



Air Conditioning TODAY



OCTOBER 2026

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33RD Annual TACCA Greater San Antonio Fishing Tournament



*Heaviest Stringer - 1st Aaron Mechanical -
Jackson Packing. More pictures on page 22.*

Solar Supply of Brenham TX Customer Appreciation



*Branch Manager Nick Williams.
More pictures on page B8.*

HARDI Annual Conference Frontier

The 2026 HARDI Annual Conference will take place from December 7–10, 2026, at the Marriott Marquis San Diego Marina in San Diego, California

Brought to you by the Heating, Air-conditioning & Refrigeration Distributors International (HARDI), this flagship 4-day event serves as the ultimate gathering for North American HVACR wholesale distributors, manufacturers, and vendor partners.

The theme for the 2026 conference is “Frontier”. Based on attendee feedback, the event now shifts to a Monday through Thursday schedule. The event typically draws over 2,200 attendees, including hundreds of executive and director-level wholesaler representatives and over 260 Booth Program vendors.

The curated educational content is split into three core tracks designed to help entire teams implement strategies for organizational growth. Focused on leadership, internal structural improvements, and team retention. Exploring the macroeconomic environment,

complex sales trends, supply chain changes, and regulatory policy shifts.

Providing practical tools to optimize sales strategies and capitalize on changing technology (such as AI applications in distribution)

In addition to traditional breakout sessions and keynotes, attendees can connect during the Opening Reception, the action-packed Booth Program & Solutions Center, and the final Closing Reception.

Keynote Speakers

ASTRONAUT CHRIS HADFIELD

A former commander of the International Space Station, Chris spent more than three decades serving the Canadian Space Agency, NASA, and the Royal Canadian Air Force.

CHIEF ECONOMIST DR. ANIRBAN BASU

Anirban founded Sage Policy Group in 2004. He has been called an economist with a sense of humor, which is considered high praise in the dismal science.

HARDI MARKET INTELLIGENCE TIM FISHER & GRACE HELSER

HARDI Market Intelligence experts Tim

Fisher and Grace Helsers specialize in HVACR market research, industry benchmarking, and economic analysis, helping distributors navigate trends with confidence.

AUTHOR STEVE MCCLATCHY

Steve McClatchy is a New York Times bestselling author and internationally recognized keynote speaker who helps leaders work smarter, reduce stress, and achieve lasting success through practical, engaging strategies.

KEYNOTE MIKE MARKS

Mike Marks co-founded the Indian River Consulting Group in April 1987. He began his consulting practice after working in distribution management for more than 20 years.

KEYNOTE KYLE SCHEELE

Kyle Scheele is a nationally recognized keynote speaker who helps organizations unlock creativity and innovation through engaging, actionable presentations that inspire audiences to turn bold ideas into reality.

The full Agenda for the conference is now available online at hardiconference.com

TSTC HVAC Student Makes a Name for Himself, and Others

Red Oak, Texas - Bill Taylor, of Dallas, is helping open doors for himself and other deaf students in Texas State Technical College’s HVAC program.

“TSTC has given me the hope and knowledge that I can do it,” he said. “It’s very important for people to know that deaf people can do the job, they can go to school, they can learn, they can do it.”

Taylor originally worked as a teacher’s assistant, aiding children in elementary school who were deaf, but decided to take his career in a new direction. He found that path when his house’s electrical systems began presenting issues, including the air conditioner.

“I haven’t really trusted a lot of people when it comes to hiring and overcharging,” he said. “I decided I would like to try and fix stuff myself.”

Even though TSTC’s HVAC program presented some communication issues for Taylor, he was met with support from interpreters,



his fellow students, online resources, and the instructors, especially Bryan Dorazil.

“He actually learned basic sign language for me,” Taylor said. “Reading certain sentences is really hard, but he explains and breaks those words down so I can understand. He’s very patient with me, so it’s been awesome.”

Dorazil called Taylor a dedicated student.

“I haven’t had a student that has more drive to learn HVAC than Bill,” he said. “I am extremely proud of him and how much he has progressed since (he started the program). I look forward to seeing his success in the HVAC field.”

Taylor plans to receive his certificate of completion from TSTC’s North Texas campus in May. He hopes to work in residential HVAC and possibly own his own business one day, but he has an even more important goal.

“I really just want to be an honest person, and I really want to give TSTC a good name, (so customers) know that that’s where I graduated from and they know that HVAC technicians who come from TSTC are trustworthy,” he said.

TSTC’s Access and Learning Accommodations office offers a variety of resources to students with disabilities to aid them in their education. For more information, go to tstc.edu/access-and-learning-accommodations.

For more info on TSTC, go to tstc.edu.

INSIDE

- Consultants’ Corner 9, 18
- HARDI News B2
- Product News 2, 14
- Calendar B7
- ASHRAE News B2
- Focus Section B7



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Product News

Rinnai Launches PRO Tech, First-Ever Loyalty Program for Plumbing & HVAC Installers

Peachtree City, Ga. — Rinnai America Corporation, a leading manufacturer of innovative, energy-efficient water heating and home comfort solutions, has announced the launch of PRO Tech, a unique loyalty program that recognizes individual plumbers and HVAC contractors who install and register Rinnai products.

Created for installers across the U.S. and Canada, the PRO Tech loyalty program awards exclusive perks for eligible Rinnai products that are installed and registered through the Rinnai Central app. Simply install the product, register it and begin working toward perks. Unlike some other loyalty programs, the benefits stay with the individual, regardless of the company they work for.

As registrations increase, participants unlock increasingly valuable merchandise, from premium drinkware and outdoor gear to professional grade tools and more. Better yet, both perks and progress stay with the participant, even if changing employers.

“The PROs in the field who install our products are essential to Rinnai’s success, and we’re excited to introduce a loyalty program created specifically for them,” said Frank Windsor, President of Rinnai America Corporation. “Every day, they bring the skill, dedication and professionalism that our customers expect, and PRO Tech is one more way to say thank you while helping bring our commitment to Creating a Healthier Way of Living to life.”

Anyone can participate, including technicians working independently, affiliated with a Rinnai PRO Network company, a Rinnai Member company, or an out of network company. In

addition, when a PRO Tech account is linked to a Rinnai PRO Network company, the company earns Rinnai Reward Points while the technician earns separate perks, ensuring both benefit from every eligible registration.

PRO Tech is accessed through the Rinnai Central mobile app, where users can register eligible products, simplify installation and startup, access training and product information, and earn and track perks through one streamlined experience built for the jobsite.

For more information or to enroll in the PRO Tech program, download or update to the latest version of Rinnai Central, or visit www.rinnai.us/professional/pro-tech-program.



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llackey@ac-today.com

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Coburn Supply	10
Construction Data	21,B6
Coastal HVAC Supply	16
Complete Curb	9
Duct Saddles	B7
Elite Software	B7
FISSCO HVAC	5
FTL Finance	9
Gemaire	23
Hunton Distribution	17
Insco Distributing	24
Jackson Supply	14
Johnson HVAC Dist	11,B3
Johnstone Supply	6
Johnstone Supply Petit Group	8
McDaniel Metals	18
Mitsubishi	12
Pipe Prop	18
REECE	20
RGF Environmental	19
Solar Supply	3,15,B4
Transtar AC Supply	2
United AC Supply	21



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Robert Madden Industries Acquires Shore Distributors, Inc.

Acquisition brings together two longstanding, family-owned distributors and expands Robert Madden Industries’ service footprint into Maryland, Delaware, and Virginia while building on Shore Distributors’ 80-year legacy across the Delmarva Peninsula

Lubbock, Texas — Robert Madden Industries, a family-owned HVAC distributor, today announced the acquisition of Shore Distributors, Inc., a family-owned HVAC and plumbing distributor serving the Delmarva Peninsula.

Founded in Salisbury, Maryland in 1946, Shore Distributors has built a longstanding reputation for dependable service, knowledgeable support, and strong relationships with contractors, employees, vendors, and the communities it serves. The company operates 11 locations throughout Maryland, Delaware, and Virginia and provides a broad selection of residential and commercial HVAC and plumbing equipment, parts, and supplies, including Bryant and Carrier heating and cooling products.

“Shore Distributors has built an incredible business over the past 80 years by taking care of its employees, customers, and communities,” said Ron Madden, President of Robert Madden Industries. “As another family-owned company, we have tremendous respect for what it takes to build a business across generations and the responsibility that comes with carrying that legacy forward. Shore’s values closely align with our mission

of Building Dependable Partnerships, and we are honored that the Morris family has entrusted Robert Madden Industries with the next chapter of the company.”

“Knowing Robert & Ron Madden for over 25 years, having served on various Bryant and Carrier national distributor and factory committees, I know how committed they are to their customers’ and associates’ success, operating with high ethics and integrity. Through this, Ron, our wives, and I have developed a strong personal relationship. When Shore’s ownership decided it was time to pass the torch, I made one phone call, and it was to Ron. This process could not have gone more smoothly, bringing two high-performing, family-owned, independent distributors under one umbrella. Shore Distributors will continue to grow and thrive under the RMI umbrella.” said John Morris, CEO of Shore Distributors.

The acquisition represents a significant geographic expansion for Robert Madden Industries and brings together two companies with extensive experience representing Bryant and Carrier products. The combination strengthens Robert Madden Industries’

ability to serve HVAC and plumbing contractors through an expanded distribution network, increased inventory resources, technical expertise, training opportunities, and contractor-focused programs.

“Our immediate priority is listening to Shore’s employees and customers and learning from the experience of its team,” said Casey Yates, Vice President of Robert Madden Industries. “Growth is most meaningful when it strengthens our ability to support the people and businesses we serve. By bringing together the strengths of both organizations, we can expand resources and opportunities while preserving the personal service and local relationships.”

As Robert Madden Industries and Shore Distributors come together, maintaining the relationships and service Shore customers have relied on for generations will remain a priority. Shore’s associates will continue serving contractors throughout Maryland, Delaware, and Virginia, supported by Robert Madden Industries’ additional resources.

About Shore Distributors, Inc.

Founded in 1946 and headquartered in Salisbury, Maryland, Shore Distributors, Inc. is a wholesale distributor of residential and commercial HVAC and plumbing equipment, parts, and supplies. The company operates in 11 locations across Maryland, Delaware, and Virginia and serves contractors throughout the Delmarva Peninsula. Shore Distributors provides quality products, knowledgeable support, technical assistance, training, and dependable customer service.

About Robert Madden Industries

Robert Madden Industries is a family-owned HVAC distributor founded in 1979. The company provides Bryant, Carrier, Day & Night, and Payne equipment, along with an extensive selection of HVAC parts and supplies. Guided by its mission of Building Dependable Partnerships, Robert Madden Industries is committed to providing dependable service, quality products, knowledgeable support, and strong relationships built on trust, respect, integrity, and commitment.



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Neighborly® Appoints Brent Korb as Chief Financial Officer

Korb brings more than 25 years of executive financial leadership across private equity-backed and publicly traded companies

Irving, Texas – Neighborly®, a family of global brands dedicated to delivering remarkable experiences for both consumers and franchise owners, today announced that Brent Korb has been named Chief Financial Officer, effective September 8. Korb will report to Mike Davis, Chief Executive Officer, and will be based at the company’s Irving headquarters.

“Brent brings a proven track record of building high-performing finance organizations and helping companies grow with discipline and clarity,” said Davis. “His experience leading through transformation, acquisitions, and public company environments will be a tremendous asset as we continue to strengthen our business and support our franchise owners. As we accelerate several key growth initiatives, including connecting our 26 million household customer database through marketing automation and expanding cross-brand customer engagement, Brent’s financial leadership will help ensure we scale these opportunities effectively while continuing to create value for franchise owners.”

Korb has more than 25 years of executive financial leadership experience across private equity-backed and publicly traded companies. Most recently, he served as Executive Vice President and CFO of American Bath Group, a market-leading manufacturer of residential building products. Previously, he spent 16 years at Quanex Building Products, including 11 years as CFO of the NYSE-listed company.



“As he takes on leadership of Finance, Accounting, and ProTradeNet, he will play a key role in advancing one of our most important priorities: making it easier for our franchise owners to run stronger businesses. From delivering greater purchasing power and operational efficiencies to creating programs that help owners grow, reduce risk, and compete more effectively, Brent will help support the next phase of Neighborly’s growth. This includes expanding our multi-brand customer strategy, leveraging marketing automation to better connect homeowners with additional Neighborly services, and helping franchise owners capture more value from every customer relationship,” added Davis.

Throughout his career, Korb has led finance organizations through growth, transformation, acquisitions, and capital markets activity. His experience in housing-related industries provides a relevant perspective for

Neighborly’s portfolio of home services brands. “Neighborly has built an incredible network of franchise owners, brands, and support teams, and I’m honored to join the organization at such an important time,” said Korb. “What attracted me most was the company’s commitment to helping franchise owners succeed. Across Finance, Accounting, and ProTradeNet, my focus will be on creating greater clarity, strengthening our capabilities, and delivering programs and resources that help owners operate more efficiently and grow with confidence. I look forward to working with our teams, listening to our franchise owners, and building on the strong foundation already in place.”

Korb holds an MBA from the University of Houston and a bachelor’s degree in accounting from the University of Texas at Austin. He is a Certified Public Accountant licensed in Texas.

Neighborly continues to build momentum across its portfolio of brands through strategic growth initiatives focused on customer lifetime value, franchise owner profitability, and operational excellence. The company is expanding its use of marketing automation to connect millions of homeowners across its 26 million household customer database with additional Neighborly services, driving growth in multi-brand customer relationships. These efforts, combined with strong execution throughout the system, have contributed to a series of record-breaking performance months across many Neighborly brands.

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ACCA Urges National Fire Protection Association to Extend HVAC GFCI Exception Through 2028

Alexandria, VA.— The Air Conditioning Contractors of America (ACCA) has submitted public comments to the National Fire Protection Association (NFPA) supporting the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) Tentative Interim

Amendment (TIA) Log No. 1924. The emergency TIA would extend Exception No. 2 to NEC 210.8(F) until September 1, 2028, for the 2020, 2023, and 2026 editions of the National Electrical Code (NEC). The exception addresses

GFCI protection for listed outdoor HVAC equipment. ACCA’s comments argue that additional time is needed to complete laboratory evaluation and field validation demonstrating reliable compatibility across the full range of HVAC equipment affected by the requirement.

“This is not a choice between electrical safety and equipment reliability,” said David Bixby, ACCA Manager of Codes. “The record shows that unintended loss of air conditioning during extreme heat can itself create a serious life-safety risk. The responsible course is to allow the technical

work to be completed while preserving a finite path toward the ultimate GFCI solution.” ACCA’s filing points to the record developed by an NFPA Standards Council’s GFCI task group in 2022, which identified unresolved HVAC-specific technical issues and acknowledged

nuisance-tripping experience involving both single-stage and variable-speed equipment. The task group concluded that the causes of nuisance tripping remained unknown and that additional study was necessary. More recent research testing cited in AHRI’s TIA substantiation reinforces ACCA’s concern. According to the filing, 5 of 12 GFCIs tested tripped below the applicable must-hold current above 60 Hz.

ACCA argues that listing and availability of high-frequency (HF) GFCIs are important progress, but do not by themselves demonstrate compatibility across the installed population of listed HVAC equipment, particularly conventional 60 Hz single-stage systems.

ACCA also emphasized the consumer life-safety consequences of an unintended loss of cooling. The association cited the Maricopa County Department of Public Health’s 2024 Heat-Related Deaths Report, which recorded 138 indoor heat-related deaths. Air conditioning was present in 88% of those cases; among cases where air conditioning was present, the unit was not functioning in 70% and was not in use in another 18%.

The filing notes that occupants who are aging in place, convalescing, or physically or cognitively impaired may not be able to recognize a loss of cooling, locate and reset a GFCI device, or arrange for immediate repair before indoor temperatures become dangerous.

ACCA maintains that extending the exception to September 1, 2028 would not abandon GFCI protection or prejudge the ultimate technical solution. Rather, the limited extension would provide key stakeholders including contractors, manufacturers, testing laboratories, standards developers, AHRI, and GFCI manufacturers additional time to complete the testing and field validation needed to demonstrate reliable HVAC-GFCI compatibility.



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Deepen Your Understanding of Workforce Development Initiatives at AHRI Leadership Forum

Workforce development is a critically important focus of the HVACR and water heating industry, and AHRI is proud to contribute to ongoing initiatives and efforts to advance this priority. The 2026 AHRI Leadership Forum will offer multiple opportunities for attendees to learn more about workforce trends, challenges, and opportunities.

- At the Annual Chairman's Breakfast, AHRI Chairman of the Board Mike Branson will report on the state of the association and his priorities as chairman, which have included improving workforce development opportunities and collaboration among industry partners.

- During his keynote address, demographer and author Ken Gronbach will explore how the combination of Baby Boomer retirements and Generation Z's growing role in the workforce are reshaping consumer markets and economic opportunities.

- The Emerging Leader session on workforce will examine key findings from a comprehensive workforce study conducted by Lightcast, commissioned by AHRI and NATE. Following the presentation of the study, panelists will discuss how its findings align with what they are seeing in the field and the strategies they are implementing to attract, train, and retain workers.

Register online, the price is \$950. The Leadership Forum group rate for a standard room at the Wyndham Grand Rio Mar Resort is \$259 per room, per night, plus taxes. Reservations must be made by **October 23**, after which rooms can only be reserved on a space- and rate-available basis.

First published by AHRI Update September 10, 2026

Risks of Substituting Refrigerants in A2L-Optimized Systems

By Rick Kincel
Tech Services Mgr.
Coburn Supply Company



The Wild West has come to HVAC retrofit and "service".

Many contractors are doing whatever is easiest to get a job done while not necessarily thinking through the bigger picture of who they may be hurting or putting at risk.

R-410A should not be used in an A2L-optimized compressor because doing so may compromise system performance, reliability, and safety margins.

It can hurt the contractor; It's Illegal

Installing an A1 refrigerant, such as R-410A, into a system rated for an A2L is illegal by the UL Standard 60335-2-40, ASHRAE Standard 15/34, and the EPA and is inconsistent with the system's approved design and rating and also mixing classifications or cross-retrofitting violates federal SNAP rules and equipment listings.

It can hurt the Homeowner; Voids Warranty

This type of refrigerant substitution will typically void the manufacturer's warranty.

It can Hurt the Distributor; Avoiding Complicity

Assisting with this action may place a distributor in a difficult position because it could be interpreted as being complicit by supporting the operation of a system that is no longer configured with its rated components. Tech support will not be able to help with issues until the unit is brought back into compliance.

Capacity and displacement mismatch: A2L refrigerants, such as R-454B, have different volumetric cooling capacities and vapor densities than R-410A. Compressors designed for A2L refrigerants use internal components and displacement volumes optimized for those properties.

Operating the compressor with R-410A may create an incorrect mass-flow rate, reduce net cooling efficiency, and impair proper heat absorption.

Lubrication concerns: While both system types may use Polyester (POE) oil, operating R-410A under the mentioned stresses, may overheat the oil and reduce the protective lubricant film on moving metal parts.

Thermal and electrical strain: R-410A may shift operating pressures and alter the motor loading profile. Internal motor windings and built-in overload protectors, which are sized for the torque and amp draw of the intended A2L refrigerant, may operate at higher temperatures or experience improper current draw, accelerating thermal degradation of electrical insulation and related components.

Final Thoughts...

It is imperative that we add the mismatch of **equipment** to this as well.

It is **illegal** and voids **warranty** to match an A2L coil with an A1 condenser or vice versa.

You can change an expansion valve of an A2L to an A1. But whatever refrigerant is first used in the coil brands it that way for life.

Changing an A1 coil to an A2L coil is **illegal** as it was not tested as a flammable refrigerant coil.

Also voiding **warranty** would be to match Brand XXX A2L inside, with Brand YYY A2L outside unless the match carries an AHRI number.

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NTEA Releases New Commercial Vehicle Market Update Quarterly Report

Farmington Hills, Mich. — NTEA – The Work Truck Association has released Commercial Vehicle Market Update, a new quarterly report providing data-driven analysis of the commercial vehicle market and the economic and industry trends shaping its direction.

Designed to help industry professionals better understand current market conditions and plan for what’s ahead, the report examines commercial vehicle sales, shipments and inventory; trends by vehicle class, cab and body type; key economic indicators; powertrain and advanced technology developments; and the market outlook.

Each quarterly edition goes beyond reporting the latest numbers to provide context around what the data means for the work truck industry. The report identifies developing trends, highlights areas of opportunity and uncertainty, and outlines key factors to watch in the months ahead.

“Commercial vehicle market conditions are influenced by a wide range of interconnected factors, and understanding how those pieces fit together is critical for effective business planning,” said Andrew

Wrobel, NTEA commercial vehicle insight strategist. “Commercial Vehicle Market Update brings those signals together in one resource, giving industry professionals timely context they can use to better understand where the market stands and where it may be headed.”

The inaugural report examines second-quarter 2026 data with analysis of:

- Commercial vehicle sales, shipments and inventory trends
- Market activity by weight class and cab type
- Body type and vocational application trends
- Macroeconomic indicators affecting commercial vehicle demand
- Fuel, material and financing cost considerations
- Zero-emission vehicle and advanced technology adoption
- Industry forecasts and key indicators to watch in the coming quarter

Commercial Vehicle Market Update will be published quarterly and is available at no cost to NTEA members and for \$699 to nonmembers. Learn more and access the report at ntea.com/cvmarketupdate.

Coburn Supply Company Names Watson Boyd General Manager for Tennessee and Mississippi



Beaumont, Texas - Coburn Supply Company has named Watson Boyd General Manager for its Tennessee and Mississippi operations. Boyd

will oversee the company’s operations and continued growth across both states.

Boyd brings 15 years of experience in the electrical, HVAC and industrial supply industries, with a background in sales, operations and customer relations. His leadership approach centers on building strong teams, removing obstacles and aligning sales and operations to serve customers more effectively.

During the transition, Boyd will work closely with current General Manager Kim Hardy before her retirement. Hardy’s experience, leadership and knowledge of the market will help Boyd become familiar with Coburn’s employees, customers and operations throughout Tennessee and Mississippi.

“We are excited to welcome Watson to

Coburn’s,” said Michael Maloney, Executive Vice President of Coburn Supply Company. “His industry experience, customer focus and commitment to developing strong teams make him a great fit for our Tennessee and Mississippi operations. We are also grateful to Kim for her leadership and her willingness to work alongside Watson during this transition. Her knowledge of the market and the relationships she has built will be invaluable as we prepare for this next chapter.”

Boyd’s initial priorities include visiting branches throughout Tennessee and Mississippi, meeting employees and customers, strengthening existing relationships and ensuring each location has the support needed to serve its market consistently. His long-term goal is to position Coburn’s as the preferred plumbing, HVAC, electrical and waterworks supply partner throughout both states.

A native of the Memphis area, Boyd lives in Collierville, Tennessee, with his wife and their two sons. Outside of work, he enjoys coaching his sons’ sports teams, golfing, fishing, duck hunting and spending time with his family at the lake. The family is actively involved with Collierville First Baptist Church.

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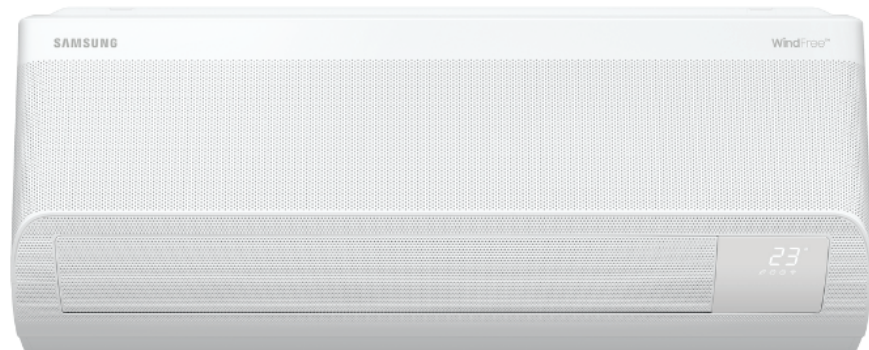
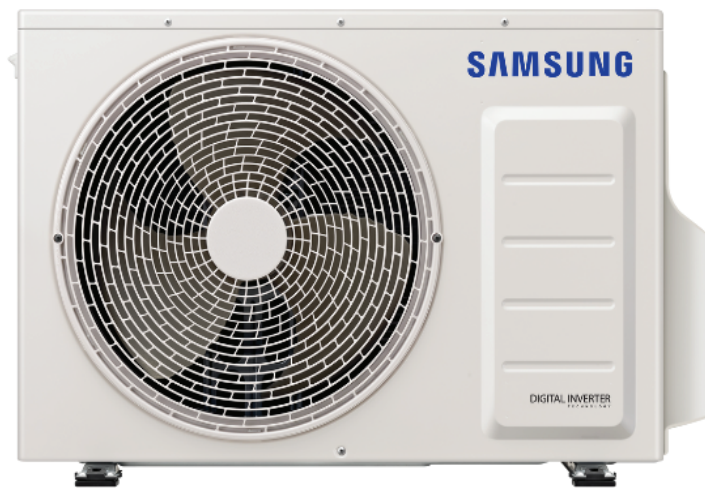
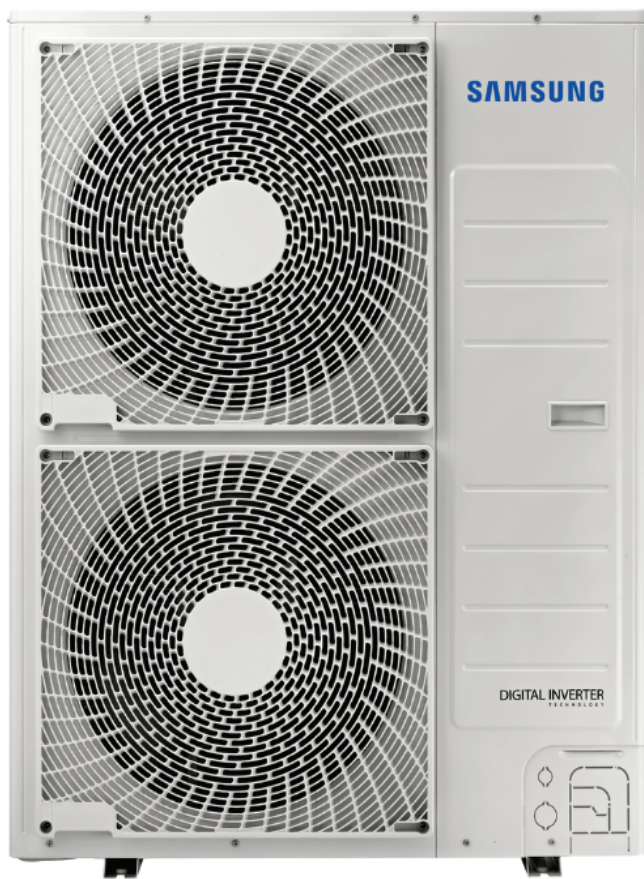
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Venstar Named Number 3 in Los Angeles Business Journal's 2026 Ranking of Best Places to Work in Los Angeles

West Hills, Calif. — Venstar, a leading thermostat and energy management solutions provider, today announced it was ranked Number 3 in the Los Angeles Business Journal's 2026 ranking of the Best Places to Work in Los Angeles by the *Los Angeles Business Journal* and Workforce Research Group. The list is made up of 100 companies. The winners were revealed at a special dinner event on Aug. 6, 2026, and published in the Aug. 10, 2026, issue of the *Los Angeles Business Journal*.

"Creating an exceptional place to work was never an accident at Venstar; it was my goal from day one," said Steve Dushane, Venstar CEO and founder. "We are very honored by this award that honors our culture as well as the members of our team who labor tirelessly to make Venstar a special place to work."

"Venstar is the smallest company with the biggest impact that you've never heard of," Dushane said during his acceptance speech. "Yet, more than 11 million of our thermostats are on the walls of homes and businesses across North America. In fact, there's a good chance that one is in your living room right now," he added.

Venstar, founded in 1992 and based in Southern California, designs and builds a broad variety of innovative thermostats. Its Skyport® Cloud service provides businesses with a secure, private, powerful cloud service for command and control of HVAC systems from virtually anywhere in the world.

In addition to thermostats, Venstar's Surveyor® Energy Management System allows retailers, restaurant chains and other multi-location businesses to remotely monitor, manage and control energy consumption while reducing operating expenses. Currently, Surveyor is used to control more than 100,000 HVAC systems and lighting in more than 30,000 retail locations throughout North America, reducing energy usage

and environmental impact and saving more than \$1.2 billion in energy costs since inception of the Surveyor program.

Venstar was founded by Dushane, his two brothers and two friends. Then and now, Dushane runs Venstar as a small family business.

His dedication to putting employees first has earned unmatched employee loyalty, resulting in near-zero turnover. Many of his employees have tenures that span decades, and some have been with Venstar since the company's founding.

Among the unique benefits

Venstar employees enjoy are:

- Celebrations for individual employee special events, such as weddings, new babies, and graduations
- Events for employees and their families, including Dodger games, Disneyland trips, cruises and more

• Company achievement celebrations, including an evening on the historic Queen Mary ship for a 30-year anniversary party for 300 employees, families, partners, vendors and friends. The event featured a private concert by Don Felder, lead guitarist for

the Eagles for 27 years.

In 2022, Venstar was acquired by Daikin, one of the largest HVAC companies in the world. With shared values, Daikin's continued support of Dushane's people-centered philosophy further contributes to Venstar's thriving culture.



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It's On My Heart: How Are You Doing?

So how are you doing? I ask that question multiple times a day, in fact, most of us do. We ask customers, employees, family, neighbors, and almost anyone we meet up with during our busy days. So the key is that word, busy. We are all busy, no matter if we are 15 or 55 or 75, there are a lot of things competing for our attention today. High school used to run from 7:45 to 3:30 each day. Then we added in early morning band practice, football practice, Book Clubs, even the badminton club can meet three days a week for some drills. We have friends with children just entering high school, they are involved in drama clubs, all kinds of athletics and taking college accredited courses. Gonna be real busy.

Back in the day, when I was traveling a lot, I would set up a lunch date with my mom, who was living nearby in a condo. Pop had passed

years earlier. So I would say, I get in Wed evening mom, we can go for tacos on Thursday. She would say, well, Thursday is Bingo day at the club. How about Friday, I asked? Playing Mexican Trane with neighbors, maybe the weekend. She was busy well into her 80s and even the 90s.

It seems like we are all working more hours to get the job done, even though we are continually told that computers will help us get our work done faster. Similar to Ai...

Whoops, did not mean to go there.

Back to how this article started, how are ya doing? My response is always excellent! Yes, they can hear the exclamation point. The usual response when I ask them how they are doing is: OK. No exclamation point. Some say all right, all good, getting by, or some similar weak response. Unless you are in a restaurant, see if this is not correct. You get

seated, your server comes over and asks: How are you doing, celebrating anything, special occasion? My reply,celebrating life, and how are you doing? The usual response, I am doing great, thanks for asking! They are looking for that question and have made the decision to make this a great day.

I believe we all make a decision when we get out of bed, what sort of day it will be. No matter what we concentrate on, we will find it in abundance. If we are sure the day will be a disaster, it will. If we are positive, we will suffer a business setback, it will come fast and overwhelm us. If we have a loved one going through something and we offer our advice: this is going to hurt, you may be swallowed up by this, that can truly happen. You may be speaking from experience but try turning that message to this: it may hurt, but you will get through it, I did. And you will be stronger

and able to accomplish even more in the future just from this lesson. Then you will both be looking for a lesson and seeing how you can get through it.

The Human Operations Manual (commonly called the Bible) says this in James 1:2-3, Count it all joy my brothers, when you meet trials of various kinds, for you know that the testing of your faith produces steadfastness. And let steadfastness have it's full effect that you may be perfect and complete, lacking in nothing.

So trials are with us in every area of our lives, at all ages, some may be more difficult than others, but we will all go thru something before our work is done here on earth. Not trying to get preachy, but I do feel that there are days where we just don't see how this will work out. The answer is simple, we are not on high enough rock. We can't see what tomorrow brings. So if this message catches you in a valley, and you



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

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Jim can be reached at jhinshaw@servicenation.com or cell: 602-369-8097.

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can't see the clearing ahead, take heart and press on. Many have gone through the same thing facing you and learned things they could not have learned by reading a book, they

had to go through it live.

Thanks for reading, and when someone asks how you are doing, give them an amazing response: excellent! They will be blessed.



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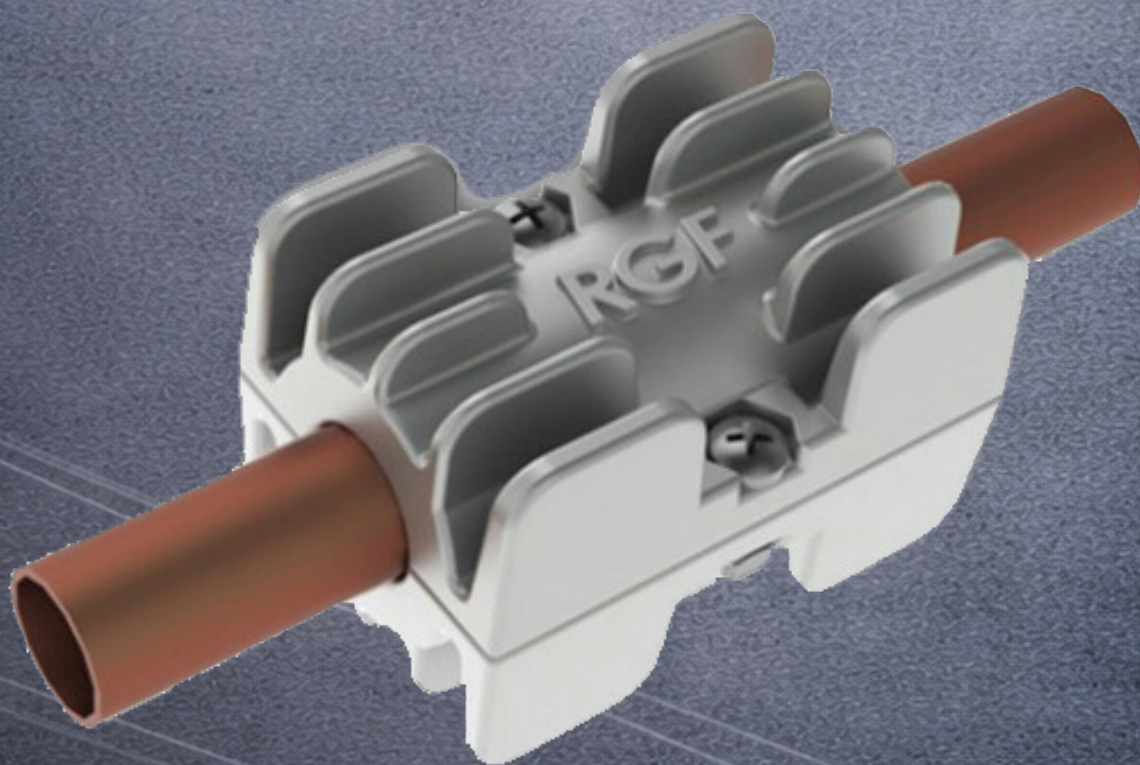
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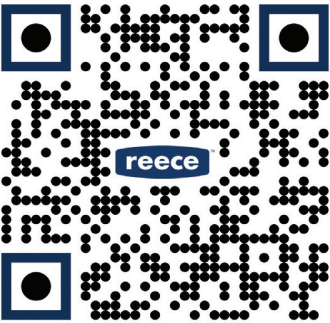
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Meta and Be Pro Be Proud Launch 10th Anniversary Mobile Workshop Tour

Meta's \$500,000 investment supports a 10-stop anniversary tour and marks third statewide launch partnership with Be Pro Be Proud

Little Rock, Ark. — Be Pro Be Proud and Meta announced a 10th Anniversary Mobile Workshop Tour across America, beginning in Texas, the newest state to join Be Pro Be Proud's National Network. Supported by Meta's investment, the tour will introduce young people to high-demand, high-wage technical professions and the pathways they provide.

Through Meta's \$500,000 gift, the Mobile Workshop will make 10 stops across Alabama, Indiana, Minnesota, Ohio, Oklahoma, Tennessee, Texas and Wisconsin. The effort began this week in Coppell with the debut of Be Pro Be Proud Texas, the third statewide initiative launched with leadership support from Meta, following successful statewide programs in Tennessee and New Mexico.

Together, Meta and Be Pro Be Proud have introduced nearly 70,000 students to technical workforce opportunities since 2023. The nationwide initiative builds on that momentum, expanding access to additional regions across the country, with fall stop locations and event details to be announced in the coming weeks.

"As we celebrate our 10th anniversary, there's no better gift than the opportunity to reach even more students," said Andrew Parker, executive director of Be Pro Be Proud. "We're incredibly grateful to Meta for helping us connect more young people with rewarding career pathways that can have a lasting impact on their lives, families and communities. Every student deserves the chance to explore these professions and see what's

possible for their future."

The partnership is part of Meta's broader investment in workforce development, including the recently launched America's Workforce Academy, which expands access to training and career opportunities in high-demand skilled trade professions. Be Pro Be Proud supports that effort by introducing students to these careers early and helping them understand the education and training pathways available to pursue them.

"America's AI future depends on the electricians, welders and heavy equipment operators who build the infrastructure behind it," said Tara Tenorio, community engagement manager at Meta. "As Meta invests in the data centers that power AI and digital connectivity, the need for a highly skilled workforce continues to grow. Our partnership with Be Pro Be Proud helps young people see these careers as a path to a stable, in-demand future and gives our communities the workforce to build what's next."

The Be Pro Be Proud Mobile Workshop features immersive simulators that allow participants to explore more than 16 high-demand occupations across construction, manufacturing, transportation and utilities. Each stop is tailored to regional workforce needs and brings together students, families, educators and industry partners to raise awareness of local career pathways.

To learn more about Be Pro Be Proud, visit beprobeproud.org.

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Gasket Picker

The Gasket Picker (GP1) is a precision service tool designed to quickly remove worn or damaged gaskets from hoses, fittings and adapters – one of the quickest and most affordable ways to prevent refrigerant leaks and extend the life of service equipment.

Its precision tip allows for controlled gasket removal without damaging sealing surfaces, and its compact size is easy to keep on every service truck, helping technicians perform fast, routine maintenance that saves replacement costs.

About the MalcoEdge HVACR Tool Line

The MalcoEdge portfolio brings together the tools HVACR professionals need to work smarter, safer and more efficiently – no matter the application. Built on Malco's trusted legacy and engineered for today's evolving refrigerants and service demands, MalcoEdge delivers job-ready solutions across vacuum, recovery, measurement, tube tools and service.

From system installs to diagnostics and maintenance, every MalcoEdge product is designed to reduce risk, improve accuracy and keep work moving forward. Thoughtfully engineered features, rugged construction and trade-pro input ensure each solution performs where it matters most: on the job.

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33RD Annual TACCA Greater San Antonio Fishing Tournament

The local San Antonio HVAC community traded service calls for calls to fish last month as over 100 anglers headed to Corpus Christi for TACCA– Greater San Antonio’s 33rd Annual Fishing Tournament. Contractor and Associate Members, coworkers, friends and families gathered for a weekend of good company, new connections and great catches.

The festivities kicked off Friday with the Captain’s Mixer at the Waterline at Doc’s, featuring a fabulous shrimp boil piled with potatoes, corn, sausage, plenty of cold beverages and a spectacular sunset over the Laguna Madre. Mother Nature clearly got the memo.

In honor of America’s 250th birthday, a little extra red, white and blue was added to the weekend. Every angler, committee member and volunteer received a special America-themed fishing shirt to mark the occasion.

Saturday delivered exceptional fishing, with every team weighing in their bounty of redfish, trout, and black drum. The tournament’s first-ever Junior Division added another reason to celebrate, welcoming young anglers into a longtime favorite TACCA tradition.

Then came the well-earned BBQ dinner, thousands of dollars in raffle prizes, two guns and a celebration of the winners, America and the HVAC community that made it all possible. Whether participants landed an award, a raffle prize, or simply a great weekend, there was plenty to celebrate.

The tournament’s impact reaches well beyond the coast. All funds raised stay in Greater San Antonio, supporting contractor training and education, strengthening the local HVAC industry and helping TACCA–GSA continue to serve its members.

“To every angler, member, sponsor, committee member and volunteer who helped make this weekend a success: ****THANK YOU!**** Your dedication, hard work and enthusiasm keep this longtime tradition going strong.”

****Congratulations to our winners—and thanks to everyone who made the 33rd annual tournament one for the books!****

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- 1st Aaron Mechanical - Jackson Packing
- 2nd Redfish, Refrigerant, & Regret - Beyer Air Conditioning
- 3rd Cash N Out - Beck Adventures

Heavy Red Fish

- 1st Slay the Bay - Johnstone Supply
- 2nd Hook Aquaholics - Beyer Air Conditioning

Heavy Trout

- 1st Fishing In Texas with the Lunas - Beyer Air Conditioning
- 2nd Salty Britches - Beyer Air Conditioning

Junior Heavy Fish

- 1st Hay Bales & Tails - Beyer Air Conditioning
- 2nd Fishing in Texas with the Lunas - Beyer AC

Spot Cash Pot

- Cash N Out - Beck Adventures

Black Drum Cash Pot - TIE

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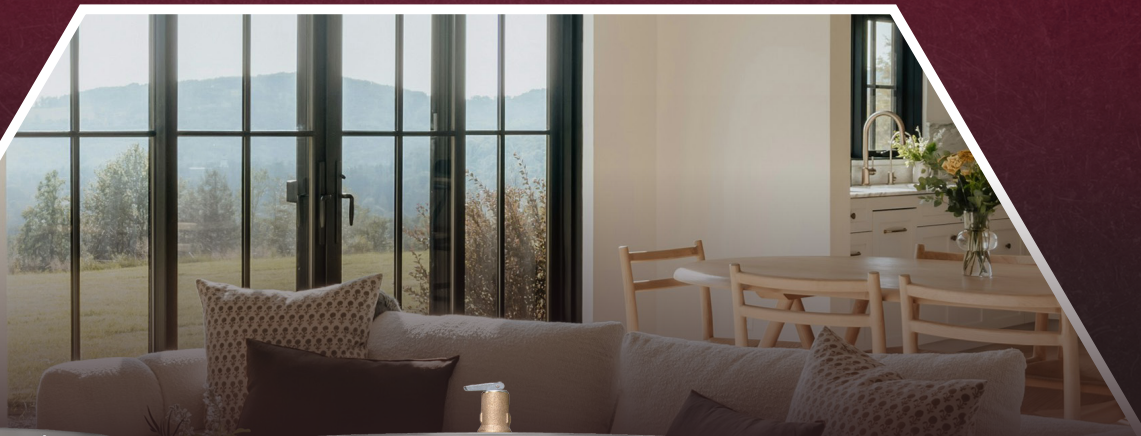


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ASHRAE Opens Abstract Submissions for 2027 Annual Conference in New Orleans

Atlanta – ASHRAE is accepting abstracts for conference papers for the 2027 ASHRAE Annual Conference, taking place June 12-16, 2027, in New Orleans, Louisiana.

The conference will bring together HVAC&R professionals, researchers, practitioners, building owners and industry leaders to share research, innovations and practical approaches addressing challenges across the built environment.

Authors are invited to submit abstracts for consideration within one of eight conference tracks:

Fundamentals and Applications

Covers foundational HVAC&R engineering principles, including thermodynamics, psychrometrics, heat transfer and fluid flow, as well as theoretical and applied concepts, design approaches and real-world experiences.

HVAC&R Systems and Equipment

Focuses on the development, application and operation of HVAC&R systems and equipment, including innovation, reliability, maintainability, cost effectiveness and energy efficiency.

Refrigeration and Refrigerants

Addresses advancements in refrigeration systems and refrigerant applications across industrial, commercial and specialty uses, including system performance, environmental impacts, refrigerant management and emerging technologies.

Research Summit

Highlights research that advances HVAC&R and the built environment. Submissions may include conference papers, seminars, forums, panel discussions and ASHRAE-sponsored research. The track also includes collaboration with ASHRAE’s archival research journal, *Science and Technology for the Built Environment*.

Building Decarbonization

Explores strategies to reduce building carbon emissions through energy efficiency, electrification, renewable energy integration, embodied carbon reduction and net-zero design.

Indoor Environmental Quality for Healthy Buildings

Examines indoor environmental quality and its relationship to occupant comfort, health, productivity and safety. Topics include ventilation, filtration, humidity control, air distribution, fire and smoke control, lighting, acoustics, hazardous spaces and the interaction between IEQ and building performance.

Owners and Operators

Focuses on practical approaches to optimizing building performance throughout the facility lifecycle, including commissioning, recommissioning, retro-commissioning, operations and maintenance, building analytics, fault detection, benchmarking, workforce development, resilience and total cost of ownership.

Mini-Tracks

Mini-tracks offer an opportunity to organize six to eight focused sessions around emerging or specialized topics that may not fit within an existing conference track. Individual sessions are submitted under the most appropriate conference track while contributing to a cohesive attendee experience.

Authors interested in proposing a mini-track can learn more about the requirements and submit their contact information for follow-up.

Authors whose abstracts are accepted will be invited to submit a full eight-page conference paper by February 17, 2027. Accepted papers will be included in the conference program and proceedings and may be considered for publication in *Science and Technology for the Built Environment*.

For more information and to submit an abstract, visit ashrae.org/2027Annual.

PRESENTS THE 2026

Cool Shots Clay Shoot

THURS., OCT. 29, 2026

8:30amRegistration

10:00amEvent Start time

1:00pmAwards Luncheon

3:00pmEvent ends

American Shooting Centers
16500 Westheimer Parkway
Houston, TX 77082

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\$350.00	\$400.00	\$1,400.00	\$1,600.00	
Price includes 100 Targets per shooter, a Golf Cart, Appropriate 12 or 20 gauge Ammunition, Ear and eye protection, Various 12 & 20 gauge loaner shotguns (limited availability), Lunch and Two (2) Drink tickets per person				Ask about our On Course Games \$25.00 member \$30.00 (non member shooter)

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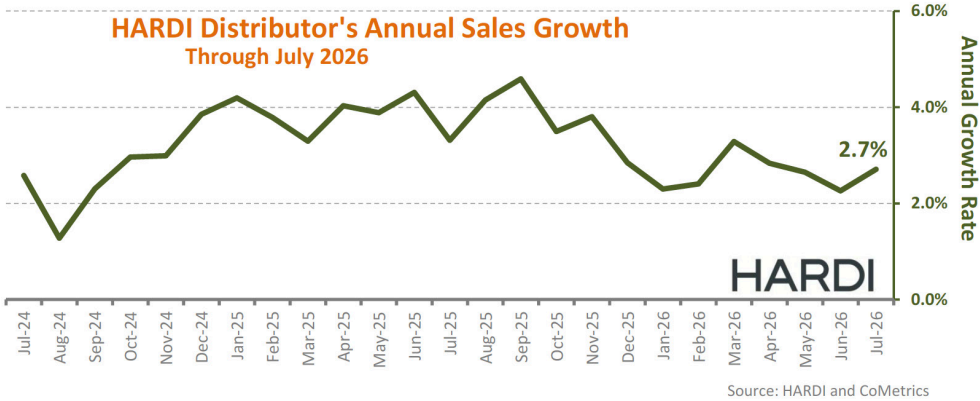
*As of print date. Event details are subject to change without notice. 8/26

HARDI

HARDI Distributors Report 6.7% Revenue Increase in July

Columbus, OH – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 6.7% during July 2026.

The annual sales growth for the 12 months through July 2026 is an increase of 2.7%.



“The 6.7% sales growth during July is the best monthly gain of the year, when comparing growth with the same number of billing days,” said Brian Loftus, Senior Market Analyst at HARDI. “The good report is not telling us much about the market. The strongest regions had the biggest cooling degree day increases, and the weakest regions had big cooling degree day declines.”

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 July 2026 was less than 37 days and comparable to July 2025. “End market demand has been subdued for more than two years. The steady DSO indicates the market is not deteriorating.”

“The housing market has been depressed, like consumer sentiment which is under pressure from stubborn inflation,” said Loftus. “The market is due for a change. We would have more confidence that signs of improvement could endure if inflation and interest rates would subside.”

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.

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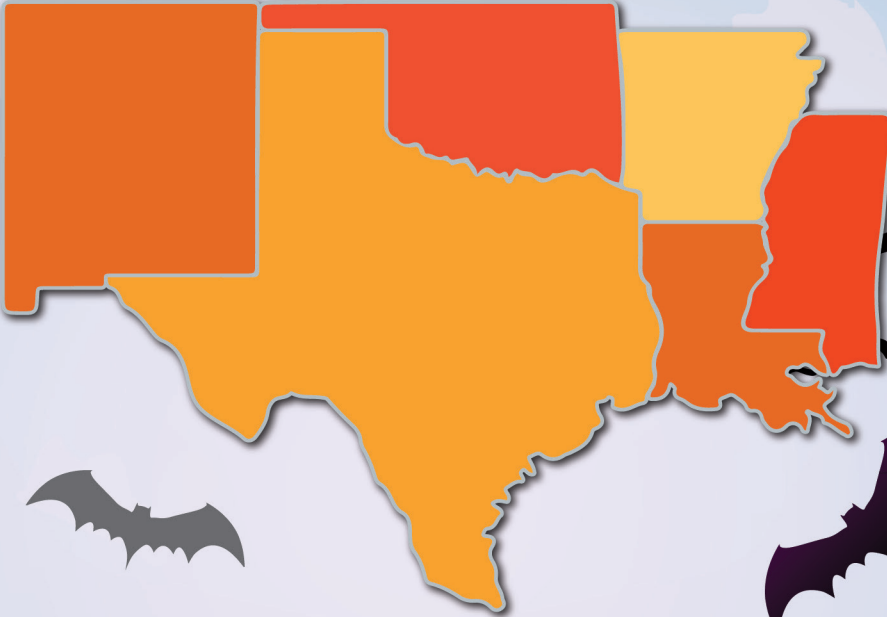


Solar Supply of Brenham TX Customer Appreciation



Photos courtesy of Solar Supply

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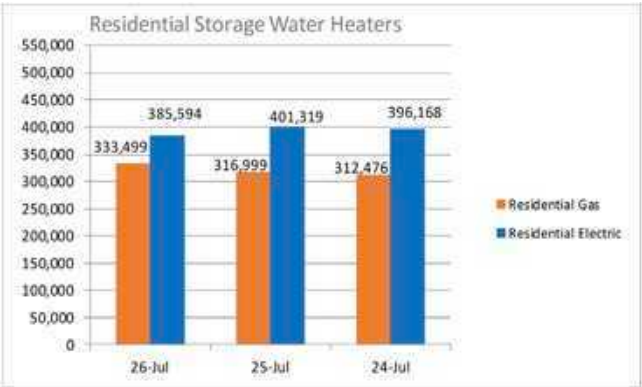
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AHRI Releases July 2026 U.S. Heating and Cooling Equipment Shipment Data

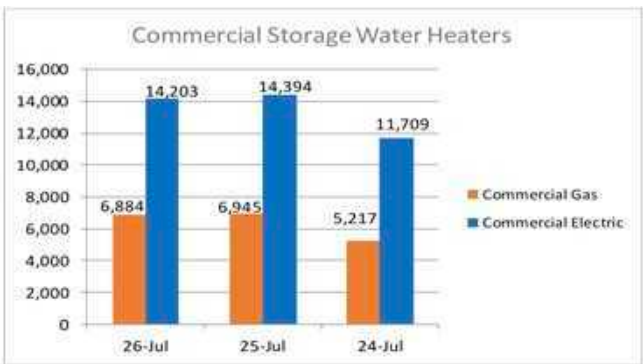
Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for July 2026 increased +5.2 percent, to 333,499 units, compared to 316,999 units shipped in July 2025. Residential electric storage water heater shipments decreased -3.9 percent in July 2026 to 385,594 units, compared to 401,319 units shipped in July 2025.



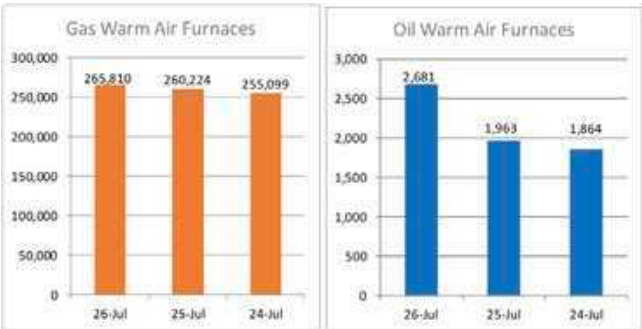
Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased -0.9 percent in July 2026, to 6,884 units, compared to 6,945 units shipped in July 2025. Commercial electric storage water heater shipments decreased -1.3 percent in July 2026, to 14,203, compared to 14,394 units shipped in July 2025.



Warm Air Furnaces

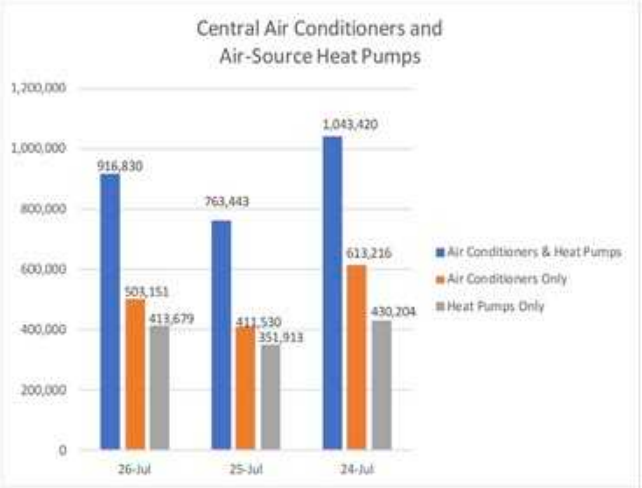
U.S. shipments of gas warm air furnaces for July 2026 increased +2.1 percent, to 265,810 units, compared to 260,224 units shipped in July 2025. Oil warm air furnace shipments increased +36.6 percent, to 2,681 units in July 2026, compared to 1,963 units shipped in July 2025.



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 916,830 units in July 2026, increased +20.1 percent compared to 763,443 units shipped in July 2025. U.S. shipments of air conditioners increased +22.3 percent, to 503,151 units, compared to 411,530 units shipped in July 2025. U.S. shipments of air-source heat pumps increased +17.6 percent, to 413,679 units, compared to 351,913 shipped in July 2025.



Month				YTD			
Size Description (000) BTUH	2026 Total	% Change from 2025	2024 Total	Size Description (000) BTUH	2026 Total	% Change from 2025	2024 Total
Under 16.5	46,137	+3.9	44,262	Under 16.5	246,269	-1.4	219,329
16.5-21.9	77,288	+19.7	127,021	16.5-21.9	513,904	+11.9	671,803
22-26.9	186,110	+26.6	221,248	22-26.9	1,191,241	+10.6	1,224,820
27-32.9	143,707	+30.4	151,296	27-32.9	855,121	+8.2	883,719
33-38.9	195,228	+24.8	212,554	33-38.9	1,204,475	+6.1	1,138,417
39-43.9	60,268	+3.3	64,131	39-43.9	378,714	-5.0	384,253
44-53.9	98,150	+15.8	103,885	44-53.9	605,594	+4.0	575,653
54-64.9	81,249	+15.3	88,423	54-64.9	471,523	-3.2	469,974
65-96.9	10,196	+12.7	10,345	65-96.9	55,593	+0.2	63,984
97-134.9	7,481	-0.5	8,727	97-134.9	44,289	+2.0	54,340
135-184.9	5,219	-3.5	5,747	135-184.9	31,963	+4.1	35,406
185-249.9	2,492	-7.6	2,491	185-249.9	15,319	+4.2	16,096
250-319.9	1,873	+49.0	1,781	250-319.9	10,524	+19.1	12,032
320-379.9	473	+34.4	395	320-379.9	2,456	+12.4	2,649
380-539.9	321	-4.5	389	380-539.9	2,188	-4.5	2,728
540-639.9	286	-0.7	322	540-639.9	1,990	+15.2	2,060
640-799.9	129	+8.4	144	640 & Over	814	+6.3	931
800.0-899.9	40	-14.9	68	800.0-899.9	298	+8.0	390
900.0-999.9	47	-51.5	86	900.0-999.9	449	-12.5	484
1,000.0-1,199.9	42	+27.3	23	1,000.0-1,199.9	251	+15.7	272
1,200.0 & Over	94	+49.2	82	1,200.0 & Over	543	+22.9	611
TOTAL	916,830	+20.1	1,043,420	TOTAL	5,633,518	+5.5	5,759,951

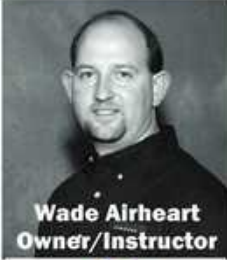
Notes and FAQs

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

October 8, 2026 11:30 pm - 1:00pm

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

Tulsa Lunch Meeting

No Schedule

OUBCC Mtgs

October 20, 2026 1:30 pm - 2:30 pm

Heat Pump Mtg

October 29, 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.

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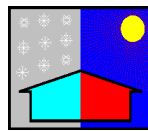
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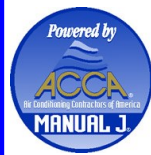
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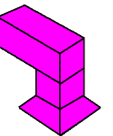
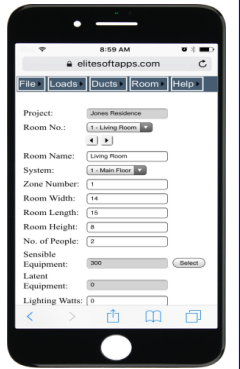


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