

Understanding Sell-through on R410A Products

Sell-through refers to the rate at which products are sold to the end consumer after being stocked by retailers or distributors. When it comes to R410A products in the HVAC industry, sell-through is a crucial metric because it reflects how quickly these products are moving through the supply chain, from manufacturers to end users (e.g., contractors, service providers, or consumers).

Sell-through on R410A products will typically be influenced by the demand for these systems, both for new installations and replacements. Even as R410A systems become less common in new installations, a significant amount of sell-through can come from the replacement and servicing of existing R410A-based systems. You need to be fully aware of the rules and how and when you can install R410A products.



R-410A Products

Build & Sell-through

- Build stop - 12-31-2024
- Install stop - 12-31-2027 (3yrs)

Equipment Type

- Residentail packaged units and MagicPak®



R-410A Systems

Build & Sell-through

- Build stop - 12-31-2024
- Install stop - 12-31-2025 (1yrs)

Equipment Type

- Ducted & ductless split systems, residential and commercial



R-410A Components

Build & Sell-through

- Build stop - none - must meet OUWNM
- Install stop - none

Equipment Type

- Ducted & ductless AH, Coil, AC, and HP



HerculesTM
INDUSTRIES

Employee owned. Family founded. Made in the USA.