



2026

January 2026



**AC & HEAT PUMP FUNDAMENTALS PROGRAM**

**Class 1: Tool Introduction**

January 27, 2026 | Warsaw, IN

January 28, 2026 | South Bend, IN

**Class 2: Electrical for Air Conditioning**

January 29, 2026 | Warsaw, IN

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**GREE GOLF CART GIVEAWAY!**

When you purchase a GREE system, you'll be entered into a drawing to win a fully customized 2022 EZGO 48V TXT Golf Cart loaded with premium upgrades!

**November 5, 2025 - January 31, 2026**

This one-of-a-kind golf cart includes:

- Madjax body conversion – speeds up to 35 mph
- Navitas 600A Bluetooth controller
- 5kW Navitas motor (\$3,000 value)
- LED lights, turn signals & taillights
- Lifted with 14-inch rims and tires
- Fold-down rear seat with armrests
- Tinted windshield



**\$8,500 value**



**NEW YEAR, NEW GEAR**

*Malco* X **MIDWEST** PROMO KIT

GET READY TO KICK OFF 2026 WITH PREMIUM TOOLS AT AN UNBEATABLE VALUE



**\$300 value – only \$199.99!**

Promo runs December 1, 2025 - January 31, 2026

Limited Quantities – While Supplies Last!

ITEM#	DESCRIPTION	QUANTITY	PROMO PRICE
MC498987	MIDWEST MWT-6510C 2 PIECE OFFSET AVIATION SNIP	1	<b>\$199.99</b>
MC378830	MIDWEST SNIPS MWT-6716R AVIATION RIGHT	1	
MC49929	MALCO SH3V 18OZ SHEET METAL SETTING HAMMER (52824)	1	
MC3641	MALCO 12F 12" FOLDING TOOL (52246)	1	
MC332870	MALCO TV6 CABLE TIE TENSIONING TOOL WITH AUTO CUT OFF (52144)	1	
MC506113	(48-22-8902B) MILWAUKEE CUT LEVEL 1 DIPPED GLOVES	1	

All Items come packaged together in the Haven bag – not sold separately.

## HARDI Applauds EPA Enforcement Shift

### EPA deprioritizes enforcement tied to Technology Transition Rule.

HARDI applauds the EPA for announcing it will deprioritize federal enforcement of the January 1, 2026 installation prohibitions under the Technology Transition Rule Reconsideration. This move signals a shift in how the Agency will use its enforcement resources as the rule is expected to change.

HARDI says the decision provides much-needed certainty for distributors and contractors heading into the new year.

*Source: HARDI website press release*

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## From A2L to Tariffs, HVACR Had a Year

### Industry leaders reflect on 2025 and look ahead to 2026.

The HVACR industry faced major change in 2025, from the transition to A2L equipment and R-454B shortages to tariffs, inflation, and political shifts. Industry leaders say these challenges are setting the tone for a year of recalibration ahead.

Looking to 2026, organizations recommend contractors stay focused, informed, and adaptable by investing in training, partnerships, data analysis, and emerging tools like AI to navigate regulatory uncertainty and supply chain pressures.

*Source: Source: Matt Jachman via ACHR News website article*

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## My Water Stinks: Behind a Common Customer Complaint

### What causes rotten egg odors—and what contractors should know.

A customer complaint about foul-smelling water led to a deeper look at common odor culprits beyond the water heater. While anode rods are often blamed, this case revealed other factors—such as faucets and aerators—can also contribute to unpleasant smells.

The story highlights the importance of clear warranty policies for customer-supplied products and understanding water quality issues to better diagnose and manage expectations.

*Source: Dave Yates via PM Engineer Contractors Corner article*

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## Opportunity Through Disruption: 2026 Plumbing Industry Outlook

### Distributors prepare for a year of cautious stability.

Industry forecasts suggest 2026 will bring stable but flat conditions for the PHCP-PVF distribution channel, with uneven momentum across markets and continued residential headwinds. While supply chain volatility is easing, labor challenges and regulatory pressures remain, pushing distributors to rely on data, partnerships, and smarter inventory strategies to navigate uncertainty and position for potential growth later in the year.

*Editor's Note – While this article focuses on the distribution outlook, these observations can provide insight to the contracting world also. ~ Joe Velleman*

Source: Natalie Forster via Supply House Time website article

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## How to Get Your Sales Team Strategically Using AI

### Why mindset—not technology—drives real results.

AI is reshaping how sales teams identify prospects, close deals, and serve customers across industries, but many organizations still treat it as a tool rather than a growth engine. Experts say the companies seeing real results start with a mindset shift—viewing AI as an amplifier of human capability, not a replacement—so it can drive clarity, efficiency, and stronger sales performance.

*Editor's Note – Speaking of disruption...~ Joe Velleman*

Source: Dr. Mary C. Kelly via industry article

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## Your Hopes

### Why cynicism is rising—and how hope can reverse it.

Studies show growing cynicism in the U.S., with declining trust in institutions and widespread doubt that future generations will be better off. Experts say this trend is dangerous but reversible, emphasizing that hope is not passive optimism—it's an active choice that can help people imagine and work toward a better future.

Source: Lauren Jackson via Believing eNewsletter from The New York Times

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## Construction Unemployment Holds Below 4% Nationwide

**Hiring gains slow as workforce pressures continue.**

Construction unemployment remained historically low at 3.8% in September 2025, according to ABC analysis of U.S. Bureau of Labor Statistics data, highlighting continued labor tightness across the industry. While the rate ticked up slightly from last year, all states remained below 10%, with over half reporting lower unemployment, even as labor shortages and rising costs continue to pressure contractors.

Source: Contractor Magazine website article

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## 2026 Predictions: Ten Trends Supply Houses Should Watch

**AI, M&A, and policy shifts set to shape a high-growth year.**

As 2025 wraps up, Brad Williams of Supply House Times shares his top trends for 2026, highlighting how artificial intelligence, mergers and acquisitions, and policy changes could impact supply houses and contractors alike. After correctly predicting more than half of last year's trends, Williams focuses on the factors most likely to drive growth and change in the year ahead.

Source: Supply House Times

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## House Subcommittee Targets IRA Home Electrification Rebates

**Potential changes could impact state programs in 2026**

The House Energy and Commerce Committee passed the Homeowner Energy Freedom Act, which would repeal the Inflation Reduction Act's Home Electrification and Appliance Rebate (HEAR) Program, but it won't reach the floor until 2026. The HEAR program provides up to \$14,000 in rebates for home electrification projects through state-administered programs, including in Indiana and Michigan. While repeal under regular Senate procedure is unlikely, a future reconciliation bill could enable passage, potentially forcing states to return unspent funds to the U.S. Treasury. HARDI will continue monitoring developments.

**Editor's Note** – Indiana and Michigan have applied for and received approval for their IRA programs. How this potentially affects those programs is uncertain right now. ~ Joe Velleman

Source: HARDI Advocacy

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## 6 Sales Skills That Set Top Performers Apart

**In a tougher sales environment, how you sell matters most.**

Sales is harder than ever, with buyers more informed, committees larger, and cycles longer, yet top performers thrive by focusing on how they sell, not just what they sell. Ryan Estis highlights six key skills that help these professionals capture opportunities, exceed expectations, and drive real growth.

Source: Prepare for Impact eNewsletter

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