



O'CONNOR COMPANY

YOUR HVAC PARTNER SINCE 1920

O'Connor: doing business straight-up

O'Connor Company is a full-service HVAC distributor offering a unique combination of flagship brands, industry-leading customer service and exceptional product quality. We proudly empower our knowledgeable and dedicated employees to put the customer first. We are committed to exceeding expectations while helping to increase the profitability of the independent HVAC contractor.

Convenient locations

We offer six locations in five states with more than 300,000 square feet of warehouse space filled with equipment, controls, parts and accessories needed to maximize sales and service on residential and light commercial units up to 25 tons along with ductless, geothermal, hydronic and radiant systems.



Equipment availability

We offer access to more than 10,000 SKUs including residential and light commercial forced air equipment from 1.5 to 25 tons.

Flexible ordering

We accept orders via phone or text during business hours and online via our mobile app or website 24/7.



Dedicated delivery service

Our convenient delivery services make it easy to receive equipment. Delivery is available at all locations five days a week with seamless transfers between locations.

Certified support

Our certified technical support and commercial assistance is available on the phone, at job sites and in our app. This includes system design and applications, heat load calculations and more.

Marketing support

Our marketing team is available to help in all areas of advertising. From traditional media to Google Local Services, we have the resources to increase brand awareness and business growth.

Special offers

Our incentive programs include monthly promotions, spring and fall preseasons, instant rebates and more.

Targeted training

We offer excellent learning opportunities for our customers to improve their organizations with sales, technical and business management training. Each of our facilities has training rooms and our classes are conducted year-round. In today's ultra-competitive climate, O'Connor strives to provide the best in education.



Important industry voice

We belong to Heating Air-Conditioning and Refrigeration Distributors International (HARDI). This group acts as the voice of wholesale distribution lobbying for government legislation that protects the industries, as well as sharing information and providing ongoing education to manufacturers, distributors and dealers.



Premium brands + support

Our Trane and American Standard dealers represent award-winning products and can partner with Territory Managers to help identify areas of growth, increase product knowledge, improve marketing and maximize dealer benefits.



Our mission is to deliver quality comfort solutions through an excellent customer experience, resulting in the highest level of respect from our dealer community, while providing a rewarding environment for our team members.

- Greg Borr, President, O'Connor Company

Don't just take our word for it ...



"With the help from O'Connor, we have a much better business plan for the future."

- David Kratz,
Specialized Service,
Wichita, KS



"From the executives to the warehouse, O'Connor is very customer focused. The quality that O'Connor provides is paramount, as it is with us providing that level of service to our end customer."

- Chuck Grantham,
Rudroff Heating & Air Conditioning,
Belton, MO





Our people make the difference

At O'Connor, we do business straight-up. Relationships are important to us. If you have a problem, we have a problem and we want to work with you in getting it solved. Our philosophy is that in order to get someone's business you have to earn it and everyone at O'Connor works hard to do just that.

With more than 150 employees in our six locations, each branch is ready to serve—with in-stock products, knowledgeable staff and a customer-first philosophy, you'll feel the difference when you walk into an O'Connor branch.

Each branch has a dedicated team always ready to answer your questions and get you in and out quickly. Behind the scenes, our home office group is also eager to provide residential, commercial, marketing, inside sales and technical support. Our employees have a singular focus—customer satisfaction.

O'Connor Company — our proud history



1920

Joe O'Connor moved to Wichita, Kansas to start a business representing manufacturers of steam and hot water heating equipment, controls and accessories.



1950s

In 1949, Bob Piller, Joe's son-in-law, joined the company. Under his leadership, O'Connor expanded from its commercial and industrial roots into the growing light commercial and residential heating and air conditioning markets.



1990s

Branches were added in Kansas City, Omaha and Des Moines.

2018

A new look is introduced for O'Connor Company, incorporating the original 'arrow' symbol.

1930s

The company added and grew the territory to include Oklahoma City in 1932 and Tulsa in 1934.



1970

The company's iconic symbol is conceived by Bob Piller and drawn by an artist friend of his in Wichita and becomes an integral part of the company logo.



1979

In 1979, Bob's son, Lynn joined the company—the third generation of family to own and operate the business.



2017

Munch's Supply purchases O'Connor Company. The combined companies create the 10th largest independent HVAC distributor in the United States.

2019

O'Connor Company purchases Hunton Distribution's Oklahoma City branch.

Seven convenient locations to serve you!



DES MOINES, IA

4455 121st St.
Urbandale, IA 50323
Ph: (888) 304-8234
Fax: (515) 252-7180
M-F: 7:30 a.m. – 5 p.m.

LENEXA, KS

16910 W. 116th St.
Lenexa, KS 66219
Ph: (888) 800-3540
Fax: (913) 894-5476
M-F: 7:30 a.m. – 5 p.m.

LEE'S SUMMIT, MO

2600B NE Independence Ave.
Lee's Summit, MO 64064
Ph: (877) 800-3540
Fax: (816) 246-1659
M-F: 7:30 a.m. – 5 p.m.

WICHITA, KS

5200 E. 35th St. N., Ste. B
Wichita, KS 67220
Ph: (800) 444-4822
Fax: (316) 684-1221
M-F: 7:30 a.m. – 5 p.m.

OMAHA, NE

13900 Chalco Valley Pkwy., Ste. 101
Omaha, NE 68138
Ph: (800) 800-7580
Fax: (402) 818-1080
M-F: 7:30 a.m. – 5 p.m.

OKLAHOMA CITY, OK

357 N. Harvard
Oklahoma City, OK 73127
Ph: (405) 949-7940
Fax: (405) 949-7957
M-F: 7:30 a.m. – 5 p.m.

TULSA, OK

1850 N. Indianwood
Broken Arrow, OK 74012
Ph: (800) 580-8640
Fax: (918) 461-2942
M-F: 7:30 a.m. – 5 p.m.