



#MDMFullSteamAhead

Business Update

David Kesterton - President



WELCOME TO MINGLEDORFF'S 2024 DEALER MEETING



SUBJECTS TO EXPLORE

- 2024 Economy
- 2025 EPA A2L Refrig Product Transition
- Mingledorff's Technology Update



Thank You
for your Patience



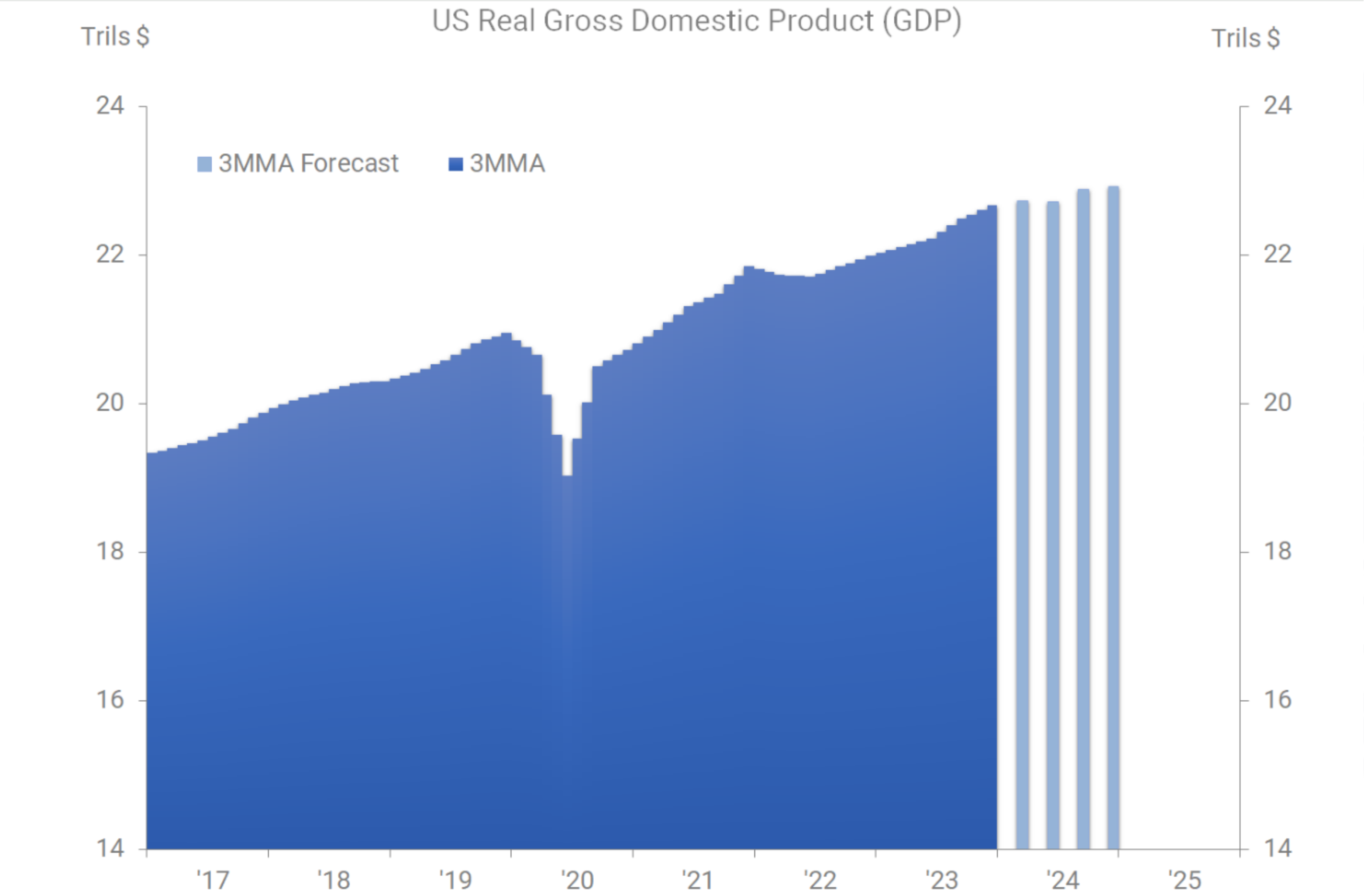
SOUTHEAST ECONOMY



Positives moving forward.

- Can't repeat May/June 2023.
- Migration to the South – Generational Change
 - FL, Texas, Ga, NC, SC & Tenn. These 6 states contribute more to the national GDP than the Northeast.
 - During 2020/21 transplants helped steered \$100 billion in new income into the SE. Northeast lost \$60 billion (IRS statistics).
 - Southeast accounted for 2/3rds of all job growth since 2020. Migration of 2.2 million in past two years.
 - Southeast is home to 10 of 15 fastest growing cities in the US.

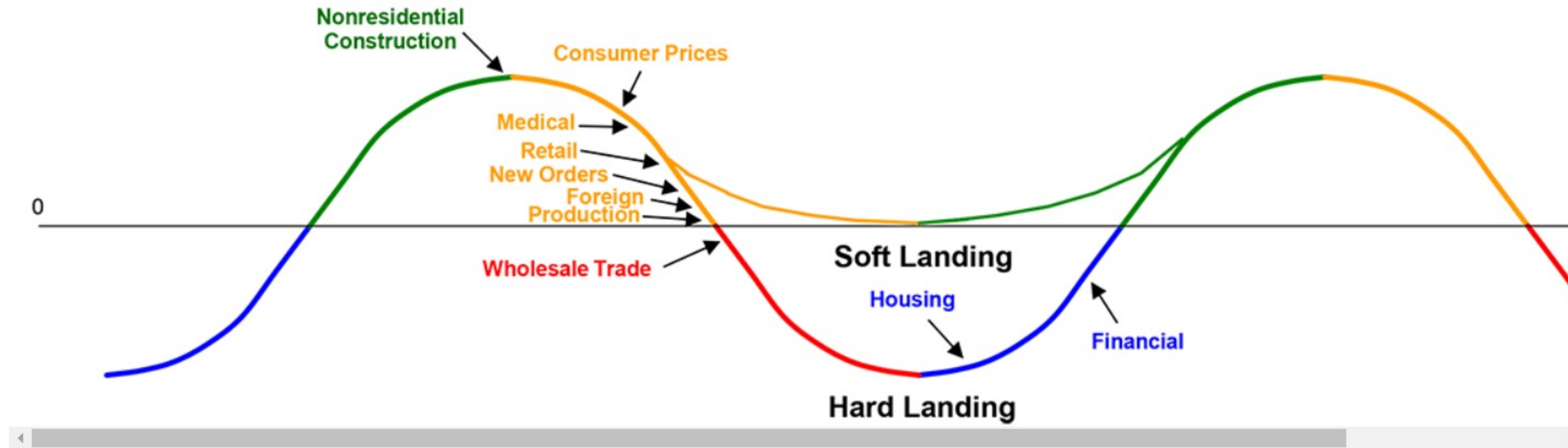
GDP TRENDS



ITReconomics

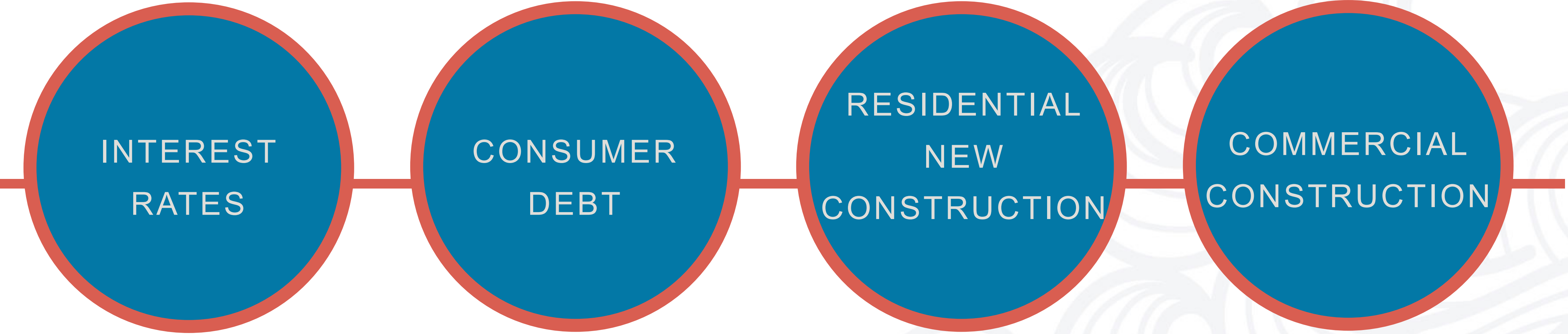
ECONOMIC SECTOR TRENDS

February 2024 Report



- Housing construction leads out of recession.
- Non-residential construction follows.

ITReconomics



INTEREST
RATES

All indications
are a second
half cut.

CONSUMER
DEBT

Rising but
manageable.

RESIDENTIAL
NEW
CONSTRUCTION

Gradual growth.

COMMERCIAL
CONSTRUCTION

Maintaining
strong growth.



Turn to the experts

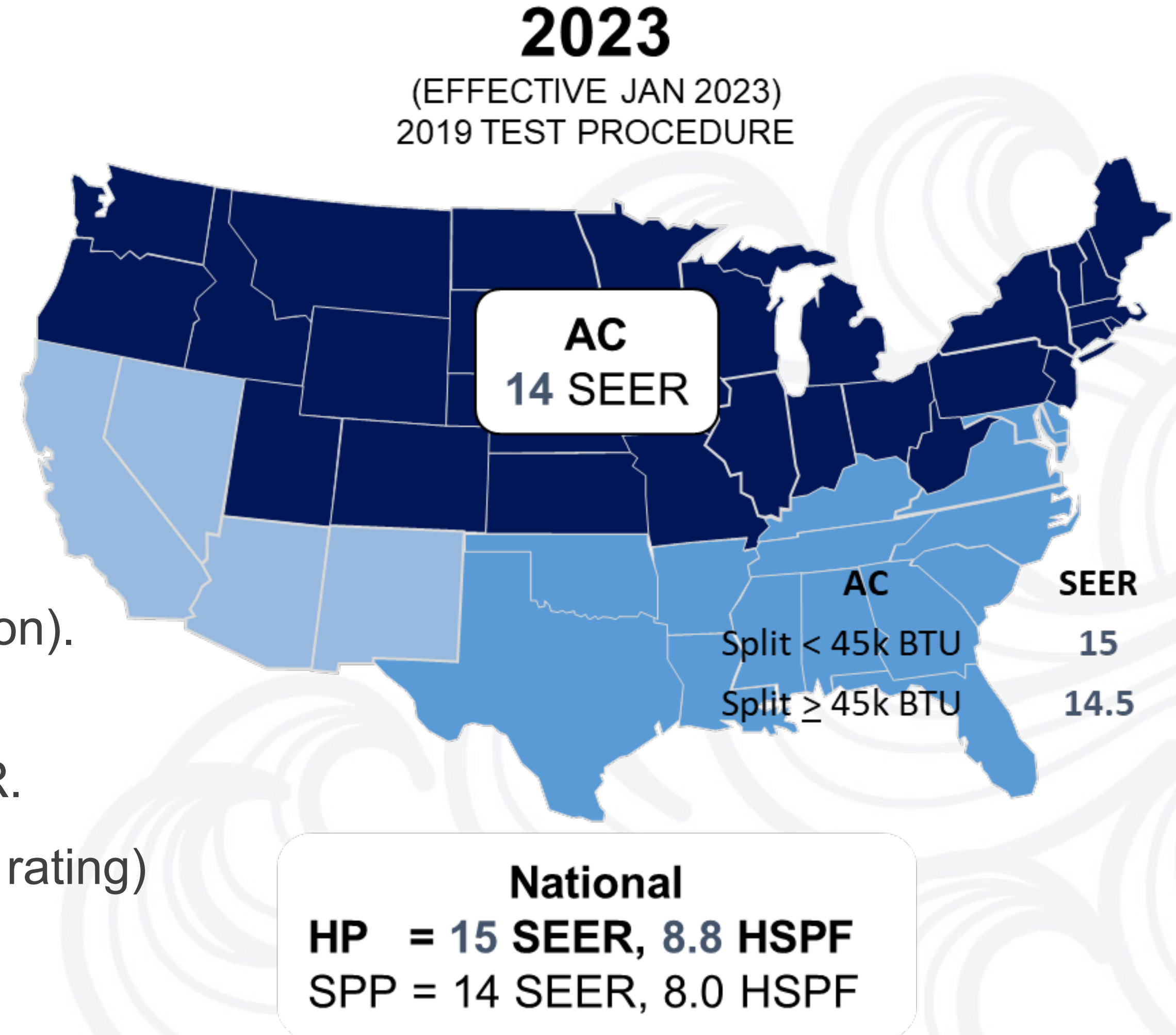
Puron

ADVANCE™

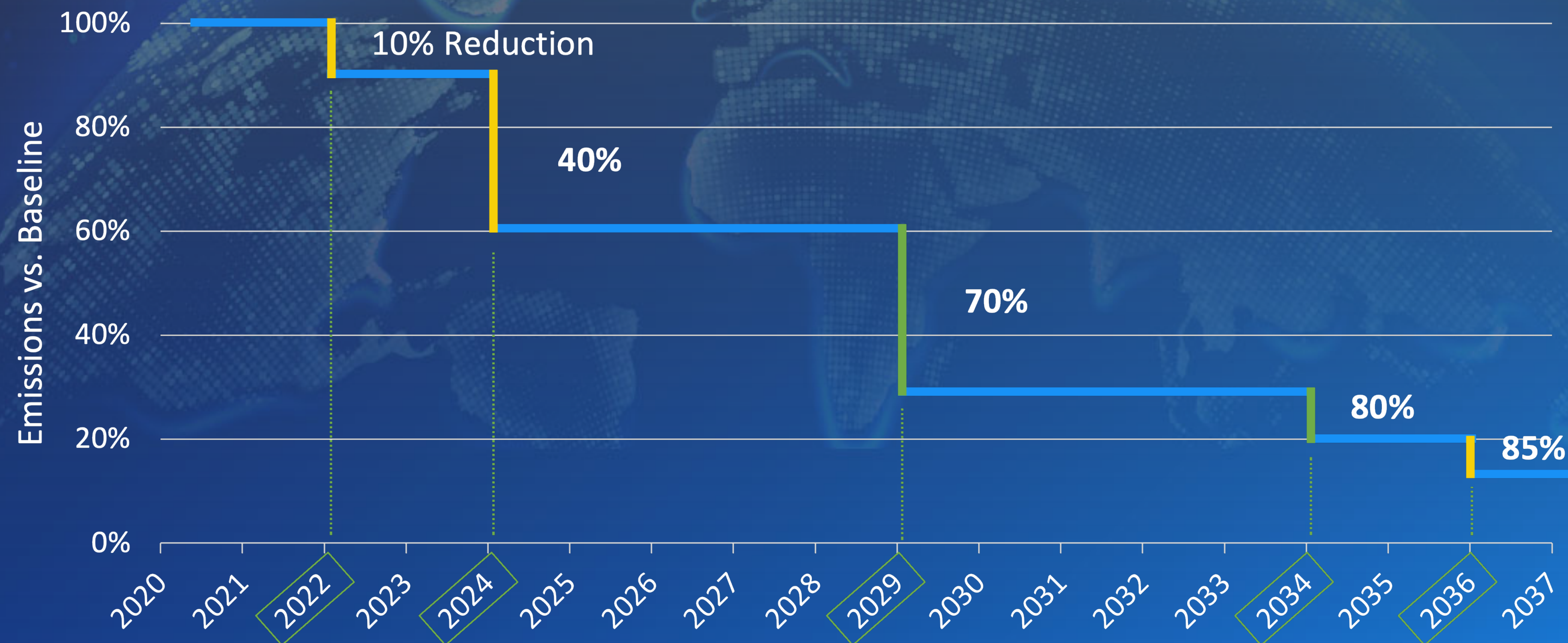
A new refrigerant for a better future

Industry Transitions

- Late 70's transition from R12 to R22.
- 1987 legislation to require min 10 SEER.
 - 1992 Introduction.
- 1996 Carrier introduces first Chlorine free unit.
 - R410A (Puron) residential unit
- 2006 Minimum Efficiency raised to 13 SEER.
- 2010 Mandatory Chlorine free unit (R410A, Puron).
 - R22 - Discontinued production.
- 2015 – DOE raises SEER minimum to 14 SEER.
- 2023 – DOE introduce SEER2 rating (15 SEER rating)



REFRIGERANT R410a SUPPLY PHASE DOWN



2024 – Another Transition Year – Introducing Puron Advance



2024 – ...And Yes, Commercial Too!

WeatherMaker 48/50FE



Refrigerant: R-454B

Sizes: 04-30 Sizes

Product Design:

Similar to 48/50FC.

New dissipation system

New compressors

New metering devices

WeatherMaster 48/50GE



Refrigerant: R-454B

Sizes: 04-28 Sizes

Product Design:

Similar to 48/50GC.

New dissipation system

New compressors

New TXVs

Return of EnergyX

WeatherExpert Heat Pump/Hybrid Heat



Refrigerant: R-454B

Sizes: 04-28 Sizes

Product Design:

**New variable speed
compression design!**

Ecoblue across all sizes

New dissipation system

New TXVs

Puron
ADVANCE™

A new refrigerant for a better future



EARLY TRANSITION

PRODUCT ORDERING

INVENTORY STOCK

Preparation

- Product introduction kits.
- Dealer meeting information/training.
- Tech Service Install/Service Training

Order Cycle

- Mid Summer Indoor Product Orders
- Outdoor Product Late Summer

Stock/Transition

- Indoor Product Early Fall.
- Outdoor HP/AC Oct/Nov.
- Package units late 4th Qtr/1st Qtr. 2025

TECHNOLOGY UPDATE

NEWS WAYS TO IMPROVE YOUR PRODUCTIVITY



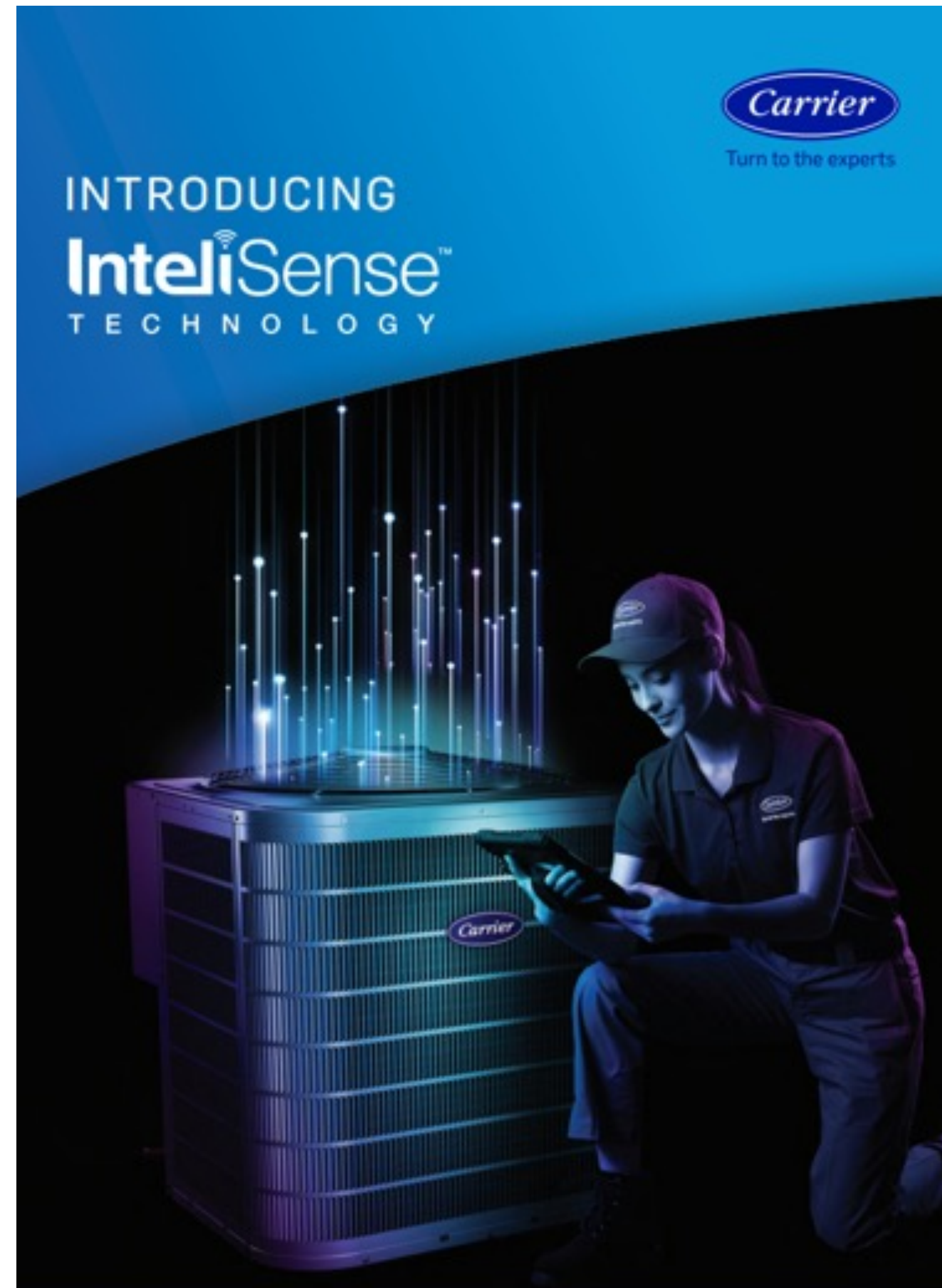
NFC (NEAR FIELD COMMUNICATION) FURNACE



- Ease of Installation.
- Advanced diagnostics.
- Saves valuable service time.



Introducing IntelliSense Technology



- Connect to the homeowners system.
- Analyze the operation
- Recommend a solution.
- Efficiently repair and fix the issue.
- Save you time.
- Give the homeowner “Peace of mind”
- Save the homeowner money.



Using Innovative Technology to Solve for Trade Skills Gap, Productivity, Quality & Customer Experience

- Techs will proactively be provided with unit specific OEM official documentation from simply capturing an image of the data plate of the unit.
- Workflows will guide a tech through the installation process with video content for reference to reduce troubleshooting and time onsite.
- Video content captured in workflows during the installation process will reduce hand-written documentation detailing component or part issues.
- Startup workflows will direct and confirm proper operation onsite with detailed step including embedded instructional guides for easy reference.
- Techs will be able to share visual documentation and notes captured during the job giving customers a better understand the work performed and any issues or concerns found.

Instant documentation
Knowledge Base
Productivity

Guided Process
Training & Development

Minimize paperwork
Efficiency

Quality Installation
Quality

AI Summary & Knowledge Base
Elevated Customer Experience

Mingledorff's & XOi help deliver innovative solutions in tech support to improve the customer & technician experience!

- **Knowledge base**
 - **Vision LIVE calling**
 - **Priority support**
- The Results

~50% Reduction tech support phone time

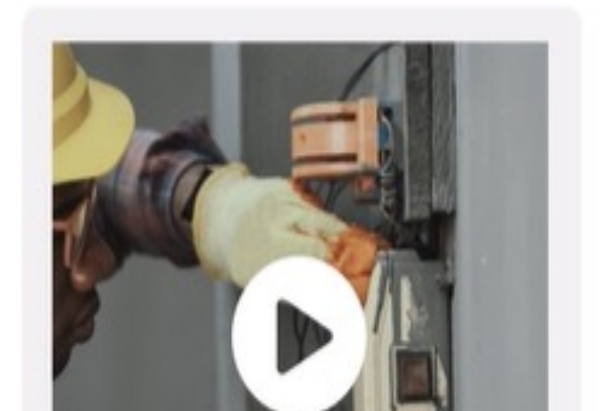
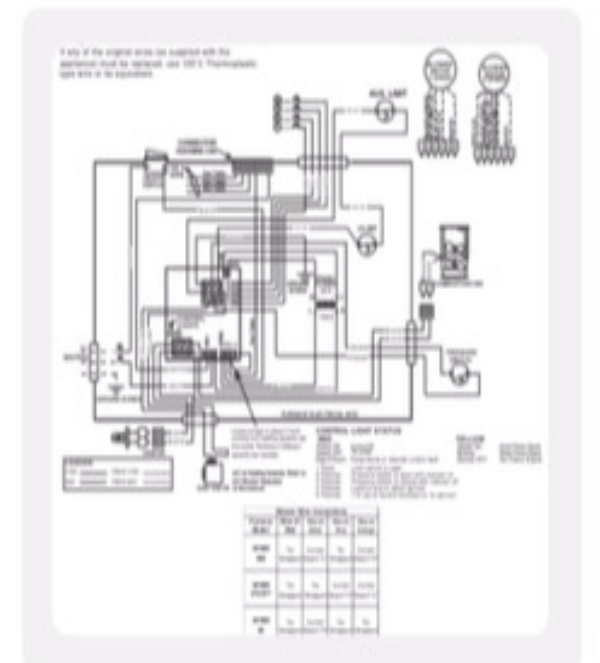
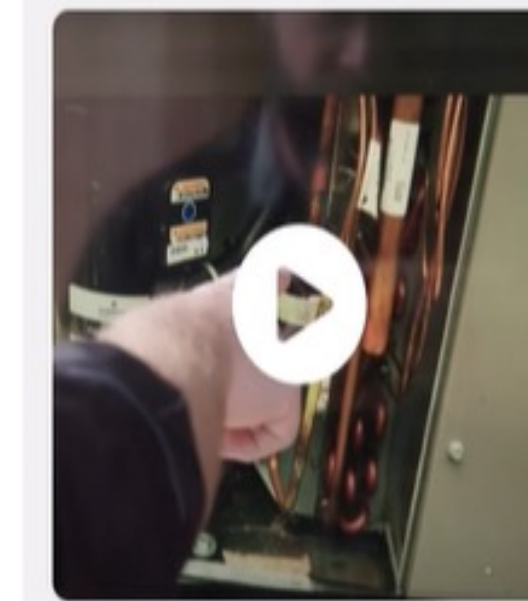
< Knowledge Base



Diagrams ×

Videos ×

1,023 results found



SAP TRANSITION

NEWS WAYS TO IMPROVE YOUR PRODUCTIVITY



ORDER ACKNOWLEDGEMENT & DELIVERY DETAILS

Delivery Details

Delivery #	80970344
Order #	10686774
Delivery Date	02/22/2024
PO Number	46774
Ship Via	MDS

Bill To

THE BEST HVAC COMPANY
222 Mobile Way
Mobile, Al

Ship To

THE BEST HVAC COMPANY
222 Mobile Way
Mobile, Al

*This delivery is ready for Pickup immediately at NGA- Peachtree Corners or will be delivered on our next available outbound route.

Line#	Product	Product Description	Delivery Qty	Delivery Date	Serial Number	Unit Price	Unit Tax	Net Price	Net Tax	Subtotal
10	24SCA524W003	AIR CONDITIONER 15 SEER 2 TON 208/230-1	1	02/22/2024	3823E03315					
20	PG8J936D142B1805AP	UPFLOW COIL 3 TON 14" TXV R410 ALUMINUM	1	02/22/2024	S7122D72082					
30	58SC0B070M14--12	COMFORT 80% 1STG/MCT/70K/3T/14"	1	02/22/2024	S3223A20460					
40	EB-STATE3LTP-02	ECOBEE 3 LITE PRO THERMOSTAT	1	02/22/2024	416496714563					
50	RP-MODEL 2410	MEDIA AIR CLEANER 16X25 MERV 13 APRILAIR	1	02/22/2024						

PRINTING PRICE IS OPTIONAL

BACKORDER NOTIFICATION & COMPLETION

Bill To
THE BEST HVAC COMPANY
222 Mobile Way
Mobile, AL

Ship To
THE BEST HVAC COMPANY
222 Mobile Way
Mobile, AL

Order Details

Order #	10673157
Ordered Date	02/13/2024
PO Number	40714
Ship Via	PKP

Line#	Product	Line Type	Qty Ordered	Status	Schd Date	Confirmed Qty	Rcvd. Qty	BO. Qty	Delivery#	Delivery Date	Net Value
10	HK42FZ122	Vendor to Ming	1	Confirmed	02/13/2024	1	1	0			

Please reach out to your respective Sales Representatives for any questions or additional information.

Contact your Territory Manager.

YEARS OF SERVICE AWARDS



25 YEAR RECIPIENTS

Company

Davis Heating and Air

City, State

Metter, GA

Brand



Years

1999 – 2024

30 YEAR RECIPIENTS

Company

Acker Heating & Cooling

Progressive Heating, Air and Plumbing

City, State

Colbert, GA

Newnan, GA

Brand



Years

1994 – 2024

1994 – 2024

35 YEAR RECIPIENTS

Company

Gilley’s Heating & Air

City, State

Enterprise, AL

Brand



Years

1989 – 2024

40 YEAR RECIPIENTS

Company

Carolina Air, Inc.

Gainesville Mechanical, Inc

Energy Savers of Georgia, Inc.

L & S AIR, Inc.

City, State

Beaufort, SC

Gainesville, GA

Columbus, GA

Grand Bay, AL

Brand



Years

1984 – 2024

1984 – 2024

1984 – 2024

1984 – 2024

45 YEAR RECIPIENTS

Company

Green Heating & Cooling, Inc.

City, State

Canton, GA

Brand



Years

1979 – 2024

55 YEAR RECIPIENTS

Company

Coley Air Conditioning Inc.

City, State

Atmore, AL

Brand



Years

1969 – 2024

60 YEAR RECIPIENTS

Company

Brown Heating & Air Conditioning

Casey Electric, Inc.

Keith Air Conditioning, Inc

Rowell Heating & Air

City, State

Eufaula, AL

Crestview, FL

Mobile, AL

Waynesboro, GA

Brand



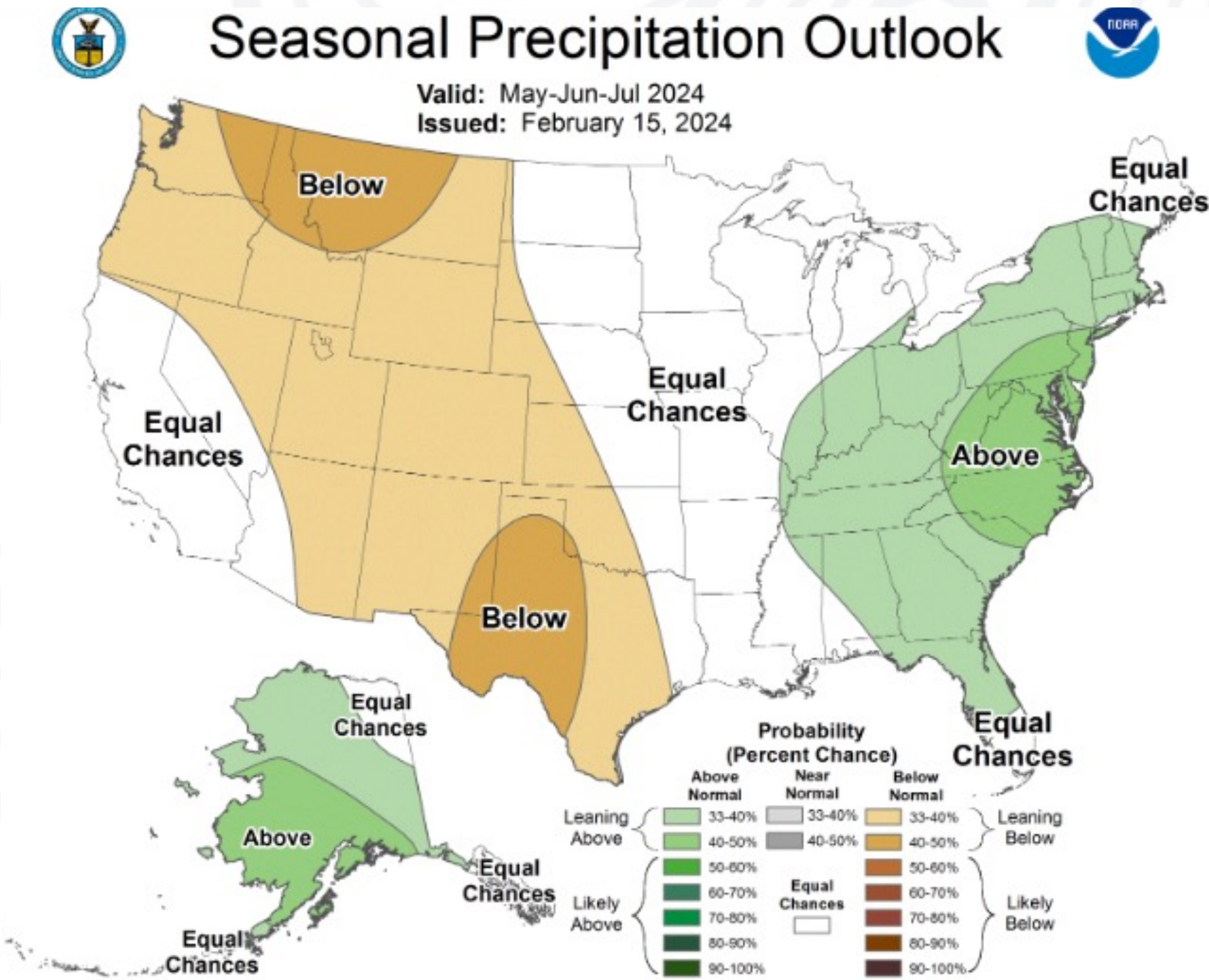
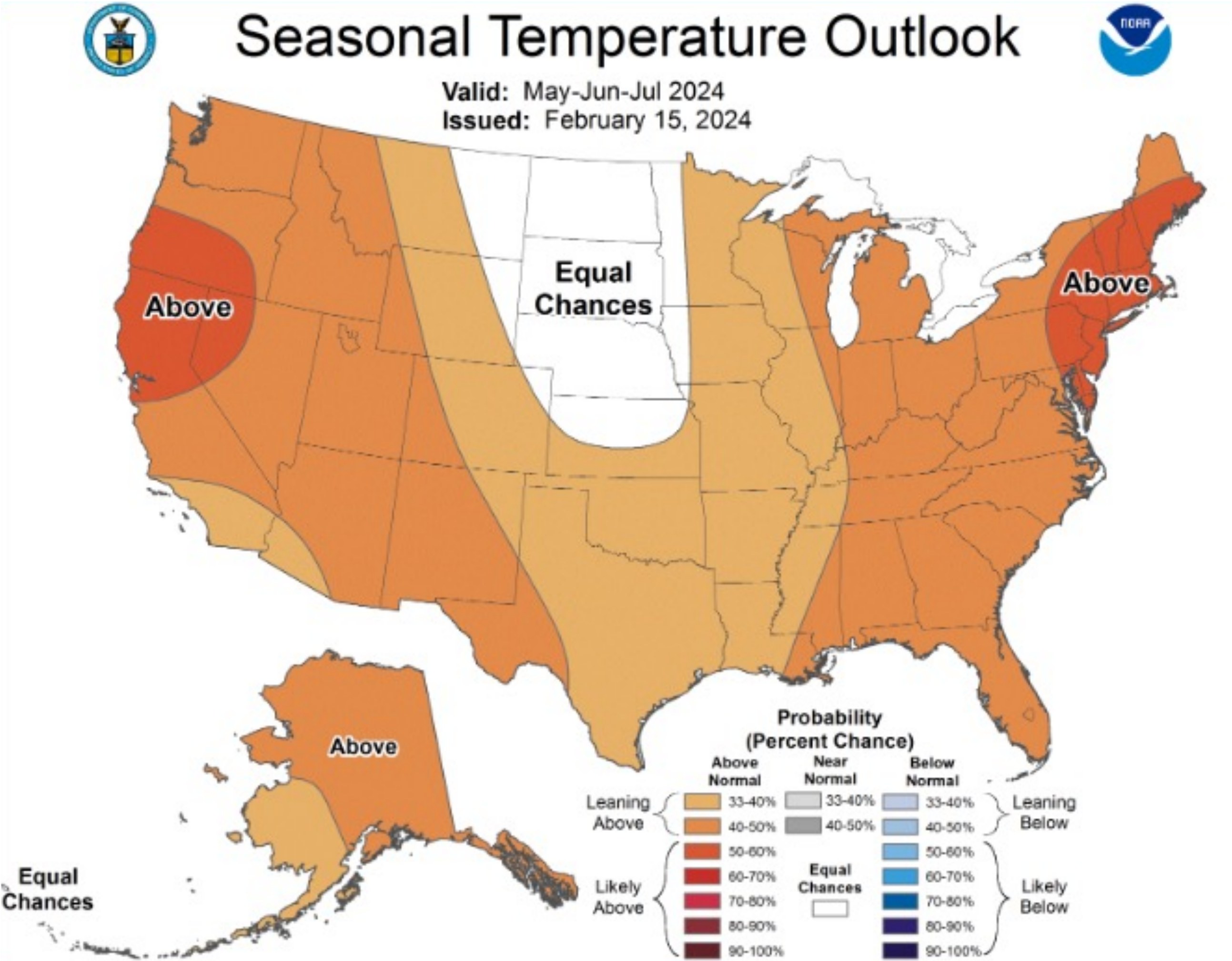
Years

1964 – 2024

1964 – 2024

1964 – 2024

1964 – 2024



FULL

STEAM

AHEAD

SAP SYSTEM

- Improvements
- Innovation
- Playing offense again!

2024 OUTLOOK

- All economic indicators are pointing in the right direction.
- Weather, Weather, Weather!

A2L PRODUCTS

- Advanced Puron Products are Ready!
- Technology to improve productivity is real.
- Carrier is leading the way!

