

Trump Announces New Tariff

New 10% import tariff creates uncertainty for HVACR supply chains.

Trump announced a new 10% tariff on all imports under Section 122 of the Trade Act of 1974 following a Supreme Court decision rejecting tariffs imposed under IEEPA, with plans to potentially increase the rate to 15%. While the ruling does not affect existing Section 232 and 301 tariffs that already apply to many HVACR products, questions remain about whether the new tariff will be layered on top of current duties or if exemptions will be granted, creating uncertainty for manufacturers, distributors, and contractors.



Source: Alex Ayers via HARDI website blog post and Nicole Krawcke via Contracting Business website article

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Pricing With Confidence: How to Stop Selling Yourself Short

Tips to teach your crew how to believe in the value they provide to increase profits.

When call volume is low, it's easy to blame customers tightening up, competitors cutting prices, or jobs going to the cheapest bidder. But most plumbing companies aren't losing work because they're too expensive—they're losing because they don't believe in the value they provide. And when you don't believe in your price, the customer won't either.

Source: Source: Westie Magnuson via Plumber Magazine website article

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HARDI, PHCC Challenge DOE Furnace Efficiency Rule

Supreme Court review could impact gas furnace standards.

HARDI and PHCC have filed an amicus brief urging the U.S. Supreme Court to review a federal court decision upholding DOE efficiency standards for gas furnaces and certain commercial water heaters. The groups argue the rule would effectively eliminate non-condensing gas furnaces by requiring costly venting modifications, conflicting with federal law that prohibits standards making commonly available product types unavailable.

Source: Westie Magnuson via Plumber Magazine website article

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Navigating the U.S. Perchlorate Rulemaking

What the May 2027 compliance deadline means for water systems.

A court-driven mandate is pushing the EPA to formally regulate perchlorate, introducing new monitoring, treatment, and reporting requirements for public water systems ahead of a May 2027 final rule deadline. The rulemaking, rooted in a long legal history, will significantly impact water system operators, municipal engineers, and the contractors and manufacturers that support them, making early compliance planning and technology evaluation critical.

***Editor's Note** – While we don't dive into the public water system very much, many of you are on a municipal water supply and this could affect you. ~ Joe Velleman*

Source: Misty Guard via PM Magazine website article

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State of the Union Draws Starkly Opposed Reactions from Construction Powerhouses

Trade groups split on Trump's economic agenda.

President Trump's 2026 State of the Union address drew sharply divided reactions across the construction industry, with some groups praising proposed tax cuts and regulatory rollbacks while others criticized the speech as disconnected from workers' realities. Industry responses highlighted a clear divide in how construction leaders view the administration's economic vision and its potential impact on jobs, affordability, and long-term growth.

Source: Austin Keating via SNIPS News website article

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Electrification Laws Gain Momentum,

Forcing HVAC Contractors to Adapt

Colorado's new rules may signal what's next nationwide.

State and local lawmakers are accelerating the push toward electrification, with Colorado implementing new restrictions on residential gas furnaces and water heaters that limit installations to ultra-low NOx or Energy Star-compliant equipment. Industry leaders warn the mandate could become a model for other states pursuing aggressive decarbonization goals, creating added complexity and uncertainty for HVAC contractors as they work to serve customers amid evolving regulations.

***Editor's Note** – Oregon has also updated its' laws, now requiring heat pumps on new homes. What starts on the coasts comes to the middle eventually ~ Joe Velleman*

Source: Chris Gray via ACHR News website article

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Why Your Winter Heating Costs Could Jump as Much as 12%

Higher energy prices may drive customer concerns.

New projections show winter heating bills could rise 10–12% compared to last year, with households using electric heat expected to see the biggest increases, while natural gas, propane, and heating oil costs also trend higher. Experts point to insulation upgrades, smart thermostats, and air sealing as ways to reduce bill shock, but contractors should be prepared for increased customer calls as higher utility costs are often mistaken for equipment issues.

***Editor's Note** – this article is a little late since the season is almost over (we hope), but utility companies have been in the news a considerable amount lately and some of the end use ire may flash back onto you as a contractor ~ Joe Velleman*

Source: Anita Hamilton via msn.com website article

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Bridging the AI Knowledge Gap

When employee adoption outpaces company policy.

As employees increasingly view AI skills as essential for job security, many are independently learning and adopting new tools faster than their employers can set policies to guide them. Data showing explosive growth in generative AI course enrollment underscores a widening gap between workforce readiness and organizational governance—highlighting the need for companies to establish clear AI strategies before unmanaged adoption creates risk or confusion.

Source: Anne Lackey via Plumber Magazine website article

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Your Mind Can Make Muscles Stronger, Here's How

Mental techniques can significantly boost physical performance.

Research shows that strength and performance gains often begin in the brain, with mental techniques like visualization and focused intent activating the mind–muscle connection before physical changes occur. Studies suggest early strength improvements in resistance training are driven largely by the nervous system, highlighting how mindset and mental preparation can play a powerful role in unlocking greater performance.



Source: Kimberly Drake via Epoch Health website article

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Why We Need to Celebrate the Peak Moments (On Purpose)

Why rare moments of joy deserve our full attention.

Life is mostly made up of ordinary moments—work, routines, and responsibilities—but it's the rare peak moments that stay with us and shape how we remember our lives. These celebrations, milestones, and deeply joyful experiences matter precisely because they're limited, reminding us to be present, lean in fully, and honor them while we can instead of letting them blur into the background.

***Editor's Note** – I'm guessing we all wish we did this better for our teams' ~ Joe Velleman*

Source: Mary Kelly via Productive Leaders website article

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