

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region



Florida, Georgia, Alabama, Tennessee  
North Carolina, South Carolina



September Demo Days with Uniweld Products at Tropic Supply Resource Centers (see page 22)



A2L Refrigerant Training & Certification Hosted by CRG and Saez Distributors (see page 17)



ServiceTitan Championship Event in West Palm Beach (see page 10)



Johnstone Supply Ware Group Grand Opening Celebration in Doral (see page B6-B7)



Johnstone Supply Ware Group Resideo Counter Day in Dania Beach (see page 8)

## Rheem Announces Intent to Acquire Nortek Global HVAC



Jeff Schlichenmeyer  
Publisher

ATLANTA – September 4, 2024 – Rheem has announced its intent to acquire Nortek Global HVAC (NGH), a leading manufacturer of air conditioning products, from Madison Industries. NGH is based in O’Fallon, Missouri with manufacturing in Saltillo, Mexico, and a distribution center in Poplar Bluff, Missouri.

“Nortek Global HVAC has a history of delivering market leading innovations going back over 100 years. Like Rheem, NGH has a collaborative culture with an unwavering commitment to the customer,” said Mike Branson, President Global Air at Rheem. “NGH has a remarkable team that brings unique products, operational capabilities, and market channels to complement Rheem’s expanding Air and Water businesses.” Upon the close of the acquisition—which is sub-

ject to customary closing conditions, including regulatory approvals—NGH will join Rheem’s Global Air division.

Founded in 1925, Rheem Manufacturing is a global leader committed to delivering innovative products that save energy and support a more sustainable future. Rheem is the only manufacturer in the world that produces heating, cooling, water heating, pool & spa heating and commercial refrigeration products, and is America’s #1 water-heating brand with products available in more than 80 countries. Paloma Co., Ltd. of Nagoya, Japan, acquired the iconic Rheem brand in 1988, and today the company’s portfolio of premium brands include Rheem®, Ruud®, Friedrich®, Raypak®, Sure Comfort®, WeatherKing®, Eemax®, Richmond®, IBC™, Intergas®, Splendid®, Solahart®, EverHot®, and MHG™, as well as commercial refrigeration brands Russell®, Witt®, ColdZone® and Kramer®, which are part of the Heat Transfer Products Group (HTPG®) division. Article by Connor Pilbeam, Content Manager of HARDI’s Marketing team



## Making the Switch to A2L Refrigerants

Bruce Heberle, Eastern US Regional Business Director, Chem Penn Refrigerants

The HVAC industry is switching away from high Global Warming Potential HFC refrigerants to more environmentally friendly refrigerants like HFO R-454b and HFC R-32 which have significantly lower GWP numbers than R-410a. R-454b has a GWP of 466, 78% lower than R-410a. R-32 GWP number is 675, 68% lower than the 2088 GWP of R-410a. R-454b and R-32 GWP are lower than the national 700 GWP, EPA will require on January 1, 2025.

The newer refrigerants offer similar performance to what R-410a offered. R-454b has slightly lower operation pressures and R-32 pressures are slightly higher. The new systems will take less of a charge than a typical R-410a system, making them lighter than existing units. A2L refrigerants are proven and established refrigerants. They have been used globally, R-454b for many years and R-32 for over a decade in Asia and Europe.

The only companies that carry a patent on R-454b are Chemours and Honeywell. There will be other companies licensed to produce R-454b, but they do not hold the patent on the product.

R-32 will be available from many manufacturers since there is no patent on the product. Both products will use left-handed threads on the cylinder. Adaptors and/or left-handed fitted hoses will have to be used to install the refrigerant.

Unlike R-410a that comes in a 25lb. cylinder, A2L refrigerants will come in 20lb. disposable cylinders. R-32 will be readily available in a convenient 2lb size as well. Unlike the pink R-410a containers we are used to, the A2L cylinders will both be grey and stamped with the

refrigerant number printed on them. Both will have a red band around the top as a warning that says: “Something is different” about this refrigerant. A2L refrigerant cylinders will have a pressure relief valve instead of the burst disc we see on present containers. This is done to ensure the refrigerant does not pose a fire hazard while stored in a non-conditioned service vehicle.

When the AIM Act was announced in December of 2020, it included a provision that A2L refrigerants must come in a refillable container and have a QR code for tracking requirements.

Worthington Industries, one of the largest manufacturers of refrigerant cylinders in the United States, repeatedly tried to work with the EPA to find a better solution to the regulation. The EPA ignored their repeated requests and finalized a ban on disposable containers that Congress never authorized. Worthington Industries filed a lawsuit against this EPA action.

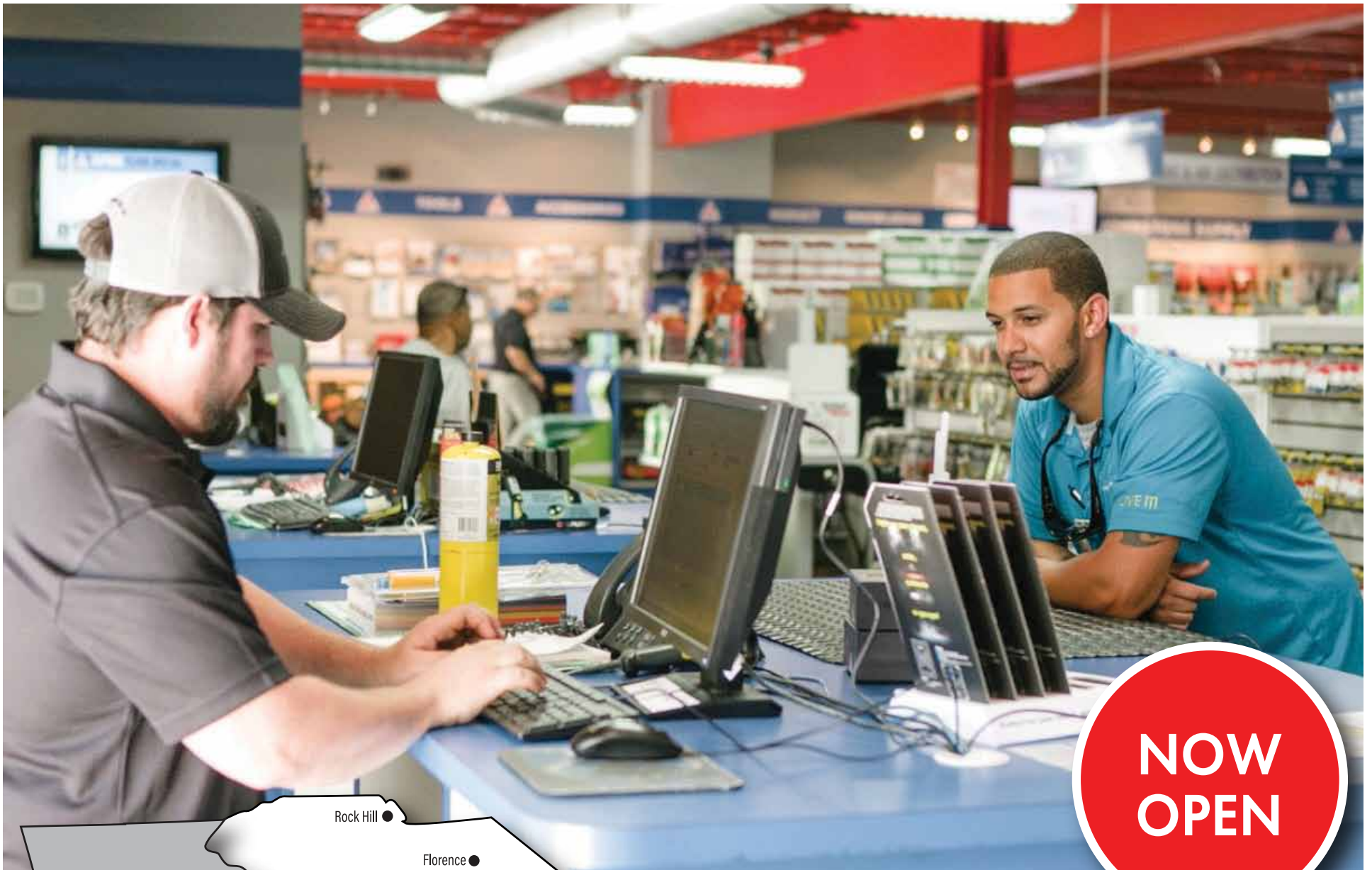
On June 20, 2023, the D.C. Circuit Court of Appeals supported Worthington’s position concluding the EPA ban on non-refillable refrigerant containers is invalid because the EPA overstepped its authority granted by Congress. In December 2023, the EPA made the following announcement:

“EPA announces plan to formally withdraw refillable cylinder and QR tracking requirement allocation rules... (EPA) is acting consistent with the (appeals court) decision and is not implementing or enforcing the QR code and tracking requirements for all cylinders containing HFCs found at: 40 CFR 84.23. EPA intends to undertake a rulemaking to formally remove this from the code of federal regulations.”



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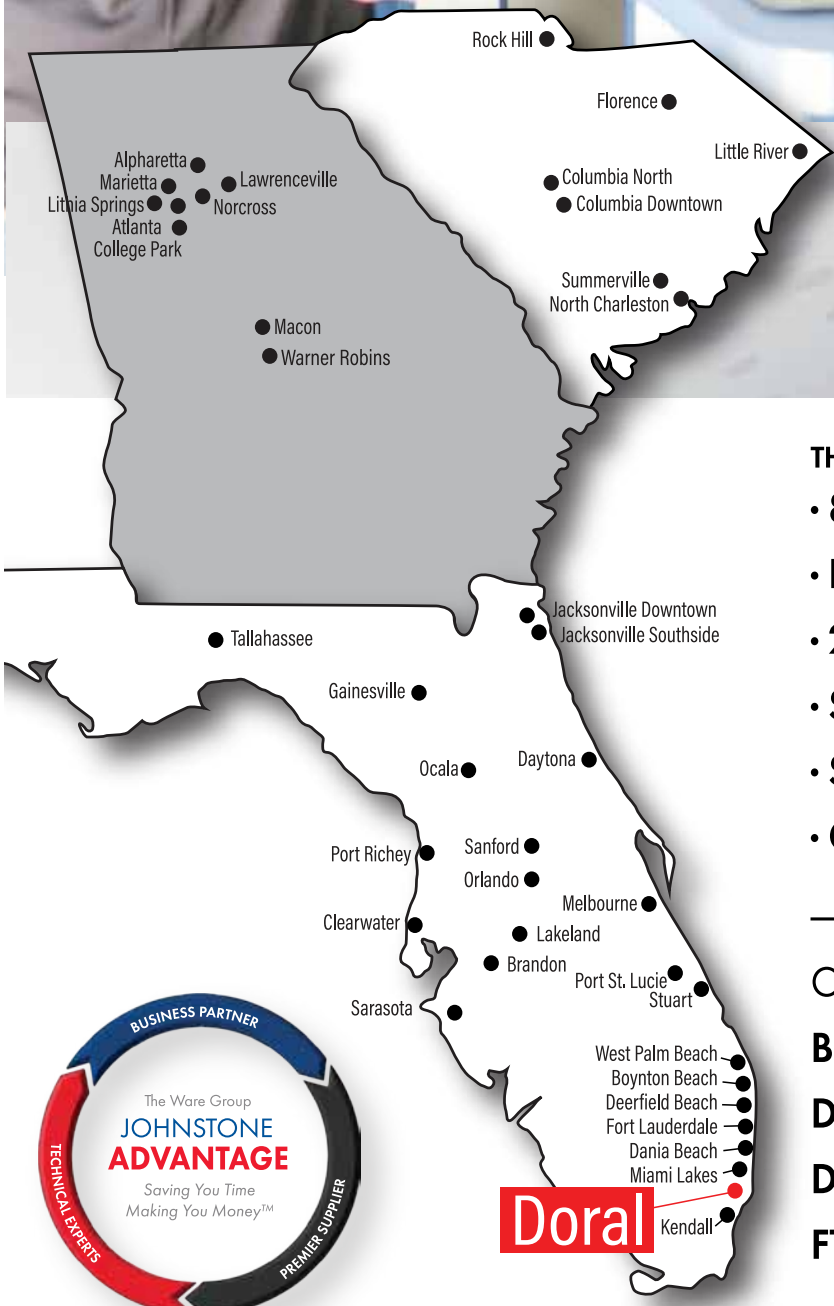
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| <b>FT LAUDERDALE</b>   |                        |

[www.JohnstoneWareGroup.com](http://www.JohnstoneWareGroup.com)



# How to Make Your Financial Statements Come Alive

**Ruth King's Contractors Cents**



Industry expert Ruth King has helped contractors get and stay profitable for more than 25 years.

Reach her at [ruthking@hvacchannel.tv](mailto:ruthking@hvacchannel.tv).

Profit and Loss statements and balance sheets are just numbers. The analysis calculations are just numbers. How do you make your financials “come alive”?

How do you make them easy to understand? To spot minor issues before they become major crises? Graph the numbers. Pictures easily show you what's happening.

Plot the monthly numbers that you get from your financial statements and the trailing numbers which easily show you the trends.

Trailing numbers are a year's worth of data taken a month at a time. For example, the trailing revenue for September, 2024 is the total revenue from October, 2023 through September, 2024 divided by 12.

Your company's revenue and gross profit lines should be parallel and the overhead line should be a flat line on a trailing basis. Liquidity ratios tell you whether your company is becoming more or less profitable and whether it is becoming easier or harder to pay your bills.

Current ratio is current assets divided by current liabilities. Acid test is current ratio minus inventory divided by current liabilities.

AR/AP is accounts receivable divided by accounts payable. If more than 50% of your revenues are on a COD basis add accounts receivable plus cash. If your balance sheet lists credit cards separately from accounts payable use accounts payable plus credit cards.

Plot the monthly numbers that you get from your financial statements and the trailing numbers which easily show you the trends.

Trailing numbers are a year's worth of data taken a month at a time. For example, the trailing revenue for September, 2024 is the total revenue from October, 2023 through September, 2024 divided by 12.

Your company's current ratio and acid test should be parallel. This generally means the company is not building inventory. The company is also stable with respect to its receivables to payables.

For rapidly growing, profitable companies the current ratio and acid test trailing numbers should be increasing. For the software to get these graphs done for you in less than 10 minutes a month: [www.financiallyfit.business](http://www.financiallyfit.business).

Next Topic: 5 Easy Steps to the Best Fall Ever

Summer is over. There is nothing you can do about summer. That planning should have taken place last spring. Jim Rohn, one of the greatest personal development trainers, once said, “ants think winter all summer and think summer all winter.”

So, if you want a great end of 2024, then it is time to plan how to achieve this goal. Here's an easy five step process:

1. Decide what the best fall ever looks like. Ask your employees. They'll have ideas. Is it revenues \$X higher than last year? Ending the year with X maintenance plans? Generating X referrals? Finishing a huge project? Without knowing where you are going, you'll never know whether you get there.

2. Communicate what the goal is and establish what the rewards will be for reaching the goal. This generally is a type of contest. The prize doesn't have to be monetary. It can be time off. Christmas this year falls on a Wednesday. What goal has to be reached so the company can afford to give everyone the option of the two days after Christmas off with pay or two days after New Year's with pay?

For this calculation, take the cost of two days of pay plus the benefits associated with those two days (FICA, medicare, etc.) and divide by your gross margin. This is the break even revenues that have to be generated for those two days.

Remember that you need to add these revenues to the revenues you've already budgeted for the quarter. For example, if the revenues needed for the two days is \$50,000 and you've budgeted \$500,000 in revenues for the quarter, then the goal is \$550,000 in revenues.

3. Get suggestions on how to reach the goal. First, you need buy in from your employees. With everyone having a stake in the outcome, they will be more willing to help and do the work necessary to reach the goal. Get their ideas. Implement their ideas.

4. Track progress. Put a thermometer on the wall where everyone can see progress. They will be incentivized to work harder to reach the goal as the company gets closer to the goal.

5. Celebrate the win. Thank everyone for their hard work towards reaching the goal. And, if the reward is two days off with pay, then after they get their two days off, find out what they did during those two days. It will make for good reminders the next time you have a contest. This might seem simplistic. It's actually easy to plan. Implementation is the key.

If the entire company is involved, and they want the “prize at the end”, then they will work towards achieving the goal. Track the progress and win.

New Class! Financial Statement Trend Analysis is a one-day class held in my office. Discover what your financial statement trends mean and what to do if they are not headed in the right direction. This class was approved by the National Association of State Boards of Accountancy (NASBA) and awards 6 CPE credits to CPA's upon satisfactory completion of the day. As a contractor you can take this class...and use it to increase your profitability and build wealth.

Class Dates – All classes held in my office in Duluth, GA: September 24, 2024  
November 7, 2024  
December 3, 2024

# ADJUSTABLE CEILING GRILLES



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## Save Rough-In Time

Included collar attaches to boot straps and flex attaches to collar.



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**SAVE MONEY**



Scan QR Code to go to an Installation video for Round Grilles



## Optimizing HVAC System Performance and Forecasting with iFLO Pro

As the HVAC industry evolves, it's essential for OEMs (Original Equipment Manufacturers) to stay ahead of challenges that impact equipment reliability, supply chain stability, and overall customer satisfaction. One critical area that continues to receive attention is the protection and longevity of internal system components, particularly evaporator coils. iFLO Pro, our latest device, is positioned as a game-changer in maintaining system integrity while improving operational efficiency for manufacturers and contractors alike. Here's how iFLO Pro can help streamline processes and safeguard critical equipment.

### 1. Protecting Homeowners & Their Investments:

Installing iFLO Pro on a new HVAC system offers robust protection against the introduction of corrosive or acidic substances into the drain pan and overall system. These substances can damage key components, such as evaporator coils, drain pans, and blower housings, leading to premature failure and costly repairs. By integrating the iFLO Pro, OEMs and contractors can reassure homeowners that their systems are protected from unnecessary degradation, significantly extending the lifespan of these components.

The frequency of clog-related issues has been exacerbated by the industry's shift from copper to aluminum coils. What was once an annual concern

has escalated to occurring every 45 to 60 days. Overwhelmed by the frequency of these clogs, many contractors began advising homeowners to pour bleach or vinegar into the condensate drain line access. While effective in clearing clogs, these highly acidic and corrosive chemicals contribute to the rapid degradation of coils and other internal components, reducing a coil's life expectancy from 15 years to as little as 3 years. This practice has led to a surge in warranty claims for OEMs, burdening both manufacturers and homeowners alike. iFLO Pro helps avoid the use of such destructive methods by preventing clog buildup, thus extending the life of the coil and ensuring the overall health of the system.

### 2. Reducing Baseless Evaporator Coil Failures:

One of the most persistent challenges facing OEMs is managing evaporator coil warranties. Many coils are replaced not because of genuine refrigerant leaks or system failures but due to external factors like Zooglea, a gelatinous biofilm that accumulates in systems. Homeowners may perceive the symptoms of Zooglea buildup as a sign that their new system is defective, and contractors may file warranty claims as a quick fix to preserve customer satisfaction.

However, in many cases, the coil itself is not the problem, resulting in unnecessary replacements that

only add strain to OEM forecasting models. By installing iFLO Pro on new air handlers, the accumulation of biofilms like Zooglea can be mitigated, preventing homeowners from mistakenly attributing issues to the evaporator coil. This not only reduces the number of unwarranted coil replacements but also helps maintain the perceived quality of the system in the eyes of both contractors and homeowners.

### 3. Supporting Accurate Forecasting and Supply Chain Management:

Unnecessary coil returns can wreak havoc on the OEM supply chain. Manufacturers maintain warranty reserves and forecast the production of coils based on anticipated failures. However, when baseless claims spike, it distorts this data, leading to overproduction or underproduction of essential components. The ripple effect extends to contractors and homeowners who may face lengthy delays, sometimes as long as 13 weeks, waiting for coil replacements due to shortages.

By mitigating baseless coil returns with iFLO Pro, forecasting models can become more precise. Manufacturers can focus their resources on true warranty claims rather than addressing phantom issues, streamlining the supply chain and ensuring that essential components are readily available. The result is improved homeowner satisfaction, with fewer extended wait times and more efficient service from contractors.

### Conclusion: Strengthening OEM Processes and Customer Confidence

For OEMs, integrating iFLO Pro into HVAC systems represents an opportunity to enhance the durability of internal components, reduce unnecessary warranty claims, and maintain a stable supply chain. By extending the life of equipment and improving the accuracy of forecasting, iFLO Pro offers both manufacturers and homeowners a win-win scenario. OEMs can manage warranty claims more effectively, maintain higher levels of customer satisfaction, and streamline production processes, while homeowners enjoy the long-term reliability of their HVAC systems.

With iFLO Pro, we're committed to helping the HVAC industry innovate while ensuring system longevity and operational excellence.

## Making the Switch to A2L Refrigerants

(Continued from Cover Story)

For now, we will not be required to use refillable containers and there will be no QR code or tracking of refrigerants by EPA regulation on HFC refrigerant cylinders.

With all the delays in having an established or finalized rule, A2L cylinder manufacturers are experiencing longer than usual lead times in producing 20lb A2L disposable cylinders. There is no shortage of 2lb disposable cylinders of R-32 as of now.

R-32 refrigerant is a single component refrigerant. It can be charged as either a vapor or a liquid. If charging as vapor the cylinder can remain upright. If charged as liquid the cylinder must be turned upside down for the refrigerant to flow. R-454b is a blend of refrigerants consisting of 68.8% of R-32 and 31.1% of R-1234yf. With that said, this refrigerant must be charged as a liquid and the can turned upside down, similar to installing R-410a.

Equipment with these two refrigerants is already being produced by American manufacturers. It is showing up at various distributors and installed by HVAC professionals. In fact, no R-410a systems can be manufactured after December 31, 2024. Except for VRF systems, all R-410a residential equipment must be installed by December 31, 2025. It will be a federal offense to install non-VRF R-410a systems effective January 1, 2026.

The change to R-454b and R-32 is rapidly approaching. There are many sources where you can learn about these changes. If your company needs training on A2L and other refrigerants, Chem Penn has a team of trainers who can provide that training for you. Contact Bruce Heberle at: Chem Penn. My number is: 850-499-1430. I can be reached by email at: bhheberle@gmail.com or sales2@chempenn.com

The advertisement features the iFLO PRO logo at the top, with the text "Welcome to iFLO PRO®!". Below the logo is a smartphone displaying the iFLO PRO app interface, which includes sections for "Locations", "FL Loc HQ", "AR Loc", and "Stock up on Refills". To the right of the phone is a large blue bottle of iFLO PRO FORMULA, labeled "UP TO 6 MONTH SUPPLY" and "Keep Your A/C Going! Smart Automated A/C Drain Pan & Drain Line Cleaner". Below the bottle is a QR code with the iFLO PRO logo. At the bottom, the text reads "Find us at www.iflopro.com".

# Arco Supply Stocks a Variety of Daikin Ductless Applications



DAIKIN *ENTRA*

Available with R-410A or R-32



## DAIKIN *ENTRA* Features:

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**ECO+** – An intelligent feature that ensures optimum energy consumption while fulfilling basic human comfort needs. Once activated, set temperature will be adjusted automatically to an optimum energy consumption level.

**Blue Fin Protection** – The hydrophilic coated fin ensures the condensate water moves easily to the drain pan — thus enhancing the cleanliness and lifespan of the cooling coil.

**Titanium Apatite Photocatalytic Air Purifying Filter** – This filter combines the air-purifying filter and titanium apatite photocatalytic deodorizing filter in a single highly effective unit.

**Multi-monitor lamp** - The lamp color changes according to the mode of operation.

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# Final Rule for the Management of Certain HFCs and their Substitutes Under the AIM Act

On September 20, 2024, EPA Administrator, Michael S. Regan, signed the final rule Phasedown of Hydrofluorocarbons: Management of Certain Hydrofluorocarbons and Substitutes under of the American Innovation and Manufacturing (AIM) Act, was signed.

This final rule establishes an Emissions Reduction and Reclamation (ER&R) Program for the management of certain HFCs and their substitutes that includes requirements for:

Leak rates for, and repair of, systems containing a full charge of 15 pounds or more of an HFC, or a substitute for an HFC, with a GWP greater than 53, excluding residential and light commercial AC and heat pump systems. The new leak rates, which will take effect on 1/1/2026 are: Industrial Process Refrigeration (IPR): 30%, Commercial Refrigeration: 20%,

Comfort Cooling, Refrigerated Transport, and other appliances not specifically listed: 10%

Use of automatic leak detection (ALD) systems for appliances containing an HFC, or a substitute for an HFC, with a GWP greater than 53, with a charge of 1,500 pounds or more.

Reclaimed HFC refrigerants. Starting 1/1/2026, reclaimed HFC refrigerants can contain no more than 15%, by weight, virgin HFC refrigerant. Starting 1/1/2029, technicians servicing HFC-charged supermarket systems, refrigerated transport systems, and automatic commercial ice makers must use reclaimed refrigerant.

Recovery of HFCs from disposable cylinders prior to disposal. Starting 1/1/2028, technicians must send certain disposable cylinders to a section 608-certified reclaimer, a fire suppressant recycler,

a final processor, or a refrigerant supplier for its remaining contents to be removed. Alternative compliance method: A section 608-certified technician must evacuate a disposable cylinder to a vacuum level of 15 in Hg and provide a certification statement to the final processor.

Recordkeeping, reporting, and labeling.

A pre-publication version of the rule is available at [epa.gov/climate-hfcs-reduction](https://epa.gov/climate-hfcs-reduction). Additional information about the rule and EPA's efforts to protect our climate by reducing the use of HFCs can be found at [epa.gov/climate-hfcs-reduction](https://epa.gov/climate-hfcs-reduction).

Of course, as the EPA provides additional updates, ESCO will be among the first to bring this important information to you. Be sure to visit us at [escogroup.org](https://escogroup.org) and follow us on social media to ensure you get the most up-to-date information.

## Del-Air Now Servicing Southeast Florida Homes With ARS® Vero Beach Acquisition

ORLANDO, Fla. — Sept. 12, 2024 — Del-Air Plumbing, Air Conditioning and Electric, Florida's foremost indoor comfort provider, has announced the acquisition and merger of ARS®/Rescue Rooter® Vero Beach. ARS® Vero Beach is a trusted brand serving Florida's east coast with plumbing, air conditioning and heating services. The new partnership will provide diversified services for ARS®/Rescue Rooter® customers and clients to include a full suite of home services from Del-Air, including: air conditioning, air purification, plumbing and complete household electrical, ventilation and air duct services. Del-Air is majority owned by Astara Capital Partners.

"Homeowners serviced by ARS® Vero Beach and throughout Florida's eastern coastline can now take advantage of all the home services Del-Air provides central Florida homeowners. Our collaboration

with ARS® Vero Beach is intended to help provide a premier home comfort experience for all ARS® Vero Beach homes and businesses," stated Rick Rogers, CEO of Del-Air.

For over 40 years, Del-Air has created a reputation as the air conditioning and heating contractor of choice for Florida homeowners, homebuilders and commercial businesses. As a benefit to all their new ARS® Vero Beach customers, Del-Air is currently providing their residential air conditioner maintenance service for only \$29 through the remainder of 2024. The special offer represents a savings of \$100 off the regular A/C maintenance amount. The exclusive savings are available now to ARS® Vero Beach customers by calling (772) 206-2848 or by visiting <http://delair.com>. All services previously provided for ARS®/Rescue Rooter® Vero Beach customers are now available from Del-Air, 24/7/365.

## YELLOW JACKET A2L Adapter Ball Valve



### A2L Adapters for Connection to Left-Handed A2L Refrigerant Tanks

The new A2L refrigerants, R-32 and R-454A, have adopted left-handed connections for their tanks. These new refrigerants are categorized as slightly flammable, so left-handed connections were implemented to differentiate them from A1, non-flammable refrigerants. As the industry adopts these new refrigerants, **YELLOW JACKET® A2L Tank Adapters and Charging Hoses introduced in 2023** incorporate left-handed connections so a service technician can safely charge A2L refrigerant systems. Due to demand, we have added the 93867 Adapter Ball Valve ¼" LH FFL to ¼" RH MFL, 45° to the product line.



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# Johnstone Supply Ware Group Hosts Resideo Counter Day September 25th, 2024

On September 25th, Johnstone Supply Ware Group hosted a Resideo Summer of Savings Counter Day at their Dania Beach location between 11am-1pm. The festivities included a two Food Trucks, games, grand prizes and more!

The Coconut 305 Food Truck served up Jerk Chicken with Red Beans & Rice, Burgers and Cheeseburgers, with fries made to order. The Kona

Ice Food Truck made tasty shaved ice treats to order in several flavors.

Daniela Barbar and Erik Johns of Resideo had on display, all of the new Resideo products available at Johnstone Supply. They gave product demonstrations and discussed best practices too.

Experience The Johnstone Advantage with unparalleled access to comprehensive HVAC/R prod-

ucts, exceptional customer service, and streamlined ordering. Their efficient delivery systems minimize downtime and maximize productivity, elevating your business to new heights.

Across 40 branches in the Southeast, The Ware Group accomplishes their Mission by delivering on their contractor value proposition; Saving You Time. Making You Money.



William Jones, Resme Reifsnider, Ramon Soto, Javier Mayor, and Michael Weber of Johnstone Supply Ware Group Dania Beach



Preston Coffey, Daniela Barbar, and Erik Johns of Resideo, and Tim Muir of Johnstone Supply Ware Group



Steve Gederon of The City of Lauderhill and Julian Gogonis of A-Star Air Conditioning received a product demonstration from Erik Johns of Resideo



Daniela Barbar of Resideo (center) instructing Xavier Zuniga and Junior Lacord of USAHI how to download the Resideo App



Koni Food Truck made shaved ice treats and the Coconut 305 Food Truck served Jerk Chicken and Cheeseburgers to order!



Erik Johns and Daniela Barbar of Resideo discussing thermostats with Moses Cidui (center) of Interstate Mechanical



Michelle Walter, Ramon Delgado, and Javier Mayor of Johnstone Supply Ware Group with Preston Coffey of Resideo



Richard Rutherford of City of Miramar, and Daniela Barbar of Resideo (back) Nikolai Krylov of A Customer First AC, and Erik Johns of Resideo (front)



Javier Mayor, Max Podell, Samantha Dacquel, Tim Muir and Jillian Thigpen of Johnstone Supply Ware Group

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# Cooper&Hunter Launches University for HVAC Technicians in the United States



This program will not only benefit the contractors, but also the HVAC industry as a whole. Please visit <https://cooperandhunter.us/university>



Cooper&Hunter, a leading HVAC equipment manufacturer, has officially launched a University for technicians and contractors in the United States. The University focuses on two aspects – in-depth knowledge about Cooper&Hunter and crucial sales skills, which combined make a contractor jump ahead of the vigorous competition in this industry. The University will be available to licensed technicians who are registered in Cooper&Hunter Pro Tech Dealer Program.

The Cooper&Hunter University is a comprehensive course designed to equip contractors with the necessary skills and knowledge to excel in the HVAC industry. Through this program, contractors will learn about Cooper&Hunter equipment, the brand itself, technical support, and marketing strategies.

By partnering with the best Sales Coach Grant Cardone, Cooper&Hunter has created a program which will form them as strong salesmen who can effectively negotiate, handle objections and close deals, ultimately leading to their sales increase by at least 50%.

According to the Cooper&Hunter CEO, Marat Terchiyev, "We are thrilled to launch this University for HVAC technicians in the United States. Our goal is to provide contractors with the necessary tools and knowledge to become experts in our equipment and strong salesmen who can effectively represent our brand.

This program will not only benefit our contractors, but also our customers who will receive top-notch service and support from knowledgeable professionals."

Cooper&Hunter's University for HVAC technicians is a significant step towards enhancing the skills and knowledge of contractors in the United States.

## 2025 HVACR Training Symposium Location Announcement

We know you've been curious, and the wait is finally over. Drumroll please..We're excited to announce the 6th Annual HVACR Training Symposium will be taking place in Ocoee, FL, at the Lakeshore Center! Join us at:

Ocoee Lakeshore Center and Bill Breeze Park  
125 N. Lakeshore Drive - Ocoee, Florida 34761

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There's still a limited number of in-person tickets available, so head on over to purchase yours here: <https://hvacschool.com/events/6th-annual-hvac-r-training-symposium/>

This year's symposium will also offer an unlimited number of virtual tickets. You may purchase your in-person or virtual tickets at <https://hvacschool.com/events/6th-annual-hvac-r-training-symposium/>.



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# ServiceTitan Championship Event in West Palm Beach

September 12th, 2024

This competition identifies the “best of the best” professional and apprentice HVAC technicians in the country. On September 12th, The ServiceTitan HVAC National Championship was held in beautiful West Palm Beach, FL. Competitors started with an online five-minute digital quiz presented by Trane, with questions testing their expertise, and real-world skill applications. Questions were provided by NATE, and

rotated throughout the qualifying round and represent current technical knowledge necessary for the trade.

The top (36) Professionals and top (36) apprentices from Round 1 moved on to round 2, for the “At Home Challenge” presented by Johnstone Supply. This special competition kit was designed by industry experts and leaders, and was meant to push the boundaries and skills of the technicians to identify the (10)

professional and (10) apprentice finalists that received an all-expenses paid trip to West Palm Beach.

The top 10 Professionals and top 10 Apprentices from Round 2 battled it out for the title of ServiceTitan HVAC National Champion, and their share of over \$100,000 in cash and prizes. Winners to be revealed soon. Stay tuned for more details on when you can watch all the action on CBS Sports Network.



Shaughnessy Harms, Johnstone Supply Ware Group, Lance Devin, CEO Johnstone Supply, and Andy Balsan, Johnstone Supply Balsan Group



Chris Craft of Target Sales with Brad Adcox, Yi Li, and Keith Keller of NAVAC displaying the Harley Nightster S to be awarded to a lucky winner



Daisy Weill of NATE, one of the competition sponsors, providing the industry with higher certifications



Linda Rodriguez, Board Member, and Lori Tschohl, President of Women in HVACR, welcoming women of the trade



Instructor Patrick Raney (2nd left) with HVAC students from Royal Palm Beach High School watching the competition



Katie Roberts (left) of Little Giant with many HVAC apprentices trying out the ladders that were on display



The final 10 apprentices who competed to win the Grand Prize in the ServiceTitan HVAC National Championship



One of the finalist Dagner Espinosa (right) of HVAC Elite Services, with his family from Tampa, and the 2nd Place winner, in last years competition



The final 10 professionals who competed for the Grand Prize in the ServiceTitan HVAC National Championship




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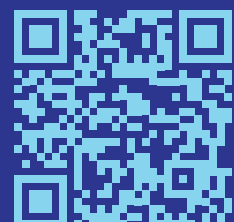
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# The Evolving Career of the HVAC Contractor: Embracing Change to Stay Ahead



Bryan Orr

Before starting Conduit Tech, Marisa and I spent a year doing everything we could to learn about the job of HVAC contractors. Through all our phone calls, office visits, ride-alongs, and video calls, we asked one constant question: What worries you about the future of HVAC?

Through all of that, we heard one theme—the world of HVAC is becoming increasingly complicated. To grow a business and continue to offer high-quality service, society expects contractors to stay ahead of huge seismic shifts. But the challenge is that with advancements in technology, regulations, and consumer needs, the role of the HVAC contractor is undergoing so much transformation.

Here's a look at those key trends shaping this industry and what we heard that led us to focus on the better ways:

## 1. Complex New Equipment

Advancements in HVAC equipment can be a double-edged sword. While they offer increased efficiency and functionality, they can also introduce new vulnerabilities. Thinner metals used to reduce weight can make components more susceptible to dents and vibrations during improper installation.

Additionally, complex refrigeration systems with tighter tolerances can be more sensitive to improper airflow or unbalanced loads, leading to malfunctions if the overall system design is flawed. In short, top-notch equipment needs top-notch design to avoid early breakdowns.

## 2. Navigating a Regulatory Maze

The industry is increasingly subject to stricter regulations aimed at energy efficiency and environmental protection. Understanding and complying with these regulations is crucial but also so time-consuming.

Changes in refrigerant use (e.g., phasing out R-22), updated building codes, and safety protocols have been incredibly top of mind in every conversa-

tion, requiring hours of ongoing training for every team.

## 3. Electrification is Taking Center Stage

The HVAC industry is smack dab in the center of the shift toward building electrification. Heat pumps are becoming popular alternatives to traditional furnaces, and the nuances of electric systems, their installation, system design, maintenance, and integration with smart grids present a new frontier for many.

## 4. The Paper Chase for Rebates & Incentives

Government rebates and utility incentives are driving consumer interest in energy-efficient HVAC systems. However, claiming these benefits often requires extensive documentation, often putting the burden exclusively on contractors.

Programs in states like New York and Massachusetts require digital floorplans, geotagged photos, detailed design work, and documentation on every job. For a contractor to run a healthy business, technology is increasingly necessary to support them as they work with these programs.

## 5. A New Generation Enters the Workforce

The HVAC industry faces a significant labor shortage, and attracting younger talent is crucial. This new generation often thrives on technology and streamlined processes. Experienced teams are actively bridging the gap by offering training in advanced technologies using software and virtual reality to lower the barrier to entering these roles.

## Adaptation

We all agree that the change is unprecedented. The future of the industry, fortunately or unfortunately, belongs to those who adapt, innovate, and offer their customers a comprehensive understanding of the evolving world—but how?

This is where we see technology has a role—whether it be system design software (e.g., Conduit Tech), diagnostic and commissioning tools (e.g., measureQuick, TEC), or field service management platforms. These tools are increasingly becoming vital to meet the needs of every job because they increase the efficiency of the work and lower the

barrier to adoption.

## Case Study: Tim De Stasio at Comfort Science Solutions

We all know and love Tim De Stasio's videos—and if you haven't seen this one, it's time to check it out. Tim takes a unique and thoughtful approach to every home, showcasing how each building is unique and seeing it as an opportunity for incredible discovery. While it may not be for every homeowner, this insane process stands out as bringing in all of the tools of the trade—to bring the best results:

### 1. Initial Assessment

- Homeowner Interview: Tim asks about specific pain points, like inconsistent temperatures, high energy bills, or past issues with the HVAC system. He also inquires about the homeowner's expectations for air quality and energy efficiency.

### 2. Inspection

- Visual and Quantitative Inspection of the system: Tim starts his process just by understanding what is in the home: how the ductwork is connected to the system, where—if at all—dehumidifiers are included, and how the system performs in different scenarios, leveraging tools like measureQuick to diagnose.
- Thermal Imaging: Should the temperature differential be sufficient, Tim uses a thermal camera to identify temperature variations, insulation gaps, air infiltration, and duct leakage.
- Duct Leakage Test: Using a duct leakage test, Tim measures airflow leakage within the ducts. This leakage could reduce system efficiency.
- Blower Door Test: Tim might conduct a blower door test to measure air infiltration, ensuring the home is adequately sealed. Coupled with thermal imaging, this helps pinpoint areas where outdoor air may be coming in, causing temperature imbalances or energy inefficiency.

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# HARDI Advocacy Win: EPA Repeals Provisions Overturned by Courts

In June 2023, HARDI successfully had the court order the Environmental Protection Agency (EPA) to vacate the non-refillable cylinder ban and QR code cylinder tracking requirement. Last week, the EPA finalized HARDI's win by removing the provisions from the Code of Federal Regulations, as ordered by the court. The EPA finalized the requirements as part of the Allocation Framework Rule published in October 2021.

With the ministerial rule removing these provisions having been printed in the Federal Register, HARDI's efforts to stop the non-refillable cylinder ban have finally concluded after over three years.

While removing the non-refillable cylinder ban from the Code of Federal Regulations is a win for HARDI and the HVACR industry, we are still waiting for the final HFC management and reclaim rule to be published. In the EPA's proposed rule released

in 2023, the EPA reintroduced the QR code cylinder tracking requirement, including the initial compliance date of January 1, 2025.

HARDI has undertaken a significant effort since May 2021 to combat these proposed regulations, which called for banning non-refillable cylinders and tracking all cylinders through the supply chain using QR codes.

HARDI is the single voice of wholesale distribution within the HVACR industry. HARDI proudly represents more than 420 distributor members and their 5,000 + branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

Article by Alex Ayers: Alex Ayers is the Vice President of Government Affairs for HARDI the Heating, Air-conditioning, & Refrigeration Distributors International. Alex serves as HARDI's primary lobbyist and policy expert.

# RectorSeal® Adds LineGate™ Lineset Protection for Ductless and Unitary HVAC Systems



Houston, TX, July 28, 2024—RectorSeal, a leading manufacturer of HVAC/R and plumbing accessories, has announced the addition of LineGate, an innovative HVAC lineset protection system. LineGate is designed to protect and beautify by blocking air leakage, moisture penetration, extreme weather, and rodent intrusion while hiding unsightly wall penetrations where HVAC linesets enter or exit structures.

Designed for quick installation, the base is wall-mounted around the HVAC line set, and the cover snaps securely together for durable protection. The snap-on cover allows for easy removal during repairs or maintenance. Also, LineGate is fully compatible with the Slimduct SD Flexible Ell for full coverage protection.

Constructed of high-grade PVC and fire-retardant chemicals, LineGate is UV-stabilized for use in a temperature range of -4° to 140°F (-20°C to 60°C). Available in white, LineGate comes in two sizes: 4-inch and 5-5/8-inch. LineGate is suitable for new and retrofit ductless and unitary HVAC systems.

"This is a great addition to our product line," said Derek Skogan, Product Marketing Manager at RectorSeal. "Not only is LineGate sleek and aesthetically pleasing, but it also adds outstanding protection to any HVAC lineset."

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. Further, the company is often the first to tackle and solve challenges professional trade contractors face. In 2015, RectorSeal became part of CSW Industrials, Inc. (Nasdaq: CSWI), and it now leads CSWI's Contractor Solutions segment. Please visit [www.rectorseal.com](http://www.rectorseal.com) for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and X for the latest product enhancements and news.



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Mario van den Elzen  
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**Winsupply of Tampa Bay**  
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Tampa, FL 33771  
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ph: 813-889-0191

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**Winsupply of Port Charlotte**  
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**Tallahassee Winair**  
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Paul Davis  
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## AHRI Releases July 2024 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,043,420 units in July 2024, changed +21.8 percent compared to 856,471 units shipped in July 2023. U.S. shipments of air conditioners changed +15.8 percent, to 613,216 units, compared to 529,700 units shipped in July 2023. U.S. shipments of air-source heat pumps changed +31.7 percent, to 430,204 units, compared to 326,771 shipped in July 2023. Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +3.0 percent, to 5,759,951, compared to 5,592,155 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed +2.8 percent, to 3,332,577 units, compared to 3,242,157 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed +3.3 percent, to 2,427,374, compared to 2,349,998 units shipped during the same period in 2023.

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## HARDI Distributors Report 9.8% Revenue Increase in July

COLUMBUS, September 10, 2024 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 9.8% during July 2024. The annual sales growth for the 12 months through July 2024 is an increase of 2.6%.

“July was the second month this year when sales growth was in the 10% area,” said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. “Just like the last time we achieved double-digit sales growth, the strong sales growth during July 2024 was due to two extra billing days. We estimate sales were about flat year-to-year with the same number of billing day.”

The Days Sales Outstanding, a measure of how quickly customers pay their bills, was 37 days during July. “June and July are the seasonal lows for

DSO, but 37 is a new record,” said Loftus. “The DSO for July was near 40 the past few years. Maybe this brisk cycle is reflecting the modest pace of activity instead of financial stability.”

“It is encouraging to see the annual growth rate holding onto the recent gains,” said Loftus. “After the recent encouraging GDP growth report and retail sales reports, and then the rate-cutting cycle beginning next week, we expect the annual growth rate recovery for HARDI distributors to continue during the balance of 2024.”

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty.

Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

Heating, Air-conditioning & Refrigeration Distributors International (HARDI) is the single voice of wholesale distribution within the HVACR industry. HARDI members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies.

HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staff.



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# A2L Refrigerant Training and Certification Hosted by CRG and Saez Distributors

On September 12-13, A2L (Low Global Warming Potential) Refrigerant Training and Certification was offered through Saez Distributors and CRG, Inc. in both Spanish and English.

Both workshops were sold out and the Spanish class even had a wait list. A special thank you also goes to Nu-Calgon as the breakfast sponsor at both locations.

Come January 1, 2025 EPA has directed that any new install use the low GWP equipment. The classes covered safety measures in working with the new A2L refrigerants and equipment that technicians need to know as the low flammable refrigerant charged equipment becomes available this Fall.

The classes were taught by Andres Ponce with AMP Strategic and Bob Feathers with HVAC TAC

and concluded with an ESCO Low GWP Certification Exam.

Keep watching for more training seminars that are being offered by CRG. Companies or other distributors interested in hosting a class either in Spanish or English should contact Cheryl Harris, CRG, Inc. at [charris@crgnet.net](mailto:charris@crgnet.net) or phone 727-578-1962 for availability.



Registration before the training was busy because it was a full house who signed up to attend the A2L Refrigeration Training and Certification



Local contractors at Saez Distributors in Miami looking over the A2L refrigerant materials before the training started



Andres Ponce of AMP Strategic (center) was the Spanish instructor for the A2L Refrigerant Training in Miami



Andres Ponce of AMP Strategic and Cheryl Harris of CRG discuss the training materials and certification process



Andy Saez (left) of Saez Distributors, introduces Alexis Terzado (center) of NuCalgon, and Luis Chinaea of Saez Distributors (right)



Gregory Neal of DL Folsom, Luis Chinaea of Saez Distributors, Arceil Romero of DL Folsom, and Carlos Borja of Saez Distributors



Bob Feathers of HVAC TAC, Andy Saez of Saez Distributors, Cheryl Harris of CRG, and Andres Ponce of AMP Strategic



Bob Feathers was the instructor for the English version of the A2L training held at Saez Distributors in Broward



Luis Chinaea, Javier Cepero, and Jose Minalla of Saez Distributors, Andres Ponce of AMP Strategic, Carlos Borja and Jaime Bernat of Saez Distributors

## ASHRAE Announces Call for Abstracts for 2025 Annual Conference in Phoenix

ATLANTA (September 19, 2024) – ASHRAE is accepting abstract submissions for the 2025 Annual Conference to be held in Phoenix, Arizona, June 21-25, 2025, at the Sheraton Phoenix Downtown.

“Decarbonization continues to be a large theme at ASHRAE with tracks inclusive to heat pumps, refrigerants, and thermal energy storage. These are supported by topics on industrial air-quality and energy use, which are equally hot topics,” said technical conference chair Craig Bradshaw. “The program tracks for the 2025 ASHRAE Annual Conference in Phoenix seek to explore the challenges and opportunities in responding to these changes, while continuing to focus on core HVAC&R fundamentals, equipment, workforce and research and development.”

Conference papers are requested for the following tracks:

The “Industrial Ventilation, Refrigeration, Air-Conditioning and Energy Utilization” track explores advancements in ventilation, refrigeration and air-conditioning technologies in the industrial sector, as well as strategies for improving energy utilization in these areas.

The “Heat Pumps, Refrigerants and Decarbonization” track focuses on the development of heat pumps and other related technologies in support of decarbonization efforts.

The “Onsite Energy Storage” track highlights advancements in cost-effective materials and systems, design, optimization and control in addition to integration of onsite storage in buildings or HVAC systems and grid resiliency.

The “Workforce Development” track will cover all aspects of business outside of engineering/technical applications to allow professionals an opportunity to develop in areas such as presentation skills, leadership, team building, interpersonal skills, etc., and lends itself to interactive session types such as workshops and forums.

The “Research Summit” features active research, and the exchange of research findings, critical to the development of the HVAC&R industry and built environment. The track includes a partnership with ASHRAE’s archival journal, Science and Technology for the Built Environment.

The “Fundamentals and Applications” track will provide opportunities for papers of varying levels across a large topic base. Concepts, design elements and shared experiences for theoretical and applied concepts of HVAC&R design are included.

Finally, the “HVAC&R Systems and Equipment” track will focus on the development of new systems and equipment, improvements to existing systems and equipment and the proper application and operation of systems and equipment.

Abstracts (400 words or less) are due November 20, 2024. If accepted, final conference papers (8-

page maximum) are due March 5, 2025.

In addition, technical papers (complete 30-page maximum papers) are also due November 20, 2024.

All accepted papers will be considered for publication in Science and Technology for the Built Environment, ASHRAE’s research journal.

For more information on the call for abstracts and the 2025 ASHRAE Annual Conference, visit [ashrae.org/2025Annual](http://ashrae.org/2025Annual).

### About ASHRAE

Founded in 1894, ASHRAE is a global professional society committed to serve humanity by advancing the arts and sciences of heating ventilation, air conditioning, refrigeration, and their allied fields.

As an industry leader in research, standards writing, publishing, certification and continuing education, ASHRAE and its members are dedicated to promoting a healthy and sustainable built environment for all, through strategic partnerships with organizations in the HVAC&R community and across related industries.

The Society is showcasing integrated building solutions and sustainability in action through the opening of the ASHRAE Global Headquarters building in metro-Atlanta, Georgia.

For more information and to stay up-to-date on ASHRAE, visit [ashrae.org](http://ashrae.org) and connect on Instagram, LinkedIn, Facebook, Twitter and YouTube.



# ASHRAE Miami First Technical Meeting of the Year - Control of Infectious Aerosols September 10th, 2024

ASHRAE Miami Chapter held their first Technical Meeting on September 4th, 2024 at 12pm, at the 94th Aero Squadron in Miami. The meeting presentation was about the Control of Infectious Aerosols.

ASHRAE, through its Epidemic Task Force, provided timely leadership in responding to the COVID19 pandemic from March 2020 through June 2022. At the request of the White House, ASHRAE undertook

its own project Warp Speed to build on that expertise for the future. In December 2022, the ASHRAE Board committed to quickly writing a standard to make buildings more resilient against infectious aerosols ahead of the next epidemic. In only four months the project committee created and won approval for ASHRAE Standard 241-2023.

Distinguished Lecturer Wade H. Conlan, P.E.,

BCxP, CxA, LEED AP BD+C provided a summary of the standard including its purpose, scope, and key requirements with supporting background.

Don't miss the next ASHRAE Miami meeting at the 94th Aero Squadron in Miami on Thursday, October 10th, from 12-2pm. Speaker Patricia Gómez, Ph.D., will discuss Navigating Miami's Energy Landscape: The BE305 Initiative.



Dwight Sley of Tom Barrow Company with Sean Gourley and Keith Miller of Stan Weaver & Company



2024-2025 ASHRAE Miami Board Members



Carlos Montoya of Stan Weaver & Company, Wade Conlan, ASHRAE Society Vice President, Derick Roberts of Stan Weaver & Company



Julio Londono of Trane with Jorge Mejias of Viega



Sam Martin, Immediate Past President, ASHRAE Miami, distributed the awards for ASHRAE Miami year 2023-2024



Sonia Arranaga, President, ASHRAE Miami, welcomed everyone to the first meeting and spoke about recent and upcoming events.



Wade H. Conlan talked about the Epidemic Task Force, who provided timely leadership in responding to the COVID19 pandemic from March 2020 through June 2022



A great turnout for the ASHRAE Miami Technical Meeting at The 94th Aero Squadron



Distinguished Lecturer Wade H. Conlan, P.E., BCxP, CxA, LEED AP BD+C provided a summary of the ASHRAE 241-2023 standard



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# Performance Pointers

## By James Ball



### Having a Bad Day?

I travel often for work. Usually, dinner is late in the evening and most of the time I try to have some food that is healthy for me. A couple weeks ago I had an unpleasant experience with the service I received at a very popular nationwide franchise. When the server finally made it to my table she apologized. Then proceeded with a list of all the reasons it took her so long to even come by the table to greet me. Most of her reasoning was based on her idea the restaurant was too busy and expecting her to do too much. Her response has me wondering, do we get too busy to take care of our customers?

**Too Busy for Customers? The HVAC Pitfall to Avoid-** If you're too busy to take proper care of your customers, you're not only risking your business's reputation—you're also losing out on opportunities for long-term growth.

One of the most common mistakes an HVAC business owner or technician can make is rushing

through interactions with clients. When time is tight, it can be tempting to jump straight into diagnosing issues or providing quotes without taking a step back to listen. However, this habit can undermine the quality of your customer service, hurt trust, and diminish your value.

**Listening: The Foundation of Great Customer Service-** In the HVAC industry, most customers don't have a deep technical understanding of what's going wrong with their systems. They rely on your expertise to not only solve their issues but also to help them feel heard. Listening to the customer is one of the most powerful ways to build trust and credibility. It also allows you to pick up on subtle cues that could provide important context for diagnosing the issue correctly the first time.

When you're busy, it's easy to skip this step, but it should be an integral part of your customer routine. Make time to ask the right questions, engage with the

customer's concerns, and show empathy. A few extra minutes at the start can save time and hassle later.

**Establishing Routines to Manage Customer Relationships-** Building a successful HVAC business isn't just about technical skills; it's about consistent routines that allow you to provide great service, even when you're busy. Developing and sticking to key routines can help you avoid being overwhelmed and neglecting customer needs.

**1. Create a Customer Intake Process -** Develop a standardized process to gather all the necessary information when a customer first reaches out. This ensures you capture their concerns efficiently and avoid overlooking any important details. Set expectations that are reasonable and obtainable. There is no way a tech can leave one call at 9:30am and arrive at the next call at 9:30am so make sure your customers understand your scheduling and what to expect when the technician arrives.

**2. Routine Follow-Up (Happy Calls)-** Make follow-up a priority. Ron Smith used to call these 'Happy Calls'. Whether it's a quick call after a repair or a scheduled check-up, routine follow-ups show your customers you care. It also helps to catch potential issues early, ensuring you don't get blindsided by preventable problems down the line.

**3. Schedule Buffer Time-** When scheduling service calls, leave a small buffer between appointments. This extra time ensures that if a job runs long or a customer has more questions, you can address their concerns without rushing off to the next job. It also helps avoid the cascading delays that can throw off your entire day. As well your technician needs this buffer to relax a minute and prepare for the next call.

**4. Standardize Diagnostic Procedures-** Technicians need to perform the same procedures for each service visit and provide feedback to the office to assure schedules are continuously adjusted. Notify customers when your technician is running behind and keep them informed throughout the day of schedule changes. Standardize Pricing

Use pre-printed standardized pricing. Your pricing book needs to be simple and easy to understand. A good price book is only a few pages thick. Lay your price book out in front of your customer and go over each line item with the customer. Simple is best for your technicians and for your customer.

#### The Cost of Neglecting Customer Care

When an HVAC business becomes overly focused on completing as many jobs as possible, it risks becoming transactional. This approach may work in the short term, but it often leads to higher customer turnover, lower referrals, and more service call-backs—cutting into your bottom line.

My server at the restaurant wanted to tell me reasons why she couldn't serve me. To be honest I didn't care, I just wanted food. Have your staff take responsibility for problems, apologize and then move quickly to resolving the reason for the service call. Assure your staff they can make decisions regarding any shortcomings that result from your service.

Clients today value service as much as they do technical competence. When you take the time to listen, explain, and provide personalized care, you transform your customers from one-time jobs into long-term relationships. And in an industry driven by repeat business, these relationships are invaluable. Conclusion: Don't Let "Busy" Hurt Your Business.



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# September Demo Days with Uniweld Products at Tropic Supply Resource Centers

Throughout the month of September, Tropic Supply hosted several Demo Days featuring Uniweld's innovative and time-saving HVAC tools. Attendees learned how Uniweld's MaxEvac™ Kit saves time by creating a closed system with unrestricted, increased flow for fast and efficient evacuation. They also discovered how the A2L-Rated Spirit™ Manifold's double O-ring piston valve design provides long-lasting, reliable service, ultimately saving money by extending the product's life.

As an added bonus, a \$25 instant rebate was offered on both the MaxEvac Kit and the A2L-rated Spirit Manifold during the Demo Day events.

The two Uniweld product representatives for Tropic Supply Demo Days were:

**Gil Ledoux** – With 31 years of industry experience, Gil has represented Uniweld for 28 years, working with distributors, contractors, and schools throughout the southeastern United States. He has conducted trainings for NATE, RSES, ACCA, and regional technical schools. Currently, Gil serves as

a sales representative for Uniweld Products.

**Sal Hamidi** – With over seven years of experience in sales, marketing, and operations, Sal holds a bachelor's degree in engineering. He has served in various roles, including independent sales representative, manufacturer factory representative, and national sales manager. He currently works as a sales representative for Uniweld Products.

For more information on upcoming training and events, please visit our website at [www.tropic-supply.com/eventscalendar](http://www.tropic-supply.com/eventscalendar).



**Johnny Bimentel of EVO Air Conditioning, Jorge Gonzalez of Airstron Mechanical, and Gil Ledoux of PED Associates**



**Gil Ledoux of PED Associates speaking with a local contractor at Tropic Supply in Tallahassee**



**The Tropic Supply Ft Lauderdale North Uniweld Demo Day Team, ready to serve, even with some donuts**



**Sal Hamidi of PED Associates (right) displaying all the new Uniweld products at Demo Day Tropic Supply East Tampa**



**Gil Ledoux of PED Associates with Jorge Rangel of Honeywell Services**



**Brad Bowers and Randy Bogle of Tropic Supply Ft Lauderdale North with Gil Ledoux of PED Associates**



**Dwight Forcey of Tropic Supply, Daniel Sharp and Michael Polidoro of BW Air Conditioning**



**Gil Ledoux of PED Associates with Francisco Canas of Neighbors Air Conditioning**



**Demo Day at Tropic Supply Mid-Miami Learning How to Save Time and Money with Uniweld's Innovative Products**



**Gil Ledoux of PED Associates with Jose Antonio and Joel Carrillo of Navas Multi-Services**



**Everyone likes Gil, even Dusty the Cat, at Tropic Supply Ft Lauderdale North**



**Sal Hamidi of PED Associates giving a product demonstration at Tropic Supply in Orlando**



**Gil Ledoux of PED Associates with Lavon Jones of JLL Engineering and Ricky Comment of Cajun Bear Air Conditioning**



**Gil Ledoux of PED Associates giving a product demonstration to Joani Maqueir of Alfresco Air, and Ricardo Jordao of Tropic Supply**



**Gil Ledoux of PED Associates with James Curran of Climate Systems Cooling and Heating**

It's good to be proactive rather than reactive. You have to go find out what's out there, get outside of your role and your company and see what other people out there are doing."

*Level up at the event for HVACR.*



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- Email your SELFIE to [marketing@tropicsupply.com](mailto:marketing@tropicsupply.com). Include your name, company name and phone number. SELFIES are due by 4 PM EST every THURSDAY in October. Only one SELFIE entry per contractor employee allowed during promo period.
- Get your friends and family to VOTE for your SELFIE! Tropic will post all eligible SELFIES every Friday in OCTOBER.
- The SELFIE with the most votes WINS! Winners will be announced every MONDAY in October. There will be 4 total winners.



Sample SELFIES from 2023 contest! Have fun with it!

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# Message from FRACCA President Will Barnes



FRACCA, the Florida Refrigeration Air Conditioning Contractors Association represents the state of Florida in the HVACR Industry. There are several items that the state focuses on, legislative issues and making sure that we have a voice in Tallahassee is a top priority.

However, the apprenticeship programs are the #1 focus as this drives our industry for the future. For the new school year, 2024/2025, we have record numbers in the program this year and are very excited to share these with you. chapters here in the state have successful apprenticeship programs.

**Why is apprenticeship so important:**

For the Employer: 1) 3/4-year term = long term employee 2) Your service manager is not the trainer. 3) CPR/First aid, EPA, HVAC excellence air conditioning, HVAC heat pump, HVAC electrical 4) Valuable relationship with the employee = Invaluable! 5) Fees paid by employer show the investment in employee = Loyalty! 6) Educational value you can offer a prospective employee to further their career.

For the Apprentice: 1) On the job training 2) 3/4 year = job stability 3) Growing with the company 4) CPR/First aid, EPA, HVAC excellence air conditioning, HVAC heat pump, HVAC electrical 5) Building valuable relationships with employers. 6) Fees paid by employer. If the employer is investing in you...then it adds value to your career.

The ACCA/CF chapter, which serves the Greater Orlando area, ACCA/CF has a highly successful and respected Apprenticeship Program that continues to provide needed training to the HVAC/R industry for 33 years, program begin in 1991. The apprentices attend class 2 nights per week while they work full-time for their employer during the day. Classes are held at Longwood Training Center (ACCA/CF Offices) and at Orange Technical College off West Road in Ocoee, FL.

This year ACCA/CF had the following graduated:

- 22 apprentices advanced to the 2nd year.
- 15 apprentices advanced to the 3rd year.
- 17 apprentices graduated from the 3-year program.
- 2 apprentices achieved perfect attendance for all 3 years while in the program.
- In addition, ACCA/CF has 34 new apprentices starting the program for the 2024/2025 year.

The RACCA chapter, which serves the Tampa/St. Pete area, had their graduation. RACCA has a highly successful and respected Apprenticeship Program that continues to provide needed training to the HVAC/R industry for 27 years, program begin in 1997. The apprentices attend class 2 nights per week while they work full-time for their employer during the day. Classes are held at Pinellas Technical College (PTC) located near the St. Petersburg/Clearwater Airport.

- This year RACCA had the following graduated:
- 20 apprentices advanced to the 2nd year.
  - 34 apprentices advanced to the 3rd year.
  - 15 apprentices advanced to the 4th year.
  - 13 apprentices achieved perfect attendance for the 52 evening classes.

The MACCA Chapter has a 3-Year HVAC Apprenticeship Program, established in November 1997, providing approved training in the field of heating, ventilation and air conditioning. The program consists of 144 classroom hours and 2,000 on-the-job training hours per year, over a three-year period. Graduation from the program allows the apprentice to take the optional state journeyman exam. All instructors are industry experienced and registered with the State. The program is administered through MACCA's Apprenticeship Committee. The 3-Year Program is located at Suncoast Technical College, Sarasota & North Port.

The TRACCA chapter, which serves Tallahassee, and the surrounding areas had their graduation. The program started in 2021 and this was the first class that graduated from the 3-year program. The apprentices attend class 2 nights per week while they work

full-time for their employer during the day. Classes are held at Lively Technical College (LTC) which has been a steadfast partner in the HVAC Association.

- This year TRACCA had the following graduated:
- 12 apprentices graduated from 1st year.
  - 12 apprentices graduated from 2nd year.
  - 11 apprentices graduated from 3rd year.

The FRACCA Lobbyist, Edward Briggs and RSA that are helping the HVAC industry work directly with several house and senate representatives whose focus is CTE programs and apprenticeship funding. Here are some of the items that are on the agenda for future meetings in Tallahassee.

- Investing in the Future Workforce by Expanding Career and Technical Education Opportunities - The comprehensive education bill ensures that high school students have greater access to explore the skilled trades as a career pathway, through educational credit opportunities, increased funding for Career and Technical Education programs, and additional support for businesses who offer work-based learning opportunities to students.
- Authorizing Florida's School Voucher funding to be used for apprenticeship programs - The bill expands the authorized use of Florida Tax Credit (FTC) scholarship funds to cover tuition and fees for eligible students to pursue approved pre-apprenticeship programs.

If you want to get involved with a chapter close to you, please reach out to Erica Mattis, Executive Director, [erica.mattis@fraccaair.com](mailto:erica.mattis@fraccaair.com).

- For more information about the apprenticeship programs:
- ACCA/CF: Ellen Logue, [ellen.logue@accacf.com](mailto:ellen.logue@accacf.com)
  - PACCA: Ellen Logue, [ellen.logue@accacf.com](mailto:ellen.logue@accacf.com)
  - RACCA: Keane Bismark, [apprenticeship@racca-florida.org](mailto:apprenticeship@racca-florida.org)
  - TRACCA: Carre Welsh, [traccapl@gmail.com](mailto:traccapl@gmail.com)
  - MACCA: Robin Parsons, [info@macca.us](mailto:info@macca.us)



## FOR PEAK PERFORMANCE, ALWAYS ASK FOR ASPEN!

### Aspen is A2L Refrigerant-Ready!

- Enhanced Coils and Air Handler Designs
- Factory ready A2L Coils and Air Handlers with R-454B and R-32 detection and mitigation systems
- A2L Field-Installed Kits for Air Handlers, Cased and Uncased Coils
- A2L Field-Installed Kits for Aspen R-410A Coils and Air Handlers
- Full Line of Coils and Air Handlers Convertible from R-410A to R-454B or R-32
- Higher Efficiency Coils Ready to Outperform with All Refrigerants



**Aspen delivers when you need it!**  
 Ask your Aspen Sales Team about A2L products today.  
[www.aspenmfg.com](http://www.aspenmfg.com)



# Demo Days with Chemour's A2L Update + Time & Money-Saving Tips from Appion & Mueller

In September, Tropic Supply Resource Centers hosted a series of Demo Days featuring a Chemours A2L Update, along with Time & Money-Saving Tips from Appion and Mueller!

Demo Day attendees learned:

- How to properly transport, install, and service A2L refrigerants.
- How to improve safety and save time with Appion's A2L-rated tools.
- How to reduce callbacks and save time using Mueller's ACR press fittings.

- How to save time and money with Mueller's tool-free, flame-free, push-to-connect fittings.

**Meet the Experts:**

**Michael Williams** has been in the HVAC/R industry for the past 9 years. He began his career as a Factory Direct Territory Manager with Mueller Streamline in 2015 and joined BSG as a Manufacturer's Representative in 2019. Michael has conducted A2L trainings across Florida and works closely with distributors and contractors on a daily basis.

**Wayne Jolly** brings 24 years of experience in the HVAC industry. He has worked across multiple channels, including wholesale, contracting, and as a Manufacturer's Representative. For the past four years, he has been with Barksdale Sales Group, participating in trainings, counter days, and product demonstrations with HVAC contractors and distributors throughout the Southeast.

For information on upcoming training and events, please visit our website at [www.tropicsupply.com/eventscalendar](http://www.tropicsupply.com/eventscalendar).



Davis Rojas and Javier Revoso of Delta Air Conditioning with Michael Williams of Barksdale Sales Group



Michael Williams of Barksdale Sales Group, Orlando Castro of Reliable AC Service, and Gary Young HVAC Tech



Michael Williams of Barksdale Sales Group giving a product demonstration at Tropic Supply Delray Beach



The Demo Day Team at Tropic Supply Delray Beach



Vielka Escovar and Alex Villasis of Tropic Supply, Brant Roberts of Air Concepts Inc., and Michael Williams of Barksdale Sales Group



Kevin Reid and Sheldon Reid of All Year Cooling, with Michael Williams of Barksdale Sales Group



Michael Williams of Barksdale Sales Group talks to a local contractor about how to improve safety and save time with Appion's A2L-rated tools



Tropic Supply Miami North featuring Chemours A2L Update, Mueller and Appion Demo Day



Todd Poirier of Tropic Supply, Brian McDuffy and Karl Larsen of Condensation Solutions, Michael Williams of Barksdale Sales Group



Austin Harrell, Jason Godwin, and Junior Anderson of Tropic Supply, Wayne Jolly of Barksdale Sales Group, and Skip Howell of Tropic Supply Tallahassee



Travis Oberst of Tropic Supply, Gregory Stewart of City of Sunrise, and Michael Williams of Barksdale Sales Group



Khalid Bnchtouk of Urgent Air Conditioning, Michael Williams of Barksdale Sales Group, and Castor Fuentes of Tropic Supply



Jariro Salamonka and Irsa Velasquez of AR Williams with Michael Williams of Barksdale Sales Group



Michael Williams of BSG (right) discussed how to properly transport, install, and service A2L refrigerants at Tropic Supply Demo Day in S Miami



Michael Williams of Barksdale Sales Group, Angel Rivera of Tropic Supply, and Richard Ortiz of Roger Ortiz Services

## Cooper&Hunter Announces New Partnership with the New York Yankees



Doral, FL — July 1, 2024 — Cooper&Hunter, a leading HVAC manufacturer with over 30 years of industry experience, proudly announces its sponsorship with the New York Yankees. This partnership reflects Cooper&Hunter's commitment to excellence, innovation, and community engagement.

### A Proud Partnership

Jake Neto, Cooper&Hunter's Marketing Director, expressed his excitement: "Cooper&Hunter is thrilled to announce our new sponsorship with the New York Yankees! We proudly support and admire the Yankees, and we're excited to cheer them on."

### Expanding Horizons

Cooper&Hunter's sponsorship of the Yankees

aligns seamlessly with its broader expansion strategy in the American market. The brand has previously sponsored other sports, including Hockey and NASCAR. Additionally, Cooper&Hunter actively supports non-profit foundations, such as the Miami Zoo.

### About Cooper&Hunter

Founded over three decades ago, Cooper&Hunter has become synonymous with quality HVAC solutions. While its journey began outside the United States, the company has called the USA home for the past nine years. Cooper&Hunter maintains a forward-thinking approach, staying ahead of industry trends and fostering strong relationships with distributors and contractors.

## Cooper&Hunter Introduces the Pro-Tech Dealer Program: Elevating HVAC Excellence



### Recognizing Our Industry Heroes

With over 25 years as a leading HVAC manufacturer, Cooper&Hunter is proud to introduce the **Pro-Tech Dealer Program**—a game-changer for technicians and contractors. The success of the brand is closely tied to the hard work and dedication of these industry heroes. As Cooper&Hunter has been growing drastically in North America in the last years it now has the resources to create this program and give back to the most loyal technicians and contractors.

### Unveiling the Benefits

#### 1. Extended Warranty Tiers

The Cooper&Hunter Pro-Tech Dealer Program offers **three different tiers** of extended warranty coverage for our extensive range of HVAC systems including single and multizone mini spilt units, PTAC etc.. As a program member, a technician can enjoy up to **3 additional years** of warranty protection for Cooper&Hunter products, meaning 10/10 warranty for the Gold Tier Status.

#### 2. Locator Program: Exposure to homeowners across the US

The **Locator Program** is a powerful tool to generate more business. With millions of homeowners visiting the Cooper&Hunter website, the registered technicians get a higher exposure and therefore expand their business. It's a win-win. Customers get reliable service, and technicians get increased visibility.

#### 3. Specialized Training Sessions

With the Pro-Tech Program, you stay ahead of the curve with the **specialized training sessions**. Cooper&Hunter is committed to keeping technicians informed about the latest techniques, trends, and technological advancements. The company's training topics range from Smart Connect Built-In features to energy-efficient solutions, empowering most loyal technicians to excel in the industry.

#### 4. Marketing Support and Co-Branding

Pro-Tech Dealers get access to a wealth of marketing materials and co-branding opportunities including promotional content, social media collaborations, brochures, and digital assets. Cooper&Hunter is known for creating co-branding campaigns with their clients that has proven to amplify brand awareness and generate more sales.

#### 5. Rewards and Incentives

Cooper&Hunter's Pro-Tech Dealer Program was created with a goal to recognize the loyalty and dedication of technicians. With each system installed and registered the participants of the program get rewards that can be redeemed at the Cooper&Hunter online store. It is the company's way to say "thank you" for being an essential part of the Cooper&Hunter family.

Karolina Terchiieva, the driving force behind the Pro-Tech Dealer Program, shares her perspective: "Cooper&Hunter is proud to launch this program and be able to bring more benefits to the contractors and technicians who are out there representing our brand. We understand that they have a fundamental role, and we want to do everything we can to help them more every day."

### How to Apply

1. **Visit our website:** <https://cooperandhunter.us/protech> and Head over to the Cooper&Hunter Pro-Tech Dealer Program page.

2. **Fill out the application form:** Provide the necessary details to join the program.

3. **Join our community:** Become part of a network of HVAC Pro-Tech professionals committed to excellence.

We are building a stronger future together—one where comfort, innovation, and partnership thrive!

*Disclaimer: The Pro-Tech Dealer Program details are subject to change. Please refer to the official Cooper&Hunter website for the most up-to-date information.*

## NAVAC Sponsors Charity Project Providing Free HVAC Repairs to Local Georgia Family

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, hoses, recovery units and industry-specific items, has sponsored Miracle Mechanical, a charitable initiative dedicated to providing free HVAC and plumbing services to families in need.

Miracle Mechanical was founded in 2021 by Brent and Kathleen Ridley, a husband-and-wife team committed to giving back to their community. Brent, a licensed HVAC and plumbing contractor, has leveraged his expertise and connections within the industry to complete numerous projects across North Georgia. Through partnerships with select sponsors like NAVAC, Miracle Mechanical has successfully transformed the lives of families facing financial and health-related challenges with no-cost HVAC and plumbing services.

In its latest project, NAVAC sponsored a complete HVAC system replacement for an elderly couple living in Silver City, Georgia. The homeowners, Mr. Richard and his wife, are each battling serious health conditions—Mr. Richard is undergoing treatment for colon cancer, while his wife has been diagnosed with Parkinson's disease. Unable to afford a new system,

the couple had been living without central heating and air conditioning, leaving them vulnerable to extreme weather conditions in their mobile home.

The project involved a comprehensive system overhaul to ensure that the couple's home would be equipped with a reliable, energy-efficient heating and cooling system. The installation team from Miracle Mechanical, utilizing NAVAC's state-of-the-art tools, replaced the old, inefficient system with a new HVAC system tailored to the unique needs of their mobile home.



The use of NAVAC's advanced equipment, including the NX1V Smart Manifold Gauge, NRS2i01 Wireless Scale, NP4DLM Cordless Pump, and other specialized tools, ensured that the installation was performed with precision and efficiency.

"NAVAC is honored to partner with the Miracle Mechanical Project and support this extraordinary family," said Lintao Lu, President at NAVAC. "This project goes beyond providing comfort—it's about restoring dignity and hope to a couple who have faced significant health challenges. We are proud to contribute our tools and expertise to make their home a safe and comfortable place to live."

## Decon7 Launches New HVAC Website



COPPELL, TX – Sept. 23, 2024 – To mark its recent introduction into the HVAC industry, Decon7 Systems has launched a new website—[www.Decon7.com](http://www.Decon7.com). The site showcases the company's powerful EPA-registered disinfectant, D7, which is designed for HVAC equipment surfaces and plumbing drains.

D7 is a disinfectant, sanitizer, deodorizer, and powerful cleaner that kills up to 99.9999% of harmful pathogens, including mold, bacteria, viruses,

and mildew. It also eliminates allergens and odors, making it a key tool for improving indoor air quality (IAQ). When applied to HVAC systems, D7 works on coils, blower motor cabinets, and drain pans, targeting pathogens at the source. It can also be foamed into HVAC and plumbing drains, as well as fogged into ducts (except in California) for deodorizing purposes.

Contractors adding D7 to their IAQ product offerings can expect increased revenue opportunities. Decon7 provides contractors with revenue projections, outlining potential income based on the number of annual service calls. For more information, visit [www.decon7.com](http://www.decon7.com).



# GRAND OPENING CELEBRATION



# DORAL

September 26, 2024

Johnstone Supply Ware Group celebrated the Grand Opening of their newest location in Doral on September 26th from 11am-1pm. The Doral store is located at 8975 NW 26th Street Doral, FL 33172.

The celebration showcased over 30 vendors with product demonstrations, special promotions, and provided the Doral community an opportunity to meet the Johnstone team. Hills BBQ cooked Ribs, Chicken, and

all the fixins right on site. Their reputation still stands after 30 years ...It's delicious! Upon registration, attendees each received a bag of goodies. There were also some terrific door prizes!

Valuable A2L Equipment Training was available to Grand Opening attendees. The training was between 8-11am. Registration was required.

Experience The Johnstone Advantage with unparal-

leled access to comprehensive HVAC/R products, exceptional customer service, and streamlined ordering. Their efficient delivery systems minimize downtime and maximize productivity, elevating your business to new heights. Across 40 branches in the Southeast, The Ware Group accomplishes their Mission by delivering on their contractor value proposition; Saving You Time. Making You Money.



The Johnstone Supply Ware Group Grand Opening in Doral was very busy with great product specials all day!



Johnstone Supply Ware Group Doral Max Castellon, Fernando Burgos, Geo Porras, Oscar Feijoo



Tim Muir of Johnstone Supply Ware Group makes the Doral Grand Opening official with the ribbon cutting ceremony



Jerome Jordan and Dontrol Pray of Miami Dade Maintenance with Gil Ledoux of PED Associates



Lero Pinero and Ozzie Sanchez of Johnstone Supply Ware Group working the registration table



Nick Vosburgh of AMP Strategic, with Alex Fonseca, Diago Vidal, and Eric Alvarez of Austin Air Conditioning, and Andres Ponce of AMP Strategic



Nicholas Diehl of Johnstone Supply Ware Group with Fernando Ramirez of Google Nest Pro showing the new 4th Gen Nest Pro Thermostat



Shaughnessy Harms of Johnstone Supply Ware Group (right) serving up Hills BBQ Chicken & Ribs, made fresh right on site



Nathan Adams of The McAllister Group giving a Bosch product demonstration to A&P Air Conditioning



Brian Conley of Copasetic Mechanical with Johanne Bueno of J. Nichols & Associates



Jonathan Freyre of Cain Sales Company, Pablo Corea of A&P Air Conditioning, and Mike Plathe of Cain Sales Company



Pablo, Ariel, Kenny, and Vincent from A&P Air Conditioning enjoyed the tasty BBQ chicken and ribs from Hills BBQ!



The counter at Johnstone Supply Ware Group Doral was rockin during the Grand Opening



Elias Barreto, Max Castellon, Andy Veralda, and Fernando Burgos of Johnstone Supply Ware Group



Julio Valdez of Johnstone Supply Ware Group, Yusiel Cabera of Treme HVAC Services, and Fidel Martinez of Copeland



Irma Hall of UEI Test Instruments with Gil Ledoux of PED Associates



Max Podell, Steve McDaniel, Shaughnessy Harms, Tim Muir, and Nicholas Diehl of Johnstone Supply Ware Group, serving the Doral customers



Valuable A2L Equipment Training was available to Grand Opening attendees. The instructor was Marzo Mirelio of Johnstone Supply Ware Group



Evelio Mata of The McAllister Group showing some new DiversiTech products on display



The whole Austin Air Conditioning group visits Alexis Terzato of Nu-Calgon and Elias Barreto of Johnstone Supply Ware Group



Montessa Solutions having Hills BBQ delicious Ribs, Chicken, Baked Beans, Mac & Cheese and Banana Pudding!



Clayton Fullerton of Sailormen Inc. with David Jackson of CPS Products



Ryan Reynolds of EV Dunbar Company, Raphael Gil of Cyclone AC, Osmel Martinez of Ice Age AC, and Yassar Okia of D&K AC



Shaughnessy Harms of Johnstone Supply Ware Group with Ricardo Lopez of AMRAD Global The Source



Jon Figuera and Gustavo Castellon of A&G Mechanical with Angela Garcia of Shupe Carboni



Osmond Commock of Constant Cooling with Chris Erickson of Leone Green and Associates



Pedro Milian of Refriair Solutions with Ivan Aburto of Copeland



Many of Austin Air Conditioning Technicians attended the Grand Opening and loved the Hills BBQ, simply the Best!



Julio, Walter, and Gill of JA Repair Services with Matthew Robyck of Daikin



Fidel Martinez and Marjorie McAllister of Copeland



Dennis Hardesty of Air Scrubber (right) speaks with local contractor



Kevin Beatty and Evelio Mata of The McAllister Group



Jose Beralta of Debon Air, Dani Barber of Resideo, and Gerson Padilla of Johnstone Supply Ware Group

# RectorSeal® Introduces Dust Free® Sixteen High-Efficiency Air Filter for Residential and Commercial Installations



Houston, TX, September 17, 2024—RectorSeal, a leading manufacturer of HVAC/R and plumbing accessories, has announced the launch of Dust Free Sixteen,

a high-efficiency, low-resistance MERV 16 media air cleaner designed to provide superior whole-home air filtration with minimal maintenance and energy consumption. The Sixteen boasts a remarkable filter life of up to three years, making it a long-lasting indoor air quality solution.

Dust Free Sixteen integrates seamlessly into up-flow, horizontal, attic, and basement HVAC systems. Its design features multiple pleated media filters, offering up to 280 square feet of long-lasting media surface area with a pressure drop that rivals less-efficient MERV 8 filters. The Sixteen captures allergens, smoke particles, and bacteria as small as 0.3 microns.

The Sixteen will provide years of reliable operation. It is solidly built with corrosion-resistant materials, including a 3003 aluminum cabinet, ABS plastic frame corners, and aluminum filter rails. It ships partially assembled for easy transport and quick field assembly. Available in 3-ton and 5-ton sizes, the Sixteen meets SEER 2 requirements for energy efficiency.

“Dust Free Sixteen sets a new standard for MERV 16 filtration,” said Gregg Burnett, VP and GM of Dust Free. “It offers cleaner and healthier air without compromising efficiency or convenience for our customers.”

Since 1937, RectorSeal has offered products that have built a steadily growing and loyal following among contractors due to differentiated and proven product performance. In 2015, RectorSeal became part of the Contractor Solutions of CSW Industrials, Inc. (Nasdaq: CSWI). Please visit [www.rectorseal.com](http://www.rectorseal.com) for additional details, and follow us on LinkedIn, Facebook, YouTube, Instagram, and X for the latest product enhancements and news.

## Technician's Corner by Arturo Alba, Jr. Vice President, Arco Supply, Inc.

### How the Growth of AI Can Grow Your Business

Artificial Intelligence (AI) is making waves in the air conditioning industry. With HVAC contractors facing unique challenges due to a shortage of skilled labor in an industry that deals with unique and complex challenges, using AI may provide some of the solutions. In many areas, AI is transforming how contractors work, manage projects, and deliver services to their customers. If utilized correctly, AI can optimize system performance and streamline business operations. Let's look at practical ways that AI can grow your business.

#### Recruiting Tool for the Next Generation

As experienced technicians retire, there's a growing need for fresh talent to fill the gap. AI can help attract a younger tech savvy generation who are excited by the fresh innovations in an industry that has at times been slow to change when it comes technology.

#### Improve Customer Service

Software companies such as Bluon and Service Titan are already using AI to help technicians get vital information they need when finding and diagnosing problems in the field. They are also able find the OEM parts and the stocking distributor with the help of AI. Both of these examples improve efficiency times for the customer and frees up valuable time of the technician or contractor to focus on more complex tasks.

#### Streamlining Business Operations

More and more software providers are working with machine learning to help build language models that provide the user with the information they need faster than by traditional methods, such as trying to search it on their own or waiting for the answer while on hold with a distributor or manufacturer. This not only reduces the chances of human error but also allows contractors to focus on growing their business and improving their services.

The one thing that worries most industries is the question of whether AI is taking jobs and making some obsolete. AI can't replace human interaction, and as much as customers want speed and efficiency, they also want someone who understands them and their needs. Service technicians provide a critical human element which is empathy. AI is proving to be a game-changer for HVAC professionals among certain areas, but it will not replace the human touch. By providing the best of both worlds: technology and the human component of understanding and creativity, technicians can quickly handle customer needs while at the same time focusing on customer engagement and retention. Article from PBACCA, The Plenum

## Residential System Performance & Air Balancing Class

Want to set your HVAC service company apart from your competition? Are you ready to move beyond the SEER and AFUE trap?

Achieve TWO NCI certifications in three days of training! Take the first two days of Residential System Performance instruction, complete and pass the certification exam.

Once you are trained in Residential System Performance, you can provide Certified Air Balancing installations with optional day three of training and testing.

These certifications teach you how to deliver high-quality repair, maintenance, and installation services, as well as produce professional reports and documentation to differentiate your company from your competition.

The Next Residential System Performance & Air Balancing class: November 19 - 21, 2024 at Daikin Comfort Technologies, 8921 E Sligh Ave. Tampa, FL 33610. Call 800-633-7058 to register.

# Don't just tape it. Seal It.

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### Did you know that improper sealing of ductwork results in 24–40% loss in HVAC Systems?

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**Don't trust tape to do the job — seal the deal with Hardcast rolled mastic sealants.**



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## Top Plumbing and HVACR Apprentices Gear Up for Epic Showdown at PHCC CONNECT 2024!

FALLS CHURCH, Va. – September 2024 – A strong line-up of top apprentices will have their opportunity to shine at the PHCC Educational Foundation's National Plumbing and HVACR apprentice contests. This two-day competition will take place during CONNECT 2024, October 7-10, at the Birmingham Jefferson Convention Center, Birmingham, Alabama.

These contests — always a popular attraction on the trade show floor — will highlight the skills and expertise of the nation's top apprentices in the plumbing and HVACR industries and allow attendees to watch the contestants' progress.

Apprentices from across the country will come together to showcase their expertise and compete for the title of the nation's top apprentice. This event offers apprentices not only a chance to demonstrate their skills but also an opportunity to network with fellow apprentices and industry professionals.

Plumbing apprentices must rough-in a bathroom — including the drain, waste and vent lines, a toilet, a sink and shower. HVACR apprentices must demonstrate their knowledge with a written test, plus their hands-on skills with brazing, pressure testing, refrigerant recovery and diagnosing and repairing a package unit system.

The evening of Tuesday, October 8, will kick off with a pep rally on the tradeshow floor to energize and support the contestants. University of Alabama sportscaster Chris Stewart will emcee the event. After the contest concludes on Wednesday, October 9, participants and attendees are invited to celebrate at the awards breakfast on Thursday, October 10. This event will honor the top performers and offer a final chance to honor the hard work and dedication of the next generation of industry leaders.

"We are very proud to sponsor these contests each year," says Kevin Tindall, PHCC Educational Foundation chair. "Not only do they provide a once-in-a-lifetime opportunity for star apprentices to demonstrate their skills on a national stage, but the contests also support the Foundation's mission by helping to generate awareness for local apprentice programs, boosting interest in the fields of plumbing and HVAC and attracting new recruits to the industry."

For more details, visit [phccweb.org/CONNECT](https://phccweb.org/CONNECT). This site offers information on education sessions, speakers, exhibitors, registration and hotel reservations, as well as the many attractions of Birmingham, Alabama, known as "The Country's Best Kept Secret."

The PHCC National Association, formed in 1883, provides legislative advocacy, education and training to approximately 3,500 plumbing and HVACR businesses and 65,000 technicians. Members of PHCC have access to a wide variety of services designed to increase their professionalism, grow their business and improve profitability. For more information about PHCC, visit [phccweb.org](https://phccweb.org).

The PHCC Educational Foundation was founded in 1987 and has served the industry for more than 35 years by providing innovative educational programming to enhance the growth and success of the plumbing and HVACR industry workforce. Information on the Foundation's training and educational programs can be found at <https://phccfoundation.org/>.



## Johnson Controls Launches Industry-first Refrigerant Detection System Calculator for Mobile Devices

MILWAUKEE – (Sept. 17, 2024) – Today, Johnson Controls Residential & Light Commercial announced the launch of its Refrigerant Detection System (RDS) Calculator within the Ducted Systems Solutions (DS Solutions) mobile app. A first for the residential and light commercial HVAC industry, this innovative calculator is designed to help users determine the need for refrigerant detection systems based on specific conditions such as space dimensions and the amount of refrigerant being used.

This calculator is part of Johnson Controls' broader initiative to transition to more environmentally sustainable refrigerants, like R-454B, which has a lower global warming potential (GWP) compared to traditional refrigerants. The calculator is also designed to assist contractors and distributors with simple step-by-step installation instructions if they determine a RDS is needed.

"The transition to low-GWP refrigerants has been complex, as building codes that reference safety standards vary from state-to-state," said Chris Forth, vice president of regulatory, codes and environmental affairs, Johnson Controls. "Our goal is to make the transition as seamless and confusion-free as possible for contractors and distributors so they can focus less on calculations and conversions, and more on providing efficient, safe and compliant installations. Our user-friendly calculator gives straightforward recommendations in just a few, simple steps."

Available within the company's DS Solutions App and product selection tools, the patent-pending RDS Calculator prompts users to answer a few questions about the job, such as refrigerant volume, supply air discharge height, total area being conditioned and potential zone impact. Once submitted, the calculator provides an immediate report summary and indicates if an RDS is recommended to ensure the application is

compliant with current standards (UL/CSA-60335-2-40, 1). The report will also flag additional mitigation details, including whether additional exhaust air is required in the conditioned space, and provides a rationale report so contractors can easily act on the results.

A year of research went into the development of the RDS Calculator, including close collaboration with safety agencies to confirm compliance with current standards. The calculator is being launched alongside the shipment of the company's newly updated A2L portfolio of residential and light commercial ducted HVAC products.

To comply with safety standards and ensure customer safety, new R-454B equipment can be equipped with a factory-installed refrigerant detection system engineered to detect refrigerant concentrations as determined by the safety standards and building code requirements. If a leak is detected, the RDS activates an alarm sequence and automatically shuts down equipment compressors, de-energizes attached ignition sources and activates airflow circulation to prevent the refrigerant from reaching its lower flammability limit.

Launched in 2022, the no-cost DS Solutions App provides contractors with instant access to commercial and residential equipment information such as installation guides, parts list, start-up sheets, warranty information and training videos to help streamline installation, troubleshooting and maintenance processes. This digital resource was designed to help enhance contractor efficiency by reducing the need for physical manuals and paper assets that can be time-consuming to navigate and sort through while on the job site.

The DS Solutions App is available for Android and iOS and can be downloaded from Google Play and the Apple App Store. For more information, visit [www.johnsoncontrols.com/ds-solutions-app](https://www.johnsoncontrols.com/ds-solutions-app).

## A Legacy of Service: The Heart of HVAC in Harlingen

Harlingen, TX Gemaire Branch (1410 West Jackson Harlingen TX 78550)

Nestled in a building that echoes the charm of a vintage airplane hangar, our Harlingen branch has served as a vital hub for HVAC professionals in the region for decades. This unique structure is not only functional; it stands as a historical landmark, rich with stories that connect the community.

One particularly poignant tale revolves around our Sales Center Manager, Johnny Cantu, and his father, Juan Pena. For 37 years, Juan was an HVAC and Refrigeration instructor at Texas State Technical College (TSTC) in Harlingen.

Throughout Johnny's childhood, Juan would take him to our branch to purchase parts for service calls. These trips were more than errands; they were invaluable moments of learning and bonding that shaped Johnny's passion for the industry.

Recently, Juan returned to our branch, and the reunion was heartwarming. Johnny had the chance to reconnect with many of his father's former stu-

dents, now established professionals themselves. It was a powerful reminder of the enduring legacy of knowledge and skill that Juan cultivated in the community.

Our branch has a rich history, having served customers long before becoming part of Gemaire. Known for its cleanliness and welcoming atmosphere, we take pride in creating an inviting environment.

One of our long-standing customers, whose account dates back to 1999, recently expressed gratitude for our well-maintained warehouse. Such compliments underscore the positive impact we have on our customers' experiences.

We also recently welcomed a third-generation visitor—a young boy who was thrilled to see a real train up close, adding an unexpected delight to his family's experience. Moments like these reinforce our role in the community, not just as a business but as a place where cherished memories are made and shared.



This Gemaire location in Harlingen Texas has a rich history, having served customers long before becoming a part of Gemaire



Third-generation visitor, a young boy who was thrilled to see a real train up close



# SFACCA September Program Meeting The State of Fleet Management

The SFACCA September Program Meeting which featured the State of Fleet Management. The meeting was held on September 4th at 5:30 p.m. at Galluppi's in Pompano Beach.

Fleet management in South Florida is changing quickly. Many companies are now using electric and hybrid vehicles to cut down on pollution and follow

new rules. Technology like GPS and telematics is helping businesses find better routes, save fuel, and keep their vehicles in good shape. Miguel Castillo of Advanced Work Vans spoke about their new pick-up truck topper, loaded with new features, as a solution for moving from a compact van. Claudio Rubiera of Brown and Brown Insurance informed the members

about the current commercial auto insurance marketplace. He discussed the current market conditions and how to provide their organizations with tools to control their fleet insurance cost and address their profit goals. Don't miss the SFACCA Annual Member Roundtable Meeting to be held on October 2nd at 5:30 p.m. at Galluppi's in Pompano Beach..



Jaime Bernat of Saez Distributors, Ramon Delgado of Johnstone Supply Ware Group, and Carlos Borja of Saez Distributors



Stephanie Marcial with Jeremy Altman of Pride Air Conditioning



Elias Barreto of Johnstone Supply Ware Group with Fernando Baena-Alonso and Angelica Baeina-Alonso of Master Cooling



Claudio Rubiera of Brown & Brown Insurance with Jeff Campen of Pyke Mechanical



Jacques Leotaud of Gemaire Distributors with Artie D' Attile of Art Plumbing, AC & Electric



Miguel Castillo of Advance Work Vans spoke to the members about new products available



Steve Jones and Geoff Pearson of PortNexus with a product to lessen distracted driving



There was a good turnout for the SFACCA September Meeting on "The State of Fleet Management"



Claudio Rubiera of Brown & Brown Insurance gave some information on fleet insurance coverage



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# Programmatic Accreditation Celebrates 25 Years of Advancing HVACR Education

Today, HVACR educational programs nationwide validate the meet national standards through third-party accreditation. However, it wasn't until 1999 that HVAC Excellence introduced Programmatic Accreditation to the HVACR industry, setting formal standards. While accreditation had been common in other sectors, the rapid technological advancements of the late 1990s prompted HVACR programs to seek validation to ensure they were keeping up with these changes.

Fast forward to today, and the HVACR industry is once again undergoing unprecedented shifts, driven by innovations aimed at improving system efficiency and environmental sustainability. The same factors that led to the need for programmatic accreditation 25 years ago are even more critical now, ensuring programs have the resources and qualified instructors necessary to prepare students for the evolving industry demands.

Programmatic accreditation plays a pivotal role in helping HVACR programs rise to these challenges. As the industry adopts new energy standards and strives to reduce environmental impacts, accredited programs ensure students are equipped with the modern skills necessary for the workforce.

For those unfamiliar with programmatic accreditation, especially those new to the HVACR industry or its educational side, it is an independent, non-governmental third-party review. This review validates that an HVACR educational program meets nationally established standards. These standards cover areas such as program mission, administration, finances, student services, instructional design, facilities, equipment, cooperative training, and instructor qualifications.

Programs that achieve HVAC Excellence accreditation benefit from:

- A powerful tool to boost enrollment.
- Simplified transfer of credits.
- A roadmap for self-improvement and program growth.
- Help with forming articulation agreements with educational and industry partners.
- Partnership with the Mechanical Service Contractors of America (MSCA) for technician recruitment.
- Graduates may be eligible for advanced placement in the United Association of Journeymen and Apprentices' apprenticeship program through an articulation agreement.
- Accredited programs are listed in a public directory, making it easier for employers and students to identify programs that meet or exceed national standards.

To gain accreditation, a program must submit a self-study that demonstrates how it meets the established standards. Once the review board determines that the program appears to meet these standards on paper, two onsite evaluation assessors visit the school to verify compliance. The assessors, with their combined knowledge and experience, evaluate every aspect necessary for a successful program. Their goal is to ensure the program has the resources to develop entry-level technicians equipped with the skills needed for employment.

### Why Schools Should Pursue Accreditation

HVACR educational programs that earn third-party programmatic accreditation demonstrate they have met or exceeded standards, which benefit students, and employers, seeking to partner with a quality institution.

### Looking Ahead

The HVACR industry is rapidly transforming with the integration of advanced technologies, such

as smart thermostats, high-efficiency heat pumps, and environmentally friendly refrigerants. As the industry continues to adopt new energy standards and reduce its environmental impact, HVACR programs must stay up to date to equip students with the necessary skills for the modern workforce.

With 25-years of proven success, programmatic accreditation remains a great tool to help schools navigate today's challenges while preparing for the technologies of tomorrow. With ongoing advancements, HVACR programs must evolve alongside the industry. Accreditation ensures they do, safeguarding the future of HVACR education and the industry.

For more information on HVAC Excellence Programmatic Accreditation and its benefits, visit [escogroup.org](http://escogroup.org) and click the accreditation link, or call (800) 394-5268.



**6TH ANNUAL ACCA/CF GOLF TOURNAMENT**

Join ACCA/CF at the new location, we are excited to be playing at Eagle Creek Golf Club. This tournament benefits the apprenticeship program at ACCA/CF, our program has been around for over 20 years.

**14 OCTOBER 2024**

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**AGENDA**  
7:00 AM Golf Registration & Breakfast  
8:30 AM Shotgun Start for All Golfers  
1:30 PM Lunch, Raffle and Awards

## IT IS TEE TIME!!

The 6th Annual ACCA/CF Golf Tournament is quickly approaching on Monday, October 14th, 2024, at Eagle Creek Golf Club. We are very excited to be at a new location for this event.

There are several sponsorship opportunities still available as well as space to golf! Please reach out so that you can experience all the fun and showcase your company.

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## The Evolving Career of the HVAC Contractor: Embracing Change to Stay Ahead

(Continued from Page 12)

- **Duct Leakage Test:** Using a duct leakage test, Tim measures airflow leakage within the ducts. This leakage could reduce system efficiency.
- **Blower Door Test:** Tim might conduct a blower door test to measure air infiltration, ensuring the home is adequately sealed. Coupled with thermal imaging, this helps pinpoint areas where outdoor air may be coming in, causing temperature imbalances or energy inefficiency.
- **Static Pressure Test:** He uses a manometer to check the system's static pressure. This test helps evaluate whether the HVAC system is moving air efficiently, indicating potential restrictions in the ducts.
- **Airflow Test:** Tim measures airflow at each register with a flow grid from TEC, identifying inadequate HVAC airflow issues.
- **Building Pressure:** Tim puts the home through various depressurization scenarios that can occur through normal occupant habits where heat, moisture, and air pollutants can be drawn into the home.
- **Combustion Analysis:** If the system uses a furnace, he performs a combustion analysis to check for efficiency, safety, and proper fuel burning.
- **Humidity and Temperature Testing:** Tim measures indoor humidity levels to ensure the system maintains a comfortable and balanced environment

### 3. Load Calculation

Tim performs a load calculation using Conduit Tech to ensure that the right system is installed for the home.

### 4. Presenting the Findings

Tim walks the homeowner through his recommendations clearly, ensuring the homeowner understands the value and benefits. An easy-to-read report makes all the data easy for the homeowner to digest.

This process isn't for the faint of heart, but it yields unparalleled results. Tim's customers are lucky, and it's incredible to see how he continues to raise the bar and share that bar with us!

*This tech tip was written by Shelby Breger, co-founder of Conduit Tech. You can check out everything Conduit has to offer and learn more about that interesting platform and how it helps contractors at <https://getconduit.com/>. Thank you, Shelby!*

## Performance Pointers By James Ball

(continued from page 20)

### Conclusion: Don't Let "Busy" Hurt Your Business

In HVAC, being too busy to listen to customers or maintain essential routines is a recipe for lost business. While it may seem like time is a scarce resource, investing in routines that prioritize customer care will pay off in higher customer satisfaction, fewer service call-backs, and increased referrals.

*Jim Ball has been involved in the HVAC industry all his life. He's been a long-time National Comfort Institute (NCI) shining star and an effective implementer of High-Performance HVAC™. Jim sold his family HVAC service company and looks to give back to the industry by contributing his knowledge and experience. He hopes to help other HVAC professionals move forward with implementing High-Performance HVAC processes.*

*As a Senior Mechanical Engineer with HYPERLINK "https://www.dewberry.com/home" Dewberry Engineering, Jim stays actively involved helping contractors in our industry become High-Performance HVAC contractors using lessons learned from National Comfort Institute. If you would like to learn more take a look at HYPERLINK "NationalComfortInstitute.com" NationalComfortInstitute.com or call 800-633-7058.*



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## Nidec/U.S. MOTORS Recognizes HVAC Salespersons of the Year

ST. LOUIS, MO – Sept. 3, 2024 – At its annual sales and marketing summit this summer, Nidec's U.S. MOTORS® division named two of its top sales staff as Salesperson of the Year.

Geoff Godwin, HVAC OEM Global Account Manager and Steve Masters, HVAC After-market Sales & Business Development Manager, were named Salesperson of the Year in their respective segments. Godwin joined Nidec in 2021 with more than 30 years of HVAC industry experience. Masters has been with Nidec for 14 years and in the electrical and motors industry for 40+ years.

The awards were presented in June at the Nidec HVAC Sales and Marketing Summit in St. Louis. Their

exceptional sales performance, extensive knowledge of motors, and outstanding customer service earned them this prestigious recognition.



Geoff Godwin



Steve Masters

The U.S. MOTORS brand is an industry leader in electric motors featuring advanced technology, from variable speed electronically commutated motors to market-leading NEMA Premium® efficient motors. More information on U.S. MOTORS products can be found at [www.usmotors.com](http://www.usmotors.com). Nidec Corporation is the world's No.1 comprehensive motor manufacturer.

Nidec is comprised of approximately 340 companies employing more than 110,000 people all over the world.

## Service Experts Tunes into Make-A-Wish® Giving for National Tune Up Day

September 2024 (Richardson, Tex.) – To celebrate National Tune Up Day on September 25, Service Experts will give \$5 from every tune-up, drain cleaning and water heater flush to Make-A-Wish® America throughout the months of September and October. The contribution of up to \$40,000 from Service Experts continues a relationship started in 2018 with Make-A-Wish America that has led to more than \$1.5 million in total giving to help grant life-changing wishes for children with critical illnesses.

"Getting to see the power of a wish for a child and their family has been the highlight of our partnership with Make-A-Wish America – we've had the honor of getting to personally grant 27 wishes in that time," said Dave Moody, Chief Marketing Officer of Service Experts. "National Tune Up Day and the weeks around it have our technicians in even more people's homes, giving them the perfect opportunity to highlight the work Make-A-Wish is doing with help from our network of more than 100 service centers."

Most recently, Service Experts participated in a wish reveal with Make-A-Wish Ohio, Kentucky & Indiana to a 12-year-old with a respiratory disorder to Hawaii with her family. Earlier this year, the company

also had the honor of Linda Pauling, co-founder of Make-A-Wish, joining them for a wish reveal at their annual meeting in Orlando. A wish experience can be a game-changer, impacting not only the wish kids, but also their families, volunteers, donors, sponsors, medical professionals and communities. A wish renews hope, uplifts spirits and encourages the belief in the impossible, giving kids the strength to fight against—and even overcome—a critical illness.



"Make-A-Wish relies on the generosity of individuals and organizations, like Service Experts, to close the gap in the number of children waiting for their wishes to be granted," said Leslie Motter, President and CEO of Make-A-Wish America. "For the past seven years, Service Experts has ensured that when children are dealing with unplanned hospital stays and uncomfortable treatments, they can count on a wish to help them replace anxiety with hope and reclaim a piece of their childhood."

Since its founding in 1980, Make-A-Wish has a wish experience can be a game-changer, and tens of thousands of volunteers, donors, and supporters like Service Experts advance the Make-A-Wish vision to grant the wish of every eligible child.

# Carrier Drives the Transformative Impact of Electrification on HVAC Solutions by Retrofitting America's Most Diverse Communities



INDIANAPOLIS, IN, September 19, 2024 — Carrier is partnering with Rewiring America, the nation's leading electrification nonprofit, in an effort to transform the marketplace for clean electric home upgrades for communities at all income levels, providing significant health, economic, and resilience benefits. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

Rewiring America's initiative kicked off this summer with electrification retrofits for 100 households across four states including: Oregon, Wisconsin, Oklahoma, and Georgia. The "demonstration projects" are bolstering electrification awareness, and the corresponding benefits, for low income and disadvantaged communities (LIDAC) ahead of the Inflation Reduction Act federal rebate programs launching in most states. The program aims to demonstrate heat pump applicability in diverse regions, garner trust with homeowners in underserved communities who may not have functioning or efficient home heating and cooling, and to scale significantly in the future as federal rebates become available.

"With temperatures climbing in recent years, having a safe, cool, conditioned space is no longer optional," said Nick Arch, Vice President and General Manager, Residential HVAC Solutions, Carrier. "Partnering with Rewiring America to prove heat pumps are the leading HVAC solution for decarbonization in most climates is a phenomenal opportunity to electrify the country while supporting low-income communities. By adding or upgrading to more modern and efficient HVAC technologies, homeowners will experience increased comfort, cost savings through energy efficiency, and system resiliency."

"Partnering with Carrier is a monumental step towards equitable electrification," said Rewiring America CEO, Ari Matusiak. "By bringing advanced HVAC solutions to underserved communities, we not only reduce carbon emissions but also provide tangible health and economic benefits. Together, we can ensure that all households, regardless of income level, can enjoy the comfort and savings of modern, efficient energy solutions."

Of the demonstration projects, Carrier will be providing air source heat pumps in Gresham, OR where many households do not have air conditioning and heat can be life threatening, and Tulsa, OK, a historically pro fossil-fuel city. Carrier's commitment to global heat pump innovation and access includes its prior commitment to investing \$4 billion by the end of 2030 in the innovation and development of sustainable solutions; completing the Department of Energy's Cold Climate Heat Pump Challenge; and the recent designation of its Collierville, Tennessee facility as its Center of Excellence for high-efficiency heat pump production. To learn more about Carrier, visit [www.carrier.com/residential](http://www.carrier.com/residential).

## Malco Tools to Represent Minnesota's Manufacturing Industry In Inaugural First Nail Ceremony



ANNANDALE, MINN. (Sept. 18, 2024) — Malco Tools, one of the nation's top manufacturers of high-quality tools for the HVAC and building construction industries, is proud to announce its involvement in the Inaugural First Nail Ceremony for the upcoming 2025 presidential inauguration this January.

The Inaugural First Nail Ceremony takes place every year to commemorate the start of construction of the inaugural platform on which the next president and vice president will be sworn into office. During the ceremony, members of the Joint Congressional Committee on Inaugural Ceremonies hammer nails into a symbolic piece of wood, in which Malco's Claw Hammer will be used, representing manufacturing in the state of Minnesota. Malco was chosen for this event by Minnesota State Senator Amy Klobuchar who serves as chair of this year's joint committee.

"We are honored to be part of this historical event," said Malco President and CEO, Rich Benninghoff. "The use of the Malco Claw Hammer as a way to represent the strength of manufacturing in Minnesota is a source of great pride for our company and our team members."

This year's First Nail Ceremony will take place on Wednesday, Sept. 18 at 10:30 a.m. CST and will also be broadcast on Joint Congressional Committee on Inaugural Ceremonies website.

The company, founded in 1950 and based in Annandale, Minn., represents the state's thriving manufacturing industry, employing more than 160 people. For more information about Malco Tools, visit [www.malcotools.com](http://www.malcotools.com).

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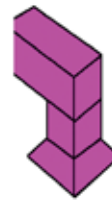
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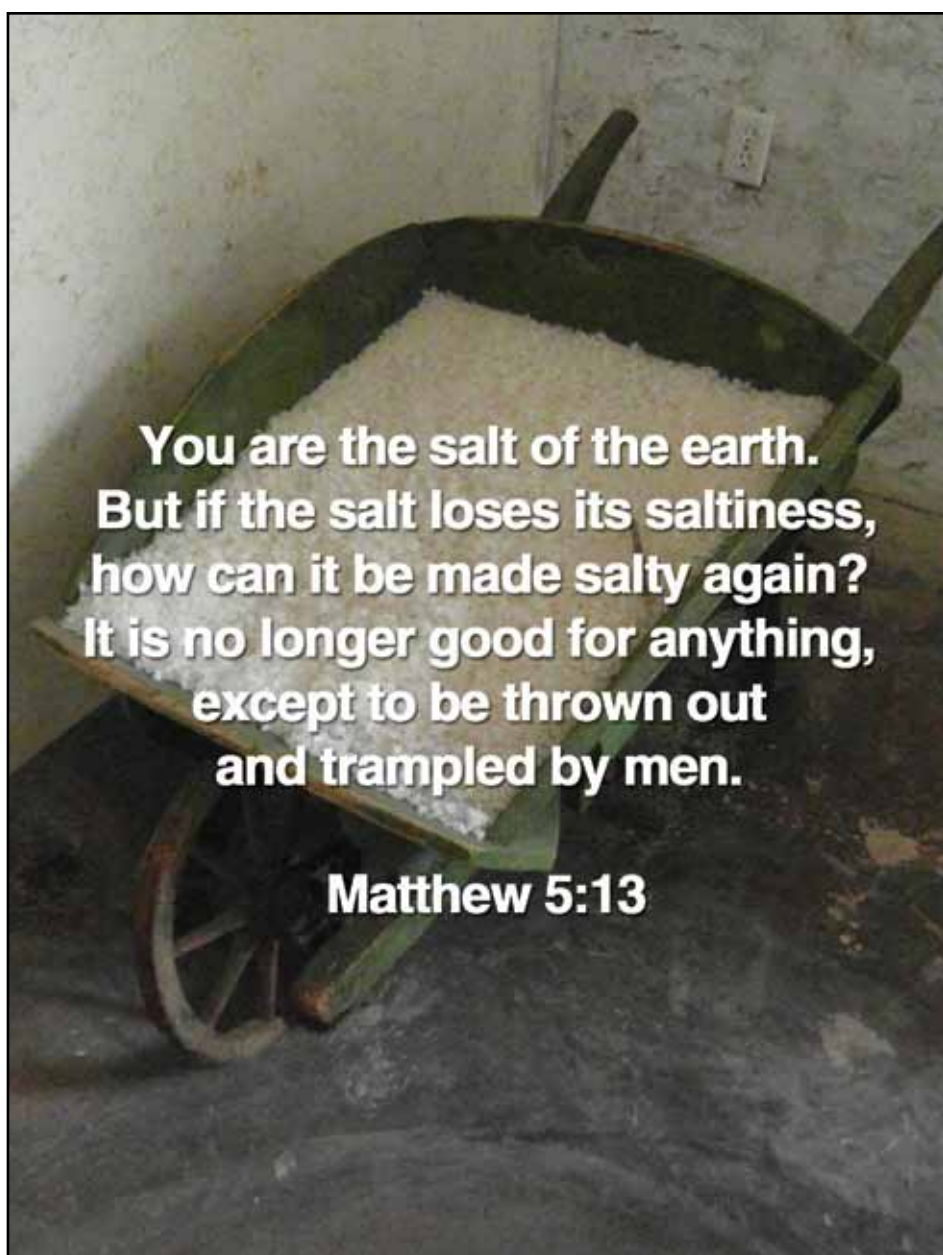


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You are the salt of the earth. But if the salt loses its saltiness, how can it be made salty again? It is no longer good for anything, except to be thrown out and trampled by men.

Matthew 5:13

# UPCOMING EVENTS



**February 6-7, 2025 - 6th Annual HVACR Symposium  
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