

TODAY'S A/C

& REFRIGERATION NEWS

Special AHR Expo Show Issue

The 2025 AHR Expo Trend Report



Jeff Schlichenmeyer
Publisher

HVACR is a very truly distinctive industry, bringing together professionals from a variety of sectors and disciplines. While we all share common objectives, our daily practices can vary significantly. The Industry Trend Report serves this career diversity, designed

aligning our goals is essential for the path of continued growth and success of the HVACR industry—a sentiment that gains importance with each passing year.

We asked our associations, manufacturers, engineers, contractors, distributors, and thought leaders to sound off on the most impactful issues facing the HVACR industry. Here's what they said...

"A hot topic is implementation of the tax credits contained in the Inflation Reduction Act - we await final guidance from the Treasury Department on that (as of September 2024)." - Steve Yurek, President & CEO, AHRI.

"Rapid advancements in technology and AI, along with a focus on sustainability, energy efficiency, and resilient building systems, are driving innovation in the HVAC&R industry at an unprecedented pace. However, this progress also brings a pressing need for skilled professionals. By combining technological power with human creativity, both experienced professionals and new talent can work together to shape the future of our industry." - M. Dennis Knight, President, ASHRAE.

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to bridge the differences and offer thoughtful connection points regarding the industry's current state ahead of Orlando.

Our endorsing associations provide a comprehensive view of the many roles within the industry, highlighting relevant discussion topics as we prepare to meet in person.

We appreciate the contributions of all those who participated in this report, as their input is vital in understanding the industry's challenges and opportunities from multiple perspectives.

We realize that despite our varied approaches,

Coming Soon: Refricenter Is Opening A New Branch Locaton In Orlando

Coming soon to Orlando, is Refricenter's newest location. With over 10 Thousands SKU's available for all of their HVAC needs, Refricenter Orlando will be ready to help Central Florida contractors get the job done. Their 1st class customer service, along with great product offerings, is what drives their company.

This new location will be located at 2705 Eunice Avenue, Orlando FL 32808. Anthony Ramos is the branch manager. He can be reached at (407) 484-6031, or email him at tramos@refricenter.net. This will be their 11th location in Florida. Refricenter has long been committed to being one of South Florida's leading stocking distributors of HVACR equipment, parts and supplies.

Refricenter's eleven locations across Florida will be servicing areas stretching from the Florida Keys through Orange County, meeting the Florida HVACR contractors' needs with their full line of products and services - including their leading brands of A/C equipment - TGM, Bryant, Payne,

Trane, RunTru, Climatemaster, Bohn, and AUX.

Refricenter also has affiliate companies located in both Puerto Rico and the Dominican Republic, where they have been market leaders since the 1960's. They are backed by the largest and most complete inventory of air conditioning equipment in both 60hz and 50hz under their own renowned brands: TGM, and Classic.

Refricenter carries a wide range of parts and supplies from some of the top manufacturers in the industry, such as Johns Manville, JPL Flex, Emerson, Honeywell, White Rodgers, Nutone, Copeland, Tecumseh, Ritchie, Nu Calgon, among many others.

Refricenter has strived to be a trusted name among South Florida and Latin American contractors and distributors. They pride themselves on maintaining a well-stocked inventory, so when you come into one of our stores you will always find what you're looking for. Their experienced sales staff can also help facilitate any special requests, no matter how big or small.



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North Carolina, South Carolina



HVACR Legislative Updates with FRACCA, PBACCA and SFACCA (see page B3)



WHVACR at the 2024 HARDI Annual Conference held at Marriott Marquis - Atlanta (see page 14)



ASHRAE Miami's Technical Lunch - ASHRAE Headquarters Bldg: A Case Study (see page B7)



Tropic Supply's Training Your Way by Traveling Trainers Tim Murphy & Steve Poreba (see page B5)

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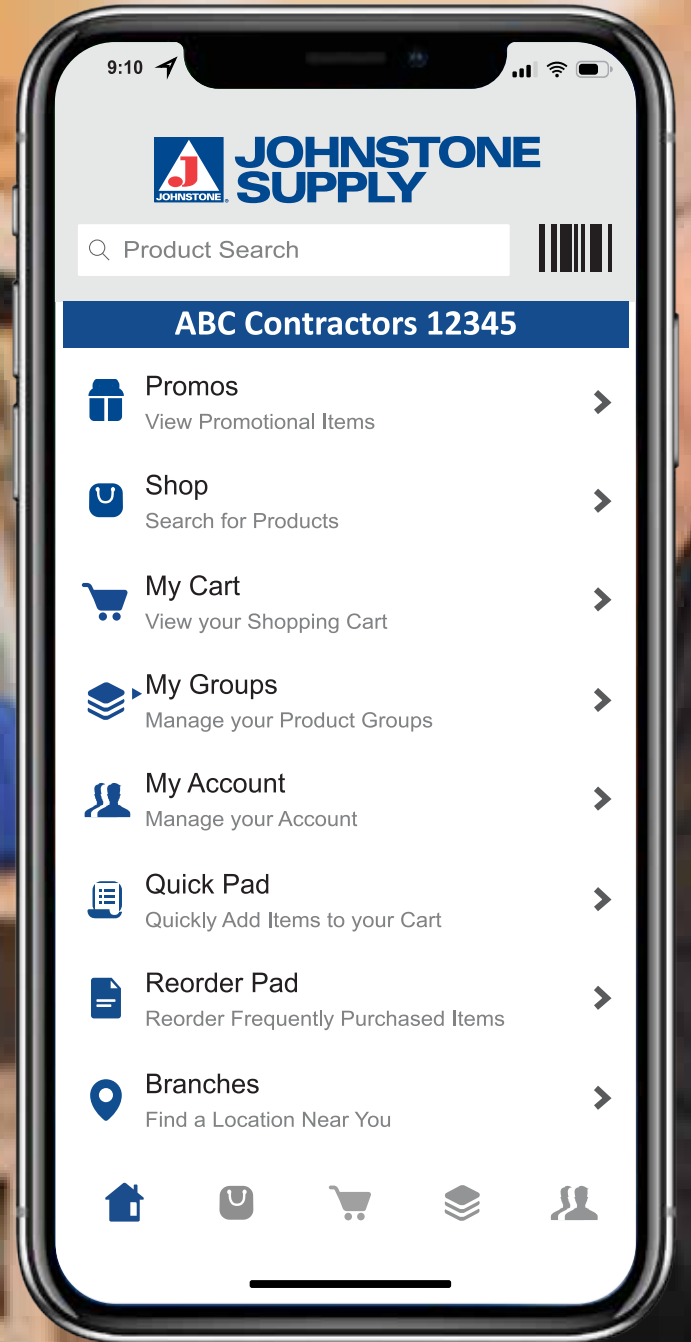
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7 Ways to Have a Great Start to 2025

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.

Here are seven ways to keep busy and profitable throughout 2025.

1. If your financial statements are not accurate – resolve to get them accurate. Garbage in equals garbage out. I've made it easy to review accurate financial statements www.financiallyfit.business

2. Grow your profitable maintenance program. Your maintenance clients trust you and will use your company in good times and bad times. They provide stability, less seasonality, and more consistent cash flow.

Here's an easy way to discover how many residential maintenance plans you should have: Divide the number of non-maintenance customers you've done business with in the past 5 years by 3. That's the minimum number of residential maintenance plans you should have.

From a commercial perspective, calculate maintenance hours rather than numbers since some plans can have 20 systems and others only one. If you have 3 commercial technicians, you should have 1800 hours of commercial maintenance.

3. Ask your employees how to save \$100 per month. If you ask an employee how to save \$10,000 per year, they can't grasp that large amount. However, if you ask them to identify with a number they can relate to, ie \$100 per month, they can probably come up with an idea or two. Implement the ideas and give them a \$100 bonus for coming up with that idea.

4. Calculate your company's billable hours percentage. If you don't like the percentage, resolve to increase it in 2025. We generate revenue through billable hours. If you can't bill a customer for a field employee's time – you don't generate revenue.

If one of your team members puts 40 hours on his/her time sheet – how many of those hours were billable? Service – at least 60% and preferably 75%

or higher. Replacement – at least 85% and preferably 90% or higher. If you'd like a template to calculate billable hours, email me at rking@ontheribbon.com or call us at 770-729-8000.

5. Calculate your company's net profit per hour. If you don't like the number, resolve to increase it in 2025. Net profit per hour is calculated on billable hours or revenue producing hours. Divide 2024 net operating profit by the total number of billable or revenue producing hours.

If you lost money in 2024 you paid your customers to do their work. Not exactly what you want to plan for 2025.

Increasing net profit per hour can be as simple as decreasing the number of unbillable hours. The best way to do this is to track it - put a chart on the wall with each employee's name and the number of paid hours and the number of billable hours. Since the hours are being watched, the unbillable hours will decrease quickly.

6. Watch overtime hours. Overtime is expensive. This might seem like a ludicrous statement give what I've just talked about with respect to billable hours percentage.

Overtime should be at a minimum – and to many of your employees overtime is punishment...they don't want it. What about the office personnel? Are they consistently getting one to two hours per week or more overtime - in busy times and slow times? If you pay an office person \$16 per hour, the overtime is \$8 per hour or \$416 per year. Then you must add payroll taxes and worker's comp to this cost which is about 15% so the real cost comes to \$478.40.

That doesn't seem like a lot until you calculate the revenues you need to generate to pay that one hour of overtime. Let's assume that you want to generate a 10% net operating profit. The revenue you have to

generate to cover that one hour of overtime is \$4,784! Overtime is expensive!

7. Save money. At a minimum save 1% of every dollar that comes in the door. This is advice I've given for a long time. Frequently I get emails or phone calls from contractors who say thank you for this idea. They have hundreds of thousands of dollars in interest bearing accounts. They have the money to pay for trucks, computers, equipment, and other assets that, in the past, required bank loans. The revenues in the bank give you a sense of security that if cash flow gets tight, you have the ability to survive.

Implementing these seven ideas in 2025 will help you stay busy and increase your bottom line.

Next Topic: Over the holidays I read "Ego is the Enemy" by Ryan Holiday. It made me think. His argument is that passionate people have unbridled enthusiasm but rarely accomplish anything.

These people can tell you in great detail who they intend to become and what their success will be like. They can tell you all the things they're going to do, or have even begun, but they cannot show you their progress – because there rarely is any.

Passion is about (I am so passionate about X). Purpose is to and for (I must do X. I was put on this earth to accomplish X. I am willing to endure X for the sake of this). Goethe said that great passions are maladies without hope.

Ryan Holiday contends that deliberate, purposeful people operate on a different level. They hire professionals and use them. They ask questions. They ask what could go wrong. They ask for examples and plan for contingencies. One of my colleagues may have said it best when I told him about the book:

Passion without purpose is not sustainable and purpose without passion is not enjoyable. What do you think?

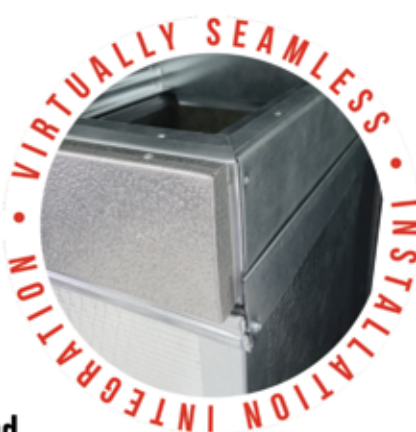
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EPA Lists Three New Low-GWP Refrigerants

The Environmental Protection Agency has listed three new low-GWP refrigerants under the Significant New Alternatives Policy (SNAP) Program. The listings were included in SNAP Notice 39. The EPA listed the following refrigerants and their end uses:

R-471A, a refrigerant blend, is listed as acceptable as a retrofit in the following refrigeration and air conditioning end-uses: 1. Cold storage warehouses, 2. Industrial process refrigeration, 3. Retail food refrigeration – Refrigerated food processing and dispensing equipment, 4. Retail food refrigeration – Remote condensing units, 5. Retail food refrigeration – Supermarket systems

R-480A, a refrigerant blend, is listed as acceptable as a retrofit in the following refrigeration and air conditioning end-uses: 1. Cold storage warehouses, 2. Commercial ice machines, 3. Positive displacement chillers., 4. Refrigerated transport, 5. Water coolers.

R-513A, a refrigerant blend, is listed as acceptable for new residential and light commercial air conditioning and heat pumps – self-contained units.

Article by Alex Ayers, Vice President of Government Affairs for HARDI

AHRI Releases November 2024 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 707,436 units in November 2024, changed +55.2 percent compared to 455,860 units shipped in November 2023. U.S. shipments of air conditioners changed +56.5 percent, to 391,531 units, compared to 250,170 units shipped in November 2023. U.S. shipments of air-source heat pumps changed +53.6 percent, to 315,905 units, compared to 205,690 shipped in November 2023.

Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +11.5 percent, to 9,162,444, compared to 8,221,085 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed +9.7 percent, to 5,265,430 units, compared to 4,801,500 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed +14.0 percent, to 3,897,014, compared to 3,419,585 units shipped during the same period in 2023.

New Product! iFLO PRO West Building #7091 at the AHR Expo



iFLO Pro is on a mission to save homeowners and insurance providers from costly drain pan over flows and A/C shutdowns, and HVAC technicians from nuisance calls.

When you install iFLO Pro® on a new HVAC unit, you are adding an extra layer of protection, especially during the first-year warranty period.

When you install iFLO Pro® on an older A/C unit you are extending the life of the unit and avoiding clogs, floods and shutdowns.

Hardwiring Option

The iFLO PRO Unit is unlike the standard iFLO kit, offering exclusive benefits for PRO Partners and homeowners alike! Our PRO units require professional installation with additional wiring included. For enhanced reliability and constant power, iFLO Pro units are 24V wired and require no additional transformer or upgrades.

Float Switch Monitor

iFLO PRO devices also include a float switch monitoring piece that will essentially turn a homeowner's float switch into a smart one, sending critical alerts through the device to both the contractor and homeowner, notifying them of a float switch trip within one minute of it happening. Say goodbye to costly water damage claims and bad customer experiences and hello to peace of mind for all involved!

Admin Panel

iFLO PRO installers are given a silver unit for install with advanced, professional fittings and application pieces to ensure for the best application of our device: directly into the drain pan! Along with the pro device, our iFLO Pro partners are given access to a fully customizable admin panel to monitor each device installed out in the field. Here, pro partners will be able to keep track of all live devices, their dispense schedules, alerts, and notifications, ensuring that they can always stay on top of what is most important.

Special Formula

iFLO Pro partners are also provided with a highly concentrated, enhanced formula that lasts 6 months to stay in line with most maintenance contracts and regular cadence, keeping homeowners connected to their iFLO Pro installer! Gone are the days of warranty callbacks, costly water damage claims, over-time service calls, and bad customer experiences. iFLO Pro gives our Pro partners a way to fight the one thing that all homeowners and contractors experience: the undeniable pain-points of Zooglea. Getwith iFLO Pro today!

For more information contact Heidi Bauer, Business Development Manager Heidi@iflo.com <http://www.iflopro.com/>



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DEFENSIVE BUILDING SCIENCE

By Andy Åsk, P.E. 50-year Distinguished Life Member Fellow, ASHRAE, aaskpe@gmail.com

AABSS COMING TO NAPLES
FEBRUARY 18TH & 19TH

I call it Defensive Building Science. Being better-informed, you can defend yourself when the moisture complaint finger is pointed toward you.

When the house (or any building) has a moisture problem, Who you gonna call?^{1/2} The HVAC contractor. When the house has a moisture problem, Who ya gonna blame? The HVAC contractor. When the house has a moisture problem, who caused it? Probably someone else.

When you're tired of paying for other people's mistakes, Who you gonna call? The Andrew Åsk Building Science Symposium. Or just register online.³

First, some truth in advertising: 90% of this conference will be on architecture, engineering, and general construction. Only one segment will deal with ventilation and humidity. The Today's AC crowd does not need a lecture on HVAC. They do need to be well-informed on how buildings should be assembled. HVAC contractors who attend can then share that knowledge with builders.

Building contractors, in turn, need architects and engineers to design, vendors to provide, sub-contractors to install, energy raters to test, and finally building officials to inspect and issue Certificates of Occupancy to make all this happen; all of whom are welcome at AABSS.

Dr. Joseph Lstiburek will be there. Joe is mellowing in his old age, almost never utters his favorite word, at least not in public. But his science is still good and getting better. He is still moderately funny.

We will introduce you to Dr. John Straube⁴ who will be sharing the stage with Joe. You may not have heard of John. He is better known in Canada and the Pacific Northwest. He will tell us about trailblazing work on rain—what happens when it strikes the face of buildings. And much more. Although a serious scientist, he occasionally says something humorous.

An Energy Rater performs a Blower Door Test on every new home in Florida. Energy Raters who

attend will be both student and teacher. Meet prospective clients. Tell them about what you do. At the same time, sharpen your building diagnostic skills. You will learn about problems you did not know existed that you can help solve.

Sometimes you need to call The Guy. But not if you come to AABSS. The Guy will be there, displaying his wares on Tabletops. Now I am going to digress and bloviate.

ATTICS

Attics are forever. HVAC contractors are forever blamed for moisture in attics. We will talk about them at our conferences forever, unless of course you build a flat roof, a different story that Dr. Straube will talk about.

Attics can be vented or sealed, open or closed, conditioned or unconditioned. The vent can be at the soffit, ridge, or both. We can vent air or vapor.

Attics can be sealed with open- or closed-cell spray foam insulation (SPF). Which one do you use?

Dew point temperature at the ridge can rise well above outdoor DP, an idea that made no sense to me, but I was proven wrong.

Joe Lstiburek talks about the Perfect Wall. I have been thinking about the Perfect Attic that is unconditioned yet has good thermal performance⁵. Define the conditioned space in a pitched-roof home with a sealed drywall ceiling beneath a layer of fibrous insulation. The ceiling can have no penetrations. It will need a Vapor Diffusion Port. The house has to be built taller so A/C ducts can be suspended below the ceiling, not likely to happen. The no penetrations part has been a deal breaker. Until now.

Mini-split air conditioning technology is a game changer. We don't need space for ducts because there are no ducts; just multiple free-discharge mini split heads. Ductwork is not inherently virtuous. It costs money and space, gets dirty, and transporting air through it consumes energy. I've had a (long) career designing air duct systems and now I'm turning against them. It would rather have changed my political faith. I feel like I need to take a shower just talking about it.

Speaking now as a consumer, not an engineer,

I want a mini split anytime I'm indoors—working, playing, or sleeping. We have three of them in our home, adding a fourth. The last one using bottom-of-the-barrel DIY equipment—I wanted to see how bad it is—that cost less than a major repair bill. And that was for the entire system: equipment, installation, tax, title, out-the-door.

I can have any temperature I want 365 24/7. At bedtime I put out the cat, set the remote “clicker” thermostat, and turn out the lights. In the morning, I turn off the mini split, turn on the coffee. I may run it an hour before bed to cool down. She can have heat at her end of the house, He can have cooling in his office. All with minimal energy consumption.

If you try this at home don't forget to install a separate, decoupled dehumidification and ventilation system.

Mini splits may turn out to be the last piece in the Perfect Attic puzzle, but not ready for prime-time. First, it needs to age⁶ at the bottom of the aforementioned barrel.

Who needs to know exactly this stuff? Anyone and everyone who contributes in any way to the design and construction of buildings does. Knowledgeable HVAC contractors could prevent moisture problems.

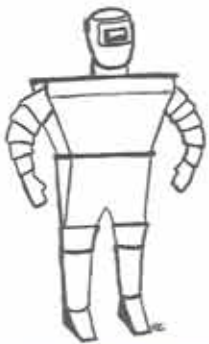
So defend yourself. Come see us at AABSS in Naples on February 18th and 19th. It will be the driest ticket in town. Until then...The Duct Stops Here. Stay tuned.

Notes:

1. Ghostbusters song written by Ray Parker Jr., 1984.
2. I've stolen Joe Lstiburek's flipping a pop art title so often the cops won't even come out.
3. You can find AABSS at Climatezone1.com
4. University of Waterloo civil engineering and Architecture professor; principal, RDH Building Science, Inc.
5. BSI-119: Conditioned Unconditioned, November 15, 2020
6. Brian Orr recently released his Manifesto on Manufacturer Responsibility; but only after thinking about it for three years. I should have such good judgement.

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HARDI 2024 Annual Conference “Navigate” Sets New Records and Inspires HVAC/R Professionals



COLUMBUS, OH – December 31, 2024 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) concluded 2024 with its largest Annual Conference to date. Held December 7–10 in Atlanta, GA, the event welcomed over 2,030 attendees, including more than 550 wholesaler representatives from 181 companies, 65 Solution Center providers, 45 unique member sponsors, and a sold-out Booth

Program featuring 230 suppliers and manufacturers.

“Atlanta capped off a historic year for HARDI, with record attendance reflecting our growth in distributor and total membership,” said Talbot Gee, HARDI CEO. “This success stems from the unwavering focus of our Board, volunteers, and team on our mission. Our industry thrives when competitors come together, united in delivering greater value to their customers and expanding distribution’s share of HVACR sales.

“Manufacturers are in for another challenging year of transition, so HARDI distributors must prepare for anything and everything 2025 might throw at them. The energy and engagement in Atlanta makes me think we’re on the right track. The strong commitment we’ve already seen to the 2025 Congressional Fly-In and our professional certifications underscores the proactive mindset our members are bringing into the year ahead.”

The conference opened with a keynote from Ross Bernstein, award-winning speaker and best-selling author of nearly 50 sports books. Bernstein’s presentation set the tone for the event by emphasizing leadership and relationship building. Dr. Anirban Basu delivered his signature witty, quick-fire perspective on complex economic topics, while Pamela Burnum closed the event with an empowering session on effective communication techniques for leadership success.

“Each year, we refine our programming to address critical industry changes, from regulatory shifts to emerging trends and business innovations,” said Allison Greene, HARDI Marketing Director. “With input from our member-driven HARDI Councils, we design a program that focuses on what matters most to HVACR professionals. Our keynote speakers were handpicked to energize and spark the kind of curiosity that drives personal and organizational breakthroughs. The result was a lineup of sessions and discussions that left attendees buzzing with ideas and armed with actionable takeaways.”

The conference featured 29 breakout sessions, including presentations from HARDI’s Market Intelligence team on data-driven strategies for business development and benchmarking. Four Regional Forecast sessions offered in-depth analyses of economic and regulatory trends unique to each region.

Awards and Recognitions

At the conference, HARDI honored individuals and member organizations whose unique achievements exemplify the association’s mission and make exceptional contributions to the HVACR wholesale industry:

*Voice of Distributor Award: Jeff Underwood, RectorSeal

*Market Intelligence Pillar Award: CFM Equipment

*Talent Pillar Award: Rheem Air Distribution

*Advocacy Pillar Awards:

*Christian Baca, Rheem Northeast Distribution

*Michael Meier, Meier Supply

*LATAM Distributor Award: APR Supply Co.

*LATAM Strategic Sponsor Awards: NAVAC, Inc. and Diversi-Tech Corporation

Celebrating Emerging Leaders

Fifteen participants graduated from HARDI’s Emerging Leaders program, a three-year initiative equipping future HVACR executives with essential leadership skills.

“The Talent Development team was honored to celebrate our Emerging Leaders graduates,” said Stella Gary-Keane, Vice President of Talent Development. “These individuals demonstrated exceptional determination, innovation, and growth in leadership. We can’t wait to see the impact they will continue to make in the industry.”

Looking Ahead

The 2025 Annual Conference will be held December 8–11 at the Wynn Las Vegas in Las Vegas, NV. The new Monday through Thursday format reflects feedback from HARDI members and demonstrates the association’s commitment to continually improving the conference experience.



Oldach Refrigeration, Air Conditioning & Ventilation Supplier celebrates 70TH ANNIVERSARY

Founded in 1955 by Mr. John Oldach in Puerto Rico and acquired in 1987 by partners Mr. Giancarlo Brito and Mr. Felix Campos. Oldach has established itself as a leader in the distribution of air conditioning systems and refrigeration equipment. Throughout the years, the company has demonstrated a strong commitment to their customers and HVAC technicians, offering products, services and warranties with the highest quality, supported by a vigorous inventory and efficient dispatch management.

Oldach commitment has allowed it to expand their presence throughout Puerto Rico, standing out in Central Florida with recognized brands such as **Ducane**, **Allied**, **Armstrong Air**, **Airdach**, **Russell**, **Danfoss**, among others. The company continues growing in the Caribbean, Santo Domingo, Panama and Costa Rica, reaffirming its leadership in the industry.



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*Comparison is based on 5-ton gas/electric model versus other 5-ton gas/electric models.

🌐 WWW.OLDACHUSA.COM

UNIWELD - Promotion Announcement Matt Foster VP Sales



Matt Foster

We are proud to announce the promotion of Matt Foster to Vice President of Sales, HVAC/R and Plumbing Division.

Matt has been an integral part of the Uniweld team for over 12 years, starting out as a Sales Executive before expanding into becoming the Uniweld product spokesperson in all of our product videos.

As part of the Product Management Team, he has been instrumental in the development of many new products over the years. And more recently the new A2L MaxEvac Battery Vacuum Pump that was launched this past year.

Matt's extensive product knowledge and relationship building skills will lead our division, ensuring alignment with our company's goals and driving growth moving forward.

Under Matt's leadership, we will continue to achieve new milestones and strengthen our position as an industry leader. Please join us in congratulating Matt on this well-deserved promotion!

Paul Siegl Promoted to National Sales Manager at RGF® Environmental Group, Inc.

Port of Palm Beach, FL (January 7, 2025) RGF® Environmental Group, Inc., a leader in innovative environmental solutions, is pleased to announce the promotion of Paul Siegl to National Sales Manager. This advancement highlights Paul's dedication, skillset, and contributions to RGF's continued success in the HVAC industry.

Paul began his career at RGF® as a summer engineering intern, where he worked under the mentorship of Larry Fletcher, RGF's Commercial Director. During his internship, he contributed to the research and development of RGF's award-winning product lineup. Following his internship, Paul transitioned to the sales team as an Environmental Sales Specialist and later as National Account Manager. In both roles, he excelled, demonstrating exceptional technical knowledge, strategic sales acumen, and an ability to foster strong relationships with customers and partners.

"Paul's journey from intern to National Sales

Manager showcases his remarkable dedication, adaptability, and passion for the industry," said Mathew Charles, VP of National Air Sales at RGF®. "His deep understanding of our technology, coupled with his proven success in sales, makes him the perfect fit to lead our national sales team and further our mission of building a cleaner world for generations to come."

As National Sales Manager, Paul will oversee RGF's national sales strategies, strengthen key partnerships, and lead growth initiatives for the company's advanced indoor air quality solutions and other environmental products.

RGF® Environmental Group congratulates Paul Siegl on this well-earned promotion and looks forward to his leadership in his new role.

RGF® manufactures over 500 environmental products and has a 40+ year history of providing effective solutions that improve air, water, and food quality without the use of chemicals.



Paul Siegl

ACCA Recognizes Year of Success with Release of 2024 Annual Report

Alexandria, VA — The Air Conditioning Contractors of America (ACCA) is proud to announce the release of its 2024 Annual Report, a comprehensive reflection on a year of growth, advocacy, and innovation within the HVACR industry.

The 2024 report highlights ACCA's ongoing commitment to equipping contractors with the tools and resources necessary to navigate an evolving industry landscape.

Key highlights include:

- ACCA's 2024 Power of Associations Gold

Award from the American Society of Association Executives (ASAE) for advocacy work on the R-410A refrigerant transition.

- A2L training that reached 4,500+ contractors.
- ACCA's work with Congressional allies to challenge new, burdensome regulations including a ban on non-condensing furnaces, a workaround rule, and the overtime rule.
- 7,500+ people trained via in-person training, webinars, virtual, and on-demand training.
- 1,000+ Quality Assured (QA) Program accreditations.

tations.

- Record attendance for the ACCA annual conference in Orlando, Florida.

"As the voice of authority for contractors in the HVACR industry, we are proud to lead with purpose, innovation, and unwavering dedication to our members' success," said Barton James, ACCA president and CEO. "The 2024 Annual Report showcases the great strides we've made and the foundation we're building for an even stronger future."

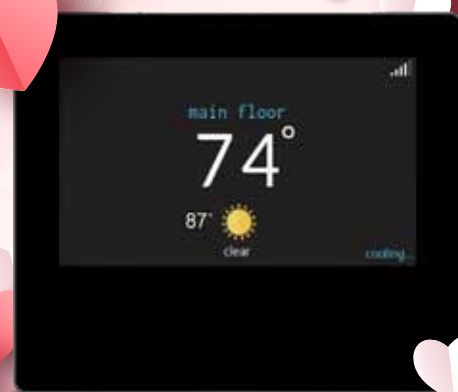


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AHRI Ratings Are Not Design Conditions



Bryan Orr

I've been designing a system for a home here in Dallas and noticed a couple of interesting (and disturbing!) things about the equipment's advertised capacity vs. the actual capacity at design conditions.

Equipment is rated at AHRI conditions (95 degrees outside and 80-degree dry bulb, 67-degree wet bulb inside). These conditions make equipment performance LOOK much better than it will actually perform in the field because, let's be honest, how many customers actually set their house to 80 in the summer? Plus, Manual J assumes a 75-degree indoor dry bulb and a 63-degree indoor wet bulb.

To find out how a system will actually perform, you have to interpolate the data. You need more than one data point, and there are tools to help you do this. For this design, I used the Mitsubishi Diamond System builder. The data from the product guide says this system shows pints/hr of dehumidification and the SHF (or SHR).

Model #	Capacity (Tons)	SEER	SHF	SHR	Dehumidification (pints/hr)
Model A	1.0	14.0	0.95	0.85	100
Model B	1.5	14.0	0.95	0.85	150
Model C	2.0	14.0	0.95	0.85	200
Model D	2.5	14.0	0.95	0.85	250
Model E	3.0	14.0	0.95	0.85	300

However, once I put these model numbers for the 1-ton system into the system builder and accounted for design conditions, my results were quite different.



The graphic above shows the total capacity at 10,847 and the sensible at 10,425. This gives us an SHR of 0.96, much higher than the product guide sheet shows of 0.89. What gives? Again, the rating system for equipment is not an apples-to-apples comparison of your design conditions. The product sheet even says this in the fine print at the bottom. My design conditions here in Dallas are a 99-degree outdoor dry bulb, and I'm using the Manual J standard indoor conditions.

Condition	SHF	SHR
AHRI Rated Conditions	0.85	0.85
Design Conditions	0.96	0.96

Be careful when selecting equipment to fully understand AHRI ratings vs actual design conditions. It can sometimes be hard to find the actual data that you need, but keep digging until you find it. Once you've found out how your manufacturer tracks and identifies this data, bookmark it for future reference. If you don't and just assume everything will work out, you could be in a world of trouble down the road when the unit you put in has trouble dehumidifying like you thought it would.

—Matt Bruner

Nidec Announces New Sustainability Goals, New Motor @ AHR Expo

ST. LOUIS – Jan. 14, 2025 – Nidec Motor Corporation, maker of residential, commercial and industrial motors and compressors, is focusing its messaging at the 2025 AHR Expo (Booth #2529) on a set of new corporate sustainability commitments and how its high-efficiency products will help advance customers' environmental goals as well. A core target is to reduce customers' carbon footprint when using Nidec products by one gigaton by 2030. This is equivalent to one-sixth of the total annual emissions of the U.S. in 2022, according to the Global Carbon Budget.

"This is an aggressive goal, but we have been investing in motor efficiency R&D for many years, and now we have a formal set of targets on a specific timeline to really drive our efforts," said Tim Schamel, President of Nidec's U.S. MOTORS® division. "We are confident that this emission reduction will be achieved jointly with our customers, who we know are also committed to a more sustainable approach."

At AHR, Nidec will display its high efficiency motors and controls that significantly reduce carbon emissions for both residential and commercial HVAC applications. For example, the new Precision-Flow™ electronically commutated motor (ECM) offers up to 85 percent efficiency, an improvement of up to 30 percent over common PSC motors. These energy savings apply to both residential and commercial HVAC applications.

PrecisionFlow delivers constant torque and precise speed control, offering dual voltage options and multiple configurations. It effectively meets the growing need for ECMs in anticipation of upcoming efficiency regulations from the U.S. Department of Energy, all supported by Nidec's extensive expertise in ECM technology and dedicated application assistance. It is suitable for a wide range of pump applications.

Also to be featured at the Expo is the award-winning, super-premium SynRA™ synchronous motor, delivering high efficiency levels up to IE4/IE5. In addition to U.S. MOTORS products, the Nidec booth will feature products from Nidec Drives & Embraco.

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NAVAC to Showcase Next-Generation HVAC Tools at AHR Expo 2025



Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, recovery units, instruments and industry-

specific items, will be exhibiting at AHR Expo 2025, February 10-12 in Orlando, Florida. At Booth #6481, the company will showcase its latest innovations, including its next-generation Flex-X Manifold Gauge and NP8DS Smart Vacuum Pump. These cutting-edge tools are designed to elevate HVAC efficiency, precision, and ease of use.

The Flex-X Manifold Gauge comes to the market as a game-changing alternative for users of analog manifold gauges. It features a state-of-the-art graphic user interface (GUI) that translates complex data into easy-to-understand visuals. The color screen provides exceptional clarity, enhanced readability, and animation for an intuitive user experience. Key features include:

- **Rechargeable Lithium Battery:** Up to 100 hours of battery life with auto power off (APO).
- **Versatility:** One gauge replaces multiple analog gauges, supporting 72 refrigerants.
- **Durability:** Constructed with an aluminum body, impact-resistant rubber cover, and IP54-rated protection.
- **Precision:** Delivers Class 0.4 accuracy and real-time data visualization.
- **User-Friendly Design:** Features one-knob operation and a hidden hook for convenient transport.

The NP8DS Smart Vacuum Pump takes evacuation efficiency to the next level with smart features designed for ease of use, cost savings, and sustainability.

Key features include:

- **Oil Health Test Mode:** A one-touch oil check in 60 seconds for improved oil change practices. This test mode can save over 3.5 million gallons of vacuum pump oil and reduce over 50,000 tons of CO2 emissions a year.
- **Set It and Forget It:** Preset vacuum and decay targets with automatic testing and on-screen results.
- **Remote Vacuum Gauge:** True system vacuum measurement with stand-alone operation.
- **Dual-Stage Performance:** High ulti-

mate vacuum ensures reliable performance.

- **Bluetooth Connectivity:** Wireless compatibility with the myNAVAC App and NMVIS Vacuum Gauge.
- **Convenience:** Built-in vacuum gauge storage, lifting hook, and oil backflow prevention.

This innovative lineup also includes the recently introduced NST1 and NST2 temperature clamps, along with the new larger NSTL temperature clamp, the NSP1 pressure probe, and the NSH1 psychrometer. NAVAC will also highlight its NEXUS digital manifold gauge, unveiled last year, and the new NEXUS 4-valve digital manifold gauge debuting this year. All these advanced tools seamlessly integrate via Bluetooth with the myNAVAC App, delivering unparalleled efficiency and precision to HVAC professionals.

NAVAC is also excited to announce its ongoing efforts to expand compatibility with the MeasureQuick platform, starting with the NEXUS gauges. Often praised for streamlining complex HVAC

processes, MeasureQuick empowers technicians with intuitive diagnostics and enhanced data analysis, and NAVAC's collaboration marks an exciting step forward in HVAC innovation.

"At NAVAC, we bring the best innovations and the most engaging activities to AHR every year," said Keith Keller, Vice President of Sales for NAVAC HVAC. "We are excited to showcase these cutting-edge products at AHR Expo and offer attendees the opportunity to experience firsthand how NAVAC tools are revolutionizing HVAC practices. Our goal is to ensure every visitor leaves with something valuable—whether it's the excitement of discovering new products, the insights from best practices shared by our team, fun giveaways, or simply unforgettable memories of their booth experience."

NAVAC invites AHR 2025 attendees to visit Booth #6481 to discover the company's latest innovations, participate in prize competitions, and explore how NAVAC's tools can enhance HVAC operations.



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WHVACR at HARDI Annual Conference Atlanta Marriott Marquis

On Saturday December 7th, from 2-4pm, Women in HVACR hosted a Meet and Greet at the Atlanta Marriott Marquis during the HARDI 2024 Annual Conference.

Women in HVACR exists to improve the lives of their members by providing professional avenues

to connect with other women growing their careers in the HVACR industry. WHVACR empowers women to succeed through networking opportunities, mentoring and education.

Women in HVACR will be recognized as the premier organization for women in the HVACR

industry, intent on providing multiple avenues for women to connect and grow, both professionally and personally. Join Women in HVACR as they take on and strengthen the industry they serve.

To find out more about WHVACR, please visit www.womeninhvacr.org



Elise Radawitz, Lauralyn Arriaga, and Colleen Keyworth of Women in HVACR



Brandin Bursa, account manager for HARDI, speaks at the 2024 HARDI Annual Conference



Sara Hammond, Tanya Steindl, and Linda Rodriguez of Women in HVACR



Kristin Gallup, Elise Radawitz, and Hailey Fobare of Women in HVACR



Jamie Finch, Elise Radawitz, Becca Stamey, James Foster, and Ashley Linds enjoying some networking



Colleen Keyworth, Molly Person, Jennifer Boyajian, Marjorie McAllister, and Shawna Roti of Women in HVACR

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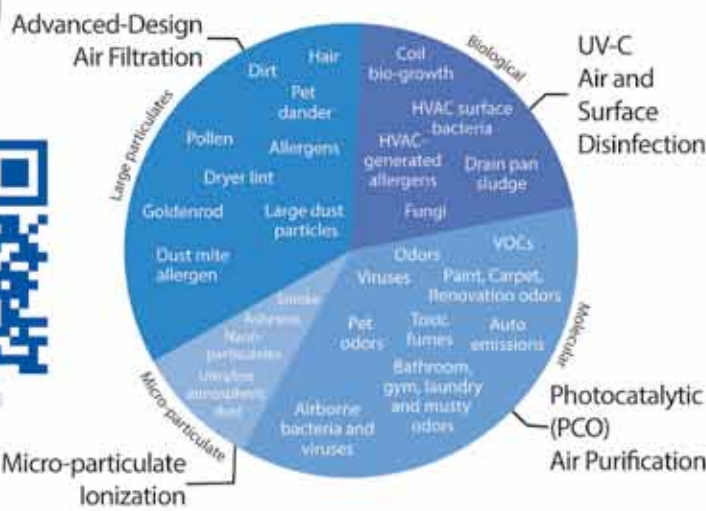
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8227 Business Park Drive
Port St. Lucie, FL 34952
Mario van den Elzen
ph: 772-879-7755

Winsupply of Tampa Bay
5106 W Clifton St
Tampa, FL 33771
John German
ph: 813-889-0191

Jacksonville Winlectric HVAC Divison
114 Park St
Jacksonville, FL 32204
Cody Smith
ph: 904-350-1468

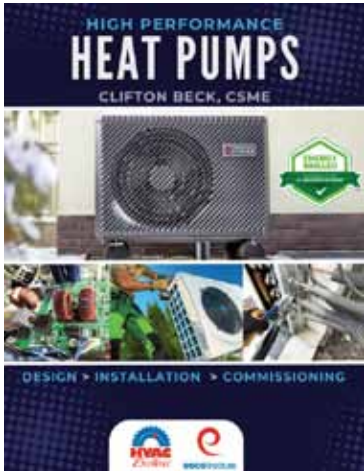
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NEW High-Performance Heat Pumps Training Manual



supplement to the ESCO Institute's established Heat Pump Operation, Installation, and Service curriculum.

Designed for professionals who already have foundational education and hands-on experience with heat pump systems, the High-Performance Heat

The ESCO Institute is proud to announce the release of its latest publication, High-Performance Heat Pumps, an advanced training manual designed to enhance the skills and knowledge of HVACR professionals. This comprehensive guide serves as a vital

supplement to the ESCO Institute's established Heat Pump Operation, Installation, and Service curriculum.

Designed for professionals who already have foundational education and hands-on experience with heat pump systems, the High-Performance Heat

Pumps manual delves into the latest advancements in heat pump technology. It focuses on performance optimization, energy efficiency, and the critical aspects of proper design and equipment selection.

This manual equips HVACR professionals with the expertise required to work with the most sophisticated heat pump systems in today's market. By completing this training, technicians will gain the confidence to select and install the most suitable heat pump systems, achieving superior energy efficiency, comfort, and system reliability.

For those not yet certified in Heat Pump Service, this training manual complements the Heat Pump Operation, Installation, and Service curriculum and prepares individuals for the HVAC Excellence Heat Pump Service certification exam. Successfully passing this exam also qualifies professionals for inclusion on the U.S. Department of Energy's Energy-Skilled Recognized Contractors list.

The High-Performance Heat Pumps training program is available in two formats to meet diverse

learning preferences: an interactive online course and a traditional print manual. Both formats comprehensively cover essential topics, including:

- Heat Pump Fundamentals
- Inverter Operation
- Cold Climate Heat Pump Specifications
- Smart Thermostats and System Efficiency
- Ducted and Ductless Heat Pump Systems
- Retrofitting Fossil Fuel Systems
- Heat Pump Design and Selection
- Heat Pump Installation Best Practices
- System Commissioning with Smart Diagnostic Tools

Additionally, instructors have access to comprehensive teaching resources, including a 264-slide PowerPoint presentation complete with detailed speaker notes to enhance classroom instruction.

To validate professional competency, ESCO Institute offers a 100-question, closed-book professional certification exam focusing on the installation and service of heat pump systems.

ESCO, is your gateway to the dynamic world of HVACR and building science, where innovation and knowledge shape the industry's future. We are committed to setting industry standards, providing validation tools, and delivering tailored training resources to help professionals thrive. Join us in advancing the industry and building a brighter, more sustainable future.

Whether you are a student, technician, contractor, manufacturer, wholesaler, or instructor, the ESCO Institute offers resources to help advance your career. These resources can be used for self-paced learning by individuals, or easily integrated into any training program.

ABOUT THE AUTHOR

Clifton Beck brings nearly 30 years of experience in the trades, with a diverse background spanning residential, commercial, and industrial sectors, with a specialty in supermarket refrigeration, and building automation.

His career includes roles as a technician, contractor, technical advisor for a leading wholesaler, and developer of technical content and curriculum.

His professional credentials include Technical Service Manager (TSM), Technical Specialists, and Motor Specialist for leading manufacturers. He holds a Master Electrician license and is a Certified Subject Matter Educator (CSME). Clifton currently serves as the Manager of Digital Media for ESCO Institute and serves as the host of the Did you Know, ESCO HVAC Show.

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DV-340N 12 CFM Vacuum Pump



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HVACR Training Bootcamp

As we step into 2025, the HVACR industry stands at the forefront of rapid technological evolution. This progress holds immense promise—unlocking unprecedented levels of system efficiency and sustainability. Yet, with these advancements come new complexities, requiring an equally profound shift in our skillsets and understanding. It is no longer enough to rely on traditional knowledge; our field now demands continuous learning and adaptation to keep pace.

We hope that you will join us for the National HVACR Education Conference, March 16-19, 2025 at the South Point Hotel in Las Vegas, Nevada. All the Partners You Need Under One Roof!

This is your chance to engage directly with top manufacturers, government agencies, and professional organizations that are shaping the future of HVACR. Join us and gain invaluable insights, practical skills, and industry connections all in one place.

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Government Insights: Meet with members from the EPA and the Department of Energy to stay informed on current and future training opportunities, incentives, regulations, and programs for the HVACR industry.

Learn from Industry Legends: Gain valuable knowledge from the authors of your textbooks, industry influencers, and leading experts in the field.

Earn Valuable CEUs: Earn continuing education hours for sessions you attend.

Engage with Expert Speakers: Meet and learn from the HVACR industry's top manufacturers, regulatory authorities, authors, and influencers. This is your opportunity to participate in conversations that will shape the future of the industry.

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- Monday Night Reception
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- Continuing education hours for completed classes
- Two educator credentialing exam credits to take online
- Entry to the expo hall filled with potential industry partners
- Numerous networking opportunities
- And so much more!

The Home of the Future to Arrive in 2025

RICHARDSON, TX (January 2025) – Economic and regulatory factors alongside a focus on integration and infrastructure are going to shape the year ahead, according to Service Experts, the number one home comfort company in America. From its position serving 2,500 homes and businesses daily for everything from heating and air conditioning to plumbing and solar, Service Experts says the EPA's new refrigerant regulations that took effect on January 1 will have dramatic effects on the year and future of the industry.

"We have 85 locations across the country, so we have a broad view of consumer behavior in the home comfort space," said Burton Malcom, Vice President of Field and Sales for Service Experts. "The Home of the Future that we've all been talking about is slowly becoming the Home of Now as consumers not only adjust to these new regulations, but also to new opportunities in terms of the connected home. People today are more comfortable with smart technology and paying for things like HVAC as a monthly home service, which is helping drive adoption of better home and commercial infrastructure in the space."

January 1 Refrigerant Changes

All whole HVAC systems installed after January 1, 2025 are required to use one of the new A2L refrigerants per the Clean Air Act, which have a much lower Global Warming Potential (GWP). Most popular of the new refrigerants, R-454B has a GWP of 466 and R-32 has one of 675, dramatically lower than R-410A, the one in the widest use today at 2088 GWP. This applies to whole systems, but with diminished production through the same act, the cost of 410A will rise so

consumers will be looking to upgrade to the new and most efficient systems.

Home Comfort as a Service

The costs of current refrigerants, as well as HVAC and plumbing equipment have already seen dramatic increases due to economic pressures. In response, Service Experts is seeing more homeowners embrace the idea of home comfort as a service, opting for ongoing HVAC equipment, maintenance and service plans, similar to how they pay for other home comforts like utilities. Besides being inflation proof with fixed rates, these plans like Service Experts' Advantage Program allow customers to enjoy the most efficient and intelligent equipment without ever having to make a large investment to purchase, before or when a system fails. Customers are increasingly comfortable with paying for services in monthly payments – electricity, phone, cable, internet, entertainment – and the paradigm shift to HVAC and similar products being purchased in the same way is swelling.

"Take internet, where you pay for the service, but are using your provider's router in your home," said Nicole Celiscar, Director of Financial Products for Service Experts. "You don't get wrapped up in who owns that piece of equipment. You pay for what it gives you, access to their product. Home comfort is no different, and these options make it so any home can be a Home of the Future with the best, safest and most energy efficient equipment throughout the home – HVAC, water heaters, smart home, indoor air quality, water purification, generators, EV chargers, and even solar. A single monthly cost for everything, which also covers all-

inclusive maintenance and proactive repairs, is more comfortable than multiple lifetime-level outlays and the constant worry of outright ownership, especially in a blistering heatwave."

Homes Getting Smarter and More Renewable

Consumers are also going to continue the move to more smart control in their homes as they embrace Wi-Fi thermostats and HVAC systems that can be controlled via smartphone apps or voice assistants. These smart devices allow users to adjust their home's temperature or humidity from anywhere, and have the ability to learn preferences over time, making small adjustments to optimize energy.

Smart in its own way, renewable energy will also continue to make headway in 2025 with solar-powered HVAC systems and units that integrate with home solar panels. Reducing reliance on traditional energy sources, they offer an eco-friendly alternative, and if a system remains grid-tied, homeowners may be able to sell excess energy back to their utility company. These systems are becoming more affordable and accessible, especially through home comfort service plans that help make them attractive to eco-conscious homeowners.

"Sustainability, decarbonization and ESG have long been hot topics, and now we're seeing consumer behavior help drive it forward," added Malcom. "Our view into markets across geographies and seasons suggests that the one constant, the desire to be comfortable, is helping upgrade residential and commercial infrastructure, and we're excited to be here to help meet that moment."

DiversiTech® and Cielo Announce Exclusive Distribution Agreement

January 22, 2025 (Duluth, Ga.) - We are excited to announce a new relationship between DiversiTech® Corporation, a leader in HVAC solutions, and Cielo WiGle, Inc., an award-winning smart climate control innovator. This exclusive distribution agreement will bring Cielo's cutting-edge smart HVAC controls to a wider audience, leveraging DiversiTech's extensive HVAC/R wholesale distribution network and market expertise.

Innovative Products for Modern HVAC Systems: Cielo's smart HVAC controls, including the Cielo Breez Max and the upcoming Breez Edge Pro, enabled by AI algorithms, are designed to enhance energy efficiency and provide seamless climate control across today's complex HVAC systems that include both ducted and ductless units.

"We are enthusiastic about the potential of this re-

lationship to drive growth, innovation, and sustainability in the HVAC industry," says Waseem Amer, CEO of Cielo WiGle, Inc. "Together, DiversiTech and Cielo are well-positioned to deliver unmatched comfort, efficiency, and convenience to customers everywhere," Waseem continues.

Cielo's innovative portfolio complements DiversiTech's PRO1 Thermostat control line for professional HVAC installations. PRO1 offers programmable, non-programmable, Wi-Fi, and wireless thermostats. These products simplify installations with a standard sub-base, user-friendly interface, and large, easy-to-read displays.

"The exclusive distribution agreement between DiversiTech and Cielo marks a significant milestone for both companies. DiversiTech's extensive distribution network will expand the reach of Cielo's innovative

products, bringing smart, integrated climate control to HVAC contractors across the US," states Anthony Salvatore, Chief Commercial Officer of DiversiTech.

Visit DiversiTech at the essential event for everything HVACR, AHR Expo 2025, February 10-12 in Orlando, Florida, to see DiversiTech's Cielo portfolio in person. Stay tuned for updates on our journey to enhance smart climate control solutions for homes and businesses. For more information, please visit our websites or contact us directly. www.diversitech.com and www.cielowigle.com.

Serving an estimated \$10B North American and European HVAC/R PS&A market, DiversiTech is focused on addressing the needs of the HVAC/R industry. Cielo, established in 2014, has revolutionized the HVAC industry with its range of smart climate control solutions.



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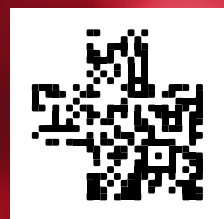
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HVACR Legislative Updates with FRACCA, PBACCA and SFACCA

FRACCA, SFACCA, and PBACCA came together for a joint meeting to learn more about the legislative side of HVAC, and how the Lobbyist works with our industry. Also, Tray Batcher, FRACCA general council, spoke about the updates to rules, laws and regulations for the HVAC industry. (2) CEU Credits were available for this meeting,

The meeting was held on Thursday, January 30, 2025, at the A'U Mexican Cuisine in Boynton Beach. Registration started at 2:30pm, FRACCA Legal - Rules and Laws at 3:00pm - 4:00pm, and FRACCA

Lobbyist from 4:00pm - 5:00pm. Dinner and Networking followed from 5:00pm - 7:30pm.

The first speaker was Edward Briggs, Vice President of Government and Community Relations at RSA Consulting Group, LLC. Edward is a seasoned professional specializing in construction and HVACR industries. He leverages over a decade of experience to advance our HVACAR goals by developing strategic partnerships and advocating for policies that support the growth and sustainability of this critical sector.

The next speaker was Tray Batcher, who is a

Partner at Adams and Reese LLP, specializing in construction law. Board-certified by The Florida Bar, he represents clients in areas such as collections, contracts, lien law, bond law, construction defect litigation, OSHA defense, and licensing.

It was great to meet with our HVACR lobbyists from Tallahassee in person, and share their thoughts on changes we would like to see made on the state level, and will hear what has already been accomplished on HVACR key initiatives and what to expect in the next legislative session.



John Sulentic of Aierserv, Viviana Maguire of Daikin, Sean Caplin of EDS Air Conditioning, and John Riley of AI Packer Ford



FRACCA, SFACCA, and PBACCA came together to learn about the updates to rules, laws and regulations for the HVAC industry



Steven Castillo of PBACCA, Bob Volin of Air Design, Mike Small of Air Advisers, Thomas Carpenter of First Degree AC and Randy Castricone of iFlo Pro



Edward Briggs, Vice president of Government Relations and Community Affairs, advocating for policies that support the growth and sustainability



Alexa Lee, Executive Director of PBACCA, Jacques Leotaud and Eddy Abreu of Gemaire Distributors



Will George, Junior Lobbyist spoke about what to expect in the next legislative session.



Tray Batcher counsel of FRACCA, Edward Briggs VP of Government Relations and Community Affairs, and Will George Junior Lobbyist, discuss Legislative Body



Kelly Dexter of SFACCA, Tray Batcher, Alexa Lee of PBACCA, Will George, Edward Briggs, Erica Mattis of FRACCA, and Steven Castillo of PBACCA



There was a good turnout for the HVACR Legislative Updates with PBACCA, SFACCA, and FRACCA

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Performance Pointers

By James Ball



Improve Systems, Not Just Equipment

Last month's Performance Pointers article mentioned that the National Comfort Institute (NCI) has measured and found that systems installed today only perform at 57% of the manufacturer's rated performance. This means that when a customer pays for a 20 SEER system, they are effectively receiving only 11.4 SEER.

Another statistic NCI has measured, but I didn't mention last month, is that the average total external static pressure (TESP) measured is 0.82 inches water column (in. wc) on equipment rated for 0.5 in. wc. Systems operating above the rated static pressure often cannot move air efficiently. It's safe to say these two statistics are closely related.

Today's residential HVAC equipment is usually designed to move air at 400 CFM per ton of cooling. A five-ton air handler has a coil and blower sized to flow 2,000 CFM of air. The coil changes the air temperature and removes humidity (grains of moisture). In moderate climates, the equipment operates most efficiently at 400 CFM per ton (0.5 in. wc).

Manufacturers have spent many hours training technicians to charge a system by focusing on temperature metrics such as superheat, subcooling, or split. However, this training often omits the fundamental question: is the equipment moving 400 CFM per ton?

Because this crucial factor is overlooked, many of us have assumed all equipment moves the correct amount of air. HVAC contractors must take responsibility for the duct systems we attach to new HVAC equipment. Most duct systems only allow airflow of around 300 CFM per ton.

As a result, we charge the system to meet the temperature specifications outlined by the manufacturer without realizing that the equipment isn't moving the designed airflow. This practice has led to the creation of inefficient systems, such as a 3.5-ton performance duct system paired with five-ton equipment.

Why Does Duct Size Matter?

Nominally, a ton of HVAC cooling capacity equates to the equipment moving 12,000 British

Thermal Units per hour (BTUH). Therefore, a five-ton system should move 60,000 BTUH. During cooling, a portion of the total BTUH removal capability changes the air temperature (sensible BTUH), while the remaining portion removes moisture by condensation (latent BTUH).

Older residential HVAC equipment was designed with a sensible heat ratio (SHR) of 0.70, leaving 30% for latent removal. Thus, a five-ton unit designed to remove 60,000 BTUH, had 42,000 BTUH allocated for sensible removal and 18,000 BTUH for latent removal:

- $BTUH_{total} = BTUH_{sens} + BTUH_{lat}$
- five-ton system: $60,000 = 42,000 + 18,000$

The formula to calculate the sensible BTUH removed by the equipment during the cooling season is:

$$BTUH_{sens} = 1.08 \times CFM \times \Delta T$$

Where:

- 1.08 = A multiplier based on standard air conditions
- CFM = Airflow in cubic feet per minute (2,000 for a five-ton system)
- ΔT = Dry bulb temperature change

For five-ton equipment, the expected temperature change from the air entering to the air leaving the equipment is:

- $42,000 = 1.08 \times 2,000 \times \Delta T$
- or $\Delta T = 42,000 / (1.08 \times 2,000) \Delta T = 19.4$ degrees

Now, let's apply this to a 3,200-sq. ft. house where the existing system is a five-ton cooling unit. How many sensible BTUH will our system remove if mated to the average duct system, delivering only 300 CFM per ton (1,500 CFM)?

$$BTUH_{sens} = 1.08 \times 1,500 \times 19.4 BTUH_{sens} = 31,428$$

This results in a loss of 10,572 sensible BTUH. By mating new equipment to an average existing duct system, we have effectively reduced the system's per-

formance to 75% of its rated capacity, causing higher energy consumption and reduced equipment reliability.

That's Not All

Remember, the duct system in this example home is average. In Biloxi, MS, on a hot summer day, I frequently measured a 19.4F ΔT across the equipment, only to find the system's temperature split from the return grille to the supply registers averaged 16.4 F.

What impact does this loss of temperature split have on the system's performance? Using the previously calculated sensible BTUH for the system mated to the existing duct system (31,428 $BTUH_{sens}$), we can recalculate based on the 16.4-degree temperature split:

$$BTUH_{sens} = 1.08 \times 1,500 \times 16.4 BTUH_{sens} = 26,568$$

Now, our system is performing at 63% of its rated capacity, all because we failed to review and recommend improvements to the existing duct system.

Understand that this example uses nominal equipment ratings; actual numbers will vary. Also, the impact duct leakage has on the system has not been included in this example.

Duct leakage further downgrades system performance. For precise calculations, NCI's Residential System Performance class teaches how to rate system performance in the field and compare it with rated performance under test conditions. NCI's data shows that average system performance is 57% of the rated capacity, largely due to neglecting the duct system and proper airflow.

Now What?

While consulting a local HVAC contractor, he told me, "My customers won't spend more money to improve their duct system when replacing their equipment."

His business wasn't 30 miles from mine, yet my customers were including duct improvements. His customers, apparently, were "special." He went out of business last year.

go to page B8

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Tropic Supply Hosts "Training Your Way" by Traveling Trainers Tim Murphy & Steve Poreba

In January, Tropic Supply brought hands-on HVAC education to Florida's Southwest coast, hosting a series of "Training Your Way" seminars in the Fort Myers area. These sessions, led by Traveling Trainers Tim Murphy and Steve Poreba, provided HVAC professionals with valuable insights and practical skills tailored to their needs.

The seminars covered three critical topics, equipping attendees with the knowledge to enhance their expertise and efficiency in the field: 1. Samsung Start-Up & Multi-Zone Training – Learning

about pre-start-up best practices, commissioning single-zone systems, addressing multi-zone systems, and troubleshooting post-start-up errors. 2. Basics of Electrical Wiring in HVAC Systems – Learning about voltage, current, and resistance; common HVAC wiring components such as relays, transformers, and contactors; and understanding wiring diagrams and schematics. 3. A2L Basics Training – Included a review of regulatory legislation, the properties of A2L refrigerants, best practices for installing and servicing low-GWP equipment, how to interpret

A2L sensor alarms, troubleshooting tips, and more.

Experience the Tropic Difference! Tailored training sessions are delivered right at your doorstep, on your terms, by industry-leading instructors. Meet our top-notch technical trainers, Tim Murphy and Steve Poreba, who are prepared to bring their expertise directly to you—wherever you are. Choose the topic that suits your needs and let us handle the rest.

For more information on upcoming training classes and events, visit: www.tropicsupply.com/eventscalendar



Traveling Trainer, Tim Murphy training the next generation and empowering the pros!



HVAC/R technicians participating in hands-on training that helps them learn through real-time experiences.



Attendees were fully engaged as they learned about the properties of A2L refrigerants and best practices for installing and servicing this type of equipment.



Steve sharing tips and insights on the Refrigerant Detector Training Module to illustrate proper methods to ensure accuracy in the field.



Posing for the camera were all the attendees from the training at Miller's Central Air, Inc.



Class was in full swing as Steve Poreba guided attendees through key principles on interpreting A2L sensor alarms, understanding thresholds, and responding effectively.



Attendees ready to get real-life hands-on training to learn through real-time scenarios on troubleshooting equipment.



Training the next generation of HVAC/R Pros with a review of regulatory legislation – where we have been, where we are, and where we are going.



Traveling Trainer, Steve Poreba posing with all the attendees from Taylor's Electrical & Air Conditioning.

Cooper&Hunter Launches "WE CREATE EMOTIONS TOGETHER" Campaign, Sponsoring Major US Sports

SportsDoral, FL — 28 January 2025 — Cooper&Hunter, a leading HVAC manufacturer and proud sponsor of the Florida Panthers, New York Yankees, and NASCAR, launched a major campaign earlier this year called "WE CREATE EMOTIONS TOGETHER." This campaign is based on the company's strategy of sponsoring major sports in the US and connecting with the HVAC Technicians and Contractors that Cooper&Hunter calls "HVAC Heroes." These sports generate great engagement and emotion, and Cooper&Hunter brings their support to show appreciation for HVAC Heroes who brave extreme weather to bring comfort to homeowners.

The "WE CREATE EMOTIONS TOGETHER" campaign stands out with its three impressive TV ads, which are being broadcast on 120 TV channels across the United States. In addition to traditional media, the campaign leverages the power of social media platforms such as Instagram, Facebook, and YouTube to reach a broader audience and create a lasting impact.

Jake Neto, the Marketing Director of

Cooper&Hunter, sheds light on the vision behind this initiative: "This is a strategy that goes beyond just the US territory. We have a campaign (WE CREATE EMOTIONS TOGETHER) in 55 countries. Since Cooper&Hunter operates worldwide and sponsors sports in many countries, we want to show that Cooper&Hunter goes beyond the traditional corporate communication of the HVAC market. We want to truly embrace our HVAC Heroes and pay back all their efforts in representing our brand abroad.

"The essence of the "WE CREATE EMOTIONS TOGETHER" campaign lies in its ability to resonate with a diverse audience. By associating with high-energy sports like hockey, baseball, and NASCAR, Cooper&Hunter taps into the passion and excitement that these sports generate. This connection mirrors the dedication and hard work of HVAC technicians and contractors who face challenging conditions to ensure that homes remain comfortable all year round. The campaign's message is clear: just as athletes strive for excellence in their sports, HVAC Heroes demonstrate

exceptional commitment and expertise in their field.

In addition to celebrating the efforts of HVAC technicians and contractors, the "WE CREATE EMOTIONS TOGETHER" campaign also underscores Cooper&Hunter's commitment to innovation and excellence. The company's cutting-edge HVAC solutions are designed to meet the highest standards of performance and sustainability, providing customers with reliable and efficient heating and cooling systems.

As the campaign continues to gain momentum, Cooper&Hunter remains dedicated to supporting their HVAC Heroes and fostering strong connections with their audience. By combining the excitement of major sports with a heartfelt appreciation for the hard work of HVAC professionals, the "WE CREATE EMOTIONS TOGETHER" campaign exemplifies the company's mission to create meaningful and lasting emotions. For more information about the "WE CREATE EMOTIONS TOGETHER" campaign and Cooper&Hunter products, visit our social media channels and official website.



Copeland Mobile AI Feature Enhances Troubleshooting

ST. LOUIS – Copeland, has launched a new release of its award-winning app, Copeland Mobile. This update now includes Scout AI chatbot, designed with artificial intelligence to drive innovation and enhance efficiency. By harnessing the power of AI, Copeland is improving product performance, optimizing operations, and delivering insights that support smarter decision-making. This represents another milestone in Copeland's commitment to the future of the HVACR industry with AI-driven solutions.

As the HVACR industry transitions to low-global warming potential (GWP) and natural refrigerants to support the global energy transition, contractors and wholesalers need modern tools to overcome operational challenges such as using physical manuals, PDFs and product bulletins as well as calls to technical support when installing or repairing systems. HVACR contractors are also faced with configuring and repairing equipment in environments with limited space, unpredictable weather and demanding timelines. Every detail matters during installation

and repair to avoid costly errors or callbacks.

Recognizing these needs Copeland has launched a new release of the Copeland Mobile app, featuring Scout AI chatbot technology to provide virtual support to the vast majority of the almost 50,000 regular users of the app. Scout AI provides the familiarity of using a search engine, but, unlike general web searches, the results are technical information powered by Copeland's reliable online product information and more. This enables technicians, wholesalers and original equipment manufacturers (OEMs) fast access to more accurate and helpful information.

"We're harnessing the power of digital transformation and AI to revolutionize how our customers interact with our products and solutions," said Lisa Beasley, vice president of information technology for Copeland. "By delivering intelligent, intuitive access to critical information and tools, we're empowering users to work more efficiently, solve problems faster, and drive success with precision and confidence."

Scout AI will supply users with easy access to documents, videos, product and warranty informa-

tion, and other resources. It will help users troubleshoot in real time and receive specifications for numerous Copeland products while on a jobsite. Scout is self-learning, enhancing access to information and streamlining interactions to help technicians complete tasks more efficiently and accurately.

The Copeland Mobile app also features a scanning tool that reads Copeland product nameplates, delivering specifications, diagnostic support, detailed service and maintenance documentation, and recommendations for replacement components. The scanning tool also works with competitor's nameplates to provide cross-reference information for Copeland compressor drop-in replacements.

The Copeland Mobile home screen has also been revamped with shortcuts to easily access features like: Videos and Tutorials, Where to Buy, Cross Reference and more. In addition, Copeland's Application Engineering and Fault Finder apps will be integrated this summer to provide a one-stop shop for troubleshooting. For more information, visit copeland.com/copelandmobile.

HARDI Distributors Report 1.1% Revenue Decline in November

COLUMBUS, January 21, 2025 – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by 1.1% during November 2024. The annual sales growth for the 12 months through November 2024 is an increase of 3.0%.

"A sales decline could indicate a pause to our annual sales growth rate recovery, but not in this case," said HARDI Macroeconomic & Residential Market Analyst Brian Loftus. "November 2024 had one less selling day than November last year. We

estimate the sales growth would have been 3.9% with the same number of billing days."

The monthly sales survey also calculates distributor's Days Sales Outstanding, a measure of how quickly customers pay their bills. "The brisk DSO pace of this summer continues into heating season," said Loftus. "The post-Covid DSO for November was 43 days the past few years, but less than 40 during November this year."

"During the past year we have seen inventories decline, and the sales-to-inventory ratio increase, as distributor's confidence in the supply chain re-

covered," said Loftus. "Inventories have been increasing to prepare for the equipment transition. It looks like the supply chain is back to normal."

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.

AAA AC Supplies Inc., Orlando Multi-Functional Showroom Grand Opening: Explore Midea's Innovative Heating & Cooling Solutions

Partnering with Midea, AAA AC Supplies Inc. Brings State-of-the-Art Climate Control to the Community

Kissimmee, FL (February 13, 2025) – Midea America, a global leader in air treatment solutions, is committed to advancing sustainable heating and cooling technology and making it accessible to more HVAC contractors and technicians, therefore to homeowners. For that reason, AAA AC Supplies Inc. is excited to announce the grand opening of Midea's first showroom, training center & distribution facil-

ity in Florida with a ribbon-cutting ceremony. This milestone event on Thursday, February 13 will feature live product demonstrations, interactive exhibits and special activities highlighting Midea's innovative heating and cooling solutions designed to enhance comfort and energy efficiency in North American homes. Located at 2345 N Orange Blossom Trail in Kissimmee, the 31,000-square-foot showroom will

serve as a hub for education, installation guidance, heat pump sizing, sales support, partnerships and after-sales services.

In partnership with **AAA AC Supplies Inc.**, Midea is reinforcing its ongoing commitment to providing sustainable heating and cooling solutions across North America. The event will feature remarks from notable guests, including Kissimmee's mayor, who celebrated this significant achievement and its impact on the community, as well as attendees from the Orange Technical College and key industry associations.

Displaying Midea's Latest Versatile and Flexible Heat Pump Solutions

The AAA AC Supplies Inc. Orlando showroom highlights Midea's versatile and flexible heat pump solutions, from compact apartments to larger single-family homes, Midea offers innovative and efficient options tailored to specific living environments: such as the new Packaged Window Heat Pump (PWHP) or High-Wall Mini-split Systems, while larger households can achieve whole-home comfort with the EVOX G³ and EVOX Gen 2 ducted systems or Multi-Zone Systems featuring slim ducts and console units.

"This new showroom marks another milestone in Midea's mission to bring sustainable, energy-efficient HVAC solutions to every corner of North America," said Vincent Chou, Vice President of Midea RAC. "We're proud to expand our presence in Florida and continue supporting the transition to cleaner, more efficient heating and cooling systems."

To learn more about the Midea's Orlando showroom, please contact Mr. David Stewart, VP of Sales/Marketing of AAA AC Supplies Inc. (dstewart@aircoolsupply.com); Mr. John Petty, General Manager of AAA AC Supplies Inc. (jpetty@aircoolsupply.com) or Juan Villa, Director of Sales (Ductless HVAC) of AAA AC Supplies Inc. (jvilla@aircoolsupply.com).

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ASHRAE Miami's Technical Lunch ASHRAE Headquarters Bldg: A Case Study January 14th, 2025

ASHRAE Miami Chapter held their Technical Meeting on January 14th, 2025 at 12pm, at the 94th Aero Squadron in Miami. The presentation was a case study of the renovation of the new ASHRAE headquarters.

Ginger Scoggins, PE, CEM, CxA, FASHRAE, ASHRAE Presidential Member 23-24 was the guest speaker. Her presentation included the goals, the is-

ssues, and solutions for the project. She was able to take the listener from the beginning of the efforts by the ASHRAE HQ Ad-hoc in developing the owner project requirements, thru the design, construction and commissioning team selection, into the design phase decisions and thru to the final product. She also discussed the financial impacts of decisions made and the cost of the project in detail.

Don't miss the next ASHRAE Miami Technical Meeting being held on February 18th, from 12 - 2pm at the 94th Aero Squadron in Miami. The presentation will be about how PIBCVs (Pressure Independent Balancing Control Valves) can help clients reach HVAC energy goals and increase reliability. The guest speaker is Victor Orozco, Solution Expert for Valves & Actuators, Schneider Electric.



ASHRAE 2025 executive board members with guest speaker Ginger Scoggins (center)



Nicolas Dicairano of FSD Engineering, with Carlos Borja of Saez Distributors



Timothy De Carion of Broward County Board of Rules and Appeals, T. Rich of University of Miami, and Rolando Soto of Broward County Board of Rules and Appeals



Luis Melo of Analemma Group, Ginger Scoggins of ASHRAE, and Stephanie Holmes of Envelop Group Environments



Alejandro Gutierrez, Lineth Platz and Louis Platz of ICTB



Tulia Rios of Miami ASHRAE Chapter, Fernando Infante and Tom Smith of Miami-Dade County Public Schools District



Guest speaker was Ginger Scoggins, PE, CEM, CxA, FASHRAE ASHRAE Presidential Member 23-24



A great turnout for the ASHRAE Technical meeting!



Sonia Aranaga ASHRAE Miami chapter president welcoming the members and discussed upcoming events

The 2025 AHR Expo Trend Report

(Continued from Cover Story)



“Certain states, specifically New York, California, and Massachusetts continue to take a more aggressive posture toward energy decarbonization policies.” - Cindy Sheridan, CEO PHCC.

The plumbing and mechanical industry is on the cusp of unprecedented transformation as we approach 2025. Innovations in sustainable technologies, AI integration, and enhanced workforce development are driving the industry forward. We are seeing a strong push towards decarbonization and energy efficiency, which is reshaping how we approach mechanical solutions.” - John Mullen, Director of Technical Services and Research, IAPMO.

“Many of the hot topics bubbling in the industry relate to incentivizing greener technology via rebates and cost benefits for the end-user to switch, but this is not necessarily a new trend.” - Lori Schiavo, Senior Director of Operations, RSES.

“Greater focus on testing and verification of newer systems, especially with inverter technology. Much training and instrument upgrades are needed.” - Dominick Guarino, President & CEO, NCI.

“The transition to A2L products will stress HVAC/R businesses throughout the industry value

chain, and new regulations intended to lessen the industry’s impact on the environment will continue to materialize on the state and local level.” - Talbot Gee, CEO, HARDI.

“The need for HVAC technicians is growing each year with the demand for HVACR jobs expected to increase more than 15% through 2026. Women in HVACR are providing mentorship and increasing awareness of careers in the industry to draw more female technicians to the field. These women will fill a much-needed void in the trades.” - Lori Tschohl, President WHVACR.

“Technology and regulations are ever-changing. Those who embrace change are often the first to benefit and first to succeed, setting new standards and leading the industry forward.” - Clifton Beck, Manager of Digital Media, ESCO Group.

“The HVAC & Refrigeration industry is undergoing a green transformation. A heightened focus on sustainability, driven by environmental concerns and rising energy costs, is propelling the adoption of renewable energy sources and energy-efficient solutions. Heat pumps that can deliver heating, cooling and hot water are gaining traction, becoming the preferred choice for new homes, while the industry explores innovative solutions to decarbonize existing buildings.

Advanced building automation and digital control solutions are helping to unlock the change. Smart and connected HVAC systems are revolutionizing build-

ings’ management tactics and increase their performance potential; by harnessing AI and machine learning, building operators can optimize systems performance, enhance indoor air quality, and deliver unparalleled comfort while reducing energy consumption.” - Krystyna Dawson, Commercial Director, BSRIA.

“The industry needs to stay ahead of the times with the fastmoving world that we live in.” - Jeff Schools, Technical Director, NEBB.

“The HVACR industry is undergoing significant transformation, with a strong focus on energy efficiency, sustainability, and smart technology. Advancements in digitalization and connectivity are enhancing system performance and control, making HVACR a key player in the drive towards smarter, more sustainable buildings and cities.” - Greg Walker, CEO, ASHB.

“Today the HVACR industry is strong and prosperous. Advances in technology still continue to be the most exciting and challenging part of the industry. An overarching trend toward decarbonization and electrification of buildings will mean that commissioning and energy management are even more of a focus. The ever-changing landscape requires those in the industry to constantly be learning, growing, and adapting while still maintaining the fundamentals of the HVACR industry.” - Jeremy Johnson and Al Lopera, AABC.

Get a full update on all this and more in-person at the 2025 AHR Expo in Orlando.

Performance Pointers

By James Ball

(continued from page B4)

As ethical contractors, we have a responsibility to provide systems that are safe, healthy, and energy efficient. If you know your systems underperform, you must make decisions to improve your product. Stop “putting tires on a car that isn’t aligned.” My dad had a term for contractors like that, but I’m sure you have your own description for these folks.

Recommendations:

- Attend training on measuring total external static pressure.
- Perform a duct diagnostic using static pressures and temperatures on every system.
- Offer duct system changes or improvements to the customer every time. Some customers only need duct improvements, not new equipment. Do what’s right.
- Proposals for change-outs should prioritize system improvements, emphasizing the system, not just the equipment. Address issues such as grille types/sizes, noise reduction, and additional outlets to lower duct resistance.
- Decline jobs where customers refuse necessary system improvements. While difficult, this ensures you deliver a quality product that only you know how to provide.

Customers want quality products. Educate them on the importance of proper airflow and the benefits of a well-performing duct system. Commit to delivering the safest, healthiest, and most energy-efficient HVAC systems. You’ll be recognized as an expert, and your business will thrive.

Measure – Don’t Guess

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 Dewberry Engineering, Jim stays actively involved in helping contractors in our industry become High-Performance HVAC contractors using lessons learned from NCI. If you would like to learn more, take a look at NationalComfortInstitute.com or call 800-633-7058.

TITANMAX Digital Manifold for Maximum Performance



The YELLOW JACKET® TITANMAX™ provides the easiest path to system measurements. This 4-valve manifold provides fast and accurate measurements for refrigeration and A/C systems.

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Learn more at AHR February 10-12, 2025 – YELLOW JACKET® Booth #2429



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Copeland Study Reveals Increasing Concerns Around Data Privacy in Smart Home Products as AI Accelerates

Company's second "Smart Home Data Privacy" survey of 2,000 U.S. homeowners shows increase in smart home tech usage, decreases in confidence about data privacy

ST. LOUIS (Jan. 13, 2025) – Copeland, a global provider of sustainable climate solutions, announced today the findings from its second ‘Smart Home Data Privacy’ survey which aimed to determine how both smart thermostat users and non-users feel about data privacy and the security of their smart home products. While ownership of smart home devices – including smart thermostats, TVs and appliances – are significantly higher than when the study was first commissioned in 2022, homeowners were also more likely to be concerned about data privacy in 2024.

“As we can see by the rise in ownership of smart home products, homeowners are increasingly looking for convenient ways to automate their lives and expand control over their home environments to save on energy costs,” said Lisa Plaggemier, Executive Director of the National Cybersecurity Alliance. “But what’s most concerning is that more than half of homeowners don’t understand how data from their smart thermostat is collected and used – particularly as AI becomes nearly ubiquitous. This should be a resounding call for transparency among smart tech manufacturers.”

While the study shows that homeowners with smart home devices are more concerned than ever about the security of their data (27 percent in 2024 versus 23 percent in 2022), their understanding of and attitudes toward smart tech and data privacy show a critical gap:

More than half of homeowners (52 percent) don’t have any idea of how data is collected from smart thermostats.

Homeowners who don’t own a smart thermostat are less likely to be confident that manufacturers use their customers’ data responsibly compared to those

who own a smart thermostat (58 percent versus 73 percent), which could be evidence of a barrier to purchase.

Only 14 percent of homeowners who owned smart thermostats said they researched a manufacturer’s data privacy policy before purchasing a smart thermostat.

And yet, seven out of 10 homeowners are willing to replace their thermostat with one that provides more privacy, with millennials more willing (80%) than other groups.

As a leading innovator in the HVAC industry and the company behind the top-rated Sensi thermostat platform, Copeland was one of the first manufacturers to create a formal privacy pledge in 2022 and has since been a leader in protecting its users’ personal data, never using smart thermostat activity for targeting or advertising purposes. The company has also never sold a user’s personal data to anyone and does not make changes to thermostat settings based on usage assumptions.

“There’s always a role for data, particularly as it relates to a homeowner’s ability to optimize their home comfort and gain energy savings in the process, but those settings are theirs and theirs alone,” said Brendan O’Toole, vice president, smart home and energy management for Copeland. “As demand for smart home products continues to rise, it’s imperative for manufacturers to adequately disclose their privacy policies and educate consumers about the importance of data security.”

For more information about how Copeland’s lineup of Sensi smart thermostats respects and protects consumer privacy and to download the full report, visit sensi.copeland.com/dataprivacy.



Carrier and Leap Team Up to Launch Smart Energy Management Program

INDIANAPOLIS, IN, Jan. 23, 2025 — Carrier is helping homeowners achieve their sustainability goals by partnering with Leap to launch SmartSave, an innovative smart energy management program in major states California, New York, and Texas. This program is designed to help homeowners save on energy costs, earn rewards, and contribute to reducing carbon emissions—all while enhancing the resiliency of the power grid. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

This collaboration provides homeowners with access to advanced tools that automatically optimize HVAC energy use during peak demand or grid events, reducing strain on the grid without compromising comfort. With the Carrier SmartHome app, homeowners can monitor and adjust their thermostat settings during grid events, keeping control while enjoying a comfortable home. Small temperature adjustments through SmartSave create a meaningful impact, improving grid stability and reducing reliance on fossil fuels during high-demand periods—while earning rewards.

SmartSave features real-time energy savings tracking and automated HVAC controls, empowering homeowners to monitor progress and participate in grid events for rewards. This creates a win-win scenario for both the environment and homeowners' wallets. By participating, homeowners help stabilize the grid and promote overall resiliency, supporting Carrier's ongoing commitment to a more sustainable future through smart technology integration. Carrier is investing \$4 billion by the end of 2030 in the innovation and development of intelligent climate and energy solutions that reduce environmental impacts and help customers avoid more than 1 gigaton of greenhouse gas emissions.

"We're proud to launch SmartSave with Leap, providing homeowners with a smart, simple way to reduce carbon emissions and support grid resiliency," said Nick Arch, Vice President and General Manager, Residential HVAC Solutions at Carrier. "This program reflects our commitment to sustainability by empowering consumers to make a meaningful impact with their energy use for the benefit of the environment. It's an easy-to-use energy management solution that paves the way for a smarter, more sustainable energy future."

"SmartSave represents an exciting step beyond traditional energy efficiency, enabling homeowners to play an active role in creating a cleaner, more flexible power grid," said Jason Michaels, CEO at Leap. "With Leap's automated technology working behind the scenes to unlock access to grid program opportunities, Carrier is delivering an innovative energy offering for its customers that's good for the grid, good for the climate, and good for customers' wallets."

Homeowners interested in participating can learn more about the program online by visiting Carrier SmartSave or by enrolling via their Carrier SmartHome app.

Milwaukee Tool's New M18 Six Bay Daisy Chain Rapid Charger



MILWAUKEE, WI— Building on their dedication to addressing user challenges, Milwaukee® announces the new M18™ Six Bay Daisy Chain Rapid Charger, a groundbreaking solution designed for crews managing a large number of batteries. This innovative solution delivers a versatile power management experience without the need for costly electrical infrastructure updates.

By daisy-chaining up to 10 chargers together and switching into overnight charge mode, users can efficiently charge up to 60 M18™ battery packs overnight on a single 15A circuit. By eliminating the need to manage limited outlet availability and the concern of electrical infrastructure limitations, this system ensures crews can grab and go with the charger and batteries they need to power their workday.

Switching from overnight mode to daytime mode provides a rapid charge rate, making it ideal for users who need faster battery turn around during the day and allows up to four chargers to be daisy-chained together. With the rapid charge rate and a two-battery simultaneous charge sequence, users experience reduced downtime, ensuring greater productivity and efficiency on the job.

The M18™ Six Bay Daisy Chain Rapid Charger is a versatile solution, designed for professionals who need efficient charging both on the go and in the shop. Its integrated carry handle and built-in cord management make transitioning between jobsites effortless. PACKOUT™ compatibility further enhances its functionality, allowing seamless integration with existing storage setups. The PACKOUT™ Modular Storage System enables users to fully customize and organize their solutions for efficient transport and storage.

Milwaukee is committed to improving productivity by providing performance-driven and trade-focused solutions so users can perform an entire day's work on one battery system. The M18™ Six Bay Daisy Chain Rapid Charger is fully compatible with the entire M18™ system, offering more than 275 solutions.

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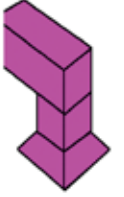
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And if a house is divided against itself, that house will not be able to stand

Mark 3:25

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With its robust design and powerful airflow capacity, the bathfan **COMMERCIAL** effectively removes moisture, odors, and humidity from commercial bathrooms, ensuring optimal air quality and comfort for patrons and employees. It is specifically engineered to meet the demanding requirements of hightraffic environments.

This commercial-grade fan offers four speed options, providing flexibility to adjust the ventilation according to the specific needs of the space. Whether it's a busy restroom or a spacious facility, it can accommodate various airflow requirements.

The streamlined design ensures seamless integration into any commercial bathroom setting. This fan is a practical choice for businesses and facilities that prioritize reliable and efficient ventilation without the need for additional features like lighting.

In summary, the bathfan **COMMERCIAL** is a powerful and dependable bathroom fan designed specifically for commercial environments. With its four-speed options and no-frills approach, it provides effective and customizable ventilation solutions for large-scale restrooms, making it an excellent choice for businesses that prioritize performance and reliability.

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