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Hunton Distribution Grand Opening in College Station



Pictures on page B4.

INSCO Distributing Grand Opening in Tomball TX



More pictures on page 22.

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AHR Expo Announces 2027 Innovation Awards Winners

Winning innovations will be on display in Chicago, Registration is free at ahrexpo.com

Westport, Conn. – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) today announced the winners of the 2027 AHR Expo Innovation Awards. Winners in ten industry categories are chosen annually, representing some of the most innovative products and technologies available in the market today.

"The recognition of an Innovation Award winner is a notable achievement in the HVACR industry," said Show Manager Jeff Stevens. "We're honored to recognize the commitment, ingenuity and hard work of these manufacturers and the teams behind them as they bring new and inventive solutions to market. The Innovation Awards not only celebrate these accomplishments, but also serve as a benchmark for excellence, highlighting the inventiveness and dedication to solving the industry's most challenging issues. It is a meaningful distinction of the work being done to move our industry forward."

Each year, the Innovation Awards draw hundreds of submissions from manufacturers showcasing breakthrough designs, never-before-seen solutions and meaningful advancements to existing products and technologies. Entries are carefully evaluated by a panel of third-party judges composed of distinguished ASHRAE members. Submissions are assessed based on overall innovative design, creativity of the product or service, real-world application and the potential to make a meaningful impact on the market.

"The Awards are an encouraging moment to see more manufacturers meeting industry challenges with creativity," continued Stevens. "The winning products, along with all of this year's finalists, demonstrate the HVACR industry's ability to respond to critical demands and evolving challenges with innovative solutions to support the shared goals of energy efficiency, compliance, cost-effectiveness and improved equipment performance."

An exciting benefit of flourishing innovation and as result the rising number of entries to the Innovation Awards is the ability to strengthen the industry through funding awarded to the AHR Expo Workforce Development program. A portion of entry fees is set aside to supplement programs offering HVACR academics. The program, celebrating its fifth year in Chicago, aims to trigger industry growth through experiences geared to inspire future members of the HVACR community.

BUILDING AUTOMATION
Winner: LumenRadio

COOLING
Winner: Thermal Energy HQ

HEATING
Winner: Eco-logical LLC

INDOOR AIR QUALITY
Winner: Kingspan Insulation LLC

PLUMBING
Winner: Milwaukee Tool

REFRIGERATION
Winner: Chemours

SOFTWARE
Winner: Rebar

SUSTAINABLE SOLUTIONS
Winner: SPX Cooling Tech

TOOLS & INSTRUMENTS
Winner: Belimo U.S. Inc.

VENTILATION
Winner: EffectiV

Experience Innovation in Chicago

One overall 2027 Product of the Year winner will be announced in a special reception in Chicago. This prestigious honor, selected from the 10 category winners, is awarded based on exceptional leadership in HVACR innovation.

"As new market opportunities emerge and demands on the HVACR industry continue to increase, innovative solutions to existing and new issues create a pathway to industry fulfillment and excellence in the built environment," said Kim Pires, AHR Expo. "The Innovation Awards give us a unique view into how manufacturers are responding, including where they are investing, what challenges they are collectively working to solve and how new technologies are evolving to meet the needs of the market. Each year, the entries provide a valuable snapshot of the movement taking place across the industry and the solutions being developed to pace HVACR forward."

For more information about the awards, AHR Expo, and to register for free, please visit ahrexpo.com or email: info@ahrexpo.com

Insco Distributing Open House and Golf Tournament



Pictures on page 21.

Transtar AC Supply End of Season Customer Appreciation



Pictures on page 14.

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ACCA and ICC Renew Alliance to Advance HVAC Codes, Standards, and Education

Alexandria, VA. — The Air Conditioning Contractors of America (ACCA) and the International Code Council (ICC) have announced an expanded alliance to strengthen collaboration between the two organizations on codes and standards, education, and issues affecting the HVACR industry.

ACCA and ICC have been working together since 2009; the expanded alliance provides an updated framework for ACCA and ICC to work together where interests are aligned.

"ACCA contractors work with building codes every day, so it is critical that the codes and standards governing HVACR systems are practical, technically sound, and enforceable in the field," said Martin Hoover, interim president and CEO of ACCA. "This agreement strengthens our longstanding relationship with ICC and creates new opportunities to bring the experience of contractors and code officials together."

ACCA and ICC intend to collaborate in three primary areas:

1. Codes and standards advocacy: The organizations will work together to support appropriate inclusion of ACCA design standards, including Manual J®, Manual D®, and Manual S®, within the International Codes (I-Codes), including the International Mechanical Code®, International Residential Code®, and International Energy Conservation Code®. ACCA and ICC will also participate in each other's standards and code development processes to encourage practical, enforceable, and technically sound requirements.

2. Education and professional development: ACCA and ICC will explore joint and cross-promoted educational programs, webinars, and seminars aimed at helping contractors understand code compliance while giving code officials greater insight into HVACR design and installation realities. The organizations will also explore opportunities to align ICC certification programs with ACCA training curricula.

3. Industry advancement and outreach: The organizations plan to explore joint awareness efforts emphasizing permitted work, professional HVACR design, and the risks associated with unlicensed installations. ACCA and ICC will also exchange research, data, and technical insights concerning emerging technologies, including low GWP refrigerants and heat pump adoption.

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LG Honors HVAC 'Premier Service Champions' with Inaugural Service Excellence Awards

Awards Recognize Top HVAC Partners for Commitment to Technical Support and Customer Service

Alpharetta, Ga. – LG Electronics USA has presented its inaugural LG Service Excellence Awards, recognizing premier distributors and applied representatives in the LG Premier Service Champion Program who have demonstrated exemplary technical support, field service capabilities and customer dedication. The awards were presented at the Preferred Service Champion Conference in Dallas, Texas, attended by HVAC industry professionals.



The LG Service Excellence Awards are part of LG's ongoing initiative to recognize partners who raise the standard for HVAC technical support in their local markets. As the first class of recipients within this new program, the honorees reflect LG's commitment to building a network of highly trained, field-ready service professionals.

2026 LG Service Excellence Award Honorees

Award winners were selected based on key criteria, including service engagement, commitment to ongoing training, field support capabilities and local customer satisfaction.

- ACR Supply Company, Inc.
- Air Purchases of New Hampshire, LLC
- Fields Mechanical Systems Inc.
- Hercules Industries
- Insight Partners
- Johnson Barrow, Inc.
- Midwest Applied Solutions, Inc.
- Thos. Somerville Co.
- Victor Distributing
- VP Supply Corp.
- Winsupply Midlothian
- National Winner: Hercules Industries

"As HVAC systems become more sophisticated, technical mastery and rapid field support have become essential differentiators," said Mark Rogers, director of Aftermarket Support, LG Electronics USA Air Conditioning Technologies. "Our inaugural Service Excellence Award honorees exemplify the highest standards of service. Their dedication to rigorous technical training helps ensure that contractors and LG customers receive top-level support, reliable uptime and peace of mind."

Preferred Service Champion Conference: Training and Collaboration in Dallas

The four-day 2026 Preferred Service Champion Conference brought together more than 200 total participants, including 150-plus partner representatives from more than 80 distributor and applied representative branches. Attendees participated in eight technical classes designed to deepen product knowledge and sharpen troubleshooting skills across residential and commercial product lines. Coursework covered critical industry topics ranging from Advanced Unitary A-Coil and Gas Furnace and Multi V i R-32 updates to a New Rooftop Unit Introduction and Airflow Diagnostics.

"At LG, 'We Win Together' is more than a conference theme – it's our commitment to shared success," said Rogers. "When channel partners across the country come together to solve complex field challenges as one team, the entire network grows stronger. Our goal is to ensure every LG technician in the field has the training and backing to get the job done right the first time.

LG Premier Service Champion Program

Launched in 2025, the LG Premier Service Champion Program equips LG distributors and applied representatives with advanced technical knowledge, hands-on training and industry resources. The program provides comprehensive education modules and expert-led workshops to enhance technical expertise and troubleshooting skills, raising technical support standards and helping to improve customer experiences across the industry and within local markets. Participants receive a minimum of 40 hours of LG product training annually, covering installation, diagnostics and servicing of LG HVAC products and controls.

For more information about LG's HVAC solutions and the Premier Service Champion Program, visit www.lghvac.com.

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Product News

Bosch Home Comfort Group Launches YORK® 2-Stage Furnaces That Deliver Quiet, Premium Comfort to Customers All Year Long

• The 2-stage systems can operate at partial capacity for more cost effective, uniform comfort and lower sound.

• An advanced set of features optimize installation and service, saving contractor time and ensuring lasting performance.

Dallas – Today, Bosch Home Comfort Group launched the YORK® Y82V and Y92V 2-Stage Variable Speed Furnaces, which deliver quiet, efficient comfort all year long. The Y82V is an 80% annual fuel utilization efficiency (AFUE) non-condensing furnace, which is an ideal primary or backup heat source in milder climates. For colder regions, the Y92V is an ENERGY STAR® 5.0-rated, 97% AFUE condensing furnace that helps improve energy efficiency and reduce utility costs over time.

"We know our customers and contractor partners are highly satisfied with the YORK® furnace portfolio and the value it has delivered over the years," said Lester Sherrow, product leader of furnace line, Bosch Home Comfort Group Americas. "In developing the new Y82V and Y92V, we built on the solid performance, reliability and ease of installation that our partners expect, adding new features that enhance year-round comfort, efficiency and serviceability."

By combining two-stage operation with variable-speed airflow, these furnaces deliver more consistent temperatures, quieter performance and improved overall comfort all year long. They can also reduce humidity in the summer, improve indoor air quality and reduce hot and cold spots in the home.

Designed with the installer in mind, the Y82V and Y92V are engineered to simplify installation, commissioning and service, helping contractors save time while delivering a high-quality homeowner experience. Key features include:

• **Digital commissioning** with three 7-segment LED readouts allows installers to set airflow faster and more accurately align thermostat and furnace-control settings

• **Contractor-friendly cabinet design** that accommodates the installation of an electrical box and/or disconnect switch, providing easier service access and more working space

• **Easily accessible service components**, including flame sensors, igniters and blowers, help reduce maintenance time and simplify routine service calls

• **Improved duct flanges** make coil installation and supply-air connections easier

• **Internally vented downflow kits** provide greater application flexibility for the condensing furnaces, especially in narrow closets and other tight spaces.

• **An advanced internal condensate trap** provides conversion to horizontal and downflow applications

"A professional installation is key to a great system experience," said Sherrow. "Installation lays the foundation for long-term system performance and homeowner satisfaction. That's why we engineered the YORK® Y82V and Y92V to help contractors more confidently install and service systems, so they can deliver the dependable comfort and performance homeowners expect."

DEWALT® Unveils Tool Connect™ Partner Network-Construction Industry's Largest Ecosystem for Seamless, Comprehensive Jobsite Asset Tracking

Towson, Md. – DEWALT, a Stanley Black & Decker (NYSE: SWK) brand and leader in total jobsite solutions, today announced the launch of the DEWALT Tool Connect™ Partner Network, a first-of-its-kind ecosystem that integrates leading technology providers to deliver the most comprehensive jobsite asset tracking solution in the construction industry.

According to a study of the National Incident-Based Reporting System (NIBRS)1, construction site theft continues to impact the U.S. industry, with annual losses ranging between $300 million and $1 billion in stolen equipment alone. Alarmingly, recovery rates remain dismally low - often under 25%, and in some cases below 7% - leaving most stolen assets unrecovered. Tool-specific losses are also substantial: U.S. construction sites lose tools valued at approximately $100 million annually.

The Tool Connect™ Partner Network builds on DEWALT's existing connected solutions, including mobile devices equipped with the DEWALT Tool Connect app, as well as the DEWALT Construction Asset Gateway (DCE082), a Bluetooth-enabled cellular gateway that attaches to job boxes and tool rooms to detect and locate nearby DEWALT Tool Connect™ tools and tagged equipment.

SEE DEWALT PG.17

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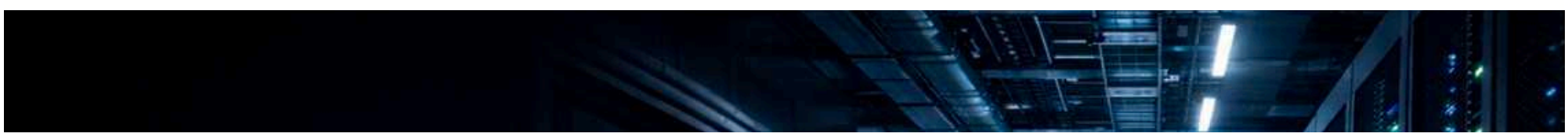
The Bard MEGA-TEC and BARD Engineered Products are the industry standard for exterior wall-mount cooling, specifically engineered for modular data centers and telecom shelters. It is built for 24/7 reliability in demanding environments.





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AHRI and Others File Opening Brief Against EPA's Technology Transitions Rule

On October 19, 2026, AHRI; HARDI; the Alliance for Responsible Atmospheric Policy; PHCC; and ACCA filed the joint opening brief in the U.S. District Court of Appeals for the D.C. Circuit in *Heating, Air Conditioning & Refrigeration Distributors International, et al. v. U.S. Environmental Protection Agency, et. al.* (Case No. #26-1168).

The joint brief argues that (1) the EPA failed to consider significant reliance interests caused by its 2023 Technology Transitions Rule; (2) the 2026 Technology Transitions Reconsideration Final Rule misreads the American Innovation and Manufacturing (AIM) Act, unreasonably disregards the statutory phasedown, and reverses the EPA's position without explanation; (3) the EPA's decision to make the delay provisions of the 2026 Rule effective 60 days instead of one year after promulgation violates the AIM Act; and (4) the EPA's justifications for the 2026 Rule run contrary to the record. The brief requests that the Court vacate the challenged portions of the 2026 Rule.

By way of background, on May 26, 2026, the EPA published the Technology Transitions Reconsideration Final Rule which, among other provisions, delayed until January 1, 2032, the commercial refrigeration transition requirements under the AIM Act. Specifically, the EPA delayed the 150/300 GWP requirements for supermarket systems, remote condensing units, and cold storage warehouses. EPA replaced these requirements with interim 1,400 GWP limits for supermarket systems and remote condensing units and an interim 700 GWP for cold storage warehouses.

AHRI and the Alliance filed petitions for judicial review in the D.C. Circuit to challenge the delays to the transition dates for retail food remote condensing units and supermarket systems, while taking no position on the cold storage warehouse delay. Those petitions, and others filed by HARDI, several states, NRDC, and Alta Refrigeration, Inc., were eventually consolidated into one. The EPA's brief is due to the court on December 18, 2026. AHRI will update members on the developments in this case as they occur.

First published by AHRI Update 10.22.206

Acme Refrigeration Hosts Annual Customer Fishing Trip







Acme Refrigeration recently hosted its annual customer fishing trip September 30 through October 2 at Hackberry Rod & Gun in Hackberry, Louisiana.

The three-day event brought together representatives from 11 valued customer companies, along with members of the Acme team, including several Sales Managers, the Director of Sales, and the Vice President of Sales.

The annual fishing trip provides Acme with an opportunity to show appreciation to its customers while stepping away from the day-to-day business to enjoy great fishing, good food, and fellowship. It also gives customers and the Acme team an opportunity to strengthen relationships and create lasting memories outside of the office.

A little friendly competition added to the excitement, with guests competing for the biggest catch of the trip. Jacob with Corder Services took home this year's top honor with an impressive redfish measuring over 32 inches. Congratulations, Jacob, on a great catch!

Acme Refrigeration would like to thank all of the customers who joined us and helped make this year's trip such a success. We sincerely appreciate your continued business, friendship, and support.

We look forward to another great trip next year and to creating more memories with our customers along the way!

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It's On My Heart: Who's Got Your Back?



Jim Hinshaw

Jim Hinshaw has been a consultant to the trades for over 50 years. He has worked with companies from $250,000/year to over $500 million/year. He can be reached at salesguy12@gmail.com. Cell: 602-369-8097

Just made a decision to leave my position at a company that I had been involved in for over 6 years, VP of Sales. It was time to leave, time to re-focus with my wife, go on some long walks, eat more meals together, all that important stuff.

But there are a lot of decisions that I had to make when you are leaving a job you love like I had, and much time spent in prayer. Here is what happened to me during this time. I am part of a prayer team in my Rotary group; we pray over funerals, weddings, births, illnesses, and even job changes. All sorts of things happen in life. So last weekend I shared that I was going through a time of reflection with my Rotary Prayer team; I needed help with the next steps. They were supportive and said that I have been praying for them for years; they are honored to be praying for me.

This is not just about them being prayer warriors, although that is really great. It is all about what happened next. i got a call on Monday evening, around 7:30 PM from a number I didn't recognize. I answered, felt like I should, turns out it was one of my Rotary members calling, and will call him Andy, since that is his name. I answered, heard him say: "you guys go ahead, I will catch up in a few minutes". I asked him how he was doing; he said he was in Chicago at a meeting for people who do what he does and going to dinner with a group of guys. He interrupted the dinner walk to call me and check in. I told him that no matter what happens next, the fact he gave me time to share what was going on in my life, actually took time out of a dinner meeting to call me in the evening, made me feel special.

Another moment that made a huge impression on me, one of the members of our church reached out to ask me how things were going, I had shared with our group that I had some decisions to make. I told him things were moving forward and I felt really good about it. He reached out again today, just to let me know he was thinking about me (praying for me).

I have been involved with lots of people as they go through life, giving them support and encouragement. And in many cases, reaching out later to let them know they are still on my list. This article is called, Whose Got Your Back? Who is on your list?

Most people we interface with today are going thru something, could be financial (that opportunity is on the rise), emotional, physical, health and family are also creating concerns for folks of all ages. In some cases, I do understand that these problems could be self-induced. That doesn't make them any easier; life gets harder when you are facing a crisis of any kind.

So, this circles back to my article last month, when I shared my response to the question: How are you doing? When the person you are talking to says things like fine, OK, getting by, they may be lying. They could use help and support of any kind, just someone to listen to them can be a blessing. Turns out when you offer that sort of support; two things happen. They are encouraged and you feel better just by being involved.

My message this time is simple, start looking for a person going through something, then let them know you will help them get through it. Could be a neighbor, friend, co-worker, or even a family member. That last group is probably the most important, family members don't always show how they are hurting, they don't want to be judged.

Another reason this is a good idea is what we are going through with jobs and businesses. Many of us are facing terminations, layoffs, and demotions because the business is just not doing what it used to do, both in revenue and the bottom line.

Again, in my case, just got a handwritten card from one of my Rotary members, encouraging me to realize that I am part of a plan that may not be completely unveiled yet. Things are in play that will surprise me and delight me. I am ready, thanks for reading, we'll talk later.

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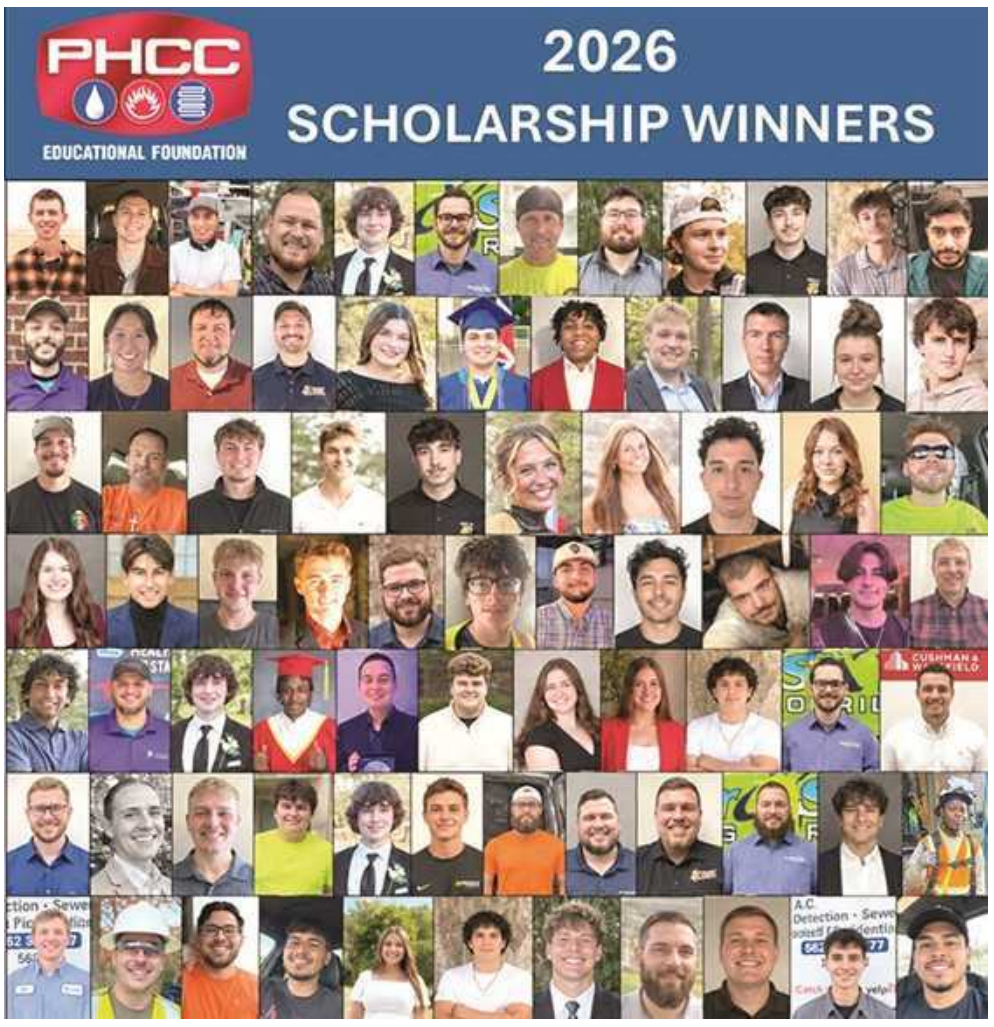
GEMAIRE DISTRIBUTORS

PHCC Educational Foundation Boosts Workforce Development Efforts; Awards Eighty (80) Students with $200,000 in Scholarships

Falls Church, Va.—The Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation is proud to announce the winners of our 2026 scholarship program. With eighty (80) students selected to receive scholarship awards, the Foundation has set a new milestone for the most scholarships it has ever awarded in a single year. These winners have been awarded funding totaling up to $200,000. Applicants must be plumbing or HVAC apprentices or trade school students, or college students pursuing studies directly related to the plumbing-heating-cooling industry.

Helping to boost the number of awards available this year were newly created scholarships sponsored by Bernzomatic and Zoeller Pump Company. Bernzomatic's support was particularly notable, as the company provided support for 18 awards this year. HomeServe also expanded the number of awards they sponsored for the current program year.

This year's set of winners includes 52 apprentices and trade school students plus 28 college students. "We're proud to continue providing these awards to help make a career in the skilled trades more accessible," said Foundation Chair Patrick Wallner of Wallner Plumbing in Redding, Calif. "The continued support of our sponsors and donors is what



makes this program possible. They recognize the importance of investing in the next generation of skilled trades professionals and helping build a strong future for our industry."

"Receiving this support means a lot to me as I continue my education in the HVACR Engineering Technology program at Ferris State University. This scholarship directly helps me to stay focused on my coursework and hands-on training. Being recognized by an organization so closely tied to the trade industry is a huge vote of confidence in my goals and work ethic." wrote student Seth Reiffer of Caledonia, Michigan, in a thank you note to the Foundation donors.

The Foundation extends our congratulations to all our winners and our thanks to the contractor donors and corporate sponsors who make these awards possible. The full list of scholarship sponsors includes A.O. Smith, Bernzomatic, Bradford White Corporation, Delta Faucet Company, Ferguson Cares Foundation, Home Depot Pro, HomeServe, InSinkErator, RIDGID, State Water Heaters and Zoeller Pump Company. Additional funding was provided by the Massachusetts PHCC Auxiliary, the PHCC Past National Officers, Bill Jones, Gerry Kennedy, the estate of Gil Meyerowitz and by the generous donations made by PHCC contractors.

The 2027 PHCC Educational Foundation scholarship program will open for applications in January, with all submission materials due by May 1st. Information on the scholarship program, plus full details on our 2026 scholarship winners, photos and thank you notes can be found at https://phccfoundation.org/scholarships.

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Transtar AC Supply End of Season Customer Appreciation

Transtar AC Supply held an end of the season customer appreciation day on Tuesday October 13th at their I-10 location. The event featured lunch, door prizes and sales specials for all that attended. The event was held from 11-2.











Photos courtesy of Transtar Supply

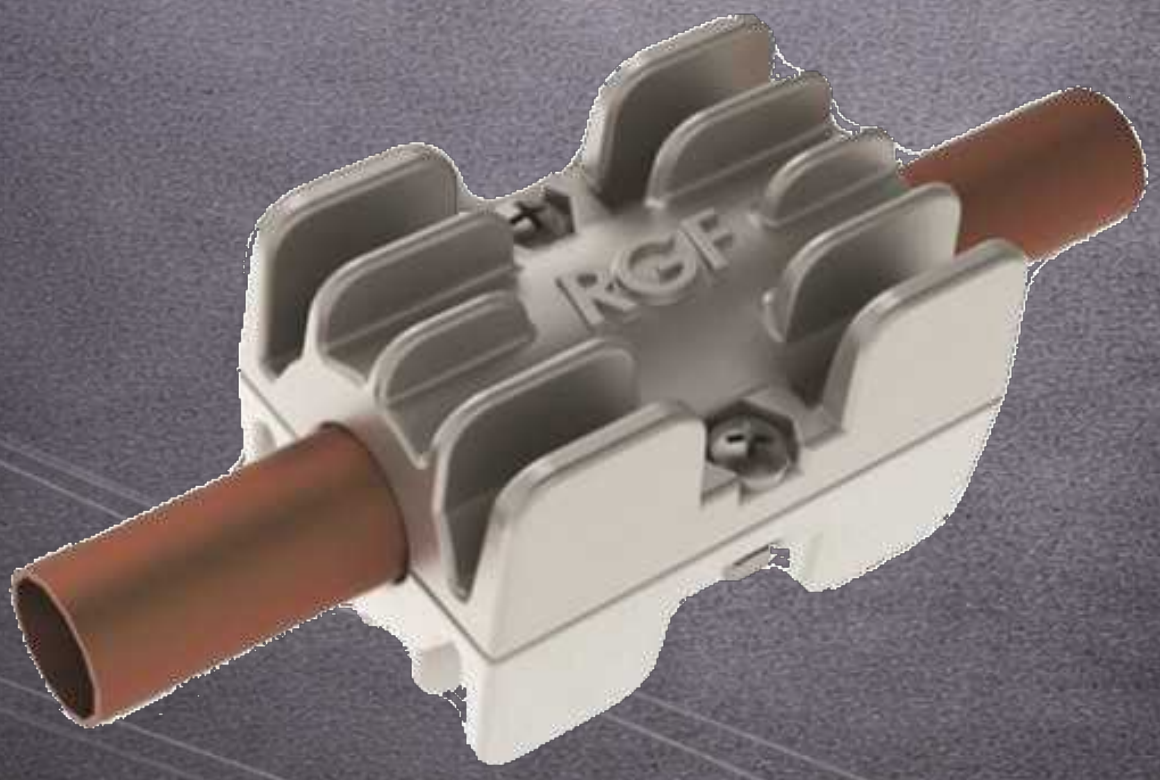


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Gemaire Texas Celebrates Another Successful Annual Dove Hunt at G2 Ranch

Pearsall, Texas – Gemaire Distributors' Texas Division welcomed 66 customers representing 21 different companies to the beautiful G2 Ranch in Pearsall, Texas, October 2–4, 2026, for a weekend filled with dove hunting, delicious food, camaraderie, and a little friendly competition.

The annual event has become a special tradition for Gemaire Texas, bringing together HVAC contractors and industry partners from across the state for an opportunity to step away from their busy schedules, enjoy the great outdoors, and strengthen the relationships that make the HVAC industry so special.

Guests enjoyed the beautiful South Texas landscape, comfortable accommodations, experienced hunting guides, and exceptional hospitality provided by the G2 Ranch team. Whether guests were seasoned hunters or simply there to enjoy the experience, the weekend offered plenty of opportunities to connect, share stories, and make lasting memories.

Of course, no Texas hunting trip would be complete without great food, a few hunting stories, and plenty of laughs. While some guests may have had better aim than others, everyone walked away with something even better — new memories and stronger friendships!

"At Gemaire Texas, our customers are more than just business partners. They're the reason we do what we do," said the Gemaire Texas Marketing Team. "Events like our annual dove hunt give us the opportunity to show our appreciation, build relationships outside of the everyday business environment, and simply enjoy spending time together."

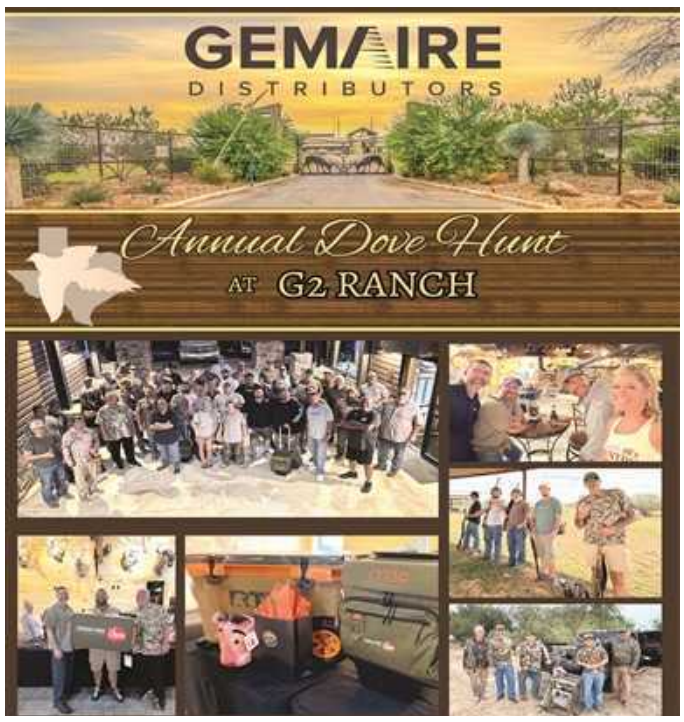
The event reflects Gemaire Distributors' continued commitment to building strong, long-term partnerships with HVAC professionals throughout Texas. Beyond providing quality HVAC equipment, parts, and supplies, Gemaire believes that investing in customer relationships is an important part of doing business.

Gemaire Texas extends a heartfelt thank-you to all 66 customers who attended and to the entire G2 Ranch team for their outstanding service, hospitality, and attention to detail.

Great ranch. Great hunting. Incredible food. And most importantly, the best customers in Texas!

Gemaire Texas looks forward to continuing this annual tradition and creating even more memorable experiences with its valued customers in the years ahead.

From all of us at Gemaire Texas — thank you for your continued partnership and for making the 2026 Annual Dove Hunt another one for the books!



In Memoriam: Brian Lamar Ohlenbusch



Brian Lamar Ohlenbusch, 64, joined his heavenly Father in eternal rest on October 17, 2026.

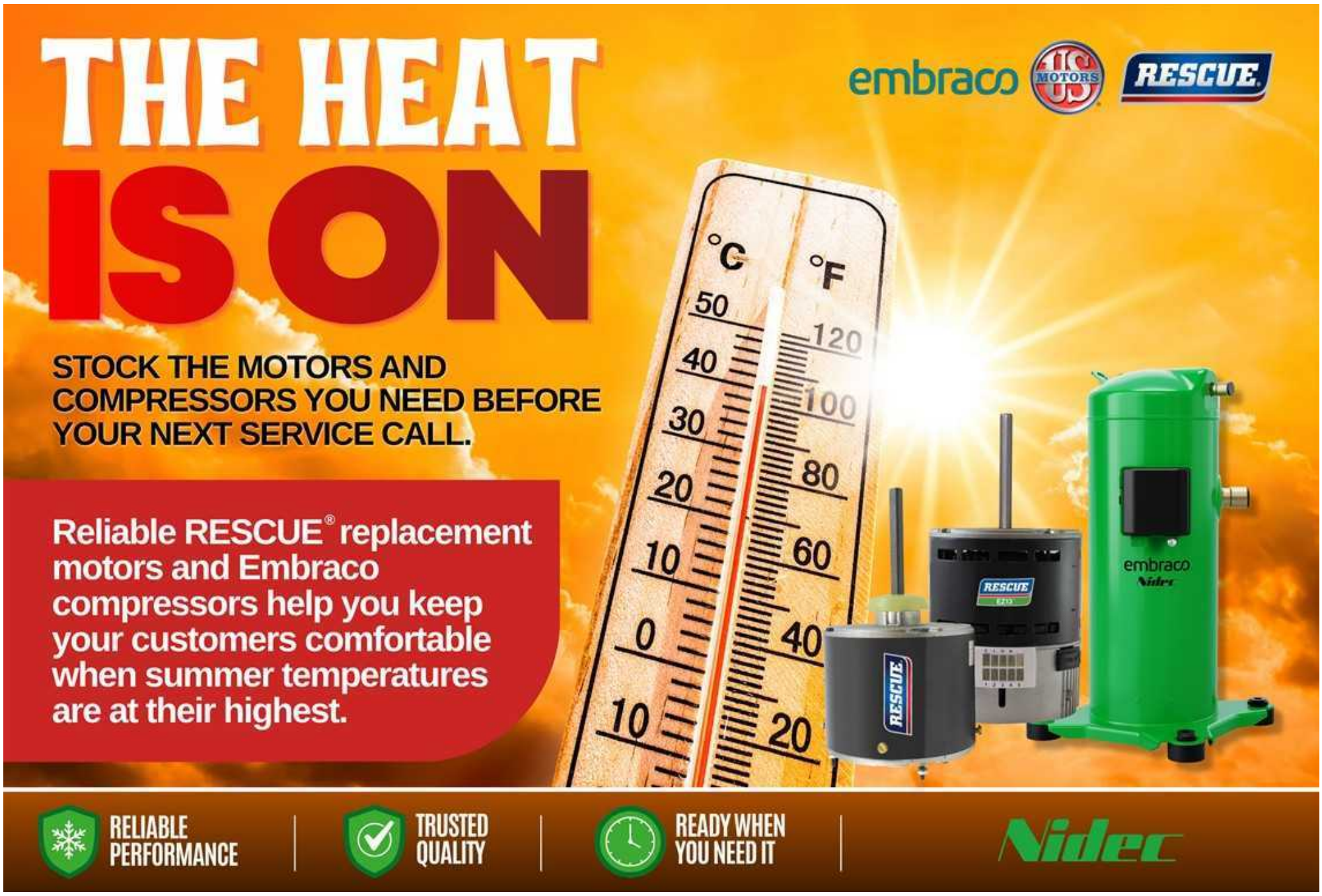
Brian was born on April 14, 1962, in Escondido, California. He grew up in the close-knit community of Bulverde, Texas, and attended Smithson Valley High School, where he excelled as both an accomplished athlete and a student leader. Brian played center on the varsity football team and catcher on the varsity baseball team. Demonstrating an early passion for leadership and community, he served on the student council and was class president throughout all four years of high school. He was also an active member of the Comal County FFA before graduating in 1981.

Following graduation, Brian attended Blinn College in Brenham, Texas, before joining the family business, Alamo Crane Service, on April 29, 1983, as the company's very first hired employee. Over a dedicated 42-year career, Brian was a foundational pillar of Alamo Crane's success. He began his journey as a crane operator and transitioned into sales in 2007.

A celebration of Brian's life will be held at the Ohlenbusch family ranch on Saturday, November 21, 2026, at 12:00 PM:

M & M Ranch

2252 Limestone Ledge, Spring Branch, TX 78070



Ferguson Hosts Training with Victoria Apartment Association

The Victoria Apartment Association in conjunction with Ferguson Enterprises hosted an all day training with examination at the Pinnacle Pointe Apartments learning center in Victoria TX on Tuesday October 6th. The training had 20 attendees and was proctored by Jason Carson, one of Ferguson's Technical Service Advisors in Texas.





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Partner integrations extend this detection capability by leveraging each partner's existing infrastructure as additional detection nodes —capturing DEWALT tool and equipment locations wherever partner hardware is present. Partners include:

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• **Trackunit:** The construction industry's leading telematics and intelligence platform for off-road equipment, enabling Trackunit-connected machines to detect DEWALT Tool Connect™ tools on and around heavy equipment and machinery on the jobsite.

• **BoxLock:** Innovator in intelligent access control solutions, enabling BoxLock-secured storage units to serve as detection points that log DEWALT tool location when tools are accessed or nearby.

"Our customers have told us that the network is the largest challenge in deploying tool tracking at scale," said Eric Loeliger, Director of Product Management, DEWALT. "The Tool Connect™ Partner Network solves this by turning the infrastructure customers already have — their fleet vehicles, their heavy equipment, their smart locks — into a tracking network for their DEWALT tools. They get a single view of where their tools are, with significantly less effort. This is the broadest network of its kind in the industry."

Today's construction professionals face the challenge of tracking assets across various locations—trucks, worksites, warehouses, and heavy equipment—using fragmented systems that can lead to gaps in visibility. The Tool Connect™ Partner Network solves this by consolidating premier technology providers into one connected platform. Additional partners — including telematics providers and platforms spanning ERP, estimating, and other critical workflows — are expected to join the network in the coming year.

Existing Tool Connect™ customers can activate partner integrations today through the Tool Connect™ website.

For organizations new to Tool Connect™ , create your account at https://toolconnect.dewalt.com/create-account or contact toolconnectsupport@sbdinc.com or your DEWALT representative to get started.





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Insco Distributing Open House and Golf Tournament

Insco Distributing held an Open House and Golf Tournament in El Paso TX on October 14th and 15th. The Open House was held at their store in El Paso and included a vendor fair and catered lunch. The Golf Tournament was held the next day on the 14th at the Butterfield Trail Golf Course also in El Paso. The Golf Tournament benefitted the Make-A-Wish Foundation and this was the 9th year Insco hosted the charity tournament.



























Insco Distributing Grand Opening in Tomball TX

Insco Distributing held a Grand Opening for their new store in Tomball TX on Thursday October 8th during lunchtime. The event had a catered lunch, prizes and a vendor fair. The new store opening was very well attended. The new location is at 14409 Alice Road, Suite A, Tomball TX 77377.





































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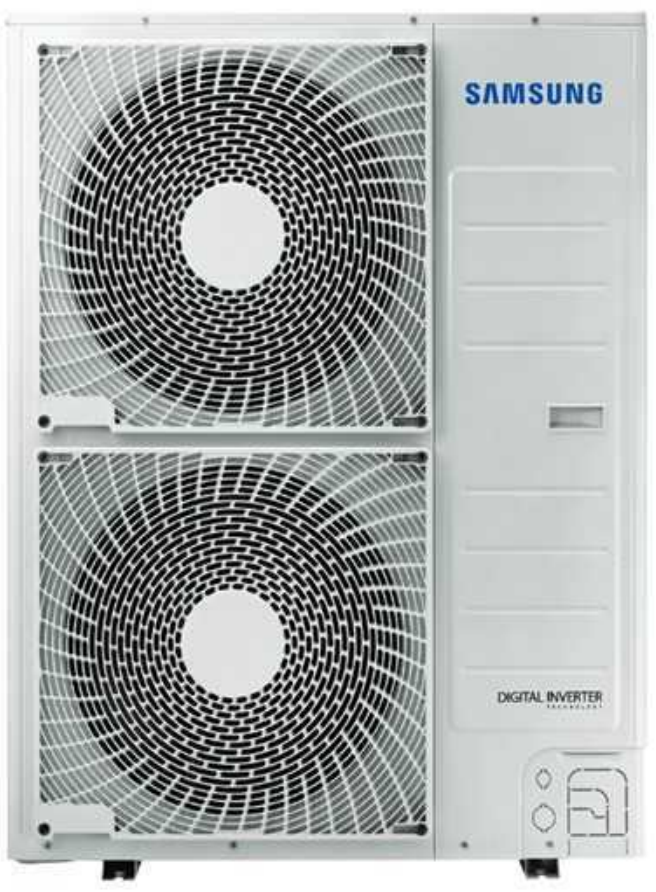
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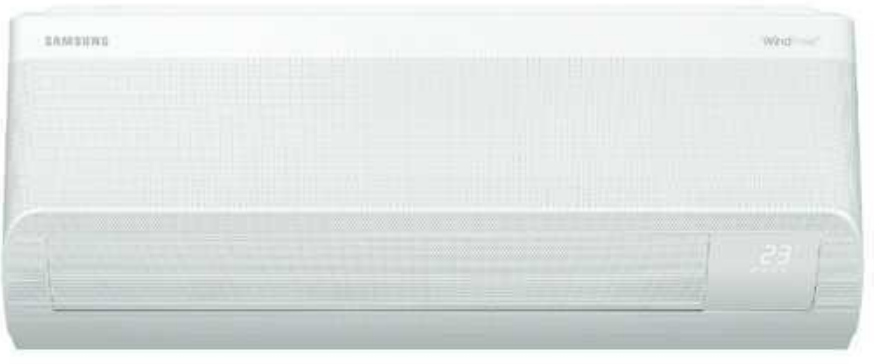
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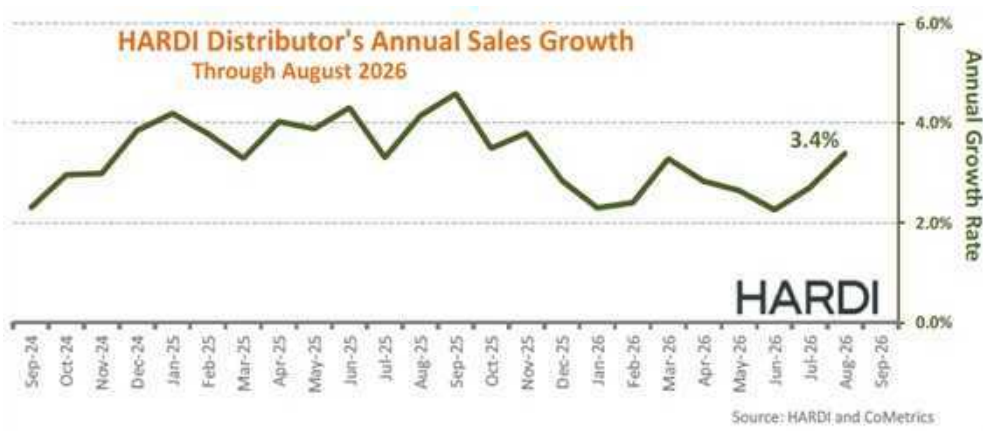
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HARDI

HARDI Distributors Report 7.6% Revenue Increase in August

Columbus, OH – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 7.6% during August 2026.

The annual sales growth for the 12 months through July 2026 is an increase of 3.4%.



"July and August were the best back-to-back sales growth since late 2022 after the sales growth peaked," said Brian Loftus, Senior Market Analyst at HARDI. "The 7.6% gain this month was helped by warmer than normal temps against below normal temps in most regions last August."

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 August 2026 was less than 37 days which is about the same as July, and comparable to July and August last summer. "The DSO is not indicating any market stress. We expect it to increase the next few months as part of the normal seasonality."

"It is nice to see a couple of good months of sales growth," said Loftus. "That is a more encouraging headline than the increasing inflation and interest rates."

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.

ASHRAE NEWS



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

ASHRAE Building Decarbonization Conference Draws 450 Attendees to Explore Practical Solutions

Atlanta – The ASHRAE 2026 Building Decarbonization Conference brought 450 building industry professionals to Seattle, Washington, to explore practical strategies, emerging technologies and collaborative approaches for reducing building emissions and improving energy performance.

The three-day conference under the theme *"Decarbonization That Delivers: From Policy to Projects to Performance,"* featured 40 technical sessions, seven sponsor technology talks and three keynote presentations. The technical program addressed the challenges of translating decarbonization goals into actionable solutions across new and existing buildings, bringing together perspectives from industry, government, research and building operations.

"The progress we make on building decarbonization depends on our ability to bring people together, share knowledge and turn ideas into meaningful action," said 2026-27 ASHRAE President Sarah E. Maston, P.E., BCxP, LEED AP BD+C. "This conference created the perfect opportunity for professionals across our industry to learn from one another, explore practical solutions and build the partnerships needed to advance building performance and resilience."

The keynote program included *"Stronger Than the Break: Lessons for Big Impact from the Recovery Room for the Decarbonization Movement,"* presented by Stet Sanborn, which explored how resilience, collaboration and innovative thinking can help expand the impact of decarbonization efforts. A keynote panel, *"Harmonizing Policy, Reducing Burden: State Leadership in Coordinated BPS Development,"* brought together state and local leaders to discuss how building performance standards can be better coordinated across jurisdictions. Panelists explored ways to streamline compliance, align policy approaches and balance statewide consistency with local needs.

The ASHRAE Center of Excellence for Building Decarbonization also presented a *Future Strategy Priority Forum*, providing an opportunity to examine priorities and strategies for advancing building decarbonization.

The conference's most-attended sessions reflected strong interest in practical strategies for moving building decarbonization projects forward. *"From Low-Cost Wins to Capital Projects: Making the Business Case for Decarbonization"* explored ways to build support for decarbonization investments, while "Decarbonization Tools, Costs and Case Studies" examined resources and real-world examples to inform project decisions. Attendees also showed interest in emerging technologies and financial incentives through "The Cool Kids of Decarbonization: Exhaust Air Heat Recovery, Thermal Energy Storage, and Geothermal plus the Incentives that Make Them Pencil." These sessions highlighted the importance of connecting technical solutions with sound financial strategies to make decarbonization projects achievable.

One first-time attendee of the ASHRAE Building Decarbonization Conference praised the breadth of expertise represented throughout the event.

"I was genuinely impressed by the organization, session content and overall experience," the attendee said. "Hearing directly from manufacturers, learning about emerging tools and research, and engaging with policymakers and practitioners provided a well-rounded view of the challenges and opportunities associated with building decarbonization. The networking opportunities, both during sessions and at receptions, were also valuable."

The 2027 ASHRAE Building Decarbonization Conference will take place November 3-5, 2027, in Los Angeles, California.

For more information about ASHRAE conferences, technical resources and educational opportunities, visit ashrae.org.

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Hunton Distribution Grand Opening in College Station

Hunton Distribution held a Grand Opening at their new College Station location on Thursday October 22nd from 10-2. The event had a catered lunch, vendor fair and lots of door prizes. A ribbon cutting ceremony was also held during the very well attended opening. The new location is at 4930 Lakeway Drive, College Station TX 77845.





























Hunton Distribution Grand Opening in College Station con't.





















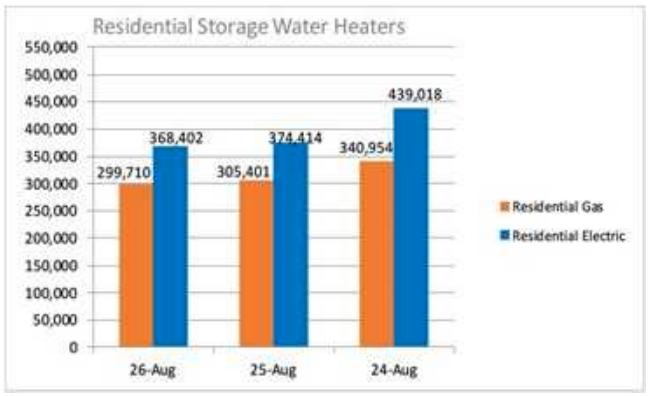




AHRI Releases August 2026 U.S. Heating and Cooling Equipment Shipment Data

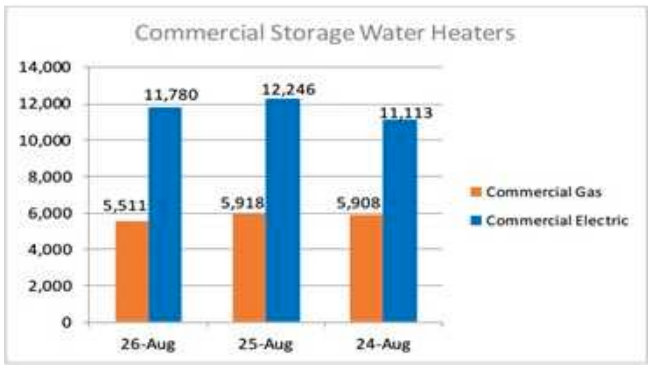
Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for August 2026 decreased -1.9 percent, to 299,710 units, compared to 305,401 units shipped in August 2025. Residential electric storage water heater shipments decreased -1.6 percent in August 2026 to 368,402 units, compared to 374,414 units shipped in August 2025.



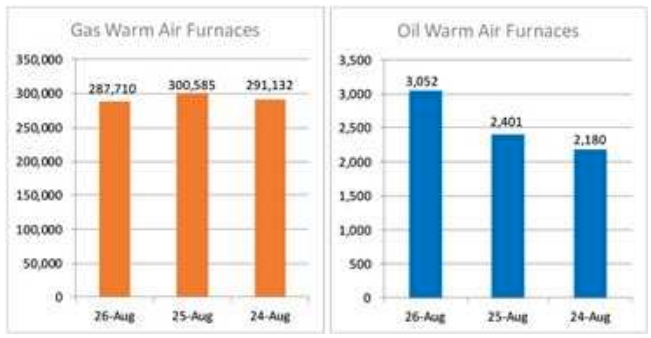
Commercial Storage Water Heaters

Commercial gas storage water heater shipments decreased -6.9 percent in August 2026, to 5,511 units, compared to 5,918 units shipped in August 2025. Commercial electric storage water heater shipments decreased -3.8 percent in August 2026, to 11,780, compared to 12,246 units shipped in August 2025.



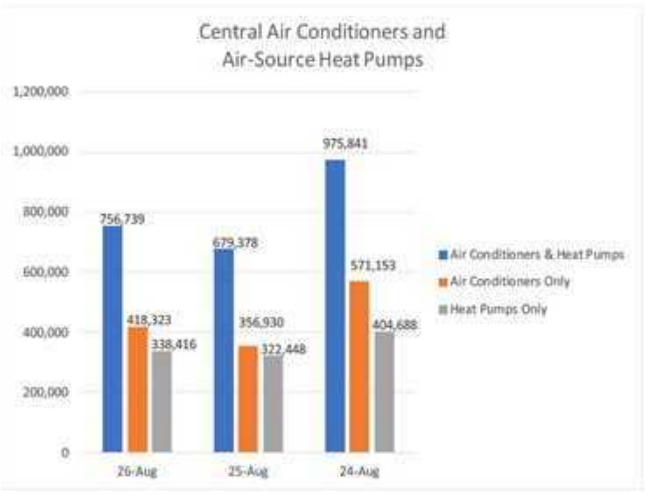
Warm Air Furnaces

U.S. shipments of gas warm air furnaces for August 2026 decreased -4.3 percent, to 287,710 units, compared to 300,585 units shipped in August 2025. Oil warm air furnace shipments increased +27.1 percent, to 3,052 units in August 2026, compared to 2,401 units shipped in August 2025.



Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 756,739 units in August 2026, increased +11.4 percent compared to 679,378 units shipped in August 2025. U.S. shipments of air conditioners increased +17.2 percent, to 418,323 units, compared to 356,930 units shipped in August 2025. U.S. shipments of air-source heat pumps increased +5.0 percent, to 338,416 units, compared to 322,448 shipped in August 2025.



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.

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

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	36,539	-17.5	44,223	Under 16.5	282,808	-3.8	263,552
16.5-21.9	62,022	+1.6	111,134	16.5-21.9	575,926	+10.7	782,937
22-26.9	146,440	+19.2	198,925	22-26.9	1,337,681	+11.5	1,423,745
27-32.9	108,048	+15.1	159,707	27-32.9	963,169	+8.9	1,043,426
33-38.9	165,538	+17.2	195,622	33-38.9	1,370,013	+7.4	1,334,039
39-43.9	53,522	+11.8	58,506	39-43.9	432,236	-3.2	442,759
44-53.9	87,286	+18.2	99,820	44-53.9	692,880	+5.6	675,473
54-64.9	71,153	+5.1	77,616	54-64.9	542,676	-2.2	547,590
65-96.9	8,407	-3.9	9,710	65-96.9	64,000	-0.4	73,694
97-134.9	7,539	+4.1	8,759	97-134.9	51,828	+2.3	63,099
135-184.9	4,737	-9.9	5,740	135-184.9	36,700	+2.0	41,146
185-249.9	2,593	-2.8	2,722	185-249.9	17,912	+3.1	18,818
250-319.9	1,521	+4.1	1,782	250-319.9	12,045	+17.0	13,814
320-379.9	367	+15.8	375	320-379.9	2,823	+12.8	3,024
380-539.9	365	+22.9	389	380-539.9	2,553	-1.4	3,117
540-639.9	307	+32.3	371	540-639.9	2,297	+17.3	2,431
640-799.9	127	+24.5	134	640 & Over	941	+8.4	1,065
800.0-899.9	61	+13.0	50	800.0-899.9	359	+8.8	440
900.0-999.9	73	-20.7	79	900.0-999.9	522	-13.7	563
1,000.0-1,199.9	48	+9.1	48	1,000.0-1,199.9	299	+14.6	320
1,200.0 & Over	46	-38.7	129	1,200.0 & Over	589	+13.9	740
TOTAL	756,739	+11.4	975,841	TOTAL	6,390,257	+6.2	6,735,792





CALENDAR OF EVENTS

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

OK City Monthly Meeting

November 12 ,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

November 17, 2026 1:30 pm - 2:30 pm

Heat Pump Mtg

November 26 ,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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