, minimum heat protection, and participation in utility demand response programs when used with qualified smart thermostats.

For more information, please visit www.FujitsuGeneral.com



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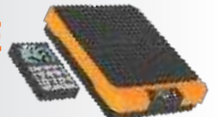
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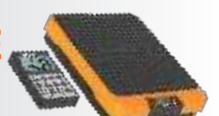
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“Fixing HVAC Equipment with a Sense of Caring and Pride”, National HVAC Tech Day

Alexandria, VA. — The Air Conditioning Contractors of America (ACCA) marked National HVAC Tech Day on June 22 with its largest celebration yet — a national campaign dedicated to recognizing the HVACR technicians who keep homes, businesses, and communities safe and comfortable year-round.

National HVAC Tech Day shines a spotlight on the skilled professionals who brave the elements, work long hours, and solve complex problems to keep the systems America depends on running efficiently. This year, ACCA honored them with a large-scale digital campaign designed to amplify their stories and elevate the essential role technicians play in the HVACR industry.

“At ACCA, we believe great technicians deserve to be celebrated. Technicians are the backbone of the HVAC industry. They keep our homes comfortable, business operating, families safe, and communities thriving,” said ACCA President and CEO Barton James. “National HVAC Tech Day is our opportunity to celebrate those professionals loudly and proudly — and to remind the public and our industry alike that this work matters.”

Nearly 250 hardworking HVAC technicians were nominated by their communities and businesses for recognition on National HVAC Tech Day with technicians throughout 30 states being recognized across America. Technicians represent a variety of specialties — residential, commercial, service, installation, and maintenance.

“Our technicians deserve to be nominated for National HVAC Tech Day because our company of 25 wouldn’t be where it is today without them,” one ACCA member wrote. “Our technicians exemplify what it means to be above and beyond problem solvers—and, at times, even therapists for their customers who have come to love and trust their expertise and know-how for all kind of systems. Everything they touch is fixed with such a sense of caring and pride.”

All 2026 National HVAC Technician honorees are publicly listed and viewable on the ACCA website.

National HVAC Tech Day 2026 was made possible with the support of ACCA’s Platinum Strategic Partner Midea and additional industry sponsors committed to elevating the skilled trades.

AHRI Announces Retirement of President and CEO Stephen Yurek

Arlington, VA — The Board of Directors of the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) announced that President and CEO Stephen Yurek will retire in 2027, on a date to be determined.

Yurek joined the then-Air Conditioning and Refrigeration Institute (ARI) in 2002 as the association’s General Counsel and Vice President of Policy and Public Affairs, before being promoted to President in 2006.

Yurek’s impact on AHRI and the global industry has been noteworthy and sustained. He oversaw the 2008 merger of ARI and the Gas Appliance Manufacturers Association, which united all the aspects of the HVACR and water heating industry under one global organization whose members manufacture more than 75 percent of all residential and commercial central air conditioners, heat pumps, furnaces, water heaters, and commercial refrigeration equipment produced and installed worldwide.

During Yurek’s tenure, AHRI became a truly global association, establishing offices in Canada, India, China, and across the LATAM, ASEAN, and MENA regions, advocating for the industry and promoting

and strengthening AHRI’s global standards and equipment certification programs around the world.

“Steve Yurek’s contributions to our association and our industry have been transformational and have established AHRI as the definitive voice for its members and the industry in all corners of the globe,” said AHRI’s 2026 Board Chairman Mike Branson of Rheem Manufacturing Company. “In addition to advancing AHRI’s mission of advocacy, analytics, standards, and certification, Steve’s foresight in establishing regional offices and promoting AHRI’s standards and certification programs around the world, while advocating for and protecting our industry’s interests in Washington and in the states, has greatly enhanced the stature and reach of our industry. He leaves a legacy of strength, commitment, and environmental stewardship that well positions our industry for the future,” he added.

The AHRI Board of Directors has enlisted the help of a search firm to identify suitable candidates to lead the association into the future. Additional details will be forthcoming.

FINAL MONTH





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TACCA Greater San Antonio Sporting Clays

The Texas Air Conditioning Contractors Association (TACCA) Greater San Antonio Chapter hosted its Annual Sporting Clay Shoot on May 20. The event was held at the National Shooting Complex.

The mild temperature of the day made for a relaxing day for the 72 shooters who tried their luck at busting clays. After all the clay busting was done, they sat down for delicious meal while enjoying the spirit of friendship, mutual respect, and loyalty that exists within the air conditioning industry. -cmr

Individual Clay Shoot Winners:

- 1st Place C Class: Scott Lohmeyer, 61
- 2nd Place C Class: Hasib Gonzales, 60
- 1st Place B Class: Mike Guillory, 70
- 2nd Place B Class: Patrick Alvarado, 68
- 1st Place A Class: Matt Metting, 79
- 2nd Place A Class: Juan Alvarado, 78
- 1st Place AA Class: Edgar Gonzales, 95
- 2nd Place AA Class: Steve Thode, 93
- Ladies' Highest Overall: Krystan Koehler, 60

Highest Overall Team:

- Insko Distributing, 327
- Aaron Moore
- Chett Steubing
- Chad Naylor
- Matt Metting



1st Place C Class



2nd Place C Class



1st Place B Class



2nd Place B Class



1st Place A Class



2nd Place A Class



1st Place AA Class



2nd Place AA Class



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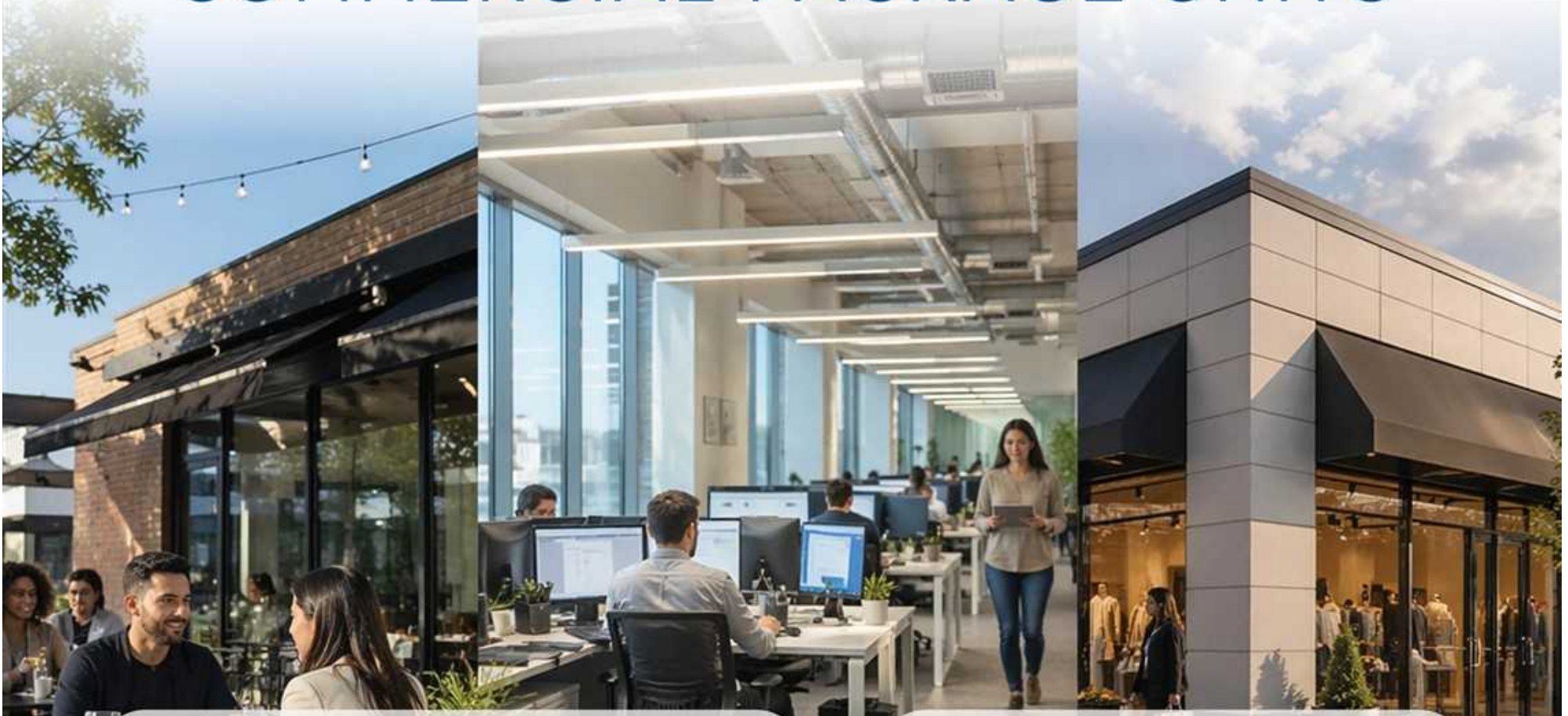
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HVAC Technicians Day 6/22/26

Happy HVAC Tech Day to my fellow techs and thank you!

It has been a long time coming but the trade is becoming a hot industry (pun intended). You would have never guessed that you would have become such a popular person until you started HVAC work and those “friends” just want to ask you a question...

The trade is seeing a significant growth in young men and women, and the trend to enter the trades is being looked at as a career that can't be outsourced or AI replaced. Now before you tell me all the ways that AI can help diagnose troubles in the field, it is doing so with the help of good technicians to input the data to draw from. Also, the unit cannot be AI installed or maintained either.

There is no mistake, that this trade is hard, hot days, frozen days, and way too many night and weekend calls to count. It is dirty, itchy, and very hard on the body. But because it has been evolving since being invented, it also keeps your mind sharp keeping up with the many changes. For those that are not weak of heart or work ethic, this is a great trade to be involved in.

With the advancement of the equipment's technology the tech also has



By Rick Kincel
Tech Services Mgr.
Coburn Supply Company



risen to a higher plain of knowledge base. We must continue to study the products but also have a firm grasp of the theory behind all this technology.

The Psychrometric Chart was built by Willis Carrier (without a calculator) to mathematically explain the properties of air. The word Psychro comes from the Greek to mean “Cold”. The suffix ology means “Study of” and the suffix ist, is “one who studies”.

Therefore, we are not just HVAC Techs, we are “Psychologists”! One who Studies Cold. Adopt the moniker, it raises pride in what we do.

As we celebrate our Country's 250th anniversary, we mark the 124th anniversary of AC which means, just under half of the time that our country has been a country, it has had AC to cool our citizens, either at work, or at home, or possibly recovering from a hot day of fixing everyone else's units having issues.

Thank you all again for all the things you do to make our industry great.

May Housing Starts Fall as Multifamily Construction Slows Sharply

Housing starts fell sharply in May, driven by a steep drop in multifamily construction, while single-family building also slipped amid high interest rates, rising construction costs and persistent labor shortages.

Overall housing starts decreased 15.4% in May to a seasonally adjusted annual rate of 1.18 million units, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The May reading of 1.18 million starts is the number of housing units builders would begin if development kept this pace for the next 12 months. Within this overall number, single-family starts decreased 1.9% to an 882,000 seasonally adjusted annual rate and are down 6.7% compared to May 2025. The multifamily sector, which includes apartment buildings and condos, decreased 40.2% to an annualized 295,000 pace and are down 14.2% compared to May 2025.

“The decline in housing starts aligns with NAHB's latest builder survey, which showed builder sentiment weakening further in June,” said Bill Owens, chairman of the National Association of Home Builders (NAHB) and a home builder and remodeler from Worthington, Ohio. “Elevated mortgage rates, affordability challenges and cautious buyers continue to weigh on demand for new homes. Builders are offering incentives and cutting prices, but

difficult market conditions are still limiting sustained momentum for new construction.”

“Year-to-date declines in single-family housing starts and permits underscore the continued challenges in the housing market,” said Jing Fu, NAHB's senior director of forecasting and analysis. “While the Midwest has shown some resilience, lower permit activity indicates builders remain cautious about future construction amid economic uncertainty and affordability pressures.”

On a regional and year-to-date basis, combined single-family and multifamily starts were 17.5% higher in the Northeast, 4.1% lower in the Midwest, 1.6% lower in the South and 4.9% lower in the West.

Overall permits decreased 0.7% to a 1.41-million-unit annualized rate in May. Single-family permits increased 0.6% to an 886,000-unit rate and are down 1.8% compared to May 2025. Multifamily permits decreased 2.8% to an annualized 527,000 pace and are up 2.5% compared to May 2025.

Looking at regional permit data on a year-to-date basis, permits were 10% higher in the Northeast, 2.4% higher in the Midwest, 6.7% lower in the South and 0.1% higher in the West.

The number of single-family homes under construction is at 587,000 units—5.9% lower than a year ago.











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NTEA 2026 Executive Leadership Summit Registration Opens

Farmington Hills, Mich. — NTEA – The Work Truck Association will welcome commercial vehicle industry professionals to its Executive Leadership Summit with a full-day program on Sept. 22, 2026, and a welcome reception on Sept. 21. This year’s event will be held at Ann Arbor Marriott Ypsilanti at Eagle Crest in Ypsilanti, Michigan — conveniently located 15 miles from the Detroit Metropolitan Wayne County Airport (DTW).

This annual conference examines the market forces shaping the commercial vehicle industry and provides actionable insights to help companies navigate change and identify opportunities for growth. Attendees will hear from data analysts and forecasters, policy experts and innovation leaders on key trends, forecasts, regulatory developments, and emerging business strategies.

“In today’s rapidly changing business environment, industry companies need more than information — they need context, perspective, and a clear understanding of what’s ahead,” said Steve Carey, NTEA president & CEO. “The Executive Leadership Summit provides timely market intelligence to help organizations identify opportunities, evaluate risk, and make more informed decisions.”

Program lineup

- Building Your Business through a World-Class Innovation Culture
- Creating a Scalable Automation Strategy for Manufacturing & Fabrication
- Economic Overview & Industry Forecast Through 2027
- Innovating to Win: How Work Truck Industry Leaders Can Beat the Odds in a Rapidly Changing Market
- Joint Q&A: Industry Outlook & Expert Perspectives
- Market Trends, Data Insights & Strategic Implications
- Navigating Shifting Government Policies & Regulatory Change in the U.S. and Canada

Learn more

Visit ntea.com/executivesummit for registration and housing information, a detailed session and speaker schedule, and event FAQs.

Carl Pollex

May this serve as a brief epilogue to the Vol. 40 No 6 article on everyone’s friend, Carl Pollex. Having been in the wholesale side of the industry for 50 years, I have been honored to spend a numbers of hours with Carl, whether it be at trade shows, open houses, over the phone, or on sales calls. One always knew that putting aside what you may have been working on in leu of investing time in what Carl had to say would be time well spent. You could always be confident of 3 things with my good friend; that he knew his products inside and out, his products were the best out there, and you needed to buy some. What a great salesman; knowledgeable, upbeat, positive, encouraging, and persistent.

Another, even more impressive side of Carl to me was that he loved to talk about the Lord. He would be quick to tell anyone about the commitment he had made many years ago to live a life pleasing to God, while almost in the same breath, admitting the many times he had measured up short. I could relate, as anyone can, and the dialog and stories would go on and on about living a life as all people know they should. Carl was much more than a salesman. He was a great asset to our industry, promoting without saying, honesty, integrity, and love for his fellow man. The air conditioning industry needed Carl Pollex. We are better off for the time he was here. A lot of us might ask ourselves how we might better conduct ourselves so as to make it, and ourselves, more respectable as our dear friend did. Rest in peace Carl.

Eddie Rhodes

Custom Wholesale Supply dba Johnstone Supply 372 Odessa

Supreme Court Vacates and Remands American Gas Association Lawsuit

In the case, *American Gas Association, et al. v. Department of Energy, et al.*, which involves the Consumer Furnace Rule, the Commercial Water Heater Rule, and the 2021 Interpretative Rule, the United States Supreme Court granted the petition for a writ of certiorari, vacated the earlier judgment of the U.S. District Court of Appeals for the D.C. Circuit, and remanded the case for further consideration on June 8. In a rare move, the United States Solicitor General communicated the current government’s position that the challenged rules were improperly promulgated, which the Court took into account in its decision making.

The petitioners filed a petition for a writ of certiorari in the Supreme Court (No. 25-879) earlier this year, seeking review of

the D.C. Circuit’s November 4, 2025 decision, which denied the consolidated petitions challenging the above-referenced DOE rules.

In the Solicitor General’s brief, the Department concluded that the challenged rules rested on legal error and that the proper disposition was a GVR (grant, vacate, and remand). The brief did not defend the lower court’s decision. Instead, it argued that DOE’s interpretation was flawed because it read “performance characteristics” too narrowly—limiting the term to features relevant only during product operation—rather than encompassing installation complexity and venting requirements that directly affect consumer utility. Contact: Marie Carpizo.

First published by AHRI Update newsletter, June 2026



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It's On My Heart: Community Connections

Thinking about how to get more traction in the crowded marketplace, when some companies have really deep pockets, spending in a month what you are spending in a year.

Here is an idea: connect with your consumers where they live and play, in the community. Here are 13 ideas our Service Nation members are using successfully to market to their communities.

1. Adopt a no-kill shelter. When someone adopts a dog or cat from the shelter, give them a lease and collar. I would have those items branded with name and colors. You could do this on a regular basis, or maybe just when the shelter is at the local mall for an adoption day.

2. Buy coffee for a bunch of commuters. Approach a locally owned coffee shop, not a chain. You want the owner to know

that you are supporting his business. Give him \$250 for 50 coffee drinks, or whatever the number is that makes sense to your budget. Ask him to give them out any way he wants, with a card that says "your coffee is on the house, paid for by Jim's Heat and Air/plumbing/electrical. On that card is a coupon for \$25 off on the first service call. What if a regular customer of yours gets the card. Honor it. No expiration date, make it easy to use. May and I just had lunch at a popular restaurant today, used a card that gave us \$10 off, we got it when we visited there for Mother's Day. They honored it and then the young lady waiting on us told us that she reinstated it for \$10 next time. Felt good, and we will come back.

3. Similar idea with an ice cream parlor. Buy \$250 worth of ice cream cones,

let the owner give them out 1 at a time, his call. This is a positive thing for all concerned, the owner of the shop gets paid in advance for his cones, the customer gets a free cone (or \$5 off, which will buy you probably half a cone), and you get some great marketing exposure. Turns out when you have an emotional event, people remember who you are, that you were involved in that event. Optional idea: create a 12 month card that gets stamped each month, so they get a year of refreshing treats for buying a system from your company.

4. Job Site sign drawing: every service call, every install gets a sign in the yard. Ask them if they want to be in the yard sign contest. Have a drawing each month of the people who agreed, give out a \$100 card, Yeti cooler, or something fun for the family. Video the

drawing, excellent FB and Instagram material.

5. Adopt the widows in town. Tom P adapted the widows in Granbury (population 12,940), giving them a free maintenance, sometimes free service. Ended up last year before he sold, he had a Thanksgiving luncheon for the widows, had over 150 attend, made up a calendar with service techs dressed up as movie stars (Indy Jones, Superman, James Bond, etc). catered at hall they rented. Was an amazing luncheon, Thanksgiving can be lonely for a widow.

6. Sponsor holiday parade: Tom again, did a 4th of July float each year in the parade in Granbury. First year, had a 5-ton ss on the float. Then they had a 5-ton ss with generator, blowing cold air as they drove past. Sixth year, he rented a 20-ton rooftop with generator, cooled down a block at



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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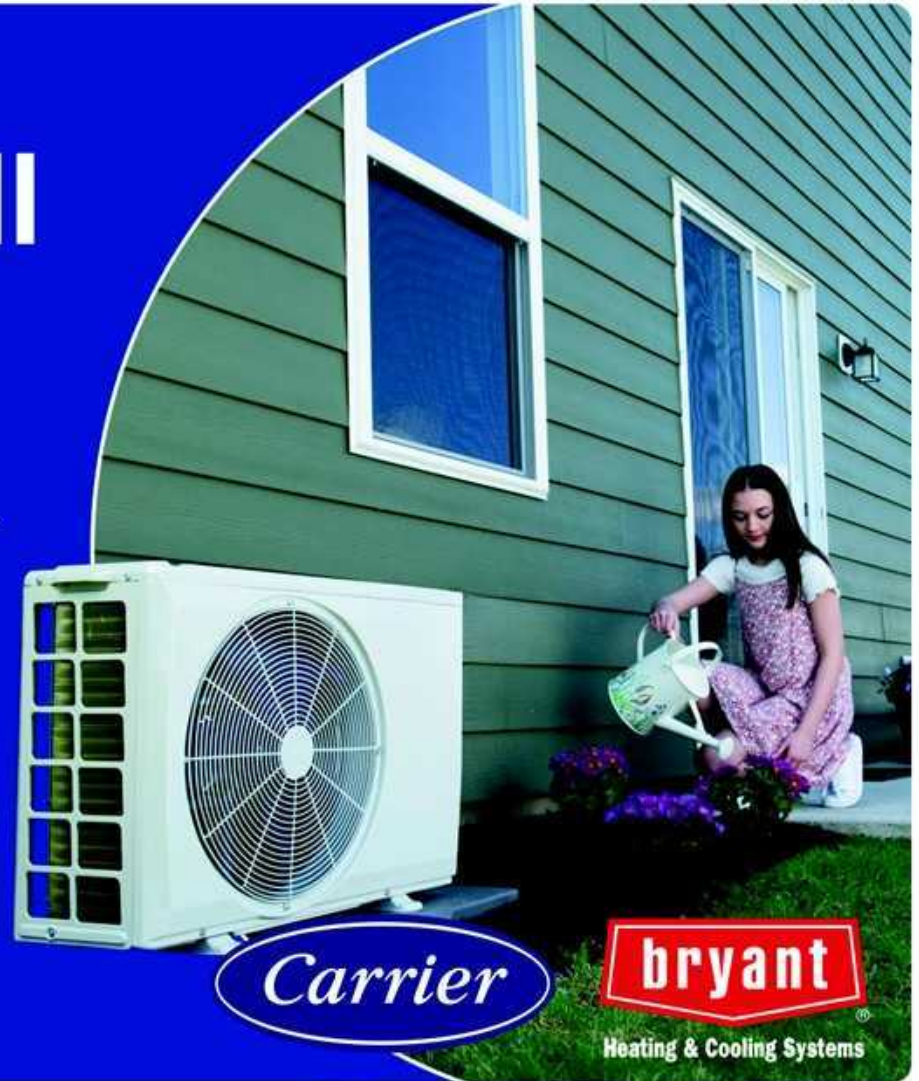


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8. Give away the gift or heat or cool. Give a new heating or cooling system. Get nominations from your customers, have Fire dept make final decision, form partnership with distributor, maybe other home improvement companies, even grocery store (stock the frig, cool the home). Hobaica Home Services has done this for years.

9. Annual Blemish sale. Mike Ritter does this each year, opens up the office on Sat, has units with cosmetic damage or installed then taken out, marked way down. Lunch served, special on maintenance at same time.

10. Free furnace/ac promo. Slow time of year, purchase ac system, get free furnace (still pay for labor and materials for the install, etc.) get with distributor, part of your marketing plan.

11. Trade in sale: give trade in if your old unit is running, may be used as loaner for new system install.

12. Back to No-Kill shelter. Donate % of each sale to shelter (or any non-profit). John Wilcox has local church he donates jackets to each winter, last year he collected 50. I helped.

13. Adopt any non-profit. Samatha Pushor (Indianapolis) is now collecting life jackets for young kids, had a child drown in lake near their business. She is collecting 35 life jackets.

So, there are 13 ideas that our members are using today to connect with customers in their community. Thanks for being involved, we'll talk later.

From 0 to 60: How CE Transformed the HVAC Buying Experience

Charlotte, N.C. - Carrier Enterprise (CE), now generates more than 60% of its revenue through digital channels, a milestone reached twelve years after the HVAC distributor decided its contractors deserved the same buying experience as consumer e-commerce shoppers.

CE recognized early that consumer e-commerce was reshaping how B2B customers expected to buy and chose to lead in HVAC distribution, not follow.

How the Journey Began: Recognizing the Need for Change

CE's transformation began with an observation: consumer e-commerce had reset what contractors expected from a buying experience. Contractors wanted what they had when they bought everything else—24/7 365 days out of the year, instant access on their phone, with full visibility into price and stock.

As an example, when Amazon offered Prime 2-hour delivery, we too partnered with a carrier and launched our own version, Delivery Express, same-day delivery to a job site, selected during checkout.

Rather than view this as an IT or e-commerce department initiative, CE's leadership team treated digital transformation as a top-down company-wide effort from day one.

Strategy: People, Technology, and Process

CE's approach centered on three fundamental pillars of change: People, Technology, and Process.

People: The company identified and developed people who knew CE's products, operations, and customers to lead the effort. Rather than seeking e-commerce platform experts, CE selected a system solutions provider who had the technical skills to build it, and prioritized people who understood the business. A customer service group was formed, dedicated to the e-commerce channel to ensure six-second responses to live chat requests and efficient sourcing of backorders.

Technology: CE built its technology foundation starting with a Product Information Management (PIM) platform for organizing product data and an e-commerce platform that we could tailor to HVAC distribution. AI tools now sharpen site search and surface product and inventory information faster.

Process: E-commerce requirements streamlined CE's internal processes across registration, inventory management, and order fulfillment, reducing manual steps and increasing operational efficiency.

CE's digital transformation reflects a broader organizational commitment: to serve customers not just with products, but with solutions, convenience, and expertise.

Building for the Customer: Launch Strategy

Intentionally designed for customer convenience and an intuitive experience, CE's e-commerce platform offers 24/7 access and

features in English, Spanish and French. It provides up-to-the-minute details on product availability, customer-specific pricing, order history, and much more, whether accessing it from a desktop or mobile phone. CE launched with a pilot program to gather feedback, and customers embraced the platform immediately where adoption happened naturally.

Customer input drove us to build HVAC specific features such as commercial, ductless, residential AHRI matched equipment, listed with all necessary accessories to complete an installation. Quick lookup of equipment parts with visibility to superseded and substitutes were added to drive efficiency. Same-day 2-hour delivery of equipment, parts and supplies to a jobsite can be scheduled right at Checkout.

The Future: AI and Beyond

CE strategically uses AI to enhance every aspect of the e-commerce experience. From AI algorithms that refine product searches to deliver more relevant results, to intelligent live chat that answers common questions instantly, and hands off to human experts for complex issues.

"Reaching 60% of our revenue through digital channels is an achievement we share with our customers," said Vincent Mugavero, SVP of Digital and Enterprise Services. "This is a reflection of their trust in us to evolve, innovate, and continue delivering the value they depend on."



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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.

The spotlight



Glasfloss Industries Announces New CFO
Jason Jones



ClimateMaster’s John Bailey Honored with IGSHPA Ambassador Award



PHCC Announces Retirement of CEO Cindy Sheridan, Selects Dan Quinonez as Next CEO

To read the complete stories on our Spotlight People please visit www.ac-today.com/category/people

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Century HVAC DISTRIBUTING Grand Opening

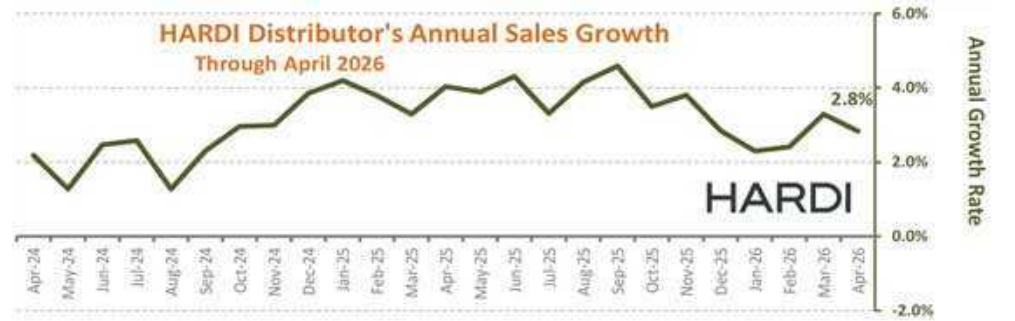
Century HVAC Distributing held a Grand Opening for their new store in Belton TX on Thursday June 11th from 11-2. The event had a catered shrimp boil for lunch, a vendor fair and door prizes. This is a new store for Century, and the event was well attended. The address of the new store is 1001 S Wheat Road, Belton, TX 76513.



HARDI Distributors Report 4.5% Revenue Increase in April

Columbus, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 4.5% during April 2026.

The annual sales growth for the 12 months through April 2026 is an increase of 2.8%.



Source: HARDI and CoMetrics

“April is the first month of cooling season and this year began with above normal temps in more than half the country,” said Brian Loftus, Senior Market Analyst at HARDI. “Our warmest region had sales growth near 20% for April while sales dipped by almost 5.5% in the region with below normal temps.”

HARDI’s monthly distributor sales survey also calculates Days Sales Outstanding or DSO which is a measure of how quickly customers pay their bills. The DSO for April 2026 was less than 38 days like the previous April. “End market customers appear stable,” said Loftus. “The April DSO has been steady the past couple of years and a bit quicker than April of 2022 through April of 2024.”

“Distributor sales growth remains subdued along with flat existing home sales, a weak job market, and higher inflation,” said Loftus. “We are rooting for a successful selling season to trim the inventory levels which will allow the sales-to-inventory ratio to get back to normal by football 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.

HARDI Applauds Trump Administration Action to Reduce Tariff Pressure on Residential HVAC Equipment

Columbus, OH — Heating, Air - conditioning & Refrigeration Distributors International (HARDI) today thanked the Trump administration for issuing a new presidential proclamation that provides targeted tariff relief for certain heating, ventilation, air conditioning, and refrigeration (HVACR) products that are essential to American homes, small businesses, contractors, and distributors.

The proclamation recognizes that recent changes to Section 232 tariffs on steel, aluminum, and copper created significant cost concerns for HVACR equipment across the country. Without adjustment, those policies risked increasing costs throughout the supply chain and placing additional pressure on contractors, distributors, homeowners, and businesses during peak cooling season. The updated policy provides meaningful relief for many residential HVAC systems and components that had been treated as steel or aluminum derivative products.

“This is a welcome change for the HVACR industry by President Trump,” said Alex Ayers, HARDI’s Vice President of Government Affairs. “HARDI’s initial analysis shows the adjustment will help consumers keep nearly \$2.3 billion in their pockets by avoiding future price increases resulting from the initial tariff increase. For far too many Americans, an unexpected HVAC replacement reduces their spending power in the months that follow. HARDI estimates that these savings will support \$2.9 billion in economic activity and preserve \$1.7 billion in value added to GDP over the long run that would have been lost under the previous tariff regime, which will help the American economy to continue to grow.”

HARDI has consistently emphasized that HVACR products are complex, highly engineered systems made from a mix of domestic and globally sourced components, and that tariff structures must reflect the realities of modern manufacturing and distribution. HARDI members and contractors had actively raised these concerns with policymakers in previous months, including during HARDI’s Congressional Fly-In and sending nearly 10,000 messages through the association’s grassroots advocacy platform to the Trump Administration and Congress.

“We appreciate the Administration recognizing that access to affordable heating and cooling is a matter of safety and economic stability for American families and businesses,” Ayers continued. “The new lower threshold for domestic metal content in the proclamation will also help many of the product categories not included in the new HVAC exemption.”

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HARDI Southwest Regional Conference 2026

HARDI Southwest Regional Conference was held at Margaritaville Lake Resort on June 14-16 in Lake Conroe, Texas. The Opening Reception was held on Sunday June 14th. The all-day Conference was held on Monday June 15th, and concluded that night with a “beach themed” reception. Tuesday June 16th was the golf tournament (weather canceled), but a great Closing Banquet and Dinner was held that night. HARDI Southwest Region would like to thank this year’s sponsors: Aspen, Rectorseal, Fieldpiece, ATCO, Resideo, Duro Dyne, Southwark, Milwaukee, Nu-Calgon, M&M, Owens Corning, TACCA, Mueller, Arkema and Friedrich.








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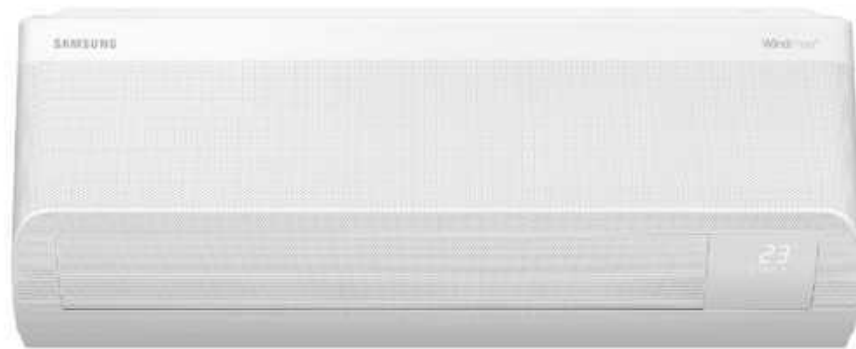
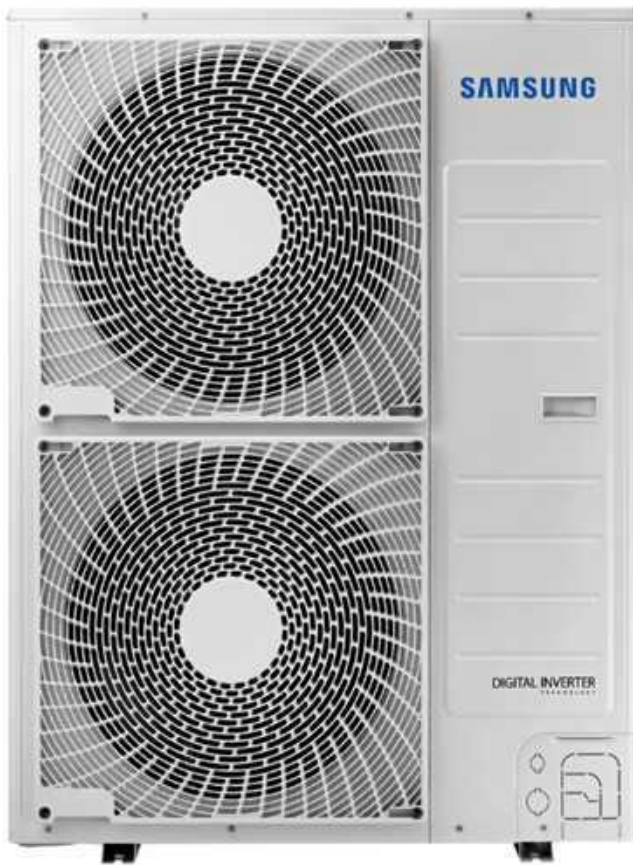
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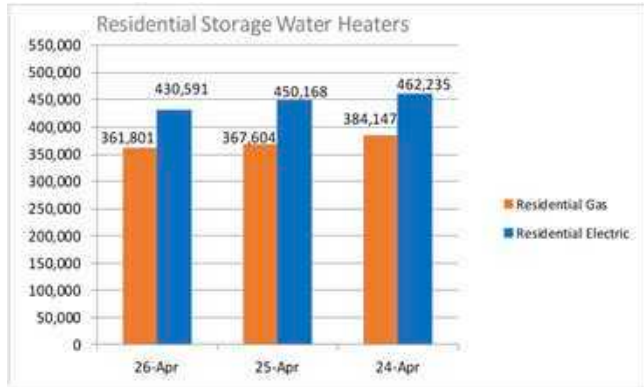
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AHRI Releases April 2026 U.S. Heating and Cooling Equipment Shipment Data

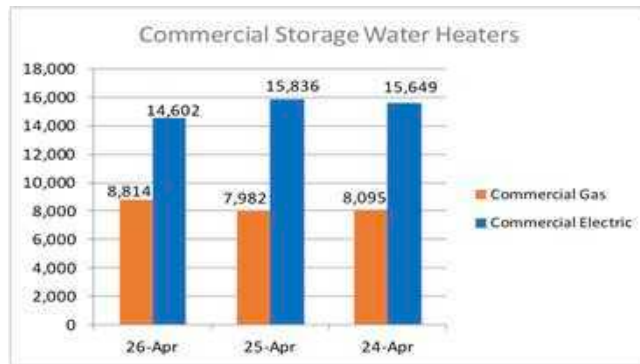
Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for April 2026 decreased -1.6 percent, to 361,801 units, compared to 367,604 units shipped in April 2025. Residential electric storage water heater shipments decreased -4.3 percent in April 2026 to 430,591 units, compared to 450,168 units shipped in April 2025.



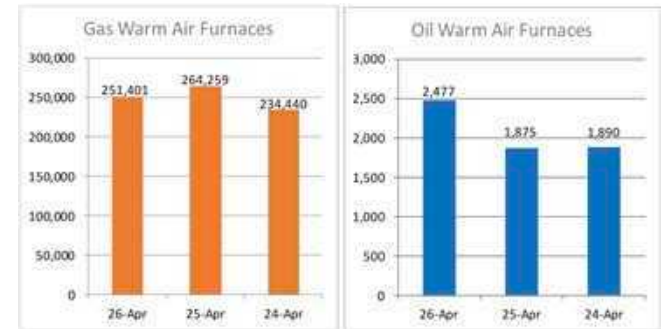
Commercial Storage Water Heaters

Commercial gas storage water heater shipments increased +10.4 percent in April 2026, to 8,814 units, compared to 7,982 units shipped in April 2025. Commercial electric storage water heater shipments decreased -7.8 percent in April 2026, to 14,602, compared to 15,836 units shipped in April 2025.



Warm Air Furnaces

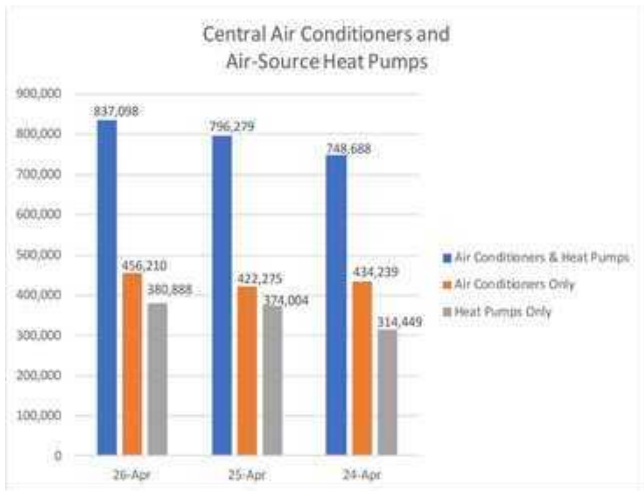
U.S. shipments of gas warm air furnaces for April 2026 decreased -4.9 percent, to 251,401 units, compared to 264,259 units shipped in April 2025. Oil warm air furnace shipments increased +32.1 percent, to 2,477 units in April 2026, compared to 1,875 units shipped in April 2025.



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

Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 837,098 units in April 2026, increased +5.1 percent compared to 796,279 units shipped in April 2025. U.S. shipments of air conditioners increased +8.0 percent, to 456,210 units, compared to 422,275 units shipped in April 2025. U.S. shipments of air-source heat pumps increased +1.8 percent, to 380,888 units, compared to 374,004 shipped in April 2025.



Size Description (000) BTUH	Month			YTD		
	2026 Total	% Change from 2025	2024 Total	2026 Total	% Change from 2025	2024 Total
Under 16.5	33,574	-28.7	27,307	125,380	-5.8	106,930
16.5-21.9	76,196	+21.4	85,559	262,943	-1.7	316,504
22-26.9	177,999	+10.6	158,499	593,163	-0.8	580,507
27-32.9	126,825	+7.8	117,786	408,263	-8.1	425,101
33-38.9	180,598	+6.9	146,207	588,036	-2.4	531,037
39-43.9	56,707	-3.9	49,438	184,150	-11.8	177,139
44-53.9	92,808	+5.5	74,798	298,697	+2.2	266,415
54-64.9	68,873	-3.3	61,086	229,485	-8.7	219,296
65-96.9	7,591	+5.4	9,822	27,496	-0.3	34,123
97-134.9	6,122	+16.8	7,888	21,865	+6.3	28,941
135-184.9	4,396	+2.8	4,603	16,138	+15.4	17,935
185-249.9	2,329	+23.2	2,509	7,757	+23.9	8,564
250-319.9	1,639	+69.3	1,680	5,259	+30.1	6,231
320-379.9	348	+34.4	364	1,225	+13.2	1,371
380-539.9	327	+18.1	401	1,188	+6.5	1,520
540-639.9	314	+71.6	318	1,115	+30.6	1,096
640-799.9	125	+5.9	144	409	+7.3	492
800.0-899.9	47	+74.1	51	184	+47.2	222
900.0-999.9	59	-1.7	72	260	-3.7	263
1,000.0-1,199.9	46	+100.0	40	114	+16.3	158
1,200.0 & Over	75	+21.0	116	305	+26.0	356
TOTAL	837,098	+5.1	748,688	2,773,432	-3.5	2,724,197

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>.

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OK City Monthly Meeting

July 9, 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

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

Heat Pump Mtg

July 30, 2026 6:00 pm - 7:00 pm

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