



# Air Conditioning TODAY



DECEMBER 2024

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## Coastal HVAC Supply Customer Appreciation Lunch



Pictures on page B13.

## Winsupply RGV 4 Year Anniversary



Pictures on page B20.

## ACES Supply Customer Appreciation Day



Pictures on page B22.

## AHR Expo releases 2025 Education Program

*Professionals from the field provide insight, tips and best practices on current industry trends*

**Westport, Conn.** – The AHR Expo (International Air-Conditioning, Heating, Refrigerating Exposition) today released the full schedule for the 2025 AHR Expo Education Program. This year’s program will feature more than 250 sessions, including free industry seminars, a robust panel series lineup, new product presentations and more.

“Educating our current and future workforce is an area of dedicated attention and effort across most industry conversations,” said Show Manager, Mark Stevens. “Over the years, the AHR education program has grown into an important complementary asset to the show floor experience, lending an opportunity for deeper understanding of what’s happening within the industry, how to apply skill and knowledge, and how to prepare for shifts.”

The AHR Expo Education Program provides attendees with expert advice aimed to better understand real-world application and learning relating to current trends and

practices across the industry. Areas of niche discipline, as well as broader discussion of topics that stretch the full supply chain, will be available to stimulate industry conversation and professional development.

“AHR Expo is a unique opportunity to pair session learning with application practice due to the complementary aspect of our education programming and the exhibition floor,” said Kim Pires, Director of Education. “Taking learning one step further, attendees can apply what they’ve just learned in a classroom to products, technology, or conversations on the show floor—creating a valuable opportunity that’s hard to find elsewhere in the industry.”

Attendees can expect the program to address a wide variety of topics and are encouraged to explore the full program on the website.

### ABOUT THE AHR EXPO

The AHR Expo is the world’s

premier HVACR event, attracting the most comprehensive gathering of industry professionals from around the globe each year. The show provides a unique forum where manufacturers of all sizes and specialties, whether major industry brands or innovative start-ups, can come together to share ideas and showcase the future of HVACR technology under one roof. Since 1930, the AHR Expo has remained the industry’s best place for OEMs, engineers, contractors, facility operators, architects, educators and other industry professionals to explore the latest trends and applications and to cultivate mutually beneficial business relationships. The next show, co-sponsored by ASHRAE and AHRI, will be held Feb. 10 - 12, in Orlando, FL, and is held concurrently with ASHRAE’s Winter Conference.

For more information, visit [ahrexpo.com](http://ahrexpo.com) and follow @ahrexpo on Twitter, Instagram, LinkedIn and Facebook.



## Hunton Distribution Oktoberfest Showcase



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## HVAC Excellence Welcomes Dr. Michael Spangler to the Accreditation Team



HVAC Excellence is proud to announce that Dr. Michael Spangler has joined its distinguished accreditation team. With over 40 years of experience in career and technical education, Dr. Spangler brings invaluable expertise to advance HVAC Excellence's mission of helping HVACR educational programs meet industry-established standards through programmatic accreditation.

Programmatic accreditation is an independent, non-governmental, third-party review of educational programs designed to confirm that they meet established standards of excellence. These standards help ensure that students in accredited programs receive the training required to gain the skills and knowledge necessary for success in today's HVACR industry.

The HVACR field is undergoing rapid technological advancement, from communicating controls and building automation to heat pump water heaters, remote monitoring, system diagnostics, inverter technologies, and next-generation refrigerants. While these innovations provide opportunities for greater efficiency and sustainability, they also underscore the importance of aligning educational programs with industry advancements.

Dr. Spangler's background in technical education and engineering is extensive. He holds a Bachelor of Science in Agriculture, a Master's in Agricultural Engineering, a Master's in Technical Education, and a dual Ph.D. in Industrial

Technology and Statistics. As a United States Air Force veteran, he has served in various global assignments and built a successful career as a consulting engineer in the food processing industry. He has also held tenured faculty positions at Mississippi State University and Texas A&M University-Kingsville, and served for 28 years in academic administration as a dean, including 17 years dedicated to supporting HVACR programs at the College of Southern Nevada.

Dr. Spangler's addition to the HVAC Excellence accreditation team reflects HVAC Excellence's ongoing commitment to high standards in HVACR education and ensuring programs remain current with industry needs.

*For more information about HVAC Excellence accreditation, its standards, and the accreditation process, visit [escogroup.org](http://escogroup.org) and click the accreditation link or call 800-394-5268.*

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*Mark, Robert, Bryan, Matt H, Willie, Freddy,*

*Matt J, Chris, Marty, Daniel R, Peter,*

*Tracie, David, Raquel, Jim, Amber, Daniel W,*

*Lindsay, Kolin, Bill, Jesse Jr, Sarah and Terry*

*Thank You*

to all of our loyal customers for their support during the last year. Best wishes to all for a Healthy and Prosperous 2025.



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Manager: Joe Casiano

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# HOWDY *Christmas!*

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## Aspen Pumps Group Acquires Malco Tools

**Annandale, Minn.** — Malco Tools, Inc. one of the nation's top manufacturers of high-quality tools for the HVAC and building construction industries, announced that it has been acquired by Aspen Pumps Group.

Aspen Pumps Group (Aspen) was founded by three air conditioning engineers in 1992, and now sells to over 100 countries worldwide. The United Kingdom-headquartered company has expanded globally to become an award-winning leader in products and solutions for the heating, ventilation, air conditioning and refrigeration (HVAC/R) industry, including condensate removal pumps, tools, cleaning chemicals, support systems and accessories.

With deep experience and capabilities in the HVAC/R aftermarket, Aspen has a strong portfolio of products and brands that strategically align with Malco, which will allow both brands to continue to grow and serve new markets. Malco Tools will continue to operate from its headquarters in Annandale, Minn., and will become the North American headquarters for Aspen, bringing on new tools and product lines that will serve a larger HVAC/R market. As part of this strategic expansion, Malco Tools President and CEO

Rich Benninghoff will take on the new role of CEO of Aspen Pumps Group North America, effective immediately.

"Malco has built an extremely strong, and reputable business over the past 75 years and this agreement with Aspen

Pumps Group will allow us to grow our business in ways that will allow us to be a successful, trusted brand for the next 75 years," said Benninghoff. "Aspen Pumps Group is a strong partner for us from not only a business and opportunity perspective,

but also from a mission and values standpoint as well. They've proven to us that they do what they say and focus on people first, which is important to what we do, and will continue to do at Malco."

"We are very excited to welcome Malco Tools to the

Aspen Pumps Group family," said Adrian Thompson, CEO of Aspen Pumps Group. "Malco is an industry leader and has built a strong reputation among the HVAC and roofing/siding trades. We are looking forward to working with their talented

team as we continue to grow the business and serve even more markets in the future."

For more information about Malco Tools, visit [www.malcotools.com](http://www.malcotools.com). For more information about Aspen Pumps Group, visit [www.aspenpumps.com](http://www.aspenpumps.com).



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*From all  
 of us at*



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## Century A/C Supply Focuses on Making It Easy To Do Business

**Houston, TX** - Century A/C Supply, a leading HVAC wholesale distributor servicing Houston and surrounding areas, is excited to announce a revitalization of its customer-first focus as it moves into 2025 and beyond. Since capping off the 50th anniversary celebration in 2023, Century's emphasis on making the next 50 years a success for its employees and customers alike has been at the forefront of recent changes.

New branch openings, operational improvements, key employee promotions, and investment in technology are helping to usher in a new wave of innovation and focus on the future.

"Our focus on improving the customer experience and making it easy to business is at the forefront of everything we do at Century," states Ricky Cheek, President of Century A/C Supply. "Over the last year, since turning 50, we have made significant technology investments and improvements and sought new branch and distribution locations in order to make the customer experience even better than before."

In order to improve the peak-season contractor shopping experience, Century launched website improvements that allow logged-in customers to check live inventory at their local branch, place orders for pick-up, or to shop across all inventories for same-

day deliveries. Another popular new website feature is the "Matched Systems" section that allows visitors to view AHRI matched systems available at Century.

Other improvements coming soon include a new, detailed delivery tracking application, improved warranty registrations and claims, and a new and improved hands-on training lab and classroom at the newly opened distribution center, located at 8785 Clay Road in Houston.

"We look forward to continuing to meet customer expectations by leveraging new technology, providing continuing education for employees, and listening to customer feedback as we continue to seek improvements in how we operate and serve our customers," says President Ricky Cheek.

### **About Century A/C Supply**

*Founded in 1973 by Dennis Bearden, Century A/C Supply is a leading HVAC wholesale distributor with 13 wholesale locations throughout the Houston area. Known locally as the exclusive distributor of Ruud Air Conditioning and Heating systems, Century has been recognized by the Houston Chronicle as a Top 100 Private company and a Top Workplace in Houston. Learn more about Century A/C Supply at [www.CenturyAC.com](http://www.CenturyAC.com).*

## ACCA Applauds Federal Court's Decision to Invalidate Department of Labor Overtime Rule

**Alexandria, VA**—The Air Conditioning Contractors of America (ACCA) is applauding the U.S. District Court for the Eastern District of Texas for its ruling to invalidate the Department of Labor's (DOL) 2024 overtime rule.

This decision preserves much-needed flexibility for small businesses like contractors while ensuring labor policies remain focused on job duties rather than salary thresholds.

The DOL's decision, issued on November 15, means the salary threshold changes that went into effect on July 1, 2024, are now void. Additionally, the planned increases for January 1, 2025 won't happen either.

"The court's ruling is a win for contractors and small business owners nationwide," said Barton James, ACCA president and CEO. "By rejecting the one-size-fits-all approach of the overtime rule, this decision protects the ability of HVACR businesses to fairly classify employees based on their professional roles,

not just their paychecks. We stand committed to supporting labor policies that balance fair wages with operational flexibility."

The court found the DOL's rule to be overly rigid, emphasizing salary over job responsibilities and violating administrative procedures with its automatic updates.

A key part of ACCA's core mission is to track regulations and policies that are likely to impact contractor businesses, and to help inform contractors about how they can respond to changing regulations. The association has been actively involved in opposing the overtime rule since it was first proposed.

With the salary threshold reverting to \$35,568 for overtime exemptions, ACCA urges contractors to stay informed and engaged as potential appeals or new rulemaking may emerge. The association will continue to monitor the situation, providing updates to help HVACR businesses navigate the changing landscape of labor regulations.

*For more information about ACCA and its advocacy initiatives, please visit [acca.org](http://acca.org).*

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Nick,

Rick,  
Trey

Todd

Rene &  
Roger



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# Houston Astros Announce New Ballpark Naming Rights Partnership with Daikin Comfort Technologies

*The Home of the Houston Astros will become Daikin Park*

Waller, Texas – The Houston Astros and Daikin Comfort Technologies North America, Inc (Daikin) announced they have reached an agreement on a 15-year, exclusive naming-rights partnership that brands the home of the Astros as Daikin Park.

The agreement, effective January 1, 2025, will run through the 2039 season, and includes official naming rights, other partnership benefits, and giving back to the Greater Houston community through educational programming and youth sports development in underserved communities.

Daikin Industries, Ltd. (DIL) is a leading global indoor comfort solutions provider with over 98,000 employees around the world, and over 22,000 employees across Daikin group companies in the U.S. The company was founded in Japan on Oct. 25, 1924, and recently celebrated its 100th anniversary.

Daikin constructed and operates a 4.2 million square-foot campus, the largest HVAC manufacturing facility in North America (Daikin Texas Technology Park),



located in Waller, Texas, a part of the Greater Houston community. Daikin provides jobs for approximately 10,000 people in the Greater Houston area.

In addition to Daikin products, the company also provides Goodman, Amana®, and Quietflex brand products, three of the most well-known and respected brands for HVAC in North America.

“We are excited to be partnering with

Daikin for our ballpark’s naming rights,” said Jim Crane, Owner and Chairman of the Houston Astros. “Daikin is an international company that proudly calls the Greater Houston area its North American home. The Houston Astros and Daikin share the same values, a commitment to excellence and a desire to give back to our local community. As we celebrate the 25th anniversary of this ballpark in 2025, I am proud to have Daikin

alongside us to create even more special memories for our fans now and in the future.”

The partnership strengthens both organizations’ shared vision and long-standing commitment to the Houston community and broader region.

The stadium had been named Minute Maid Park since 2002. Minute Maid will continue to be a partner of the Houston Astros through 2029.

“We want to thank Minute Maid and The Coca-Cola Company for their longstanding commitment to our ballpark,” said Jim Crane, Owner and Chairman of the Houston Astros. “Minute Maid came on board at a very critical time in our history and we are thrilled they will continue to remain a partner of the Astros for many years to come.”

The first game at Daikin Park will be played on Monday, March 24, 2025 as the Astros host Triple-A affiliate Sugar Land in an exhibition game. The Astros will then open the 2025 regular season on Thursday, March 27, 2025 at 3:10 p.m. against the New York Mets at Daikin Park.

## HAVE A MAGICAL HOLIDAY



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Thank you for your support this year. Wishing you joy, health, and prosperity in the New Year. Here's to continued success and new opportunities in the coming year!



Ava, BJ, Brad, Brittany, David, Duane, Jake, James, Jeremy, John, JoJo, Kelly, Mace, Ray, Sean, Wes





*From All of Us, at Complete Curb Products,*

**Merry Christmas and Happy Holidays!**

*Thank You for Your Business this Past Year and Have a Wonderful and Prosperous New Year.*



## How to Sell to Women

When it comes to purchasing power, women are the ultimate decision-makers. With an estimated \$31.8 trillion in global spending, they aren't just influencing the economy—they are the economy. Whether it's choosing groceries, household products, cars, or financial services, women control more than 85% of consumer purchases in the United States alone. So, if your business isn't actively appealing to women, you're leaving money on the table.

But here's the catch: selling to women requires more than slapping a pink label on a product or tossing in a token marketing campaign. It's about truly understanding what women care about, respecting their values, and building a brand that resonates on a deeper level.

Here's How to Connect with Women Consumers:

### 1. Understand What Women Value

Women care about more than just a great product—they care about how that product fits into their lives. Their priorities extend beyond the purchase itself to the well-being of their families, their communities, and the environment.

Take sustainability, for example. Many women are increasingly making purchasing decisions based on environmental impact. Brands that show a commitment to eco-friendly practices and ethical sourcing are more likely to gain their trust and loyalty.

### 2. Prioritize Trust and Transparency

Trust is non-negotiable when marketing to women. They want to feel

confident that the brand they choose is reliable and has their best interests at heart. That means your business needs to prioritize clear communication, honest product claims, and transparent business practices.

Don't make promises you can't keep, and don't gloss over important details. Whether it's ensuring your product is as effective as advertised, or your customer service team is respectful and responsive, consistency in delivering what you promise is essential. Remember, a positive experience will be shared, but a negative one will travel even faster—and in the age of social media, that can make or break your reputation.

### 3. Make the Shopping Experience Seamless

Women often balance multiple responsibilities, which means they value convenience and efficiency when making purchases. Whether they're shopping online or in-store, make sure your experience is as seamless as possible.

Create easy-to-navigate websites with clear product information, accessible customer service, and smooth checkouts. If you're a brick-and-mortar store, train your staff to be attentive and inclusive, recognizing that women are often the primary decision-makers. Small gestures—like personalized service or even something as simple as a clean, welcoming environment—can go a long way toward making women feel valued as customers.

### 4. Acknowledge That Women Are Not All the Same

While there are common threads that connect women's values, it's important to recognize that not all women are the same. Avoid the trap of thinking that one type of messaging or product is going to appeal to every woman. Different age groups, lifestyles, cultural backgrounds, and even geographical locations will affect how women engage with your brand.

For instance, a millennial woman might be more drawn to social justice initiatives, while a Gen X woman might prioritize products that simplify her busy schedule. Take the time to research your specific audience segments and tailor your approach to meet their unique needs.

In today's marketplace, a strong connection with women consumers could



**Lorraine Ball**

*Digital marketing strategist, Lorraine Ball has spent 30 years working with small business owners. She has collected the best of her training, tools and resources in the Digital Toolbox (www.digitaltoolbox.club) She is also the host of More Than a Few Words, a marketing podcast, available wherever you listen to podcasts.*

be the key to unlocking a world of opportunity for your brand. So, if you're not already leaning into that \$31.8 trillion-dollar market, what are you waiting for?



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# 2024 RAISE A GLASS FOR RETT HOUSTON GALA



The 5th Annual Houston Raise a Glass for Rett Gala was an extraordinary success! Held at the prestigious Houston Country Club, this memorable evening brought together a community united in **HOPE** and determination.



Thanks to the incredible generosity and support, we exceeded our goal of raising \$185,000, achieving an astounding \$188,430 to support Rett syndrome research and programs.

### What is Rett Syndrome?

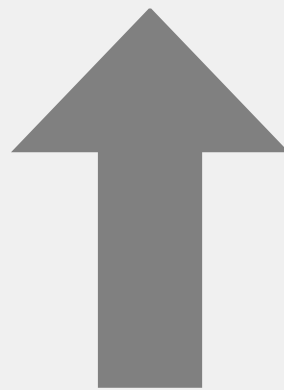
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## It's On My Heart: That Time of Year Again!

As we approach the end of another trip around the sun, I hope this message finds you well. My family and I are blessed far beyond what we deserve, and I wanted to share what's on my heart today.

This season, let's take a moment to think about those who may not be as fortunate. Many are facing physical challenges, job-related struggles, or family difficulties. My prayer list is long with people going through tough times.

Service Nation's president, Tom Peregrino, exemplifies the spirit of giving. When he founded Daffan Cooling and Heating in Granbury, TX, he prayed for God to bless his business. In response, Tom felt a clear call: What are you going to do for Me? After some reflection, Tom decided to support widows in his community by offering free maintenance for their systems. Over time, both the business and this act of service grew. Today,

they host a Thanksgiving dinner for widows, renting a hall and catering the event—a beautiful tradition born from giving back.

### How Can You Give Back?

Consider what you can do for the community that supports your business. Many members run programs like "Free Heat," providing new furnaces or hot water heaters to families in need. To fairly determine recipients, they often partner with outside organizations like fire departments or social services. Manufacturers and distributors can also help make these programs more impactful.

Others organize food drives, offering discounts in exchange for canned goods. John Wilcox from Sureway Comfort in Pennsylvania recently took on a project to collect 500 coats for winter. He's rallying the community to meet this ambitious goal.

### Reflect and Plan for Growth

While giving back is vital, this is also the time to review your business's performance. How did 2024 go? Did you hit your sales goals? Were your profits on target? Is your overhead aligned with your expectations?

When goals are missed, it's easy to blame external factors like the weather. But the reality is, your bank doesn't care about the forecast—they expect their payments on time, just like your employees and vendors. That's why it's essential to weather-proof your business.

### Budgeting for 2025

As you plan for 2025, start with your revenue goals. Growth is critical—just like plants and trees, businesses are either growing or dying. Consider what growth will mean for your legacy and the lives of your team members and their families.

Next, project your net profit and work on containing overhead at similar percentages.

At Service Nation, we

encourage a "1% improvement" analysis. For example:

- Can you increase top-line revenue by 1%?
- Can you reduce overhead by 1%?
- Can you save 1% on materials and equipment?
- Can your installation or service teams improve efficiency by 1%?

Small changes like these, often achievable, can add up to significant improvements.

Finally, review your regular expenses—insurance, fuel, electricity, and supplies. Costs can creep up over time. Using a broker to shop for insurance, for example, might uncover savings you didn't realize were possible.

### Looking Ahead

This holiday season may already be packed with family and travel, but carve out time to focus on your business, in many cases your biggest investment. And if you're considering selling your company, I strongly



### 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](mailto:jhinshaw@servicenation.com) or cell: 602-369-8097.

And now as an AUTHOR: "For those who might be interested, he has a collection of writings from the last 10 years. Stories of how one person can ruin a relationship with a customer, and how one can repair it! Stories of the loss of service in America, and how you can improve customer service today. Go to the following link for full details on how to make this collection yours!"

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encourage hiring a broker. A broker will guide you through the process and help you negotiate with buyers, many of whom have extensive experience purchasing businesses. Don't go it alone—

get someone on your side. Thank you for taking the time to read this. Wishing you a wonderful Christmas season filled with reflection, generosity, and growth. Let's talk soon.

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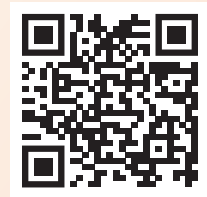
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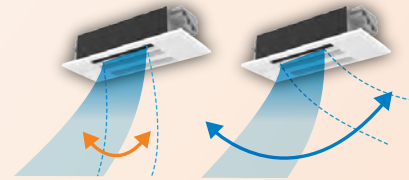
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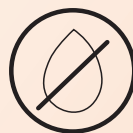


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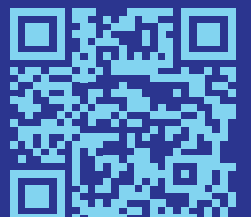
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## Product News

# Danfoss BOCK Compressor Named Refrigeration Category Winner in 2025 AHR Expo Innovation Awards

*Compressor's innovative 6-cylinder design expands company's CO2 product offerings*

Danfoss is proud to announce that their BOCK HGX56 CO2 T compressor has been named the winner in the Refrigeration category of the 2025 AHR Expo Innovation Awards. The annual awards competition honors the most inventive and original products, systems, and technologies that will be showcased at this coming January's International Air-Conditioning, Heating, Refrigerating Exposition (AHR Expo) in the categories of building automation; cooling; sustainable solutions; heating; indoor air quality; plumbing; refrigeration; software; tools & instruments; and ventilation.

Supporting customers in their transition to low-GWP refrigerants is a key priority for Danfoss. The company's dedication to environmental responsibility drives the continuous development of efficient and reliable CO2 compressors that guarantee peak plant efficiency while minimizing investment, energy and operating costs.

The BOCK HGX56 CO2 T, the latest Danfoss innovation for sustainable refrigeration, is a transcritical semi-hermetic CO2 (R744) compressor, ideal for industrial refrigeration, cold storage, ice sports facilities and heat pumps. The expansion to 6-cylinder capacity allows for a wider spread and faster uptake of large CO2 heat pumps and industrial refrigeration systems, along with lower



system complexity and investment costs.

Additional benefits of the increased capacity – up to 135 kW for cooling and 360 kW for heating – include greater efficiency and reliability, along with low noise and vibration, a compact and lightweight design, and a minimal oil carry-over rate. The new 6-cylinder design ensures greater capacities while reducing the number of compressors. With its high efficiency and reliability, this innovation enables larger refrigeration and heat pump applications with less footprint and strong

energy-efficient performance.

As a result, the HGX56 CO2 T is an attractive alternative to compressors using HFC or HFO refrigerants or ammonia and provides the same optimal performance at full and partial loads. The product is circularity-oriented as it is easy to service and replace all components and fulfills the requirements of the global phasedown of F-gases.

“The BOCK HGX56 CO2 T compressor represents a breakthrough for industrial and commercial refrigeration and large-capacity CO2 heat pumps, including process and district heating applications,” said Vikas Anand, vice president of sales, Danfoss Climate Solutions, North America. “With the push to decarbonize heating and refrigeration, the BOCK HGX56 CO2 T enables customers to reduce both carbon emissions and energy consumption without sacrificing performance. We are honored to be recognized by AHR Expo.”

Winners of the AHR Expo Innovation Awards program are selected by a panel of third-party ASHRAE member judges who evaluate all award entries based on innovative design, creativity, application, value and market impact.

This year's award winners will be recognized in a formal ceremony during the 2025 AHR Expo, which takes place February 10-12 in Orlando.

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# Hybrid Heating Systems: The Integration of Furnaces With Heat Pumps

By Ellie Gabel

In recent years, the HVAC industry has seen a growing interest in hybrid heating systems — solutions that integrate traditional gas furnaces with energy-efficient heat pumps. This combination leverages both technologies' strengths to optimize performance, reduce energy costs and minimize environmental impact.

For HVAC professionals, understanding how hybrid heating works and recognizing its advantages and challenges can be crucial for meeting customer needs and staying competitive in an evolving market.

## How Hybrid Heating Systems Work

A hybrid heating system alternates between a heat pump and a gas furnace, depending on the outdoor temperature and the system's energy efficiency settings. In mild to moderate temperatures, the heat pump provides primary heating, as it is generally more energy-efficient and environmentally friendly.

Heat pumps transfer heat from the

outside air to the inside of a building, offering a renewable heat source as long as outdoor temperatures remain within optimal ranges. When temperatures drop significantly, however, the system switches to the gas furnace.

Heat pumps become less efficient at very low temperatures due to the greater difficulty in extracting warmth from cold air. In these conditions, the gas furnace takes over to ensure adequate heating output. The switchover is usually controlled by a thermostat, which can be programmed to automatically engage the furnace when it's more economical or necessary.

## Benefits of Hybrid Heating Systems

For industry professionals, hybrid systems present several compelling benefits. First, they offer superior energy efficiency. Since the heat pump handles most of the heating during milder weather, it reduces reliance on natural gas, which can result in significant energy savings over time.

In fact, depending on climate conditions and usage patterns, hybrid systems can achieve greater efficiency and cost-effectiveness than traditional heating systems. Environmental impact is another advantage.

Hybrid systems reduce greenhouse gas emissions associated with fossil fuel combustion by using the heat pump whenever possible. This attribute appeals to clients who prioritize sustainability or operate in regions with stringent emissions regulations.

Cost savings are also a key selling point. Although the initial installation of a hybrid system may be higher than that of a conventional furnace, the long-term energy savings often justify the investment. This is an essential consideration for HVAC contractors when discussing ROI with clients who may hesitate to commit to a higher upfront cost.

Additionally, hybrid systems provide enhanced comfort. By automatically switching between the heat pump and furnace, these

systems ensure consistent indoor temperatures, even in extreme weather. This adaptability can reduce temperature swings and improve occupant satisfaction, an essential consideration for contractors focused on client retention and reputation.

## Propane Efficiency in Hybrid Systems

Propane furnaces present a strong case for efficiency and reduced environmental impact when considering hybrid heating systems. Heating with propane produces 43% fewer greenhouse gas emissions than heating with electricity, making it an appealing choice for eco-conscious clients.

Additionally, oil furnaces generally operate at around 80% efficiency, whereas many new propane furnaces achieve over 90% efficiency, offering a significant upgrade in performance and energy savings.

Pairing a high-efficiency propane furnace with a standard air conditioning system can yield

substantial energy savings, even compared to newer high-efficiency heat pumps. This combination can be particularly effective in regions with colder winters, where a reliable and efficient propane furnace can offset the limitations of heat pumps in freezing temperatures.

For HVAC professionals, recommending a propane-based hybrid system can balance sustainability and cost-effectiveness, appealing to clients seeking both efficiency and environmental benefits.

## Hybrid Heating Systems: Challenges and Considerations


Despite the benefits, hybrid heating systems come with some challenges that HVAC professionals should know. One primary challenge is the complexity of installation. Integrating two heating systems requires precise calculations and a thorough understanding of each component's load capacity, efficiency rating and compatibility with existing ductwork.

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## Product News

# Aspen Manufacturing Unveils Enhanced Website for Improved User Experience

Humble, Texas— Aspen Manufacturing, LLC (Aspen), one of the leading independent manufacturers of evaporator coils and air handlers for the residential and commercial heating, ventilation, and air conditioning (HVAC) marketplace in the U.S. and Canada, proudly announces the launch of its newly redesigned website. This upgrade offers a user-friendly, streamlined platform tailored to Aspen's customers' needs, providing easy access to their full range of high-performance coils and air handlers.

The website overhaul includes enhanced navigation,

making it more straightforward for users to find essential resources like technical documents, product details, warranty information, and company insights. Customers can now access everything they need with just a few clicks, ensuring a seamless and efficient experience.

“Our new website mirrors Aspen's dedication to delivering the same high-quality experience customers have come to expect from our products,” said Riley Archer, Vice President of Sales and Marketing. “We've modernized and improved every aspect—aside from

keeping the same URL.”

Designed with the user in mind, the website's intuitive layout saves time and simplifies interactions, further demonstrating Aspen's commitment to innovation and customer satisfaction. The new site showcases Aspen's ongoing drive for continuous improvement and innovation in the HVAC marketplace with a fresh, modern look and enhanced functionality.

For additional information, visit [www.aspenmfg.com](http://www.aspenmfg.com) or email [info@aspenmfg.com](mailto:info@aspenmfg.com).

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Maintenance is also a consideration. Hybrid systems require regular servicing of the heat pump and furnace components, leading to higher overall maintenance costs. Contractors must communicate these potential costs to clients to manage expectations effectively.

Climate is another factor impacting the effectiveness of hybrid systems. In regions with prolonged periods of sub-freezing temperatures, the gas furnace may operate more frequently, thereby reducing the efficiency gains from the heat pump. Consequently, hybrid systems may not deliver the same level of energy savings in colder climates compared to more temperate regions.

Finally, education and training are crucial. Hybrid systems involve advanced controls and dual equipment that can be challenging for technicians unfamiliar with the technology. To ensure optimal performance, HVAC companies may need to train their staff on the latest hybrid heating configurations and troubleshooting techniques.

#### Unlocking the Future of Efficient Heating

As the HVAC industry moves toward more energy-efficient and sustainable solutions, hybrid heating systems offer a promising option for residential and commercial applications.

By combining the strengths of heat pumps and furnaces, these systems provide a balance of efficiency, comfort and environmental benefits. However, they also require careful planning, professional installation and regular maintenance to perform optimally.

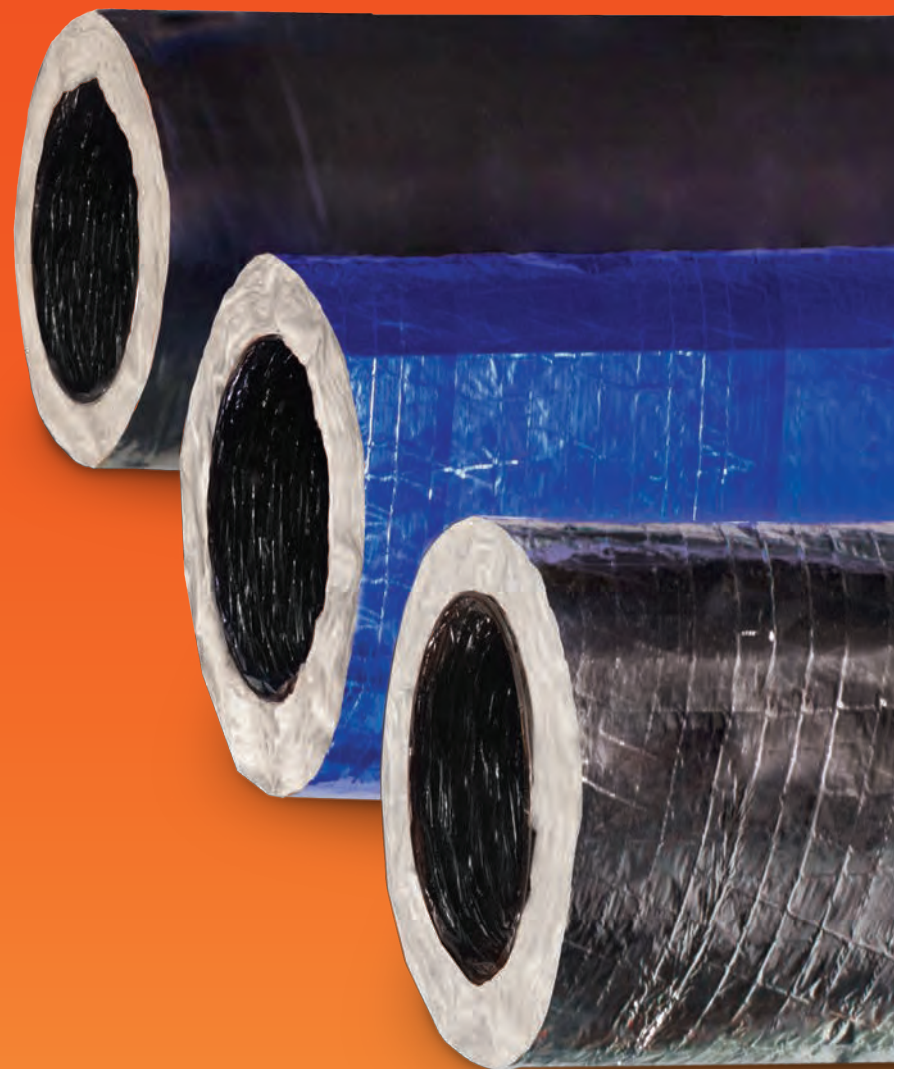
Understanding these systems' nuances can open new business opportunities for HVAC professionals and meet the growing demand for eco-friendly, high-performance heating solutions.

*Ellie Gabel is a freelance writer as well as an associate editor for Revolutionized.com. She specializes in covering the latest innovations in science and tech for an audience of industry professionals.*



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## SMACNA Appoints 2024-2025 President and Incoming Executive Committee Members at its Annual Convention

Tom Martin of T.H. Martin, Inc. begins his one-year term as SMACNA President focused on the continued growth of SMACNA's legislative influence and awareness of trade careers



Tom Martin

Chantilly, Va.-The SMACNA Board of Directors welcomes Tom Martin, President of Cleveland-based T.H. Martin, Inc., as its 2024-2025 President. Martin takes the reins from current SMACNA President Carol Duncan.

Martin has been a steady and involved member of SMACNA, having sat on the National Contractor Manual Task Force Committee, Mega-Project Task Force, HVAC Council Steering Committee, SMACNA/SMART National Market Recovery Committee, and the SMACNA National Strategic Planning Task Force Committee. He is heavily involved with workforce development initiatives locally and nationally and has played a pivotal role in lobbying efforts to reform registered apprenticeship laws and regulations, pension policies, infrastructure policies, and prevailing wage enforcement legislation. He also served as President of SMACNA-Cleveland for a decade.

“Martin is a forward-thinking leader who has made significant contributions to the industry on both a national and local level,” said Aaron Hilger, SMACNA’s Chief Executive

Officer. “He is dedicated to driving innovation and fostering collaboration among industry stakeholders, and we’re excited for what’s ahead.”

“I’m honored to serve as President of SMACNA and to build upon the great work of my predecessors,” said Martin. “In the year ahead, I’m committed to enhancing SMACNA’s legislative efforts and promoting careers in the trades. By amplifying our influence in policy-making and championing the value of trade professions, we can build a sustainable path forward for our industry and workforce.”

The following individuals also have advanced to new positions within SMACNA’s Executive Committee:

- Todd Hill (Ventcon) – President-Elect
- Scott Vidimos (Vidimos, Inc.) - Secretary-Treasurer
- Joseph Samia (Central Consolidated, Inc.) - Vice President
- Carol Duncan (General Sheet Metal) - Immediate Past President

Watch for more news from SMACNA’s Annual Convention in our Member Update, SMACNews, and other SMACNA communications channels.

## Nancy Jones

PHCC- It is with deep sadness that we share the passing of Nancy Jones, Executive Director of PHCC-TX from 2000 to 2015. During her tenure, Nancy was instrumental in growing our membership and expanding the impact of our organization. Her dedication and vision were evident in everything she did, and her contributions continue to benefit us today.

Nancy was the driving force behind our Continuing Education program and played a key role in launching a Department of Labor-approved Apprenticeship Program. She oversaw the development of our annual continuing education manual and facilitated new products and educational offerings for our association.

Nancy passed peacefully on October 31, 2024, surrounded by her loved ones. We are honored to have been a part of her journey, and we will forever be shaped by her hard work, vision, and caring spirit.






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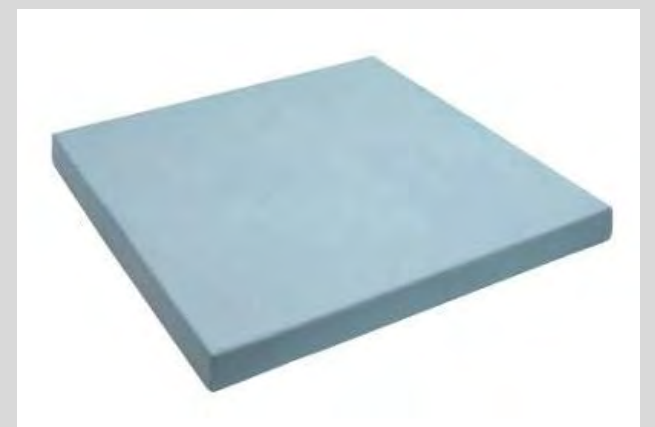
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4. Side-discharge design prevents snow, leaves and other debris entering the unit.
5. Compatible with **conventional 24V** thermostat.
6. Variable speed, inverter-driven compressor **modulates** speeds for consistent comfort.
7. Available in **2-, 3- and 4 & 5-Ton** sizes.
8. Dual capacity switches on 4 & 5-Ton models minimize inventory.
9. Designed with **NEW R-454B low global warming potential (GWP)** refrigerant.
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## SFA Saniflo USA Makes Donation to the Gary Sinise Foundation in Observance of Veterans Day

*New Jersey-based macerating and grinder pump manufacturer makes monetary donation to support military veterans and first responders.*

**Edison, NJ** — SFA SANIFLO USA, a division of Group SFA and a global leader in above-the-floor macerators, grinders, drain pumps, and lift stations, is proud to announce its donation to the Gary Sinise Foundation, a charitable organization dedicated to serving our nation's heroes and their families. This partnership underscores Saniflo's commitment to giving back to those who have sacrificed so much for their country.

The Gary Sinise Foundation has established itself as a beacon of hope and support for military veterans and first responders. Established in 2011 by award-winning actor and humanitarian Gary Sinise, the Foundation focuses on creating programs that entertain, educate, inspire, and strengthen communities while ensuring that the sacrifices of America's brave service members and their families are honored and supported in practical, transformative ways.

Done in observance of Veterans Day 2024, Saniflo's contribution will directly support these vital initiatives, including the construction of specially adapted smart homes for severely wounded veterans and first responders, as well as essential outreach programs that address mental wellness and provide

essential resources to those in need.

"Supporting the Gary Sinise Foundation aligns perfectly with our values at Saniflo," says Regis Saragosti, CEO of SFA Saniflo North America, "and it's an honor to contribute to an organization that does so much for our nation's heroes. We are inspired by the Foundation's mission and are proud to play a part in supporting these brave men and women and their families."

Saniflo's donation is a testament to the company's dedication to corporate social responsibility and its ongoing mission to improve the quality of life for individuals and communities.

To learn more about the Gary Sinise Foundation and how you can support its mission, visit <https://www.garysinisefoundation.org/>.



## Navigate the Refrigerant Transition at the National HVACR Education Conference

*You're Invited: Navigate the Refrigerant Transition at the National HVACR Education Conference*

The HVACR industry is entering a pivotal phase with the refrigerant transition. This shift requires technical expertise and an in-depth understanding of evolving regulations. To empower HVACR professionals, the National HVACR Education Conference is bringing together industry leaders to guide you through this critical transition.

### Featured Presentation:

James Casey Jr., from the EPA's Office of Atmospheric Protection, Stratospheric Program Division, will deliver firsthand insights into the latest EPA rulings and their impact on the industry.

### Industry Panelists:

Engage with experts from Chemours, Honeywell, Airgas, Hudson Technologies, and leading manufacturers as they discuss strategies, tools, and technologies essential for staying ahead in the refrigerant landscape.

### Conference Details:

March 16–19, 2025  
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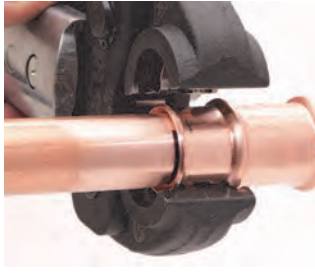




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## Rapid Locking System® (RLS) Press Fittings Certified as A2L Compliant from Leading Third-Party Lab

St. Louis, MO – Rapid Locking System (RLS), the leading provider of press-to-connect fittings for the HVAC/R market is proud to announce that its couplings, elbows, reducers, tees, caps, bushings and SAE flares are officially certified A2L-compliant.



Attaining A2L compliance required RLS to participate in a thorough testing and screening process, across multiple 3rd party testing labs, ensuring that the RLS fittings adhere to updated industry code and standard requirements.

“At RLS we are proud of the testing we continue to put our products through,” noted Sean Kelleher, Director of Engineering at RLS. “Building trust in our product and in this market takes time, and transparency in testing is a key component of that.”

The HVAC/R industry in the United States is shifting to use predominantly A2L refrigerants to provide a more sustainable and environmentally friendly solution to the market.

As the industry continues to adapt to the needs of the environment and the customers it serves, RLS is proud to provide high quality, third-party certified press fittings to the company’s wide-reaching customer base.

## Maximum Comfort in Sub-Zero Temperatures: Meet Bosch’s IDS Ultra Cold Climate Heat Pump

*Bosch becomes the first manufacturer to launch a cold climate heat pump developed for DOE Challenge*

Watertown, Mass. - Bosch Home Comfort, a leading source of high-quality heating, cooling and hot water systems, is unlocking a new product category with the market launch of its latest innovation, the IDS Ultra Cold Climate Heat Pump. Originally unveiled at the AHR Expo and Consumer Electronics Show (CES) in January 2024, the IDS Ultra Cold Climate Heat Pump is advancing HVAC industry solutions with a cold climate heat pump designed for all seasons—even when the temperature falls below zero.

“The IDS Ultra has been carefully designed and rigorously tested to withstand low temperatures while maintaining strong performance,” said Mohamad Nasab, Senior Product Manager. “With this latest innovation, Bosch is proud to be the first to market with an extreme heat system, as well as play a role in making energy-efficient home heating and cooling more accessible across almost all climate zones in the United States. We expect IDS Ultra to fulfill a major need for homeowners living in colder regions who are looking to reduce their carbon footprint while maintaining the same level of comfort, especially during those harsh winter months.”

One of just a handful of companies to undergo extensive testing, participate and receive certification from the Department of Energy’s Cold Climate Heat Pump Challenge—and the first solution from the challenge to enter the market. In order to meet the DOE Challenge’s criteria, the heat pump solutions had to

meet certain heating performance baselines.

Bosch’s IDS Ultra can support climates reaching temperatures as low as -13° F, with a 100% heating capacity down to 5° F. It is also compliant with the new low global warming potential (GWP) A2L refrigerant requirements. The IDS Ultra is the first cold climate heat pump to market that meets these criteria from the DOE Challenge.

Historically, the colder it is outside, the harder it is for heat pumps to extract heat from the air. However, the IDS Ultra is outfitted with an Enhanced Vapor Injection (EVI) compressor that borrows extra heat from the hot side of the refrigerant cycle, redirecting it to warm the home, boosting performance and overall comfort on the coldest days. Additionally, the IDS Ultra features demand response capability, allowing utilities (with the homeowner’s permission) to manage electrical load intelligently prior to peak usage time to avoid outages.

The IDS Ultra qualifies for federal tax credits and state rebates as an Energy Star V6.1 Cold Climate certified product. Homeowners can visit [energystar.gov](http://energystar.gov) to learn more about the qualifying criteria and how to apply. The IDS Ultra also includes a Residential Limited Warranty and is widely compatible with existing air-to-air systems.

IDS Ultra heat pumps are now available for purchase by HVAC industry professionals in time for the 2024 winter season. For more information on IDS Ultra and Bosch Home Comfort solutions, please visit [bosch-homecomfort.us/ultra](http://bosch-homecomfort.us/ultra)



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# Johnson Controls Opens New Innovation Center in Glendale, Advancing Smart, Healthy and Sustainable Building Technologies



**Milwaukee**— Johnson Controls announced the grand opening of its new Innovation Center – Warren Johnson Engineering Lab. The new 109,000-square-foot facility houses approximately 250 employees dedicated to advancing smart building technologies and sustainable solutions.

Since the company’s founding in 1885, innovation has been at the heart of Johnson Controls. The newly completed facility marks a significant milestone for the company, demonstrating its commitment to innovation, sustainability and the Milwaukee metro community. The engineering facility focuses on hardware and software engineering, including the OpenBlue suite of digital solutions, Building Automation Systems & Controls, and materials testing.

“By providing a dedicated space for experimentation and collaboration we are equipping our engineering team with the tools and environment they need to create groundbreaking building solutions here in the Milwaukee community,” said George Oliver, Johnson Controls Chairman and CEO. “Through their work, we will accelerate the development of new technologies that improve building efficiency, safety, and sustainability and meet the evolving needs of our customers and the industry.”

Located across from the current Johnson Controls campus in Glendale, Wisconsin, the facility is designed to meet the unique engineering and testing needs of today, while remaining flexible enough to accommodate

future advancements. The modern design fosters cross-team planning and the exchange of ideas, ensuring a collaborative environment that drives innovation.

It is equipped with state-of-the-art technology and resources that will enable Johnson Controls teams to develop and test the next generation of building controls. Some of the key features include:

- Advanced testing facilities for hardware and software integration
- Cutting-edge AI and machine learning tools for developing smart building solutions
- Collaborative workspaces designed to foster creativity and teamwork

In alignment with Johnson Controls’ dedication to sustainability, the new facility also incorporates low-impact development practices including Johnson Controls equipment, stormwater retention, EV charging stations, and technologies focused on efficiency and enhanced air filtration. The facility also features sustainable construction methods, such as reductions in embodied carbon through building reuse and minimized construction waste.

Johnson Controls and Weas Development collaborated with Mortenson Construction, Eppstein Uhen Architects (EUA), and CBRE Global Commercial Real Estate Services to bring this project to life. The grand opening event celebrated this milestone and highlighted the impact of the new facility on the local community and the broader industry.



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## YORK® Launches New Mission Critical Vertical Computer Room Air Handler for More Sustainable Data Centers

- Downflow air handling units are purpose-built to meet the demands of mission-critical data center applications.
- A small equipment size and flexible design offers unmatched versatility for above floor or under floor cooling.
- High-efficiency EC motors and plenum fans maximize PUE and enhance sustainability.

**Milwaukee** – Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, today announced the launch of its new YORK® Mission Critical Vertical Computer Room Air Handler (MCV CRAH), engineered to meet the growing demand for sustainable data center technology.

Data centers are one of the fastest growing areas of new construction around the world. Ensuring they remain efficient and sustainable is critical. The new MCV CRAH is specifically designed to support rapid data center expansion while enabling highly efficient and sustainable energy use.

“HVAC equipment is responsible for as much as 40% of energy use within data center applications,” said Merle Brubaker, director of air handling systems, Johnson Controls. “Optimizing efficiency within these facilities is critical, but solutions must be flexible to keep pace with the industry’s rapidly changing landscape. The YORK® MCV CRAH was designed in close collaboration with data center operators to drive sustainability while meeting the unique requirements of data center facilities.”

As the demand for data centers continues to surge, many building owners are turning to hyperscale and colocation

growth options to minimize construction timelines and overcome land shortages. These new data centers often require specialized HVAC considerations for adequate cooling and effective energy management.

Featuring a vertical downflow and draw-through layout, the YORK® MCV CRAH is engineered to deliver reliable cooling in above-floor or under-floor data center applications. It has a compact footprint, multiple cooling capacities and true plug-and-play functionality. High-efficiency electronically commutated (EC) motors, plenum fans and low heat-dissipation cabinets also contribute to lower PUE values.

The YORK® MCV CRAH is available with multiple electrical options and 30kW-60kW power output to support phased data center expansion. Rapid manufacturing and simplified installation enable a fast and easy integration. An intuitive, touchscreen Human Machine Interface (HMI) streamlines operation by enabling operators and engineers to quickly and easily visualize and monitor setup, alarms and capacities. Gallery-side maintenance access to fans with integral slide out racks, filters and electrical backed by local expert support reduce risk and maximizes reliability and uptime.

YORK® Vertical CRAHs are manufactured on short lead times from dual laboratories within key North American locations to further enhance speed to market. To learn more about YORK® Mission Critical Vertical CRAHs, visit: [www.york.com/commercial-equipment/industries/data-centers](http://www.york.com/commercial-equipment/industries/data-centers).



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Arlington.....817.652.3272  
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# Coastal HVAC Supply Customer Appreciation Lunch

Coastal HVAC Supply held their Annual Customer Appreciation Lunch on November 13th at their headquarters at 51 Esplanade Blvd in Houston TX. There was a catered lunch, door prizes and raffle giveaways. The event was very well attended.



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## Danfoss Announces the 2024 EnVisioneer of the Year Winners

*Winners represent wide range of engineering innovation*

Danfoss has announced the winners of its 2024 EnVisioneer of the Year awards. ThermalWorks, Cloward H2O, and Jetson by Modine took top honors in the annual competition recognizing companies that use Danfoss products or solutions to realize significant energy or environmental savings.

ThermalWorks, a manufacturer of modular cooling systems based in Bloomingburg, New York, was the winner in the System Integrator category. The company used the Danfoss Turbocor® TGS 230 compressor, along with Danfoss valves, economizers, actuators, sight glass and filter driers, to create the C250 critical cooling unit, an advanced roof-mounted air conditioner optimized for data center applications. Instead of using a traditional direct-expansion evaporator, the unit uses a flooded pumped-liquid overfeed evaporator to simplify refrigerant distribution tubing requirements and allow for free cooling (compressor stops) at lower ambient temperatures, with outside air not required for cooling in the winter. This results in 10 to 20 percent lower energy use compared to traditional designs.

Cloward H2O, an aquatic engineering company based in Lindon, Utah, was the winner in the Consultant category. The company designed a state-of-the-art, recirculating river system for the Montgomery Whitewater Center using Danfoss VACON 800 HP medium voltage drives to manage the water recirculation, minimize water usage and improve energy efficiency, aligning with the project's sustainable practice goals,

contributing to a reduced environmental footprint compared to traditional whitewater facilities.

Jetson by Modine, a heating and cooling systems manufacturer in Longview, Texas, was the winner in the Original Equipment Manufacturer (OEM) category. The company used Danfoss DSH scroll compressors to build its modular water-cooled heat recovery chiller (FWCD) that can generate chilled and hot water simultaneously. The FWCD chiller array has an IPLV of 0.527 kw/Ton in cooling mode and a COP of 2.57 in heat recovery mode, with over 2200 MBH heat rejection capability. Each chiller is estimated to save \$40,000 per year in natural gas costs and reduce annual carbon emissions by 26 metric tons.

Launched in 2010, the annual EnVisioneer of the Year competition recognizes North American original equipment manufacturers, system integrators, consultants, contractors and end users that have introduced a new product, opened a new facility or invested in a building or system upgrade in the past 18 months using Danfoss products or solutions to realize significant energy and environmental savings.

"We are thrilled to recognize our EnVisioneers of the Year for their innovation and commitment to reducing energy consumption and carbon emissions," said Rick Sporrer, president of Danfoss North America. "As the push toward decarbonization continues, Danfoss is excited to be working with our customers to develop and implement the solutions to build a more sustainable future."

## ESAB Supports Skilled Trade Careers With Sponsorship Of Western Welding Academy's "Blue Collar Tour"

**North Bethesda, Md.** – As part of the ESAB Future Fabricators program, ESAB has announced that it will sponsor Western Welding Academy's 2025 "Blue Collar Tour," a 31-city American journey with a mission to get high school students interested in the skilled trades. Part of the student engagement activities on each stop includes the opportunity to TIG weld with ESAB's Renegade VOLT™ ES 200i battery-powered welder or Rebel™ EMP 205ic AC/DC all-process welder. In addition, ESAB will give every school on the stop a Victor Medalist oxy-acetylene cutting and welding outfit, a box of ESAB Goldrox 7018 premium stick electrodes and Tweco® electrode holders.

Now entering its fifth year, the Blue Collar Tour travels around the country with 10 to 13 representatives from Western Welding Academy, a trade school located in Gillette, Wyoming, that offers a 960-hour pipe welding course. Founded by pipe welders, the academy has rapidly become one of the welding industry's most popular schools. The school boasts a huge social media following, largely among young people interested in learning a trade. Representatives from ESAB will join the Blue Collar Tour this year, where they will answer questions about careers in welding, provide hands-on welding guidance and hand out ESAB T-shirts and other swag.

The Blue Collar Tour kicks off on January 21 in Lakewood, Colo., and continues through March to visit 30 more locations. For a complete list of locations visit [www.westernweldingacademy.com/blue-collar-tour](http://www.westernweldingacademy.com/blue-collar-tour)



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# HARDI

## HARDI Distributors Report 1.6% Revenue Increase in September

**Columbus, Ohio** –Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 1.6% during September 2024.

The annual sales growth for the 12 months through September 2024 is an increase of 2.3%.



“1.6% sales growth looks modest versus the soft prior which was off by 4%,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “When we adjust the recent monthly performance for the same number of billing days, the three-month average monthly sales growth was in the 2% area at the beginning of the year and about flat during August and September.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 38 days during September. “The post-Covid DSO for September has been in the 41 to 42-day range the past few years,” said Loftus. “The DSO this summer has been brisk. That healthy performance is consistent with the performance of our economy.”

“There is talk of an economic soft-landing, and that is one way of describing the performance of this annual sales growth chart at the beginning of the year,” said Loftus. “That may have been a soft landing, but the results this summer do not indicate a take-off is on the horizon.”

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.

### ABOUT HARDI

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the North American and Latin American HVACR markets. A non-profit association, HARDI serves its members through government affairs and advocacy efforts, market intelligence and benchmarking, training programs, and world-class events. HARDI proudly represents more than 490 distributor members and their 5,000 + branch locations, and close to 500 suppliers, manufacturer representatives and service vendors. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staff. HARDI Affiliate members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies. Learn more at [www.hardinet.org](http://www.hardinet.org).

## Fujitsu Promotes Garrett Edde to Director of Residential Sales West Coast



Fujitsu General America has announced the promotion of Garrett Edde to the newly created position of Director of Residential Sales (West Coast), effective November 1, 2024.

Since joining Fujitsu in 2023 as an Area Sales Manager and later promoted to Regional Sales Manager, Edde has consistently demonstrated his acumen for leadership and professionalism.

Garrett’s contributions have been invaluable in helping Fujitsu achieve strong stability in its distribution channel,” said Dennis Stinson, Sr. VP of Sales. “We’re confident that he will continue to thrive in this new role.”

Garrett’s new role includes promoting, selling and supporting Fujitsu’s residential products. He will play a crucial role in driving revenue growth by identifying new business opportunities, developing relationships with key stakeholders, and providing strategic leadership for distribution.

# CALENDAR OF EVENTS

MEPO OF OKLAHOMA, INC.

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

### OK City Monthly Meeting

December 11, 2024 11:30 pm -1:00pm

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

### Tulsa Lunch Meeting

December 12, 2024 11:30 am - 1:00 pm

Stone Mill BBQ and Steakhouse, 2000 W Reno St, Broken Arrow, OK 74012, USA

### OUBCC Mtgs

December 17, 2024 1:30 pm - 2:30 pm

### Heat Pump Mtg

December 26, 2024 6:00 pm - 7:00 pm

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

**You do not have to be a member to attend our MEPO meetings**  
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**HOLIDAY PARTY**  
**COCKTAILS+MURDER MYSTERY DINNER SHOW**

**Thursday, December 12th**  
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5:00 p - 6:00 p **Cocktails + Networking**  
6:00 p - 9:00 p **Dinner + Showtime**  
Suggested Attire: Festive Holiday/Cocktail

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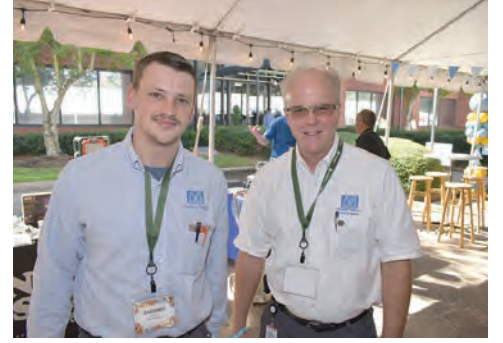
REGISTRATION DEADLINE: 12/3

Questions? [Brittany@taccantx.org](mailto:Brittany@taccantx.org)

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## Hunton Distribution Oktoberfest Showcase

*Hunton Distribution held their Oktoberfest Product Showcase at their headquarters on Westpark Drive in Houston on October 23 and 24. The 2-day event had a vendor showcase, games and prizes, authentic German food and St Arnold's beer. There were also classes on various topics for the attendees.*





## Samsung Lennox HVAC North America Announces New Executive Leadership Appointments

**Roanoke, TX-** Samsung Lennox HVAC North America, an innovator in HVACR climate solutions with a focus on heat pumps, announces the promotion of Victor Gomez to Chief Executive Officer, following his tenure as Chief Operating Officer at Samsung HVAC America. Gomez is a seasoned veteran in the HVAC industry with over 20 years of experience, previously serving as Senior Vice President at Fujitsu General America, Inc. He holds a bachelor's degree in electrical engineering and a MBA in Marketing from Thomas Edison State University. As CEO, Gomez leads key business initiatives, operational activities, and executes on the company's growth strategy.

"I am honored to have the support and trust of the Samsung Lennox HVAC JV Board of Directors as I assume this role," stated Victor Gomez, Chief Executive Officer of Samsung Lennox HVAC North America. "We are at an exciting industry inflection point where the product categories the joint venture develops are ripe for growth due to a focus on

sustainability and increased customer interest in ductless applications. Samsung Lennox HVAC North America is perfectly positioned to deliver the right solution for customers' HVAC needs."

In addition, Eric Scharnell joins the Samsung Lennox HVAC leadership team as Chief Financial Officer. Scharnell previously led finance for Advanced Distributor Products (ADP), a business unit of Lennox, and holds a bachelor's degree in accounting from the University of North Texas. His experience in financial planning, analysis, and strategic management will serve the company well. As CFO, Scharnell leads the company's financial activities while driving technological advancement and process improvements.

"Victor and Eric bring extensive knowledge of the HVAC industry and a track record of growth execution to the joint venture," said Lennox Chief Executive Officer, Alok Maskara. "I look forward to working with them as we grow in the ductless AC and heat pump product categories."

KS Choi, Chair of the Board of Directors for



Victor Gomez

to new heights," Choi stated. "We look forward to expanding our impact within the North America HVAC market, continuing to create value for our customers and partners under their leadership."

The two leadership appointments form the leadership foundation for the Samsung Lennox HVAC North America joint venture, which officially began on July 1, 2024. Together, Gomez and Scharnell will fulfill the company's mission of delivering eco-friendly products and services, while fostering a culture of collaboration and excellence.

As part of this partnership, Samsung Lennox HVAC North America also launched a new joint venture website. Visit [www.samsunglennox.com](http://www.samsunglennox.com) to learn more.

## Fieldpiece Instruments Inc. Acquires Fieldpiece Australia Master Distributor

### Acquisition Lays Foundation for Fieldpiece APAC Expansion

**Orange, Calif.** – Fieldpiece Instruments, a leading manufacturer of HVACR tool and test instruments, announced the acquisition of its Australian master distributor, Fieldpiece Australia, based outside of Sydney. The acquisition establishes a direct corporate presence in Australia and a foundation for further expansion in the Asia-Pacific region.

Since 2001, Steve and Vicki Hartelust have owned and operated Fieldpiece Australia and had tremendous success introducing, positioning, and growing the brand. The Hartelusts' decision to retire and sell the distributorship aligned directly with Fieldpiece's global growth initiatives. They will aid the transition over the coming months as Fieldpiece integrates the business and hires a local management team.

"We are thankful to the Hartelusts for their dedication to the brand and the excellent job they have done building the market over the last 20 plus years," said Jim Gregorec, vice president of business development and licensing for Fieldpiece. He continued, "We're eager to build on what they started by installing a local team and further exploring APAC opportunities."

Fieldpiece is actively seeking a dynamic and experienced General Manager, located in Australia, to lead the new center of excellence and drive the next phase of growth. This role will be pivotal in steering strategic initiatives and overseeing daily operations. For more information, see the position listing on [fieldpiece.com/careers](http://fieldpiece.com/careers).



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## TACCA Live '24

TACCA held their Annual TACCA Live Conference at the Texas A&M Hotel and Conference Center on November 6-8 in College Station TX. Experts from all different organizations were on hand to help boost your business and keep you ahead in the HVACR industry.



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- Lance  
& Kayla

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# TACCA Live '24



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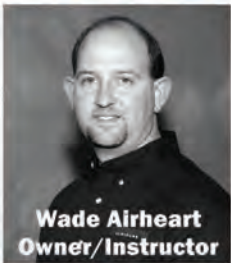
## Winsupply RGV 4 Year Anniversary

Winsupply Rio Grande Valley celebrated their 4 year anniversary at both of their locations on November 13th and 14th. The Mission TX location was held on the 13th, and the Brownsville location was on the 14th. The events had vendors, door prizes and Ernie's famous bbq pit for lunch.



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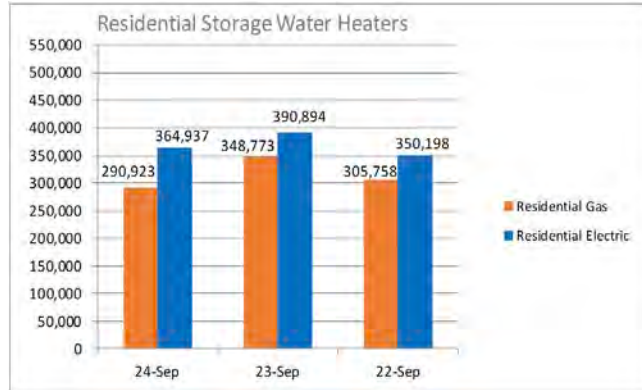
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# AHRI Releases September 2024 U.S. Heating and Cooling Equipment Shipment Data

## Residential Storage Water Heaters

U.S. shipments of residential gas storage water heaters for September 2024 changed -16.6 percent, to 290,923 units, compared to 348,773 units shipped in September 2023. Residential electric storage water heater shipments changed -6.6 percent in September 2024 to 364,937 units, compared to 390,894 units shipped in September 2023.

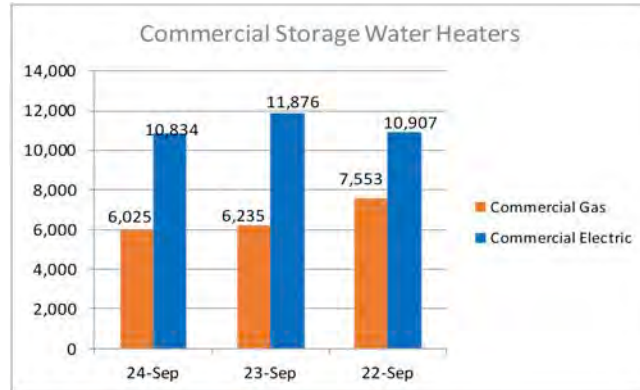


Year-to-date U.S. shipments of residential gas storage water heaters changed -2.2 percent, to 3,154,419, compared to 3,224,952 shipped during that same period in 2023. Residential electric storage water heater shipments changed +6.1 percent year-to-date, to 3,849,201 units, compared to 3,627,463 shipped during the same period in 2023.

Year-to-Date	Sep 24 YTD	Sep 23 YTD	% CHG. (From 2023-2024)	Sep 22 YTD
Residential Storage Gas	3,154,419	3,224,952	-2.2	3,111,669
Residential Storage Electric	3,849,201	3,627,463	+6.1	3,443,154

## Commercial Storage Water Heaters

Commercial gas storage water heater shipments changed -3.4 percent in September 2024, to 6,025 units, compared to 6,235 units shipped in September 2023. Commercial electric storage water heater shipments changed -8.8 percent in September 2024, to 10,834, compared to 11,876 units shipped in September 2023.

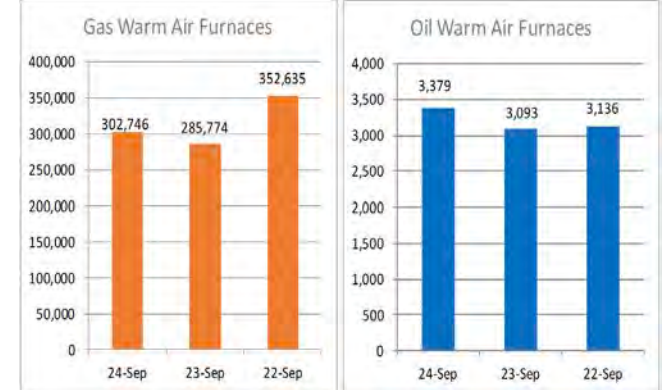


Year-to-date U.S. shipments of commercial gas storage water heaters changed -2.2 percent, to 63,931 units, compared to 65,390 units shipped during the same period in 2023. Year-to-date commercial electric storage water heater shipments changed +6.5 percent, to 117,594 units, compared to 110,400 units shipped during the same period in 2023.

Year-to-Date	Sep 24 YTD	Sep 23 YTD	% CHG. (From 2023-2024)	Sep 22 YTD
Commercial Storage Gas	63,931	65,390	-2.2	64,948
Commercial Storage Electric	117,594	110,400	+6.5	89,844

## Warm Air Furnaces

U.S. shipments of gas warm air furnaces for September 2024 changed +5.9 percent, to 302,746 units, compared to 285,774 units shipped in September 2023. Oil warm air furnace shipments changed +9.2 percent, to 3,379 units in September 2024, compared to 3,093 units shipped in September 2023.



Year-to-date U.S. shipments of gas warm air furnaces changed +0.6 percent, to 2,312,214 units, compared to 2,297,977 units shipped during the same period in 2023. Year-to-date U.S. shipments of oil warm air furnaces changed +35.2 percent, to 19,653 units, compared to 14,540 units shipped during the same period in 2023.

Year-to-Date	Sep 24 YTD	Sep 23 YTD	% CHG. (From 2023-2024)	Sep 22 YTD
Gas Warm Air Furnaces	2,312,214	2,297,977	+0.6	3,020,786
Oil Warm Air Furnaces	19,653	14,540	+35.2	20,552

## Central Air Conditioners and Air-Source Heat Pumps

U.S. shipments of central air conditioners and air-source heat pumps totaled 903,856 units in September 2024, changed +18.4 percent compared to 763,301 units shipped in September 2023. U.S. shipments of air conditioners changed +12.8 percent, to 520,197 units, compared to 461,330 units shipped in September 2023. U.S. shipments of air-source heat pumps changed +27.1 percent, to 383,659 units, compared to 301,971 shipped in September 2023.



Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +5.6 percent, to 7,639,648, compared to 7,232,656 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed +4.2 percent, to 4,423,927 units, compared to 4,244,595 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed +7.6 percent, to 3,215,721, compared to 2,988,061 units shipped during the same period in 2023.

Year-to-Date	Sep 24 YTD	Sep 23 YTD	% CHG. (From 2023-2024)	Sep 22 YTD
Air Conditioners & Heat Pumps Combined Total	7,639,648	7,232,656	+5.6	8,314,671
Air Conditioners Only	4,423,927	4,244,595	+4.2	4,939,663
Heat Pumps Only	3,215,721	2,988,061	+7.6	3,375,008

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

Size Description (000) BTUH	Month			YTD		
	2024 Total	% Change from 2023	2022 Total	2024 Total	% Change from 2023	2022 Total
Under 16.5	37,479	+31.3	40,322	301,031	+11.9	345,337
16.5-21.9	121,805	+37.0	111,224	904,742	+4.6	816,083
22-26.9	195,916	+33.6	174,116	1,619,661	+14.1	1,659,181
27-32.9	137,800	+28.9	141,063	1,181,226	+8.3	1,288,604
33-38.9	168,986	+14.5	187,989	1,503,025	+5.4	1,768,519
39-43.9	63,691	+21.5	64,770	506,450	+1.8	615,567
44-53.9	85,671	-4.9	93,074	761,144	-4.9	905,613
54-64.9	66,521	-8.6	72,922	614,111	-4.3	703,969
65-96.9	8,630	-20.5	8,715	82,324	-0.2	75,377
97-134.9	7,335	-10.5	7,710	70,434	+10.7	60,180
135-184.9	5,003	-1.7	4,437	46,149	+19.7	36,038
185-249.9	2,078	-8.5	2,546	20,896	+36.5	16,664
250-319.9	1,384	-16.2	1,444	15,198	+34.8	12,902
320-379.9	374	-17.6	303	3,398	+27.3	2,516
380-539.9	432	+33.7	310	3,549	+30.9	2,713
540-639.9	320	+22.6	253	2,751	+30.3	2,298
640-799.9	160	+56.9	97	1,225	+35.1	915
800.0-899.9	59	+13.5	51	499	+13.4	500
900.0-999.9	71	+2.9	71	634	+18.7	612
1,000.0-1,199.9	56	+100.0	35	376	+21.3	320
1,200.0 & Over	85	+10.4	76	825	+9.7	763
<b>TOTAL</b>	<b>903,856</b>	<b>+18.4</b>	<b>911,528</b>	<b>7,639,648</b>	<b>+5.6</b>	<b>8,314,671</b>

### Notes and FAQs

A shipment is defined as when a unit transfers ownership; a consignment is not a transfer of ownership. Industry data is aggregated from the information supplied by AHRI member companies that participate in the statistics program and can be subject to revision. Published year-to-date data is inclusive of all revisions. No other AHRI data (e.g., by state or region) is available to the public other than that published. AHRI does not conduct any market forecasting and is not qualified to discuss market trends. BTUHs of 64.9 and below are for residential units; 65.0 and above for commercial. For previous monthly shipment releases and historical data, please see <http://www.ahrinet.org/statistics>.

- How do my colleagues subscribe to the report?** Go to <http://www.ahrinet.org/statistics> and click on *Subscribe*.
- Does this data represent shipments to the United States only or are shipments outside of the United States included?** This data represents shipments to customers in the United States only.
- Do you provide U.S. data by state?** That data is not available publicly.
- Is historical data available in Excel?** It is available monthly reflecting exactly the data presented in the monthly public release.
- Is data available in a different format?** The only format available is provided on the website.
- Does the December YTD data equal full calendar year?** Yes, it does.
- Can I purchase additional industry data from AHRI?** No, AHRI statistical data is not for sale.
- Does AHRI provide information for academic research purposes?** AHRI is not authorized by our members to provide information other than what is listed on our website.
- How much of the industry does the data represent?** Although we cannot get into specifics about how much of the industry the data represents, in general, AHRI is one of the largest trade associations in the nation, representing more than 300 heating, water heating, ventilation, air conditioning and commercial refrigeration manufacturers within the global HVACR industry. AHRI's 300+ member companies account for more than 90 percent of the residential and commercial air conditioning, space heating, water heating, and commercial refrigeration equipment manufactured and sold in North America.
- Is it accurate to use the number for year-to-date U.S. shipments as a measure of sales?** AHRI reports track shipments, which are defined as when a unit transfers ownership. While some people use the terms shipments and sales interchangeably, they may not be the same.

## ACES Supply Customer Appreciation Day in Corpus Christi TX

ACES Supply held a customer appreciation event at their new location at 1157 Hendricks St, Corpus Christi, TX 78417 on Wednesday, November 20th from 11 AM - 1 PM.

The event highlights included:

Hands-On Workshop: Learning to repair aluminum coils using AL822 solder, with live demonstrations on site.

Expert Q&A: Our FSRs and American Standard RM will be available to answer all your questions, including insights on our upcoming product lineup.

Fajita Lunch and giveaways were also included.



## RectorSeal® Acquires PF WaterWorks Enhancing its Retail Product Line of Plumbing Products

**Houston, TX**—RectorSeal, a leading manufacturer of HVAC/R and plumbing accessories, has announced the acquisition of PF WaterWorks. PF WaterWorks creates and sells innovative and environmentally friendly plumbing products primarily through the retail channel.

With a focus on plumbing drains and tubulars, PF WaterWorks is an innovation leader well known for its product line, which serves homeowner needs through a portfolio

of patented problem-solving products.

In addition to supporting established customer partnerships in retail channels, RectorSeal will add the PF WaterWorks product line to its plumbing wholesale channel, building on its brand-preferred retail presence.

Sanjay Ahuja, owner and leader of PF WaterWorks, will continue to focus on the retail segment and support RectorSeal's overall retail presence through product

innovation. Sanjay holds several individual patents and is a degreed engineer with a strong product and business development track record.

"We are thrilled to bring Sanjay and his team to RectorSeal. I have had the pleasure of knowing him for several years, especially with PF WaterWorks being based in Houston," said Jeff Underwood, President of RectorSeal. "I have watched him build his company into a major

supplier to many shared customers based on core RectorSeal values. I look forward to his continued fellowship."

"The PF WaterWorks team is excited to be part of the RectorSeal family, which will add significant organizational resources and distribution capabilities," said Sanjay Ahuja, President of PF WaterWorks. "I am excited that our past innovations and exciting new products will continue to make life easier for the end users," said Sanjay Ahuja.

## Product News

# Oxbox Unveils New Split System R-454B Product Line, Leading the Charge in Creating a Greener Future for HVAC

*Utilizing an eco-friendly refrigerant to lower greenhouse gas emissions, new Oxbox product line readies for 2025 federal requirements for sustainability*

Davidson, NC—Oxbox™, maker of affordable, durable residential and light commercial heating, ventilation and air conditioning (HVAC) systems that are endorsed by Trane®, today announced the launch of its new Split System R-454B refrigerant product line. With the U.S. federal government requiring all residential HVAC equipment to use refrigerants with a Global Warming Potential (GWP) of less than 700 starting in January 2025 and the HVAC industry shifting toward more sustainable practices, Oxbox's new product line represents a crucial step in the company's efforts to protect our climate and reduce hydrofluorocarbon (HFC) emissions. A Refrigerant Detection Sensor (RDS) and Mitigation Control Board (MCB) will be provided with every air handler and coil.

The adoption of R-454B refrigerant in Oxbox's new product line is designed to help mitigate the environmental risks and impacts associated with traditional refrigerants, like R-410A, which operates at high pressure and poses an increased risk of environmentally harmful leaks during maintenance and repairs. By contrast, the Oxbox Split System R-454B is a low-GWP refrigerant that enhances energy efficiency for HVAC systems, while reducing greenhouse gas emissions.

"Our new Split System R-454B refrigerant product line utilizes low-GWP refrigerant to promote sustainability," said Cristian Daily, senior product manager at Oxbox. "We're proud to offer products that align with the industry's transition toward more conscious solutions and our company's commitment to environmental responsibility."

The revamped Oxbox product line will offer air conditioners, heat pumps, air handlers and coils, with packaged systems being released in 2025. Some standout features that customers, partners and vendors should look for include:

- **Air Conditioners** – Oxbox units are available in 13.4 SEER-2 and 14.3SEER2, and up to 16 SEER2 performance with select indoor unit combinations. Even on the hottest, stickiest days, homes will be kept cool, dry and comfortable throughout due to the all-aluminum microchannel design with hydrophilic coating, which allows for high fin efficiency, improved reliability against corrosion resistance, and better fin protection.

- **Heat Pumps** – Oxbox heat pumps are the ideal choice for providing year-round comfort, keeping homes cool during



**OXBOX**  
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warmer months and warm during colder months. Available in 14.3 SEER2 and up to 15.2 SEER2 performance with select indoor unit combinations, they feature coils with hydrophilic coating to improve corrosion resistance.

- **Air Handlers** – Designed with multiple installation configurations to give homeowners a variety of options to fit any existing space, Oxbox air handlers expertly circulate air through the home year-round to keep you comfortable.

- Multi-positional air handlers from Oxbox can hit up to 16 SEER2 with select combinations and are available with a PSC or ECM motor. Additionally, the R-454B refrigerant sensor is factory-installed and can be easily configured to accommodate other installation orientations.

- Wall-mounted air handlers from Oxbox can hit up to 15.2 SEER2 models with select combinations, with a factory-installed R-454B refrigerant sensor.

- **Coils** – Oxbox multi-positional and upflow/downflow coils are designed to maximize system efficiency. The foil-faced thermal insulation not only makes cleaning simple, but also helps reduce service time. Each coil comes with a leak mitigation kit, reducing ordering configuration complexity.

The warranty for all new products will stay the same, including one-year unit replacement and a 10-year warranty on parts with product registration and 10-year compressor replacement. Oxbox's enhanced warranty gives customers peace of mind. Every piece of equipment is warranted to

the home—not the homeowner—providing an extra measure of coverage when it comes time to sell. Plus, Oxbox warranty also covers multi-family application. For additional details about Oxbox's enhanced warranty terms, visit

[www.oxboxhvac.com/warranty](http://www.oxboxhvac.com/warranty).

To learn more about Oxbox's new Split System R-454B refrigerant product line, visit the education page at [www.oxboxhvac.com/r-454b-transition](http://www.oxboxhvac.com/r-454b-transition).

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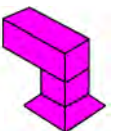


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