

Success is FREE, just not Cheap.

As we exit our shoulder season, we pray that the stress (cost) of it dissipates quickly as the heat comes. We know how tough it is with slow cash flow yet bills and payroll still pressing. We have empathy; we are in the same boat.

Here is what we know. Projections for heat are equal to or hotter than last year. Interest rates have stabilized and should start decreasing. The looming election should help, as the current administration wants the economy looking good as Election Day nears.

Also, product availability will be good from Johnstone. The transition to A2L refrigerants should not be disruptive to this 2024 season, as most products will launch in the third quarter and our inventories of legacy R410a products will certainly carry us through year end.

This understood, confidence is high for a great year for Johnstone Dealers. We anticipate market share capture by our Dealers. We are prepared and ready to leverage our time and talent.

Let's have fun!

Dwayne