

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



Tropic Supply Demo Day with FloXtreme AC Drain System Protection Systems (see page B5)



WHVACR AHR Expo Meet & Greet at Top Golf in Orlando (see page 20)



2025 AHR Expo at the Orange County Convention Center in Orlando (see pages 22-23)



AHR "Meet Me In The Endzone" Party at Miller's Ale House in Orlando (see page 8)



RGF Hosts AHR 2025 Contractor Appreciation Party at TopGolf in Orlando (see page B3)

Ductless Products Focus Issue

Heat Pump Efficiency, A2L Transition, and Comfort, are Focal Points for 2025



Jeff Schlichenmeyer
Publisher

As the HVAC industry moves forward in 2025, ComfortStar Air Conditioning and Heating is at the forefront of innovation, setting new standards in heat pump efficiency, A2L refrigerant adoption, and indoor comfort. With a focus on energy savings, sustainability, and superior climate control, ComfortStar mini-split systems are the top choice for homeowners and businesses looking for cutting-edge solutions.

ComfortStar's Commitment to Heat Pump Efficiency - ComfortStar's mini-split systems maximize performance and energy savings. With advanced inverter technology and variable-speed compressors, these systems adjust dynamically to real-time conditions, reducing energy consumption while maintaining consistent indoor temperatures. By optimizing efficiency, ComfortStar units help homeowners save on utility bills without sacrificing comfort.

Engineered for high performance, ComfortStar mini-splits boast top SEER2 and HSPF ratings, making them a smart choice for those investing in long-term savings and sustainable heating and cooling solutions.

Leading the A2L Transition - As the HVAC industry transitions to A2L refrigerants to reduce environmental impact, ComfortStar is ahead of the curve. Their mini-split systems are optimized for A2L refrigerants like R-32 and R-454B, which offer lower global warming potential (GWP) without compromising performance. ComfortStar ensures its products meet new regulations while providing an eco-friendly solution for homeowners and businesses.

With safety and efficiency as priorities, ComfortStar has designed its systems to integrate A2L refrigerants seamlessly while maintaining reliability and performance, making the transition smooth for contractors and consumers.

Unmatched Comfort with ComfortStar Mini-Splits - ComfortStar mini-split systems redefine indoor comfort, offering precise climate control and whisper-quiet operation. With smart technology integration, homeowners can control their indoor environment via Wi-Fi-enabled features and user-friendly remote controls. Zoned temperature control allows users to customize each room's climate, ensuring personalized comfort while optimizing energy efficiency.

Unmatched Comfort with ComfortStar Mini-Splits - ComfortStar mini-split systems redefine indoor comfort, offering precise climate control and whisper-quiet operation. With smart technology integration, homeowners can control their indoor environment via Wi-Fi-enabled features and user-friendly remote controls. Zoned temperature control allows users to customize each room's climate, ensuring personalized comfort while optimizing energy efficiency.

Unmatched Comfort with ComfortStar Mini-Splits - ComfortStar mini-split systems redefine indoor comfort, offering precise climate control and whisper-quiet operation. With smart technology integration, homeowners can control their indoor environment via Wi-Fi-enabled features and user-friendly remote controls. Zoned temperature control allows users to customize each room's climate, ensuring personalized comfort while optimizing energy efficiency.

Unmatched Comfort with ComfortStar Mini-Splits - ComfortStar mini-split systems redefine indoor comfort, offering precise climate control and whisper-quiet operation. With smart technology integration, homeowners can control their indoor environment via Wi-Fi-enabled features and user-friendly remote controls. Zoned temperature control allows users to customize each room's climate, ensuring personalized comfort while optimizing energy efficiency.



go to page 6

RGF Environmental Group Completes Powder Coating Production Addition

RGF® Environmental Group, Inc., a leader in indoor air quality and manufacturing, announces the completion of their Powder Coating Production addition. This enhances RGF's capabilities, and complements their vertical approach to manufacturing, further allowing the company to provide the highest quality and best engineered products on the market.

The powder coating production addition meets ISO 9001:2015 certification standards. A dedicated 3000+ square foot manufacturing facilitates the oven, coating equipment, and other production specifics.

Paul Riccio is the Manager of the all new RGF® ChemCote™ coating division. RGF® will now complete in-house powder coatings for their products including RGF-Bio-Controls® and

AirMation® housings, and expand to products that currently use solvent-based paint, reducing the environmental impact while also economically enhancing quality and product durability.

Furthermore, RGF® is slated to extend powder coating services to external manufacturers, existing patrons, and leveraging RGF's expansive infrastructure to foster growth. Current clientele includes esteemed companies such as FCA Chrysler, Yamaha Marine, Latham Marine, Power Play Boats, and Fiber Built Outdoor Furniture.

As a proud US manufacturing company, RGF® is dedicated to American-made quality. RGF® continually strives to lower manufacturing expenses by pursuing a total vertical integration strategy, thus offsetting inflationary pressures and maintaining the selling price of its product portfolio. The company possesses the capacity to fabricate and assemble metal, mechanical, and plastic parts in-house.



go to page 10

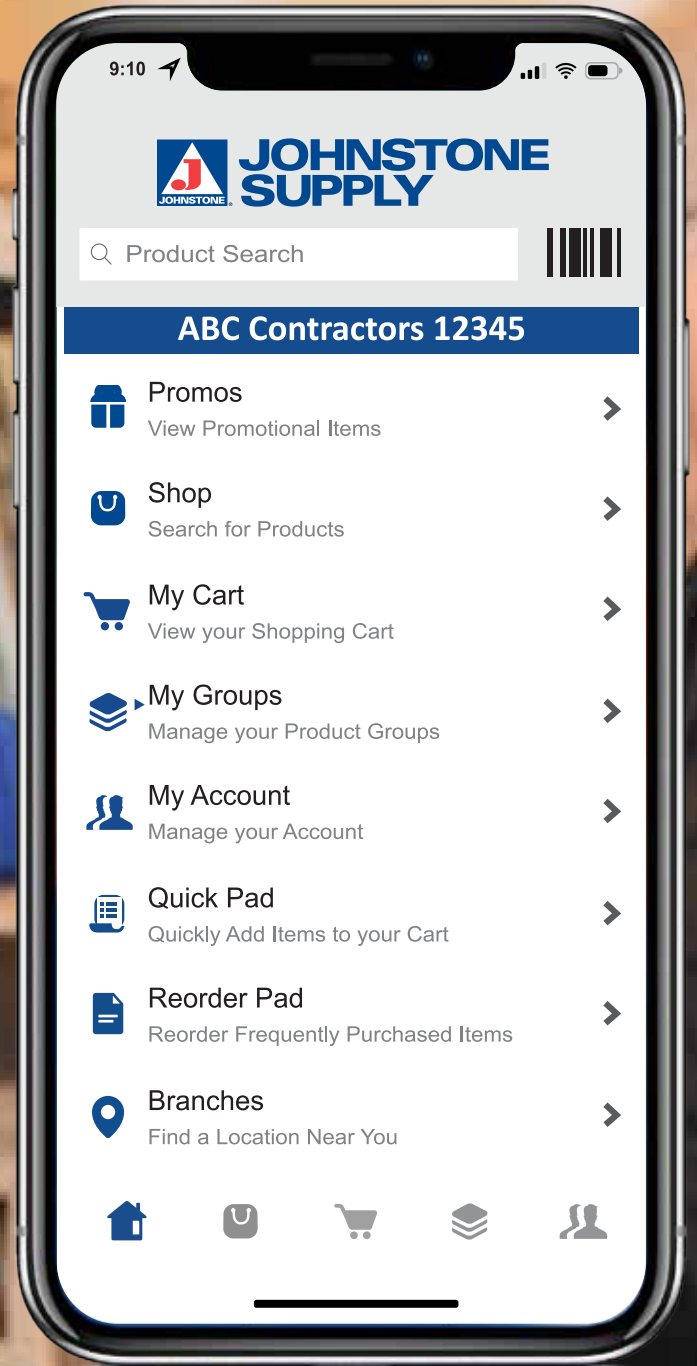
FRSRT STD
U.S. POSTAGE PAID
WEST PALM BEACH, FL
PERMIT NO. 4595

TODAY'S AC NEWS
PO BOX 451821
Ft Lauderdale, FL 33345



JOHNSTONE SUPPLY

The Ware Group



Exclusive Online Deals

Available 24/7

YOUR Pricing

Real -Time
Availability

Saved Product Lists

OE TOUCH



Give Your Field Managers Responsibility, Accountability, AND Authority

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.

Once you determine how much financial information you are willing to share with the potential manager, focus on the management issues of responsibility, authority, and accountability.

You have to give your managers the responsibility to do the job, the authority to do what is necessary to get the job done, and the accountability (rewards or consequences) for the results.

It's much easier to give the responsibility and accountability than the authority. Learn to watch the process rather than do the work. If you don't agree with how a manager is doing something because it is not just how you would have done it, you have to learn to review it with the manager not jump in and do it. Here's an example:

Assume that you have a new service manager and want him to concentrate on building service agreement sales. This is a safe management task to give a new manager. You know that service agreements are the life blood of the service department and you need as many as you can get. You talk with the service manager about it and get his agreement on a goal of increasing service agreements by X number by Y date. You must give him the authority to do the job as he sees fit. And, he must understand and agree to the consequences if he doesn't reach the goal.

In your discussion with the service manager you must clearly define the goals to be accomplished and how the accomplishments will be measured. This case is clear cut. The measurement might be a 25 percent increase in sales within a three month period with no increases in overhead. Make it clear that "the monkey is off your back and onto his back." You are available for questions and help although the decisions are to be his decisions.

If a service technician or the dispatcher comes to you trying to overturn a decision made by the ser-

vice manager you must tell that person that you stand behind the service manager's decision. You cannot overturn his decision even if you disagree with it. Talk with the service manager about it and see if he is willing to change the decision. He is the only one who can. If you do it, you undermine his authority with the department employees.

Your job as the business owner is to manage the process. This means that you watch and make suggestions only when asked for them. The only time you should offer help is if you see a blatant error that will harm the company.

If you see a blatant error, speak with the service manager and get him to realize he is making a major mistake. Have him give you suggestions for correcting it and carry out those corrections.

During the process the service manager will realize that the responsibility is the easy part of the job and the authority and accountability for his actions are the hard part. As the business owner you watch the process, lead, encourage, and refuse to take the monkey back.

He also will learn: "I hire, I fire." Hiring is often easier than firing for new managers. Remind him that if he hires a new team member he has to fire that person if warranted.

This may be one of the most difficult things for you, the business owner to do. You can't interfere. The service manager may not do things exactly as you might do them, however he'll get them done. As long as he produces the desired result everyone wins.

By delegating responsibility, authority, and accountability, you'll teach the new manager management issues. Many will learn by making mistakes. You are there to guide the process and protect the company from catastrophic mistakes. By letting

them make mistakes, you'll create a winning management team and a successful company.

Next Topic: "We should but don't" This was the response to a question I asked a reader.

This company had invested in my Operations Manual several years ago and lost the electronic version. They said they were trying to revamp their company and gain some structure and accountability.

My question: How are you tracking the financial side of your company? Are you tracking billable hours, overhead cost per hour, monthly and trailing graphs? His answer: We should but we don't.

Is this you too? You should but you don't? You can track the financial side of your company in less than 10 minutes a month. If you are like me, you waste 10 minutes a day.

If you are serious about profitable growth, then you HAVE to track accurate, timely financial statements.

If you are serious about selling your business one day -you HAVE to have clean financial statements.

Case in point - one of my clients sold his business in December, 2024. The forensic accounting team for the purchaser spent only about an hour with him - that's it. The process was very, very quick - normally it takes days.

Why? The financial statements were totally clean, justifiable, with no questionable areas.

2025 In Person Class Schedule -
Building Profit & Wealth
February 27-28, 2025 Austin, TX
April 2-3, 2025 Jacksonville, FL

Field Manager Survival School
February 25-26, 2025 Austin, TX

LOOKING FOR A STORAGE SOLUTION FOR THE NEW REFRIGERANT?

You're in Luck!

NEW! REFRIGERANT TANK RACK ACCESSORIES

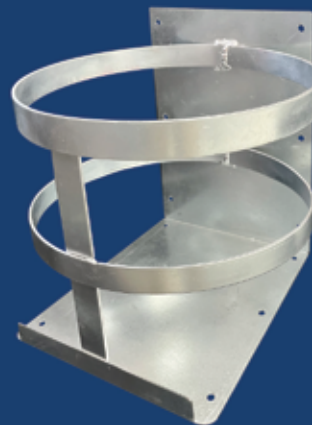
- Meets the changing industry standards
- Heavy gauge welded G90 steel construction.
- Bolt-on design versatility
- R-32 & R-454B compatible



A2L TANK HOLDER mounted on a SHORTY TANK RACK



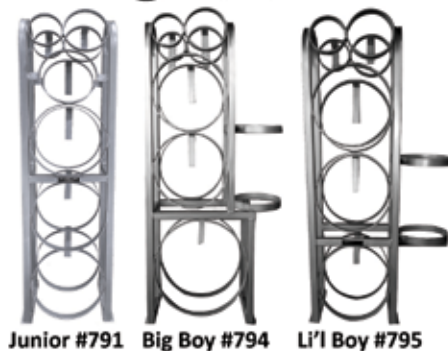
#004804
A2L TANK HOLDER
Holds 1-30 lb. Tank



Another great addition to your tank rack!

#004808
NIT TANK HOLDER
Holds 1-NIT Tank

5 TANK RACK CONFIGURATIONS AVAILABLE



Junior #791 Big Boy #794 Li'l Boy #795



Lazy Boy #797

(Shorty Tank stand #796 shown on left)



Scan this QR Code and go directly to our new interactive flip catalog.

Perfect for Service Vans, Pick-ups and Box Trucks

Proudly Manufacturing American Made Products for the HVAC Industry for over 40 Years



hilmor® Fastest Hands in HVAC/R Contest at AHR 2025



Are you ready to test your skills and compete for the title of Fastest Hands in HVAC/R? DiversiTech hosted a 2-day competition to find the most skilled and fastest technicians

in the game and give away some great prizes.

hilmor® Tools, the premier tools brand within the DiversiTech® family of HVAC/R products, hosted its annual hilmor® Fastest Hands in HVAC/R competition at AHR 2025 in Orlando with the most participants in its 10-year history.

The tournament style competition drew hundreds of entrants, all vying for the grand prize of \$1000 in hilmor tools.

hilmor® Fastest Hands competition shines a light on the expertise and passion of HVAC professionals while highlighting how hilmor specialized

HVAC/R tools can help them excel at their jobs. Each competitive round showcased different skilled tasks.

This year's winner, Tuli, dominated the competition after a hard battle and took home the top prize. Tuli is looking forward to using even more hilmor

Tools on the job since they're such high quality tools.

"Because our customers are passionate about hilmor Tools, we always try to incorporate as many of our highly engineered tools within the competition," said Andrea Halpin, Director of Product Marketing for DiversiTech.



The hilmor® brand of tools, known as a trusted supplier of innovative and quality HVAC/R tools, such as manifolds, gauges, vacuum pumps, and electronic tools, is the premium tool and accessories brand within the DiversiTech® family of HVAC/R products.

Maximizing Business Potential with iFLO Pro: Highlights from AHR Expo 2025



The AHR Expo 2025 in Orlando was a major success, drawing a record breaking 50,000 HVAC professionals from across the country—and the iFLO Pro booth was at the center of it all. Contractors and wholesalers stopped by to see firsthand how iFLO Pro's AI-powered drain pan and line cleaning system is transforming HVAC maintenance, reducing callbacks, and creating new revenue streams.

Throughout the expo, our team demonstrated how iFLO Pro doesn't just solve a common HVAC issue—it prevents it. Clogged condensate lines are one of the leading causes of service calls, leading to water leaks, system shutdowns, and customer complaints. iFLO Pro proactively keeps drain lines clear, helping contractors avoid costly callbacks and improving the overall customer experience.

One of the highlights of the show was my interview with our own SVP- Randy Castricone and Julian Scadden, CEO of The Nexstar Network. They discussed the importance of integrating forward-thinking solutions like iFLO Pro into everyday HVAC practices. Julian emphasized how reducing repeat service calls and boosting efficiency directly impacts a contractor's bottom line. He also pointed out how offering proactive maintenance solutions builds long-term customer loyalty—something every contractor strives for.

The iFLO Pro Advantage: Why Contractors and Wholesalers Are All In

- Fewer Callbacks, More Revenue: By preventing common issues like clogged condensate lines, contractors save time and avoid free return visits, which directly improves profitability.

- Recurring Revenue Opportunities: iFLO Pro opens doors for service agreements and recurring maintenance plans, helping contractors build stable income streams.

- Customer Trust & Satisfaction: Homeowners love the peace of mind that comes from knowing their system is protected from hidden water leaks and damage—leading to stronger customer relationships and positive reviews.

- Smarter System Monitoring: The iFLO Pro system uses AI to monitor system health and alert homeowners and contractors before problems occur, reducing emergency calls and last-minute repairs.

- Easy Installation, Minimal Maintenance: Contractors love the simplicity of the installation process, and homeowners appreciate that it works quietly in the background, requiring minimal attention.

For wholesalers, iFLO Pro represents an opportunity to offer contractors an innovative, in-demand product that solves a real problem in the field. It's a value-add that drives sales and strengthens relationships with contractor customers.

If you're a wholesaler interested in becoming a distributor, reach out to us directly at 888-443-4356—we're actively expanding our partner network and would love to connect.

For contractors who want to become a certified iFLO Pro installer, contact us today at www.iflopro.com to learn how this product can help you reduce callbacks, increase profitability, and offer a premium solution to your customers.

Let's work together to drive smarter HVAC solutions, stronger customer relationships, and bigger business wins.

iFLO PRO®

Welcome to iFLO PRO®!



iFLO PRO®
APP



Find us at www.iflopro.com

ComfortStar® 25TH

Air Conditioning & Heating Products

Year ANNIVERSARY

INTRODUCING

eco
smart series™
INVERTER



17 SEER2



Image Courtesy of: @mrivero_photography

CC32 Series
SINGLE ZONE COOLING ONLY

CH32 Series
SINGLE ZONE **HEAT PUMP**

5 YEARS
WARRANTY
COMPRESSOR

3 YEARS
WARRANTY
PARTS



Comfort, it's in our name.

www.comfortstarusa.com | Email us: info@comfortstarusa.com

Heat Pump Efficiency, A2L Transition, and Comfort are Focal Points for 2025

(Continued from Cover Story)

ComfortStar Air Conditioning and Heating continues to lead in HVAC advancements. By prioritizing efficiency, sustainability, and superior comfort, ComfortStar mini-split systems offer the ultimate heating and cooling experience. With cutting-edge technology and a commitment to innovation, ComfortStar ensures homes and businesses remain comfortable, energy-efficient, and environmentally responsible.

For those seeking the best in HVAC solutions, ComfortStar mini-splits provide the perfect blend of performance, reliability, and modern convenience—making them the top choice for future-ready heating and cooling.

ComfortStar® 25TH
Air Conditioning & Heating Products
Year ANNIVERSARY



Experience the flexibility and efficiency of the Comfortstar multizone system and transform the way you think about climate control. Stay comfortable in every corner of your home or workplace with this innovative solution that puts your comfort first. Mix and match evaporator units depending on capacity. Individual zoning for up to 6+zones. Up to 23.1 SEER2 High Efficiency and low ambient -13°F. For additional information, visit www.ComfortStarUSA.com

FUJITSU



Fujitsu General America has expanded its H-Series mini-split heat pump line with the introduction of the AIRSTAGE Altair wall-mounted models featuring R-32 refrigerant.

The Altair single-zone series – including the Altair 300, 500 and 700 – offers a wide range of performance and efficiency options. With capacities from

9,000 to 36,000BTU/h and efficiencies reaching 30 SEER2, these systems provide superior comfort and energy savings. Select models up to 12,000BTU/h are also available in 115V power supply for added flexibility.

Altair's inverter-driven compressor offers exceptional performance, comfort, and energy savings, ensuring optimal operation in almost any environment. Available on select models, special operation extends cooling capabilities down to -4°F.

Its compact outdoor unit, slim wall-mounted indoor unit, and extended line set lengths – up to 164 feet (66 feet pre-charge) – simplify installation in almost any application. Altair systems are extremely quiet, with indoor sound levels as low as 19 dB (A).

The indoor unit features ProCore™ high corrosion resistant copper coils for long lasting protection. To perfectly match desired indoor conditions, the wall-mounted unit offers multiple fan speeds and special operation modes, including economy, energy savings, powerful, minimum heat, automatic defrost and auto-restart.

End-users can choose from extensive control options, including a backlit wireless remote or a variety of Fujitsu wired controls. The Altair 700 includes built-in WiFi connectivity with remote monitoring via the AIRSTAGE Mobile App, while WiFi is optional on Altair 300 and 500 models. Altair is compatible with BACnet and Modbus protocols for seamless integration with building management and home automation systems.

Optional accessories include Fujitsu's wired remote controllers, hail guards, snow hoods, wind baffles, and more. For more information, please visit www.FujitsuGeneral.com

HITACHI



The new light commercial split system, airCore 700, incorporates features that offer superior comfort, achieve outstanding energy efficiency, simplify installation, and streamline maintenance.

airCore 700 features both an enhanced fan and fan grille design compared to the previous generation product. The upgraded design not only improves heat discharge but also enhances the overall appearance, meeting the stringent requirements of engineers, business owners, and designers alike.

The product boasts a novel heat exchange design, an optimized refrigerant path, and a redesigned fin shape, resulting in heightened efficiency. Demonstrating its capability, the unit has proven to achieve a rated heating capacity of over 70% at 17°F and over 70% at 5°F.

The system incorporates with R32 DC inverter compressor. The compressor includes pre-heating capabilities for low outdoor temperatures, eliminating the requirement for an external crankcase heater. The advanced multi-pulse control induction on coil, core, rotor, and stator further improves the efficiency of pre-heating in low ambient conditions.

Wide Operation Range - Low ambient cooling range down to 0°F/-18°C and Low ambient heating range down to -13°F/-25°C. Reserved one terminal for the heating belt to facilitate support for North American -40°F low ambient cooling requirements.

Hitachi is committed to reducing the environmental impact of its products by using refrigerants with low Global Warming Potential (GWP). The airCore 700 split systems utilize R32, a low GWP refrigerant, as a replacement for the older R410a refrigerant. R32 offers improved energy efficiency and reduces emissions, allowing for smaller, more compact air conditioning systems that require less refrigerant overall. Its GWP is 675, significantly lower than that of R410a. airCore700 has achieved higher energy efficiency. EER2 up to 13 Btu/h/W - SEER2 up to 21 Btu/h/W. The full airCore700 product line has achieved high-performance standards in North America, earning Energy Star certification across the board.

The airCore 700 outdoor unit offers flexible installation with four piping directions, accommodating various scenarios. Installers can choose from four running pipe directions, and the unit includes an improved front service cover removal design with conveniently located screws. Accommodating up to 246ft(75m) of piping run and 98.4ft(30m) in height, this offers a great deal of flexibility in terms of installation.

All indoor units of airCore700 including ducted, cassette, ceiling suspended and highwall systems, are equipped with Frostwash. This allows the unit to freeze dirt and dust trapped in the heat exchanger of the indoor unit, and then defrost it and dry it - effectively cleaning the hex and helping to safeguard long-term performance by maintaining good airflow.

The airCore700 offers a 4-way cassette indoor unit that creates a comfortable air-conditioned environment through various louver settings. This unit is compatible with the Silent Iconic Panel, which is designed to blend with the space and match the interior seamlessly. Compared with duct type, the installation cost can be reduced. Another optional cassette solution is the human sensor panel, which offers multiple advanced functions, including indirect airflow, crowd sensing, feet warming, and auto-swing, enhancing its performance and convenience.

The ceiling suspended indoor unit is compatible with an optional motion sensor device. It automatically controls the heat pump system based on room occupancy, promoting energy savings. Additionally, the unit includes auto-swing louvers for even cooling distribution, ensuring optimal comfort.

Connect your airCore700 to airCloud Go[1] via Wi-Fi and experience the freedom and convenience of saving energy and enhancing comfort. The app is available in 21 languages and offers features such as Smart-Fence, Voice Control, Energy Cost Estimator, and Quick Setup.

Celebrating 70 Years as Global Industry Leaders in UV Fluorescent Leak Detection Technology



For 70 years, Spectronics Corporation has engineered the highest-quality, premium performance leak detection dyes and products.

As the inventors of ultraviolet fluorescent leak detection, we take pride in crafting the industry's most superior leak detection dyes and system additives.

Spectronics Corporation is a family-owned com-

pany with three generations of experience in delivering award-winning professional service and the industry's most powerful leak-detection dyes, additives, and lamps.

Spectronics Corporation's mission is to achieve customer satisfaction through excellence in design and manufacturing. By fostering a corporate culture that attracts and retains creative, talented and energetic employees, we maximize our ability to provide innovative and cutting-edge technologies to our global customer base. Our vision is to develop

innovative technologies that make the world a better place.

Headquartered in Melville, New York, Spectronics Corporation invented fluorescent leak detection in 1955, and remains the world's leading manufacturer of ultraviolet equipment and fluorescent dyes.

Spectroline® cutting-edge, top-quality, industry-awarded lamps, dyes, and diagnostic tools are built to exacting standards, and are used for multiple markets, some of which include Industrial, Air Conditioning & Refrigeration, and Aviation.



The proven quality of
YORK® heating and cooling
equipment products



Melissa Bennett and Oscar Lopez of JB Industries welcome customers to the "Meet Us In The Endzone" event



Ken Connell of Watsco, Bill Williams, Greg Toler of PPI, Don Said of Watsco, Sean Bauer, and Mark Kozak



Brad Barksdale of the Barksdale Sales Group, Paul Shea and Greg Christopher of Mueller, Dean Samsel of Plumbers Supply



Oscar Lopez, Paul Dachota, Melissa Bennett, Tom Muncey, and Jeff Cherif of JB Industries Inc.



The entire Chemours Team came together for a photo



Shaughnessy Harms and Cameron Perkins of Johnstone Supply The Ware Group



Tropic Supply enjoying the Super Bowl game together before the AHR Expo starts the next day



Thanks to Nu-Calgon for being a sponsor of "Meet Us In The Endzone" at Miller's Ale House in Orlando



Chris Mueller and Sam Roti of Linesets Inc.



Matt Cooley and Bayne Davis of Shupe Carboni & Associates



HVAC Industry friends enjoying some delicious food, cold refreshments, and great conversation



Wes Swank of Coburn Supply and Lance Lackey of AC Today

QUALITY & SERVICE FOR COMMERCIAL REPLACEMENTS

ALLIED

Commercial

A Lennox International Company

PACKAGE UNITS

- Efficiency ratings up to 14.0 SEER, 13.2 IEER and 11.7 EER
- Matches the most popular footprint in the commercial industry, eliminating the need for an adapter curb in many replacement jobs
- Eco-Last™ Coil System uses up to 52% less refrigerant, is up to 59% lighter, and has up to 20% fewer brazed joints than regular rooftop unit coils (standard on ZC and ZG models)
- 18% lighter than other like units*
- Limited warranties:
 - 5-year limited warranty on compressor
 - 3-year limited warranty on Eco-Last Coil System
 - 1-year limited warranty on covered components

R410 Refrigerant



SPLIT SYSTEMS

- Efficiency ratings up to 16 IEER
- Wide range of sizes from 6 to 20 tons
- Smooth operation with proven scroll compressors
- Two-stage cooling across all tonnages— for both single and dual circuit systems
- Meets or exceeds requirements for IECC 2015 and Title 24
- Limited warranties:
 - 5-year limited warranty on compressor
 - 1-year limited warranty on covered components



OLDACH

REFRIGERATION, AIR CONDITIONING & VENTILATION SUPPLIER

SERVICING IN CENTRAL FLORIDA WITH THE BEST BRANDS & BEST SERVICE!

KISSIMMEE STORE

1001 Armstrong Boulevard 34741

407-530-5599

ORLANDO STORE

3004 Silver Star Road 32808

407-270-9670

TAMPA STORE

5110 W Knox St.

813-559-7300

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

🌐 WWW.OLDACHUSA.COM

RGF Environmental Group Completes Powder Coating Production Addition

(Continued from Cover Story)



The RGF Environmental Group Chem Cote Team: Emilio Fernandez, Yandro Escobar, and Paul Riccio



RGF product components being rinsed and pre-treated before powder coating



RGF product components that are in the powder coating application process

Noteworthy recent investments include in-house UV lamp production and a polypropylene extrusion line.

“Our vertical integration strategy allows us to innovate and manufacture high-quality products in the USA at very competitive pricing, which ensures our market leadership,” said Walter Ellis, Executive VP/GM of RGF® Environmental Group. “We are committed to maintaining strict quality control at all levels of component fabrication. Our capacity to fabricate parts on demand in the quantities we need keeps our inventory lean, bypasses lengthy delays from external suppliers, and accommodates our un-

paralleled growth.”

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. RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF® Headquarters span 10 acres, with 220,000 square feet of manufacturing, warehouse, R&D, and office facilities.



Entrance to the Chem Cote Powder Coating Production



RGF product components that were baked in a special oven after the powder coating process



RGF product components that are now ready for assembly after completing the powder coating and baking process



500 gallon rinse and chemical tanks were installed to filter and reclaim the pre-treatment chemicals to be reused again and again



Experience the ultimate in-home climate control this Spring season.

ION SYSTEM CONTROL

Seamlessly manage your heating and cooling systems with intuitive, touch-screen precision. Enjoy unparalleled energy efficiency, customizable comfort settings, and real-time diagnostics, all at your fingertips.

Upgrade to smarter, more efficient home comfort today with Tempstar – *where innovation meets reliability!*



SYST0101CW

STOP BY YOUR LOCAL BAKER OR FLORIDA COOLING TODAY. 45 LOCATIONS TO SERVE YOU!

Boynton Beach (561) 806-7075	Doral (305) 592-3514	Jacksonville (904) 519-5550	Kissimmee (407) 933-8008	Melbourne (321) 768-0220	Orange Park (904) 272-7700	Pensacola (850) 434-7581	Sebring (863) 314-4494	Tampa (813) 885-7641
Clearwater (727) 572-0181	Fort Myers (239) 939-1649	Jacksonville (904) 407-4477	Lake City (386) 755-2009	Merritt Island (321) 452-5010	Orlando (407) 296-7727	Plant City (863) 687-8178	St. Augustine (904) 824-1001	Tampa (813) 740-8704
Clearwater (727) 449-1230	Fort Walton Beach (850) 344-1761	Jacksonville (904) 354-6685	Lakeland (863) 668-8186	Naples (239) 597-7172	Orlando (407) 849-6090	Pompano (954) 691-0210	St. Petersburg (727) 525-6926	Tampa (813) 217-5913
Daytona (386) 255-5023	Gainesville (352) 336-8778	Jacksonville (904) 998-9478	Lecanto (352) 344-5300	Ocala (352) 732-5271	Palatka (386) 866-7013	Port Richey (727) 847-0445	Stuart (772) 220-3093	Vero Beach (772) 562-7141
Daytona Beach (386) 274-5345	Gainesville (352) 376-3212	Jacksonville (904) 479-7593	Leesburg (352) 728-6222	Orange City (386) 878-4444	Panama City (850) 215-4200	Sarasota (941) 366-5804	Tallahassee (850) 576-8102	West Palm Bch (561) 848-1416

WE ARE RGF®

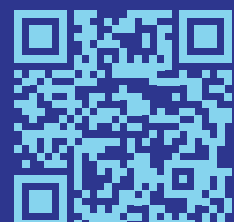
WE'RE PLEDGING OUR ALLEGIANCE

Join our family of Black Label Dealers today! Stay connected to your clients and provide them with the best indoor air quality products in the industry.

Contact rbroderick@rgf.com or scan the QR code below for more info.



RGF®
ENVIRONMENTAL GROUP, INC.





Message from FRACCA President Paul Stehle



Florida Refrigeration Air Conditioning Contractors Association (FRACCA) was established in 2001 to bring the local Air Conditioning Contractors together to support each other throughout the state of Florida. Mission Statement: FRACCA is organized to promote the interests of contractors who are engaged in the industry of heating, ventilation, air conditioning and refrigeration in the State of Florida.

January 2025, FRACCA installed a new board of directors, they serve a 2-year term since this run in conjunction with the conference that FRACCA hosts every two years. Each chapter has 2 representatives for the board and these representatives attend the quarterly meetings and bring the information back to the local chapters, also the executive directors are able to attend and bring the information back.

Please welcome the Executive Board:

Paul Stehle, President – MACCA Chapter - My father and brother started our company Climatic Conditioning in 1972. My father was an air conditioning contractor on Long Island, NY before moving to Florida. The next years were filled with trying to find my way after graduating college. Then on October 1, 1980 I decided that Climatic was my home (third time trying to work with family...just as hard on them as it was on me). The following 45 years led me down several paths in our industry.

The past includes serving our local air conditioning organization, MACCA (I don't know how many times I was President, but it was several). Somewhere in the 90's, during one of my presidential terms, Florida Power and Light decided they wanted into our industry. The uproar from the west coast of Florida Contractors was loud and clearly against FPL's plans. However the state association that was in power at that time, was a partner to the plan and dismissed us as non-professional. That attitude served as the catalyst to forming FRACCA. Some very intelligent people helped form FRACCA in my conference room and we were off and running. The FPL fight would change the landscape of our statewide industry. Eventually through the next decades FRACCA would become the voice of the industry in our state due to the addition of the many local

organizations around the state.

Fast forward to 2025, this will be our 25th year of being the industry's voice to inspectors, ASHRAE, local and state governments. We led and still lead our industry's issues such as, but not limited to; Workers Compensation rates, Industry intrusion from power companies, education for employees and owners, making it legal to change disconnect switches and raising the dollar threshold for the need to file Notice of Commencements. All important issues in our world. And now the next 25 years start. I am proud to lead our organization for the second time. There are challenges and we will meet them but always remember... it is YOUR ORGANIZATION, and it requires YOUR ASSISTANCE. Join in and be part of this growing industry.

Bryan (BJ) Lingerfelt – Vice President – RACCA Chapter - I am honored to serve as the incoming Vice President of the Florida Refrigeration and Air Conditioning Contractors Association (FRACCA). I am a third-generation mechanical contractor at J.P. Griffin, Inc., a family-owned business based in Tampa, Florida, that has proudly served the community since 1945. This year marks my 20th anniversary with the company where we specialize in commercial air conditioning services.

My journey with FRACCA began in 2012 when I joined the Board of Directors for RACCA, the Tampa-area chapter of FRACCA. I served as President of RACCA in 2017 and became a member of the FRACCA Board that same year, following the retirement of my father, who was one of the founding members of FRACCA. Taking on his role was a natural step in continuing our family's commitment to the HVAC industry, and it has been incredibly rewarding to support an association that is so vital to our trade.

Carre Welsh – Secretary/Treasurer – TRACCA Chapter - I have been proudly working in the HVAC industry since 2005. Over the years, I've held a variety of roles—dispatcher, service technician, office manager and then a general manager. Problem-solving has always been a passion of mine and I learned in the field and the office setting, just how to help customers

with the skills I've gained, is truly rewarding.

Since 1989, Watts Cooling, Heating, & Plumbing, LLC has served the Big Bend of Florida as a female-owned HVAC and Plumbing business. I was honored to take the helm in 2016 and I take pride in the way the business has grown into the company it is today. I am committed to seeing more women thrive in the trades. Currently, I serve as the Secretary & Treasurer of FRACCA, as well as the Secretary & Treasurer of the Local TRACCA Chapter. I actually trained in the TRACCA Apprenticeship 3-year program myself to know that what I am representing in the community is solid. Thanks for letting me live my dream as a business owner, and a valued member of the HVACR industry.

The rest of the board of directors are as follows:
ACCA/CF – Brian Hastings, 4 Seasons Heating and Cooling

ACCA/CF – Yolanda Pizarro, Mechanical One
GACCA – Mark Browning, Browning AC
MACCA – Keith Martin, Badger Bob's Services
MACCA – Paul Stehle, Climatic Conditioning Company

NFACCA – Lisa Lynch, Air Solutions
NFACCA – Dan Griffin, Weathered Engineers
PACCA – Adam Ogg, Payne Air Conditioning
PBACCA – Stephen Castillo, Robert R McGill Air Conditioning

PBACCA – Tony Kiser, EDS Air Conditioning and Plumbing

RACCA – Bryan Wade, Griffin Service Corp
RACCA – BJ Lingerfelt, J.P. Griffin, Inc
SFACCA – Kelly Dexter, Air Quality Control Environmental

SFACCA – Doug Lindstrom, Lindstrom Air Conditioning

SWACCA – Mark Labuziemi, Air Flow AC Systems

SWACCA – Will Barnes, Ellsworth Heating and Cooling

If you are interested in joining FRACCA through your local chapter, please reach out for more information. Erica Mattis, erica.mattis@fraccaair.com

INTRODUCING THE ZEPHYR
Air Duct Cleaning Machine



The Most Affordable Duct Cleaning Technology Available Today.

- Dual Cleaning Capability
 - Air Ducts
 - Dryer Vents
- Wheels designed for easy moving up and down stairs
- Powerful Performance

The Perfect Entry Level Machine.

\$1,000s Below the Next Available Unit.

FREE SHIPPING!

Air-Care
INDOOR AIR QUALITY SPECIALISTS
Made in the USA

Visit: Air-care.com/Zephyr **800-322-9919**

Specifications subject to change without notice.

SMART SNAKES
www.smartsnakes.com

Want to reduce your clogged A/C drain callbacks?



20' Stainless Shaft
Passes Through 3/4" PVC 90° Fittings
Reduced Call Backs
Eliminates Nuisance Clogs
Ideal for Clearing Multi Story Common Drain Risers





See the videos at www.smartsnakes.com

sales@smartsnakes.com
407 502 8527



Industry's Most Relied-Upon HVAC/R Brands Partner to Create The Malco Group; Focus on Complete Solutions for the Trades



ANNANDALE, MINN. (Feb. 10, 2025) — With a focus on product solutions and bundles designed to help trade pros get the job done, The Malco Group is bringing together some of the industry's most relied-upon HVAC/R brands as a result of Aspen Pumps Group's acquisition of Malco Tools in October 2024. As part of this new partnership, The Malco Group is the company's official North American headquarters with a singular focus on providing high-quality products and solution bundles for HVAC/R and building construction trade professionals across North America.

The Malco Group provides the convenience of a single supplier across an expansive, ever-growing product portfolio. With an extensive and varied product range, trade professionals can streamline their work with a selection of high-quality, innovative and turnkey products and product bundles to save time during installations and maintenance calls—all backed by the outstanding training and customer support that trade pros have come to know, and trust from the Malco name.

The Malco Group equips trade pros with the tools and resources they need to meet their customers' diverse needs efficiently and effectively, such as:

- condensate management
- HVAC/R maintenance & cleaning chemicals
- refrigeration recovery solutions
- sheet metal tools
- valves & fittings
- premier worksite lighting
- installation Accessories
- HVAC/R support systems

"We are really excited to join together some of the industry's most trusted and relied-upon products used by HVAC/R trade professionals and bring them under one company that is focused on providing trade pros easy access to the solutions they need to get the job done faster and more efficiently than before,"

said Rich Benninghoff, CEO of The Malco Group. "By offering a complete suite of solutions, our partners and end users will have the ease of one-stop shopping for everything they need to 'fill the back of the van,' so to speak. While full integration of all of our brands is still taking place, we are very excited to share more about The Malco Group as we continue to find innovative ways to better serve the industry and support the trades more than ever

before."

The Malco Group includes the following industry-leading brands:

- Ace Chemicals / Aspen Pumps / Beckett
- C&D Valve / HydroBalance / Malco Tools
- Unilite / Big Foot Systems

Follow The Malco Group on LinkedIn here: <https://www.linkedin.com/company/the-malco-group/>

WE ARE READY!





cooperandhunter.us

Proud Sponsors




Scan for
our full
Commercial
Catalog




Scan for
our full
Residential
Catalog





Learn about our *Pro-Tech Dealer Program*
with Exclusive benefits for
Contractors and Technicians.





PBACCA 2025 3rd Clay Shoot at the OK Corral Gun Club Okeechobee, FL February 15th, 2025

PBACCA hosted their 3rd Clay Shoot on February 15th, at the OK Corral Gun Club in Okeechobee, FL. Registration started at 8:45am, and 145 shooters participated. There was a safety meeting just before the tournament began at 10am. At 12:30pm a delicious BBQ Lunch was provided. After that were the Raffles and Award Ceremony.

Special thanks to all the great sponsors who helped to make the PBACCA 3rd Annual Clay Shoot a big success.

Clay Shoot Winners - First Place: Gulfstream Cooling - Steven Tota, Mike Lydiard, Anselmo Perez, Second Place: PRP Construction - Austin Sheltra, Ryan Quinn, Jeff McCraine, Hunter Clark. Third

Place: Tropic Supply: Rob Mayhew, Dan Seslar, Clyde Morris, Travis Pabst. Best Male Shooter: Steven Tota, Gulfstream Cooling. Best Female Shooter: Elissa Erikson, Leone Green. Best Youth: Tyler Langel, Sea Coast Curb Adapters & Curbs.

2026 is already in the planning stages and will be setting the date very soon.



Everyone who entered the tournament came together for a brief safety meeting



Angela Solland of RGF Environmental testing her shooting skills



Teams were excited to compete for best score and take home the 1st place trophy!



First Place: Gulfstream Cooling
Steven Tota, Mike Lydiard,
Anselmo Perez, Terry Smith



Second Place: PRP Construction
Austin Sheltra, Ryan Quinn,
Jeff McCraine, Hunter Clark



Third Place: Tropic Supply
Rob Mayhew, Dan Seslar,
Clyde Morris, Travis Pabst



Best Male Shooter:
Steven Tota of Gulfstream Cooling



Best Female Shooter:
Elissa Erikson of Leone Green



The 3rd Annual PBACCA Clay Shoot was a full event. Everyone had a great time at the OK Corral

MSPRO™

by Zebra Instruments®

Plug-in Transient, Surge, Lightning, & Spike Protection For 120-240V Mini-splits.








ZebraInstruments.com



Get Ready for a Smarter,
More Efficient Future



The Future of HVAC is Here: Smart. Efficient. Unstoppable.

Predict. Prevent. Perfect.
24/7 IoT HVAC Solutions



TDi Pro 2



FOR CONTRACTORS:

Reduce callbacks, cut costs, and streamline operations with real-time system analytics.



FOR HOMEOWNERS:

24/7 monitoring, energy savings, and hands-free convenience with the Ecoer Voice Assistant



FOR EVERYONE:

Smarter, faster, and more reliable climate control—powered by Ecoer's IoT technology.

EXPERIENCE THE ECOER ADVANTAGE TODAY!
VISIT WWW.ECOER.COM OR CALL US AT 703-348-2538



Silver **WINNER** of ACHR
Dealer Design Award



4040 McDermott Road, Suite 200, Plano, Texas 75024



info@ecoer.com



+1 (703) 348-2538



www.ecoer.com

Santa Fe Dehumidifiers Launches Three New Dehumidifiers at AHR



SanteFe Advance Dry 110



SanteFe Ultra V205



SanteFe Ultra V155

Madison, WI (February 10, 2025) – Santa Fe™ Indoor Air Quality Solutions, a pioneer of residential and light commercial whole-house ventilating dehumidifiers and commercial-grade portable dehumidifiers, was excited to launch of three new products at the AHR Expo in Orlando, February 10 – 12. The Ultra V155, Ultra V205, and Advance Dry110 are the latest innovations designed to meet the industry's indoor air quality (IAQ) needs and address

the growing demand for efficient humidity control solutions.

Santa Fe continues to redefine whole-house ventilation and dehumidification with the Ultra V155 and Ultra V205. These units build on Santa Fe's established legacy of innovative design and reliable performance, offering:

- 8" Ventilation Duct: Upgraded from the conventional 6" to 8" ducts, ensuring improved airflow

and easier integration with modern HVAC systems.

- Patented Dual-Coated ECCO™ Coils: Deliver exceptional moisture removal with energy-saving technology—removing more water while using less energy.

- Onboard Digital Controls & Terminal Block: Provide precise humidity management and simplify contractor installation.

"Upgrading these models to 8-inch ducts is

driven by the building code requirement for outdoor air ventilation in residential new construction homes and helping contractors meet the ASHRAE 62.2 ventilation standard," said Jeff Wimberly, General Manager of Santa Fe Indoor Air Quality Solutions. "By optimizing the airflow and providing MERV 13 filtration, we're offering both contractors and homeowners new ways to meet building codes and enhance indoor air quality and overall comfort."

Santa Fe is also introducing the Advance Dry110, a powerful portable dehumidifier engineered for versatility across applications like basements, crawl spaces, and other moisture-prone areas. Key features include:

- Industry's Only Dual Exhaust: Allows flexible ducting configurations to suit various installation needs while maintaining consistent performance.

- Patented Dual-Coated ECCO™ Coils: Optimize energy use, maximizing water removal capacity with minimal operating costs.

- Onboard Digital Controls & Terminal Block: Facilitate straightforward setup, monitoring, and diagnostics for contractors and homeowners alike.

"The Advance Dry110's dual-exhaust design really sets it apart," added Wimberly. "It solves common challenges around space constraints and airflow management in spaces like crawl spaces, giving homeowners a powerful, efficient portable dehumidification solution."



MINI-SPLIT FLASH SALE

WHY CHOOSE FUJITSU?

Energy Star Qualified: Save on energy bills with top-tier efficiency.

10-Year Warranty: When registered within 60 days of installation in a residence.

Powerful Performance:
Cooling Efficiency: SEER 23, EER 12.5
Heating Efficiency: HSPF 12.1

Quiet Operation: Noise levels as low as 19 dB—perfect for any room.

Compact Design: Wall-mounted unit blends seamlessly into your space.

INTERESTED IN FUJITSU VRF SYSTEMS?

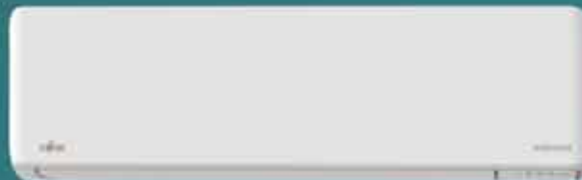
We are plan & spec reps for the FUJITSU VRF equipment line. For more information contact:

Nicolas Dicairano
HVAC & BMS Engineer
nicolas@fsdeng.com
(786) 783-3278

BRANCHES: DORAL - HIALEAH - FT LAUDERDALE - EXPORT
305-592-2330 SAEZDISTRIBUTORS.COM

Try the Fujitsu 12LMAS1 Complete R410A Mini-Split System at a crazy

60% OFF IT'S REGULAR PRICE!



HURRY! THIS PROMO IS VALID STARTING JANUARY 22, 2025 WHILE SUPPLIES LAST!



AIR CONDITIONING & REFRIGERATION

Saez Distributors Hosts Exclusive Customer Trip to Fujitsu's Airstage on Broadway in NYC



Saez Distributors recently hosted a select group of customers on an exclusive trip to New York City to visit Fujitsu's Airstage on Broadway Training Facility, located in the heart of Times Square. This state-of-the-art facility serves as a hub for HVAC professionals to experience the latest innovations in Variable Refrigerant Flow (VRF) and ductless technology.

Attendees included: Abel Urrea and Lazaro Carmenate of Morales and Sons.- Manuel Antonio Morales and Alejandro Hernandez of Millionair Conditioning. - Richard Smith of Cool Trace. - Javier William Matos & Maria Esther Matos of Universal AC. - Roi Tapiaro of Must Air Usa. - Daniel Gomez of Best Air Solutions. - Raymond Reyes of Suntech Plumbing and Mechanical. - Daniel Molinares, Jaime Bernat, Javier Cepero, and Carlos Borja of Saez Distributors.

Everyone in attendance had the opportunity to engage with Fujitsu's technical experts, explore hands-on product demonstrations, and deepen their understanding of advanced system solutions designed for energy efficiency and performance.

The trip reinforced Saez Distributors' commitment to equipping its customers with cutting-edge knowledge and training, ensuring they stay at the forefront of the HVAC industry.

By fostering these educational experiences, Saez continues to strengthen relationships with contractors and support their long-term success.

THE AIRSTAGE at the Fujitsu General Solution Center was conceived and designed as a "learning & sharing center" where architects, engineers, building owners, contractors, energy consultants, and HVAC customers can come together to collaborate and share experiences...all with a stunning, penthouse view of Times Square and midtown Manhattan in the background.

This premium location is also an elegant and comfortable showroom where the Fujitsu team can proudly display our highly innovative, energy efficient and reliable commercial and residential heating and cooling systems.

Fujitsu General's mini-split and VRF systems are ideal for homes/apartments, offices, retail centers, restaurants, churches, medical clinics, hotels, and just about any other place that requires highly-

flexible heating and cooling solutions.

THE AIRSTAGE is not only a product showroom, but an education center where colleagues from the HVAC industry can participate in seminars, in-depth training and consultations.

Their vision is for visitors to experience the innovative technology and support that Fujitsu General can offer and to share this experience with others in the market.

FULL THROTTLE TOOLS

SWEEPSTAKES
FROM AUG 2024
TO MAR 2025

Empowering you to work smarter

BUY NAVAC TOOLS FOR A CHANCE TO WIN A MOTORCYCLE!

ANY PURCHASE OF NAVAC TOOLS IS ELIGIBLE TO GAIN ENTRIES FOR A GRAND PRIZE OF A HARLEY DAVIDSON MOTORCYCLE.

For United States Residents ONLY. Additional Rules Apply.

2023 Nightster S

Liquid Cool V-twin Engine

Bluetooth Navigation

RAFFLE.NAVACGLOBAL.COM

NO PURCHASE NECESSARY. Sweepstakes open to U.S. residents 18+. Ends 3/31/25. Void where prohibited. For Official Rules and complete eligibility details visit raffle.navacglobal.com. Sponsor: NAVAC Inc. This Sweepstakes is not in any manner sponsored, endorsed, administered by, or associated with Harley Davidson



Gemaire Distributors Ft. Myers Hosts Rockin' Theme Open House February 18th, 2025

Gemaire Distributors Fort Myers Branch hosted a One-Night-Only 80's Rock Band Theme Open House! It was an exciting evening filled with Food Trucks, Raffles, Giveaways, and pure fun with a rockin' theme! Gemaire had some awesome vendors on-site showcasing their products. Many product spe-

cialists were available to take advantage of at the Open House.

Gemaire Ft Myers is located at 11803 Metro Parkway Fort Myers, FL 33966. Randy Ross is the branch manager. Stop by to see Randy, or any of his experienced staff to assist you with your product selections.

Whether your needs are product, technical training, sales training, marketing tools and resources, Gemaire wants your business to be as successful as possible. Gemaire.com is a full-scale HVAC online store designed to make your product ordering process faster, simpler and better organized.



The Gemaire Ft. Myers Rockin' Theme Open House Team who made it all happen!



There was a great turnout for the Open House! Everyone enjoyed the nice selection of food available from the two food trucks!



Lisa, Alex, Chris, Gilbert, and Barry of Always Honest Air Conditioning, with Randy Ross of Gemaire (2nd on left)



Rob Hamilton and Norman Sorel of Hamilton & Associates with Raphael Chavarri of Rapid Response



Scott Kuschel of Miami Tech with Dean and Debbie Fite of Dean Fite Air Conditioning



Bing Berringer and Ron McLaughlin of Ron McLaughlin & Associates with Randy Ross of Gemaire



Adam Jameson of Shupe Carboni & Associates with David Wallingboard of Gemaire



Dan Moody of Target Sales, Jay Freitas of Gemaire Distributors, and William Venegas of NAVAC



Adrian Cordello and Andrey Cordello of Andrey AC & Service, Jay Freitas of Gemaire, TJ Miller of EWC Controls



Carlos Liesa of Gemaire, Evelio Mata of The McAllister Group, and Jason Beaty of Gemaire



Chris Bruner of Central Air Conditioning with Jeff Beatty of The McAllister Group



Jim D'Agostino of Watsco, Aaron Miller and Michelle Gorman of Gemaire Distributors



Sal Hamidi of PED Associates with Miguel Bonilla of Suncoast Cooling



Big Smoke BBQ served up some delicious Spicy Ribs, Chicken, or Brisket, Mac & Cheese, and Coleslaw



Zac Linde of Gemaire Distributors, Matthew Armstrong of Five Star Air, Jackie Tutko of The Metal Shop



Frankie Valle of Mitsubishi Electric, Glenn Wilson aka Wingman, and Sergio OValle of Gemaire



Nickel City Red Hots offered The Billy, not The Philly with Buffalo Fries!



Fidel Martinez of Copeland giving a product demonstration on the Sensi thermostat line

ASHRAE Wraps Winter Conference and AHR Expo In Orlando, Reinforcing Commitment to Workforce Development

ATLANTA (February 14, 2025) – The 2025 ASHRAE Winter Conference brought together HVAC&R industry leaders, experts and professionals for an engaging and impactful event focused on key topics such as artificial intelligence, emerging technologies and workforce development.

Taking place February 8-12 in Orlando, Florida, the conference attracted close to 3,800 attendees and featured more than 400 committee meetings, 111 technical sessions and numerous networking and social events. Running concurrently, the AHR Expo occupied the Orange County Convention Center, hosting more than 1,800 exhibitors, showcasing the latest HVAC&R technologies, products and services to an estimated 50,000 attendees over three days.

Among the most well-attended in-person Winter Conference sessions were:

Seminar 13: Low and Ultra-low GWP Refrigerants and Equipment to comply with Current and Future Decarbonization Efforts

Seminar 8: Earth, Heat and Ice: Expanding the Effectiveness of Geothermal Systems Using Ice Storage

Seminar 42: The Wonderful World of Dedicated Outdoor Air Systems and Energy Recovery Equipment

Seminar 25: Energy Storage Solutions to Enhance Building and Grid Resilience

Seminar 11: Advances in AI Technologies for the Buildings Industry

The most popular livestreamed session was Seminar 36: LIVESTREAM: Interdisciplinary Dimensions of Occupant Behavior, Indoor Environmental Quality for Building Health.

In his State of the Society Address, 2024-25 ASHRAE President Dennis Knight provided updates on the current Society Year theme: Empowering Our Workforce: Building a Sustainable Future.

“As we look to the future, I call upon each of you to continue to be passionate ambassadors for our industry,” said Knight. “Share your stories, engage

in conversations, and inspire the next generation of professionals. We need to demonstrate to the world what we do and the profound impact our industry is making today – and the even greater potential it holds in the future to address indoor environmental quality, sustainable development and resiliency.”

Knight highlighted progress on key initiatives, including a newly-released workforce development roadmap which outlines strategies for attracting, engaging and retaining talent to the HVAC&R industry.

Knight’s full State of the Society address manuscript and presentation can be found at ashrae.org/ president.

During the conference, President Knight announced the winners of the 2024-25 ASHRAE Decarbonization Challenge, a grant program supporting ASHRAE chapters in implementing local projects focused on energy efficiency and emissions reduction. The challenge, led by the Young Engineers in ASHRAE (YEA) committee, received 14 project submissions, awarding seven projects with grants ranging from \$2,970 to \$10,000, totaling \$59,970.

Further reinforcing its commitment to

industry innovation, ASHRAE announced the establishment of the \$1 million Gordon Holness Presidential Fund. Created through an endowment, this fund will provide an annual \$50,000 grant in perpetuity to support ASHRAE chapters in developing and executing creative solutions to some of the industry’s most pressing building challenges. Holness, who served as ASHRAE President in 2009-10, joined Knight at the 2025 Winter Conference to announce the fund’s launch.

ASHRAE honored the outstanding contributions of its members during its Honors and Awards Program. Additionally, ASHRAE Executive Vice President and Secretary Jeff Littleton provided updates on the Society’s progress in advancing the built environment in his report.



2024-25 ASHRAE President Dennis Knight

Over \$150,000 in PHCC Scholarship Opportunities

Applications are available now for the Plumbing-Heating-Cooling Contractors—National Association (PHCC) Educational Foundation 2025 scholarship program. The organization plans to award 65 scholarships totaling \$150,500 to plumbing and HVACR apprentices working for PHCC—National Association members, trade school or community college students taking plumbing or HVAC classes and college students pursuing majors directly related to the plumbing-heating-cooling industry.

In the application process, scholarship candidates answer questions about their involvement in the trades and future career goals. They are asked to supply a letter of recommendation, which apprentices can secure from their PHCC member contractor employer, while students enrolled in trade schools or colleges can obtain it from a teacher or academic advisor. Scholarship amounts vary between \$1,500 and \$10,000, with most scholarships valued at \$3,000. The deadline for all required documents to be turned in is May 1st, and the application form can be accessed at phccfoundation.org/scholarships.

The scholarships are funded by contractor donations to the PHCC Educational Foundation and by these corporate sponsors: A. O. Smith, Bradford White Corporation, Delta Faucet Company, Ferguson Cares Foundation, Home Depot Pro, InSinkErator, RIDGID, Scorpion Home Services Marketing, State Water Heaters, and Sterling (a Kohler Brand).

Contractor business owners want to ensure that apprentices and technicians are invested in their training and commonly will require new hires to pay for their own classes. This can be difficult for employees who are also supporting a family or stretching their finances on entry-level earnings. The Foundation’s scholarships can provide a bridge to the point where their growing skills deliver the job earnings needed to self-fund the rest of their training. “And for employers who pay for their employees’ training, our scholarships can free up training funds the company can reinvest in other areas,” added John Zink, the Foundation’s VP of Development and Communications.

The PHCC Educational Foundation, a partnership of contractors, manufacturers, and wholesalers, was founded in 1987 to serve the plumbing-heating-cooling industry by preparing contractors and their employees to meet the challenges of a constantly changing marketplace. Information on the Foundation’s training and educational programs can be found at <https://phccfoundation.org>.

Rheem® Launches “Engineered for Life” Brand Evolution and Celebrates a Century of Excellence at 2025 AHR Expo

ATLANTA (Feb. 11, 2025) – Celebrating a century of excellence, innovation, and ingenuity, Rheem®, a leader in the water heating and HVAC/R industry, with manufacturing facilities in 88 countries, showcased the culmination of 100 years of engineering at the 2025 AHR Expo. Rheem’s family of 50 global brands — including Rheem Heating & Cooling, Rheem Water Heating, Eemax®, Friedrich®,

HTPG®, IBC™, Nordyne®, and Raypak® — presented a range of dependable, cutting-edge, and environmentally friendly product options designed for commercial and residential use.

Rheem CEO Chris Peel, joined by the company’s customers, partners, and employees, kicked off this major milestone event. As hundreds of attendees rallied together to toast to 100 years, Peel unveiled

Rheem’s newly launched brand evolution, “Engineered for Life.” Synonymous with remarkable, reliable, and resilient products designed for everyday life, the branding update reflects Rheem’s 100-year legacy. With more than 500 active patents, in addition to revolutionary products, Rheem is known for a century of strong, meaningful collaboration with customers and partners.



Rheem CEO Chris Peel unveiled Rheem’s newly launched brand evolution, “Engineered for Life.”



Rafael Castillo of Gemaire Distributors with John Grindle of Rheem



Everyone at the Rheem booth celebrated with a toast to 100 years!



Women In HVACR Host Meet and Greet During the AHR Expo at Top Golf in Orlando February 11th, 2025

On Tuesday evening February 11th, from 6:30-9:30 pm, the Women in HVACR held their Annual Meet and Greet on the 2nd floor of Top Golf in Orlando. It was good time to sit and relax after a full day at the AHR EXPO.

Members of the Board of Directors were pres-

ent to welcome everyone who attended. Several of the Women in HVACR were able to check out their golf swing at TopGolf. There were delicious foods and refreshments available throughout the evening.

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. They empower 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.



Robin Armijo, Laurelyn Arriaga, Jen Feldon, and Kristin Hovda of McDaniel Metals



Crystal Williams, Kelcey Brueggeman Amy OGrady, Susan Strand, Angie Snow, Lori Tschohl, Linda Rodriguez



The WHVACR Meet & Greet was a perfect time to connect with industry friends have fun!



Secretary Crystal Williams and President Kristin Gallup of Women in HVACR



The Team from FTL Finance enjoying the WHVACR Meet & Greet at TopGolf in Orlando



Amy Meyers, Ashlei Rolloff, Jane Sidebottom, and Jackie Benjamin



Katy Harrington, Ashton Burman, Michelle Wilson, Kayle Lapp, and Peggy Mayer



Hawaii Burgess, Val Nicolls, Jeff Johnston, Colleen Butterfield, Korissa Marino, Caietlyn Vosburg, John Terbor



Erica Leonor, Marcia Christiansen, and Rachel Barbieri

GOOD. BETTER. MAX. TITANMAX™



COMPATIBLE WITH measureQuick® and YJACK VIEW® apps



Digital Manifold Engineered for Maximum Performance.

The YELLOW JACKET® TITANMAX™ Digital Manifold offers ultimate ease with an intuitive, user-friendly interface and calibration-free touchscreen. Ergonomic design features convenient, robust connections for temperature clamps, vacuum sensor and USB-C.

- + Hi-res, full-color, backlit, 5" touchscreen display
- + Information button on all major screens
- + Integrated magnets and pivoting hook for easy mounting



Scan the code for more information.



To learn more, connect at: yellowjacket.com/product/titanmax





We have Residential and Commercial Champion HVAC products available at our Jacksonville Distribution center!

- Easy to install
- Great Warranty
- Reliable and durable
- Flexible Installation

454B EQUIPMENT NOW AVAILABLE!



Reach out to your local Winsupply listed below to see how you can receive up to \$250 per unit in incentives from Champion/JCI!

25C TAX CREDIT AVAILABLE

All single phase equipment used commercially keeps 10 year parts at not cost.

Factory-backed, enhanced warranties of varying levels for residential and commercial are available!

Coverages include labor, travel time, refrigerant, and parts mark-up, and no 3rd party involvement.

GET ADDITIONAL BENEFITS WHEN YOU GET THE CHAMPION® CCE ENDORSEMENT

- NATE Certified
- First year 100% money back satisfaction guarantee
- Second year replacement
- Specialists in Champion® HVAC equipment installation and maintenance
- Continuously trained on new HVAC technology and best practice

CALL any of our Winsupply offices to inquire about our Contractor Success Program

Rapid delivery to Winsupply locations listed below

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

Tallahassee Winair
 870 Blountstown St, Ste 500
 Tallahassee, FL 32304
 Richard Harsany
 ph: 850-575-3755

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

Winsupply of Port Charlotte
 1615 Market Circle
 Port Charlotte, FL 33953
 Nick Goodarzi
 ph: 941-883-2145

Winsupply of Miami
 8830 NW 24th Ter
 Doral, FL 33172
 Gustavo Corral
 ph: 305-602-0731

Winsupply of Lecanto
 300 S Kensington Ave
 Lecanto, FL 34461
 Nicholas Gerogiannis
 ph: 352-244-8324

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



FEB 10-12, 2025
Orange County Convention Center
COSPONSORS AHR ASHRAE

The AHR Expo took over Orlando for a fast-paced week of learning, reconnecting, perusing and demoing everything new coming to market in HVACR. Topics spanning industry sectors included tariffs, regulation updates, A2Ls, AI, equipment design and more.

“Orlando brought record numbers,” said Show Manager Mark Stevens. “There is a lot of movement happening around the industry—with business, regulation, administration shifts, equipment design and more, professionals were keen to gather and discuss it all.”

Monday morning showcased strong attendance,

welcoming 50,807* attendees showing up to interact with the 1,878 exhibitors spread across the West Hall. Maximizing 516,060 square footage of space for booth displays, attendees gained access to all the latest the industry has to offer, including new products, technology, skill learning and demonstration.

Podcast Pavilion, located in Concourse E hosted a record 22 podcasters hosting interviews with industry personalities and covered all the latest topics impacting the industry.

The 2025 Education Program offered more than 300 sessions. Topics of the week addressed pain points, opportunities and methods to increase effi-

ciency, business practice and cross-sector relationships. Of the sessions, 145 were new product presentations in New Product Theaters and seven panels in the AHR Panel Series.

“It’s exciting to witness the growth of our education program, both in terms of topic diversity and the expertise brought in to share valuable insights,” said Kimberly Pires, Special Projects Manager.

In 2026 we head to the west coast to Las Vegas. Save the date for February 2-4, 2026 at the Las Vegas Convention Center. Hotel blocks are expected to open for attendees late-Spring and registration will go live early Summer. Get updates on ahrexpo.com.



The Orange County Convention Center was prepared to handle the large AHR EXPO attendance



RGF Environmental: Mat Charles, Chris Portalain, Romulo Laureano, Angela Solland, Paul Siegl, Demitria Shroba, Tony Julian, Robin Broderick



Blue Diamond Pumps has over three-quarters of a century of pump design knowledge



Linda Rodriguez and Candace Ralston of Quietflex Manufacturing Inc.



Chris Hill, Paul Dachota, Melissa Bennett, Preston Collier, Oscar Lopez, Dave Madden, Tom Muncey, and Jeff Cherif of JB Industries



Cooper & Hunter was in full force providing quality support to customers and technicians alike



Hua Zhang, Joshua McAffry, Mark Lee, and Al Viera of Ecoer



Gregg Whyllie, Matthew Cowley, Laura Heckman, and Christopher Cooper of Spectronics Corporation



Michael Rudowitz, Jazmine Coleman, Carol Longacre, Jim Hindshaw, and Chris Michel of Service Nation



The NAVAC booth was very busy the entire show!



The E-Air and A&R Supply Team enjoying the AHR Expo in Orlando



Devin Daniels, Anthony Tally, and Darryl Stimmel of ACE Chemicals



Rochelle Monger, Steve Stanze, Vicki Blakey, and Sara Taylor of Copeland



The Uniweld Products & Representatives Team “Quality Tools that go to Work with You!”



Nikki Krueger and Dan Strong of Santa Fe Dehumidifiers



FEB 10-12, 2025
Orange County Convention Center
COSPONSORS AHR ASHRAE



Rachel Kaiser, Danielle Wexler, Bryan Orr, Leilani Orr, and Eliezer Diaz of HVAC School



Brock Magaro, Randy Castricone, Heidi Bauer, Ashley Gibb, Joe Iacone, Jackie Obi, Kelly Walker, and Jim Hampel of iFloPro



Mohamed Zayan, Eric Housman, Scot Swan, Frederic Galivard, and Kellie Quinn of Arkema



A big thanks to Scott Stradtner of Highside Chemicals!



Look at Rectorseal today!



Jim and Julie Brown of Pipe Prop



Tatiana Force of GREE, Eddie Nery of Baker Distributing and Karissa Fleming of GREE



Tim Roberts of Cain Sales, Jean Porter of Lucas Milhaupt, Dixie Collins and Marcos Montes of Chadwell Supply



Dylan Lewis of The Right Products Group, Scott Russell of Ultrvation, and Tyler McManus of The Right Products Group



Neil Stewart, Anup Shetty, Gary Lampasona, Eric Ruggles, and Bill Rackle of Ritchie - Yellow Jacket



LG Electronics held a press breakfast on the first morning of the AHR Expo



Japneet Singh, Don West, Rita Carbone-Lawson, Bill Meyers, Hillary Lebow, and Julian Mullin of Panasonic Ventilation



Lucky Chandana, Thomas Hicks, Brad Gillman, and Jesus Orozco of Daikin Comfort



Josh, Amy, Stewart, David, Scott, Tyler, Nicole, and Steve of Fieldpiece



Jonathon Wantz, Roscoe Bufkin, and Devin Malone of Mueller Streamline



Jamie Chadwick and Steve Conrad of Testo North America



Dan Berlyn, Steve Wilke, Brandon Black, and Sam Roti of Linesets Inc.



Dora Liu, John Petty, and Juan Villa of TuttoKool Air Conditioning & Heating

GEM/AIRE
DISTRIBUTORS



FRIEDRICH

DELIVERING BOLDLY CRAFTED COMFORT



BREEZE
THE UNIVERSAL HEAT PUMP

The Easiest Way to Upgrade to an Inverter-Driven Heat Pump

PRECISION
INVERTER

SOUND LEVELS
AS LOW AS
38 dB

UNIVERSAL COMPATIBILITY

Friedrich Breeze™ Universal Heat Pump can be paired with virtually all existing HVAC systems, regardless of brand for retrofit applications. Or, install it with a matching Friedrich air handler for a complete package. Breeze is also compatible with most 24V thermostats or BMS.

SPACE-SAVING SLIM DESIGN

Its ultra-compact design features a smaller footprint that requires less outdoor space, with 36% reduction in volume and 40% reduction in footprint compared to top discharge outdoor units.

LOW SOUND LEVELS INDOORS AND OUT

Superior sound insulation and precise engineering provide the ultra-quiet air movement that are a Friedrich signature feature. Outdoors, the inverter-driven side discharge unit provides a quieter, more enjoyable outdoor space.

SHOP GEM/AIRE.COM

OR VISIT YOUR LOCAL GEM/AIRE BRANCH TODAY

Boynton Beach(561) 738-5609
3422 Quantum Boulevard
Boynton Beach, FL 33426

Cape Coral (239) 800-7001
925 East Industrial Cr, Unit 5
Cape Coral, FL 33909

Clearwater (727) 446-5067
1750 N Belcher Road
Clearwater, FL 33765

Daytona Beach (386) 274-1113
475 Fentress Blvd Suite M & K
Daytona Beach, FL 32114

Fort Myers (239) 337-1310
11803 Metro Parkway
Fort Myers, FL 33966

Ft. Walton Bch(850) 862-2100
821 B Navy Street
Ft. Walton Bch, FL 32548

Gratigny(786) 235-8648
2420 NW 116th Street
Miami, FL 33167

Hollywood (954) 963-1883
3201 SW 22nd Street # 3265
Hollywood, FL 33023

Jacksonville(904) 733-2415
2899 Powers Avenue, #2
Jacksonville, FL 32207

Kendall(305) 254-3959
13840 SW 119th Avenue
Miami, FL 33186

Lakeland(863) 666-8507
2950 Maine Avenue
Lakeland, FL 33801

Melbourne(321) 722-1200
465 Distribution Drive
Melbourne, FL 32904

Miami(305) 592-2915
2031 NW 79th Avenue
Doral, FL 33122

Mobile251) 660-1460
4720 Rangeline Road
Mobile, AL 36619

Murdock(941) 255-1788
18230 Paulson Drive
Murdock, FL 33954

Naples NEW LOCATION ..(239) 594-7433
4775 Mercantile Avenue, Suite 9-13
Naples, FL 34104

New Port Richey(727) 849-9181
6514 Orchid Lake Road
New Port Richey, FL 34653

Ocala(352) 629-7117
1600 NE 8th Rd.
Ocala, FL 34470

Orlando(407) 648-0888
4141 N John Young Parkway
Orlando, FL 32804

Panama City (850) 769-1130
3825 West Hwy 390, Suite A
Panama City, FL 32405

Pensacola (850) 477-8075
202 East Stumpfield Road
Pensacola, FL 32503

Pompano (954) 917-4160
1708 Park Central Blvd. North
Pompano Beach, FL 33064

Port St. Lucie(772) 340-5505
659 NW Enterprise Drive
Port St. Lucie, FL 34986

Riviera Beach(561) 842-6311
3735 Prospect Ave
Riviera Beach, FL 33404

Sarasota (941) 312-2366
7245 16 Street East, Suite 101
Sarasota, FL 34243

St. Petersburg (727) 522-3133
3250 44th Avenue North
St. Petersburg, FL 33714

Tamarac(754) 222-5093
6001 Hiatus Road, Suite 1
Tamarac, FL 33321

Tampa East(813) 621-0891
8965 E Sligh Avenue
Tampa, FL 33610

Tampa West (813) 887-3737
5101 Tampa West Blvd.
Tampa, FL 33634

Valdosta(229) 241-9184
4530 Val North Drive
Valdosta, GA 31602

EXCLUSIVELY
AVAILABLE
AT



2025 Motor Savings Power Up & Save!



EVERGREEN BONUS!

Receive **\$10 discount** on each Evergreen Motor purchased on your **FIRST** order!



Here's How It Works:

- Purchase **a minimum of 7** motors from the list below on a single invoice between January 1 – December 31, 2025.
- Lock-in discounted pricing through December 31, 2025.
- Receive **FREE CAPACITORS** on your first order of **7** or more motors.



Multi-Horsepower Motors

	PART NUMBER
1/3-1/6HP 1075rpm 208-230v	EM3458F
1/3-1/6HP 208-230V 1075	10458/22458
1/3-1/8HP 825rpm 208-230	EM3459F
1/3-1/8HP 208-230V 825RPM	10459/22459
1/2-1/6HP 5in1 Blower	FD6000A
3/4-1/5HP 5in1 Blower	FD6001A



Evergreen EM X-13 Dual Voltage Motors

	PART NUMBER
1/3HP 115/230v X13 Evergreen	6203X
1/2HP 115/230v X13 Evergreen	6205X
3/4HP 115/230v X13 Evergreen	6207X
1HP 115/230v X13 Evergreen	6210X

Evergreen Variable Speed Replacement Motors

	PART NUMBER
1/3HP 1050RPM Var. Speed 48 frame Evergreen	6503V
1/2HP 1050RPM Var. Speed 48 frame Evergreen	6505V
3/4HP 1050RPM Var. Speed 48 frame Evergreen	6507V
1HP 1050RPM Var. Speed 48 frame Evergreen	6510V

Mars Azure X-13 Replacement Motors

	PART NUMBER
1/5-1/2HP AZURE FOR X13	10858
1/2-1HP AZURE FOR X13	10859

Evergreen OM Condenser Motors

	PART NUMBER
1/3HP 208-230 1100/850	6303
1/3HP 208-230 1100/850 split	6303R
1/3-1/12HP 825/1075	6303S



Refrigeration Motors

	PART NUMBER
4-12 Watt ECM Motor 115v CW	00650
1/12, 1/15, 1/20HP 115/230v 1550	EM1127/D1127
Rescue ECM 4-25 Watt CW 115/230v	EC5411E
Rescue ECM 4-20 Watt REV 115/230v	MD5411S

Call or visit your local Tropic Supply Resource Center for pricing!

Cape Coral (T-11): (239) 989.0088	Miami N. (T-1): (305) 652.7717	St. Petersburg (T-23): (727) 373.4003
Daytona Beach (T-19): (386) 258.8337	Miami S. (T-3): (305) 255.0438	Sunrise (T-20): (954) 835.6020
Delray Beach (T-9): (561) 279.2710	Mid Miami (T-7): (305) 638.9673	Tallahassee (T-21): (850) 300.6595
Ft. Lauderdale N. (T-2): (954) 565.4803	Naples (T-10): (239) 643.7118	Tampa E. (T-15): (813) 514.1198
Ft. Lauderdale S. (T-4): (954) 522.2874	Ocala (T-22): (352) 512.6980	Tampa W. (T-16): (813) 514.9939
Ft. Myers (T-8): (239) 278.1117	Orlando (T-17): (407) 219.3255	West Palm Beach (T-5): (561) 684.3997
Ft. Pierce (T-6): (772) 465.4707	Port Charlotte (T-12): (941) 255.8330	Export (T-1): (305) 652.7717
Jacksonville (T-18): (904) 332.0990	Sarasota (T-14): (941) 378.0910	



COMMITTED TO YOU AND YOUR BUSINESS, ALWAYS

www.tropicsupply.com



We make a great first impression.

You'll make the second.

Our new Venstar Logo Program keeps your business top of mind.

- Your business logo imprinted with phone number, web site, or QR code on any Venstar thermostat
- Full color, high-quality, 3D printing
- Optional imprint locations depending on model
- Simple to order at your local Venstar distributor location

FREE
with minimum purchase of 12 thermostats



VENSTAR®



To learn more about the logo program, visit venstar.com or see your local sales representative.

We are your #1 Source for Venstar Thermostats and Accessories – Visit us today!

Baker

Distributing Company

HVAC/R EQUIPMENT • PARTS • SUPPLIES

www.bakerdist.com

We are your One-Stop-Shop for HVACR Equipment, Parts, and Supplies

Sales and Support • Technical Services • Training Events

Ask our dedicated in-house commercial specialists for quotes, submittals, and special requests

Florida Cooling Supply

www.flcoolingsupply.com

- Alabama**
- Auburn (334) 826-2250
 - Birmingham (205) 591-1100
 - Dothan (334) 794-4139
 - Foley (251) 201-7577
 - Huntsville (256) 830-0998
 - Mobile (251) 476-2263
 - Montgomery (334) 263-3863
- Florida**
- Boyton Beach (561) 806-7075
 - Clearwater (727) 572-0181
 - Clearwater (727) 449-1230
 - Daytona (386) 274-5345
 - Daytona (386) 255-5023
 - Doral (305) 592-3514
 - Fort Myers (239) 939-1649
 - Fort Walton Beach (850) 344-1761
 - Gainesville (352) 376-3212
 - Gainesville (352) 336-8778
 - Jacksonville (904) 479-7593
 - Jacksonville (904) 354-6685
 - Jacksonville (904) 988-9478
 - Jacksonville (904) 519-5550
 - Jacksonville (904) 407-4477

- Kissimmee (407) 933-8008
- Lake City (386) 755-2009
- Lakeland (863) 668-8186
- Lecanto (352) 344-5300
- Leesburg (352) 728-6222
- Melbourne (321) 768-0220
- Merritt Island (321) 452-5010
- Naples (239) 597-7172
- New Port Richey (727) 847-0445
- Ocala (352) 732-5271
- Orange City (386) 878-4444
- Orange Park (904) 272-7700
- Orlando (407) 849-6090
- Orlando (407) 296-7727
- Palatka (386) 866-7013
- Panama City (850) 215-4200
- Pensacola (850) 434-7581
- Plant City (863) 687-8178
- Pompano Beach (954) 691-0210
- Sarasota (941) 366-5804
- Sebring (863) 314-4494
- St. Augustine (904) 824-1001
- St. Petersburg (727) 525-6926
- Stuart (772) 220-3093

- Tallahassee (850) 576-8102
 - Tampa (813) 217-5913
 - Tampa (813) 885-7641
 - Tampa (813) 740-8704
 - Vero Beach (772) 562-7141
 - West Palm Beach (561) 848-1416
- Georgia**
- Albany (570) 279-4074
 - Athens (706) 546-6411
 - Augusta (706) 722-0292
 - Brunswick (912) 265-5553
 - Byron (478) 956-6700
 - Covington (678) 625-4277
 - Doraville (770) 441-1120
 - Douglas (912) 384-5809
 - Forest Park (404) 608-8820
 - Gainesville (770) 532-7374
 - Macon (478) 742-0737
 - Marietta (770) 919-0051
 - Martinez (706) 860-3545
 - McDonough (678) 432-2191
 - Milledgeville (478) 452-2208
 - Savannah (912) 234-5164

- Savannah (912) 233-9621
 - Statesboro (912) 764-5162
 - Thomasville (229) 516-4921
 - Tifton (229) 386-0505
 - Valdosta (229) 244-1313
 - Vidalia (912) 537-3199
 - Waycross (912) 283-1838
- North Carolina**
- Charlotte (704) 332-4900
 - Charlotte (704) 588-5050
 - Durham (904) 973-7215
 - Gastonia (704) 864-1110
 - Greensboro (336)-889-5850
 - Hendersonville (828) 692-7863
 - High Point (336) 889-5850
 - Raleigh (919) 821-9690
 - Rocky Mount (252) 231-7700
 - Salisbury (704) 638-9978
 - Shelby (980) 404-6006
 - Wilkesboro (336) 844-7029
 - Wilmington (910) 452-3313
 - Wilson (252) 668-7071

- South Carolina**
- Aikin (843) 681-7881
 - Anderson (864) 231-0111
 - Charleston Heights (843) 554-8010
 - Columbia (803) 754-1400
 - Columbia (803) 779-8520
 - Easley (864) 850-9998
 - Florence (843) 661-5593
 - Greenville (864) 233-1300
 - Greenville (864) 239-0299
 - Hilton Head (803) 648-3225
 - Greenwood (864) 223-3889
 - Ladson (843) 414-1905
 - Myrtle Beach (843) 626-2288
 - Rock Hill (803) 325-1772
 - Simpsonville (864) 601-3002
 - Spartanburg (864) 583-5498
 - Sumter (803) 775-4822
- Tennessee**
- Chattanooga (423) 402-9303
 - Jackson (731) 423-2100
 - Knoxville (865) 673-8500
 - Murfreesboro (615) 278-9949
 - Nashville (615) 883-1156

RGF ENVIRONMENTAL GROUP, INC.

AHR 2025 Orlando Contractor Appreciation Party

February 10th, 2025

TOPGOLF

On Monday evening, February 10th during the AHR Expo, RGF Environmental hosted a Contractor Appreciation Party at TopGolf in Orlando from 7-10pm.

A great time was had by all who attended the event. From the time you arrived, you were warmly welcomed with a goody bag by RGF staff. A nice

selection of delicious foods were prepared by TopGolf for all the hungry appetites. Plenty of refreshments were appreciated after a long day walking at the AHR Expo. Customers and RGF staff were testing out their golf swing on the TopGolf fairway targets.

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.

RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems.



PJ Buch and Angela Soland of RGF handed out goody



Nick Ohagan, Sean Reams, Dave Bellance, and Lemar Chambers of Gemaire Distributors



Testing your golf driving skills at hitting the TopGolf targets on the fairway



Having a great time with RGF, relaxing at TopGolf, after the first day at the AHR Expo



Chris Novak, Nick MacFee, Jim Nichols, Candace Nichols, and Johanne Bueno of J. Nichols & Associates



Tyler Boudreault, Tom Fabazza and Brian Boudreault of Preferred Air Conditioning



Ken Krisciunas, Matt Moore, Lonnie Moore, Cody Rosson, Alyssa Szczesny, Kevin Selfors, Joe Hegamyer, and Alan Griffing of Moore Sales



Paul Siegl, Robin Broderick, Tony Julian, Chris Portalain, PJ Buch, Romulo Laureano, Demitria Shroba, and Angela Solland of RGF Environmental Group



Alejandro Rodas, Federico Vilal, and Juan Tomas of Oxigena



Sofia Allgyer, John Allgyer of Thermal Logistics with Brian Repasky of Williams Service



Chris Novak, Natalie Dee, Sean Wahl of Palmetto Sales, Jamie Hill and Bill Rittenger of WR Bristow



Mike McNulty of Build Products, Todd Montgomery of TPG, Damien Hendricks of Build Products



Doug Lindstrom of Lindstrom Air Conditioning, Angela Solland of RGF Environmental, and John Brescia of Cousins Air



Andrew Willert and Sergio Ovamme of Gemaire Angela Solland of RGF Environmental, and Brigido Nacera of Gemaire



Enjoying some tasty food and refreshments at the RGF Contractor Appreciation Party at TopGolf!

Performance Pointers

By James Ball



The Ideal Home Comfort System: A Guide to Excellence

I have been reworking our deck just off the porch in our back yard. My wife has been very patient with me and helping along the way. After realizing the existing deck had deteriorated, we unknowingly created in our minds the 'perfect' replacement deck. As the rebuild project began, we included the products, installation methods, and extra time to build a better deck. We can already see an improvement even before the deck is finished.

With this in mind, let's take a few minutes to create the Ideal Home Comfort System for your team, who can use this idea to improve customers' home comfort systems. So what does this mean? The ideal home comfort system is about balancing efficiency, safety, and user experience. Each component must be designed and maintained with precision to achieve optimum performance. Below, we outline the critical elements of such a system.

1. Proper Sizing Using Manuals J/D/S - The foundation of any ideal home comfort system is accurate sizing. Following Manual J (load calculation), Manual D (duct design), and Manual S (equipment selection) ensures the home's heating and cooling needs without overworking or underperforming. Oversized or undersized systems can lead to inefficiency, discomfort, and premature wear.

2. Properly Installed and Sealed Duct System - Ductwork is the lifeline of any HVAC system. Proper installation and sealing ensures efficient airflow, minimizes energy losses, and prevents contaminants from entering the air stream.

3. Maintain Airflow - Maintaining proper airflow is crucial for system efficiency and longevity. The industry standard of 400 cubic feet per minute (CFM) per ton of cooling often ensures consistent air distribution and optimal performance.

4. Proper Temperature Split (Refrigerant Charge) - A correct temperature split (typically 18-22°F for cooling mode) confirms refrigerant charge

and system operation are within specifications. Proper refrigerant levels directly impact system efficiency and occupant comfort.

5. Equipment Energy Efficiency Features - High SEER ratings, variable-speed motors, and inverter-driven heat pumps contribute to reduced energy usage.

6. Humidity Control - Maintaining proper indoor humidity levels (typically 30-50% RH or relative humidity) is essential for comfort and health. Advanced systems often include humidifiers or dehumidifiers to regulate this parameter.

7. Zoning Capabilities - Multi-zone systems allow for targeted heating and cooling in different areas of the home, improving comfort, and energy efficiency.

8. Indoor Air Quality (IAQ) Enhancements - Beyond filters, systems can include UV lights, air purifiers, or advanced filtration to reduce allergens, pathogens, and odors.

9. Safety Features for the Consumer - Safety is non-negotiable. Essential safety features include:

- **Float switches** on the drain pan to prevent water damage.

- **Low-Level Carbon monoxide (CO) monitors** in homes with combustion appliances and attached garages to safeguard against toxic gas exposure.

- **Properly sized electrical circuits and breakers** for the equipment protects the home from electrical fires or injury.

10. Easy Operation - Many customers love the idea of a thermostat with internet access, but few ever use the functions of these thermostats. Modern systems prioritize user convenience through programmable thermostats and mobile apps. This functionality simplifies operation and allows users to optimize energy usage. If you offer thermostats with extra functions be sure to educate your customers to make sure they get the full value of any additional features.

11. Common Sized Filters in an Easy-to-Access Space - Easily replaceable filters in standard sizes promote regular maintenance and enhance air quality. Poor filter accessibility often leads to neglect and reduced efficiency. Consider selling customers a year's worth of filters for their convenience.

12. Low Noise - An ideal comfort system operates quietly, contributing to a pleasant indoor environment. Noise issues often stem from improper installation, lack of vibration isolation, or poor duct design. Be sure your systems aren't the subject of complaints from the neighbors.

13. Overall Appearance - While aesthetics may not impact performance, a clean and professional installation reflects quality and inspires homeowner confidence. Also, clean professional trucks and installation crews inspire the idea of quality.

Teaching Service Technicians About the Comfort Gap

The concept of the "comfort gap" is the difference between an existing system and the ideal home comfort system described above. Service technicians and salespeople can use these elements as a benchmark to assess the performance of existing systems and identify opportunities for improvement.

Measuring the Comfort Gap

- **Evaluate System Sizing:** Compare the home's load calculation with the existing equipment size to identify potential over- or under-sizing.

- **Inspect Ductwork:** Check for leaks, poor connections, and inadequate insulation.

- **Verify Airflow:** Measure airflow to ensure it meets equipment requirements.

- **Check Temperature Split:** Assess refrigerant charge and temperature change.

- **Review Energy Efficiency:** Analyze the SEER rating and operating costs of the system.

- **Assess Humidity Control:** Determine if the system maintains optimal indoor humidity

go to page C4



Ultravation
M-Series

UV



- Twin LED display

- Three-year system warranty
- 360° UV shield rotation
- 110-240 VAC (auto sensing)

Ultravation M-Series UV
for mini-split ductless AC

Eliminates bio growth from blower wheel,
coil and other surfaces.
Stops organic odors.

Designed to fit major brands with easy installation,
Effective disinfection and smart electronics.

- Super compact / high intensity
- Easy fit / install

Ultravation[®]

Better Air | Better Water | Better Living[™]

Ultravation.com





Tropic Supply Demo Day with FloXtreme AC Drain System Protection

In February, Tropic Supply hosted Demo Day with FloXtreme AC Drain System Protection Products in South Florida. FloXtreme creator Brian Hoskins is a commercial and residential HVAC product specialist for over 30 years. Brian's professional passion is developing HVAC products that provide an effective lasting solution to today's A/C drain problems.

Brian demonstrated how to Reduce Callbacks and

improve Customer Satisfaction with FloXtreme 24/7 Automatic A/C Drainline Cleaner. Demo Day attendees also learned:

- How FloXtreme will prevent system downtime by keeping A/C drain lines clear of clogs forever
- How to install the 24/7 automatic drain cleaning system quickly and easily without the need for power or drilling

• How to increase profitability by adding this product to every sale

Demo Day products on display were the FloXtreme CLEARSHOT Pan & Drain Line Cleaner, and the FloXtreme 24/7 Automatic Drain Line Cleaner.

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



Richard Salas, Bryan Diaz, Mario Toledo, Sean Bonnes, Jason Torres of South Miami Tropic Supply with Brian Hoskins of FloXtreme. (2nd left)



Brian Hoskins of FloXtreme with Mike from Debonair Mechanical showing how to keep A/C drain lines clear of clogs forever.



Brian Hoskins of FloXtreme with Dion Bussel of Ed Helms AC & Electric, and Ariel Amador of Power Air.



Brian Hoskins of FloXtreme with Osvaldo Nervajez and Edwardo Nasco of Supermarket Specialists.



The FloXtreme Demo Day Team at Tropic Supply North Miami.



Brian Hoskins of FloXtreme with Jude of Airtech Air Conditioning.



FloXtreme Demo Day at the Tropic Supply Sunrise location.



Tropic Supply customer on right, giving a personal testimony that the FloXtreme products really are effective on drain lines.



Roger Prendergast of Ed Helms AC & Electric with Brian Hoskins of FloXtreme.

Women in HVACR Announces New Board Members for 2025

The executive board includes new President Kristin Gallup and Vice President Jane Sidebottom, who have both worked in the HVAC industry for more than 15 years

ENGLEWOOD, Colo., Feb. 10, 2025 /PRNewswire/ -- Women in HVACR (WHVACR), a nonprofit organization dedicated to empowering women in the heating, ventilation, air conditioning and refrigeration trades, announced today it has elected its new board of directors for 2025.

The complete board is made up of the executive board and a broader board of directors. These members work collaboratively to guide the organization's direction, oversee financial management and ensure legal and ethical integrity.

"This board is made up of some of the most experienced and capable women in the skilled trades industry, and I can't wait to work with them to improve the lives of other women who work in the trades," said Amy O'Grady, executive director of Women in HVACR. "This team's experiences and backgrounds will help our members improve their lives by providing them with the education, networking opportunities and mentoring programs they need to be successful. The executive board is structured to allow tenured board members to advise and lead so that we continually bring in new talent and leadership."

Kristin Gallup, who served as the board's vice president in 2024, has been named as the president of the executive board. She is the director of product management parts and supplies for Carrier Enterprise, a joint venture between Watco, Inc. and Carrier Corporation. She has worked in the HVAC industry for

more than 17 years in various sales, marketing and product capacities and has been a member of WHVACR for more than 10 years.

Jane Sidebottom has been selected to serve as the executive board's vice president for 2025. She served on the WHVACR board of directors last year and is the president and founder of AMK, LLC, a strategic growth and management consulting company that works with manufacturers, distributors, and service companies to grow their businesses. Sidebottom founded AMK in 2007 to fill a gap for market growth expertise in the skilled trades and their manufacturing and service partners. She has 7 years of private and non-profit board experience.

Other executive board members include:

Lori Tschohl, immediate past president: Tschohl is president of Eagle Pipe & Mechanical in Port Ludlow, Washington.

Angela Miller, treasurer: Miller is the brand ambassador for Goettl Air Conditioning & Plumbing in Las Vegas.

Crystal Williams, secretary: Williams is the founder and marketing strategist for Lemon Seed Marketing in Burke, Texas.

The rest of the new board of directors includes:

Laurelyn Arriaga, OME sales manager for McDaniel Metals, Inc. in Houston, Texas.

Kelcey Brueggeman, executive vice president of business development and sales for Service Business

Evolution, LLC in Phoenix.

Melanie Cochran, vice president of Hawkins HVAC Distributors in Charlotte, North Carolina.

Sarah Hammond, president of Atlas Services, Inc. in McAllen, Texas.

Becky Hoelscher, senior account manager for Arkema in Sidney, Ohio.

Lisa Knapp, president and founder of the Sea of Possibility Leaders Consulting, Inc. in Juno Beach, Florida.

Christyn Mueller, associate director for Global Learning & Development in Muskego, Wisconsin.

Linda Rodriguez, marketing and events manager for Quietflex in Houston.

For more information about Women in HVACR, visit <https://www.womeninhvacr.org/>.



The 2025 WHVACR Board of Directors



2025 Andrew Ask Building Science Symposium at the Hilton in Naples

February 18-19, 2025

Andy's twenty seven year tradition of bringing world class building science education to Florida continues in 2025. The Andrew Ask Building Science Symposium features renowned speakers and engaging topics. AABSS-2025 brings leading construction industry knowledge presented by today's most relevant experts and influencers that you won't see or hear anywhere else.

Over 180 Building Scientists—architects, engineers, home builders, general contractors, energy raters, and sponsors attended the 2025 Andrew Ask Building Science Symposium in Naples on February

18-19. AABSS is an educational conference where architects and engineers learn about building science—preventing heat or moisture from harming buildings or their occupants.

This conference featured not only internationally known legend Dr. Joe Lstiburek, who is the founding principal of Building Science Corporation, but also John Straube, who researches and teaches building science, building materials, and engineering design.

Dr. Joe Lstiburek took a look at sustainability for bad days, like storms, floods and hurricanes. Joe spoke beyond common static sustainability for our everyday

lives, including planning for inevitable weather related catastrophes. Dr. Joe Lstiburek has had a major influence on current codes and standards. Nowhere more so than here in the Sunshine State.

John Straube is a registered professional engineer and a Principal at RDH Building Science Inc. John leads forensic investigations, hygrothermal measurement and analysis research projects, and design projects in the areas of low energy building design, highly durable building enclosures, new building materials and systems, and extreme climate buildings.

Andy Ask delivers another great Symposium!



Rickie Sims at the registration table, greeting Chris White of Wynn L. White Consulting Engineers to AABSS



Sergio OValle of Gemaire Distributors with Frankie Valle of Mitsubishi Electric



Rick Sims of Johnson's Air Conditioning, visiting the booth of Tom Barrow Company, a Southeast HVAC Rep Agency



Dr. Joseph Lstiburek and Andy Ask greeting each other before the symposium started



Andy Ask opened the AABSS event and discussed what to expect over the two day conference



Andy Ask stated "We Knew" in relation to Building Science... "When you think your good enough, you can always do better"



Greg Brisson of BCB Homes announced the main speaker Dr. Joseph Lstiburek



Dr. Joseph Lstiburek spoke about innovative methods for flood prone areas such as structures designed to be cleaned and repaired post flood



In between speakers, everyone stood up, stretched, and introduced themselves to someone they did not know



Joyce Owens introduces John Straube, the next guest speaker



John Straube spoke on the topics of Sustainability, High Rise Buildings, Rain, Roofs, and Window Installation



The Hilton Naples prepared some delicious food for the hungry building science attendees



Mitko Yankov, Michael Haggar, Craig Kobra, and Bill Gunnerson



John Straube stated that we are building in areas prone to flooding, fire and hurricanes



AABSS vendors and attendees enjoying great conversation

ComfortStar®

Air Conditioning & Heating Products



Image Courtesy of: @mrivero_photography

**INTRODUCING
IN STOCK**

eco
smart series™
INVERTER

17 SEER2



CC32 Series
SINGLE ZONE COOLING ONLY

CH32 Series
SINGLE ZONE **HEAT PUMP**

**5 YEARS
WARRANTY
COMPRESSOR**

**3 YEARS
WARRANTY
PARTS**



Comfort, it's in our name.



KENDALL
13405 SW 131st Street,
Miami, FL 33186 • 305-506-1980
Fax: 305-506-1987
Monday -Friday: 7:30am-5pm
Saturday: 8am-Noon
E-mail: SalesKendall@ar-supply.com

POMPANO
2528 North Andrews
Avenue Extension, Pompano Beach,
FL 33064 • 1-954-971-8804
Monday -Friday: 7am-5pm
Saturday: 8am-Noon
E-mail: SalesPompano@ar-supply.com

DORAL
2650 NW 89th Court,
Doral, FL 33172
305-471-4788 Fax: 305-471-4780
Monday -Friday: 7am-5pm
Saturday: 8am-Noon
E-mail: SalesDoral@ar-supply.com

www.ar-supply.com | www.comfortstarusa.com



Authorized
HVAC PRO



GE APPLIANCES

THIS SEASON'S FORECAST:

COMFORT

TRUSTED REPUTATION

TESTED DURABILITY

TRUE EFFICIENCY



To learn more, visit GEappliances.com



EXCLUSIVELY SOLD AT

KLIMA CONTROL

Air Conditioning Supply

Pompano Beach:

(561) 352-0889

Fort Lauderdale:

(954) 551-1275

West Palm Beach:

(561) 628-5650

Orlando:

(689) 269-2444

Fort Myers:

(239) 600-0039

Tampa:

(689) 269-2444

ComfortStar® 25TH

Air Conditioning & Heating Products

Year ANNIVERSARY

INTRODUCING

ALEGRIA PLATINUM SERIES

FLEX-MOUNT MULTI-ZONE

All In-Door units Wi-Fi Compatible.



MIX AND MATCH EVAPORATOR UNITS DEPENDING ON CAPACITY.

Individual zoning for up to **6+** zones.

UP TO
23.1 SEER2
HIGH EFFICIENCY
Low Ambient
-13°F

CCP3(I)



FPA3



AHU3-M



TPA3



TIW3



CPA3/CPA3H



CMZ3(O)



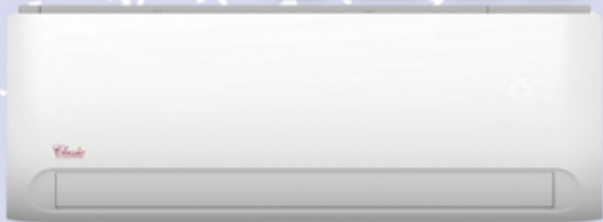
COMPRESSOR AND PARTS



Comfort, it's in our name.

www.comfortstarusa.com | Email us: info@comfortstarusa.com

MARCH MINI - SPLIT MADNESS



5% OFF ANY COMPLETE SYSTEM



*Terms & Conditions Apply: Offer subject to change without notice.
Products not available at all branches. While supplies last. Offer Valid Until March 31st.*

REFRICENTER WEST
7360 NW 58 STREET,
MIAMI 33166
PHONE: (305) 477 9675

REFRICENTER INTER
7101 NW 43RD STREET,
MIAMI 33166
PHONE: (305) 477 8880



REFRICENTER NORTH
27 NE 179TH STREET,
NORTH MIAMI BEACH 33162
PHONE: (305) 652 3331

REFRICENTER TAMiami
13500 SW 131ST STREET,
MIAMI 33186
PHONE: (786) 360 0660

REFRICENTER HIALEAH
3599 NW 54TH STREET,
MIAMI 33142
PHONE: (305) 633 1535

REFRICENTER SOUTH
8884 SW 129TH STREET,
MIAMI 33176
PHONE: (305) 251 9675

REFRICENTER PORT ST. LUCIE
460 NW ENTERPRISE DR,
SUITE 101,
PORT ST. LUCIE 34986
PHONE: (772) 879 7800

REFRICENTER WEST PALM
1685 FLORIDA MANGO ROAD
NORTH,
WEST PALM BEACH 33409
PHONE: (561) 689 8075

REFRI-AIR APPLIANCE
7145 SW 8TH STREET,
MIAMI 33144
PHONE: (305) 266 7445

REFRICENTER BROWARD
2601-A GATEWAY DRIVE,
POMPANO BEACH 33069
PHONE: (954) 968 1010



6th Annual HVACR Training Symposium at the Ocoee Lakeshore Center February 6-7, 2025

The 6th Annual HVACR Training Symposium took place in a new location—the Ocoee Lakeshore Center with over 600 in-person attendees and a diverse array of speakers and sponsors. They had many returning favorites, symposium veterans who have been there since the beginning, and several newcomers as well. As with previous symposiums, there were three stages: a main stage indoors and two large tents

to support a trio of sessions at any given time. While the speakers and training sessions were the highlight of the event, we can't forget that their sponsors helped make the symposium possible. Whether they sponsored the symposium itself (TruTech Tools), made the virtual access possible (Mitsubishi Electric), sponsored one of the after-hours events (Refrigeration Technologies), provided raffle prizes, or set up a booth

to teach others about their products and services, the sponsors are the ones who made it possible to welcome so many people to the symposium and contributed to the rigorous spirit of the event. The 2025 HVACR Training Symposium was different from the last five in many ways: there were only two days of sessions instead of three, it was held at a different venue, and it had more than double the usual number of attendees.



Bryan Orr welcomed everyone to the 6th Annual Training Symposium at the Ocoee Lakeshore Center



Eugene Silberstein led a main-stage session based on his book of the same title, "Pressure Enthalpy Without Tears"



Jeff Kukert and Fidel Martinez of Copeland displaying new products for 2025



Alex Meaney speaks about Understanding Airflow: David Bowie, a Used Car Lot, and a 40¢ Tool



Gil Ledoux and Sal Hamidi of PED Associates with Earl Miller of Uniweld Products



On Day 1, Bryan Orr kicked off the afternoon sessions with his list of "10 Things I've Learned in the Last 10 Years"



Nikki Krueger, Tim De Stasio, and David Treleven on Tackling the Unknown with Data & Common Sense in Sizing & Installing Dehumidifiers



The Kalos team brought the compressor cutter for the compressor teardown tradition



Maine-based Jennifer Manzo and her husband Val led a session all about boilers with their "10 Boiler Commandments"



Chris Hughes from TEC and Adam Mufich from NCI teamed up to share the "Cornerstones of Inverter-Based Equipment Commissioning"



Billy Spoon and Eric Kaiser of Tru Tech Tools giving some tool demonstrations to attendees from the Training Symposium



Chris Mohalley's presentation on ECMS: "AC/DC, PWM, Serial Communication...80's rock bands or ECM communication methods?"



Sam Myers from Retrotec shared a smaller version of TEC's House of Pressure to show MAD-AIR in action as he made adjustments to the structure and AC



Many vendors were present for the 6th Annual Training Symposium at the Ocoee Lakeshore Center



The Kalos and HVAC School teams are looking forward to next year's symposium, the new topics to explore, and the connection of industry friends and mentors.

Performance Pointers By James Ball (continued from page B4)

- **Examine Zoning and IAQ Features:** Evaluate whether zoning controls and IAQ enhancements are present and functioning.
- **Confirm Safety Measures:** Ensure all safety devices, such as float switches and CO detectors, are installed and operational.
- **Evaluate Usability:** Test thermostat functionality and ease of use.
- **Inspect Appearance and Noise:** Check for clean installations and minimal noise levels.

Offering Solutions to Close the Gap

Once the comfort gap is identified, you can present customers with tailored recommendations to improve their existing system. This could include upgrading to more efficient equipment, sealing ducts, adding IAQ enhancements, or installing advanced controls. By addressing these gaps, customers can move closer to the ideal comfort system and enjoy improved performance, safety, and energy efficiency.

Measure – Don't Guess

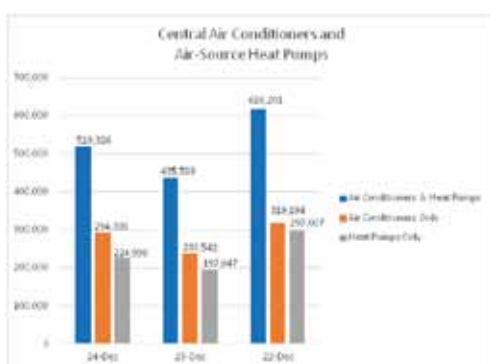
Jim Ball has been involved in the HVAC industry all his life. He's been a long-time National Comfort Institute (NCI) shining star and an effective implementer of High-Performance HVAC™. Jim sold his family HVAC service company and looks to give back to the industry by contributing his knowledge and experience.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

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 519,326 units in December 2024, changed +19.2 percent compared to 435,589 units shipped in December 2023. U.S. shipments of air conditioners changed +23.4 percent, to 294,336 units, compared to 238,542 units shipped in December 2023. U.S. shipments of air-source heat pumps changed +14.2 percent, to 224,990 units, compared to 197,047 shipped in December 2023.

Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +11.8 percent, to 9,681,770, compared to 8,656,674 units shipped during the same period in 2023. Year-to-date shipments of central air conditioners changed +10.3 percent, to 5,559,766 units, compared to 5,040,042 units shipped during the same period in 2023. The year-to-date total for heat pump shipments changed +14.0 percent, to 4,122,004, compared to 3,616,632 units shipped during the same period in 2023.







Distributor Benefits:

- Low wholesale pricing
- Proven Contractor product
- Oakridge Nat'l Lab tested
- Free Store Front displays

Needs only 27" x 19" Floor Space

Contractor Benefits:


- Installs in 10 mins. or less
- Improves HVAC efficiency
- Stops Air Infiltration year round
- Make \$100.00 profit per install

Sold at your local distributor!
If not, call:
(704) 892-5399 or
www.attictent.com


Always get the best!

AHR EXPO Orlando


Caught on Camera




Johnstone Supply The Ware Group




Hamilton & Associates




Building Health Group




Saez Distributors




Oldach Distributors



Refrcenter



Shupe Carboni & Associates



Tropic Supply

Orlando Multi-Functional Showroom Grand Opening: Explore Midea's Innovative Heating & Cooling Solutions

Kissimmee, FL (February 13, 2025) – Midea America Corp., a subsidiary of a global leader in air treatment solutions, is committed to advancing heating and cooling technology and making it accessible to more consumers. To bring innovative heat pump technologies directly to homeowners, Midea's distributor, AAA AC Supplies Inc., are excited to announce the grand opening of the first Midea-branded showroom, training center & distribution facility in Florida. This milestone event on Thursday, February 13, 2025, was commemorated with a ribbon-cutting and featured live product demonstrations, interactive exhibits and special activities highlighting Midea's innovative heating and cooling solutions, all 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, and after-sales services.

The event featured remarks from notable guests, including Kissimmee Mayor, Jackie Espinosa, Midea affiliate executives, Vincent Chou and Phil Huang, Caesar Sanchez from Lowe's Pro Services, Ken North from Atlantic Air, and attendees from key industry associations as well as students and instructors from the Orange Technical College.

The Orlando showroom highlights Midea's versatile and flexible heat pump solutions, seamlessly integrating into daily life and designed to meet the diverse needs of homeowners and building types. From compact apartments to larger single-family homes, Midea offers innovative and efficient options tailored to specific living environments. For instance, small families or apartment dwellers can benefit from space-saving systems like the Packaged Window Heat Pump (PWHP) or High-Wall 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. The Heat Pump Water Heater (HPWH) further extends Midea's offerings by integrating air-source technology to deliver up to 75% energy savings compared to traditional systems*.

*Data calculated based on 80-gallon model. Estimated value under UEF testing conditions; Electricity cost is calculated as US\$0.14/kWh.

Midea's comprehensive HVAC solutions make it easy for homeowners to upgrade to the latest in comfort while reducing energy consumption. Additionally, depending upon location, nearly all Midea heat pump products are eligible for most available rebates, providing cost-saving opportunities that support consumers in adopting energy efficient systems without sacrificing performance or convenience.

This showroom integrates product education, training programs, and streamlined purchasing to support both contractors and consumers. In addition to displaying cutting-edge products, the showroom functions as a facility for training and education, equipping contractors with the skills needed to install and maintain high-efficiency systems. It also offers consultation services for heat pump sizing, installation guidance and after-sales support, ensuring a seamless customer experience.

"This new showroom marks another milestone in Midea's mission to bring energy-efficient HVAC solutions to every corner of North America," said Vincent Chou. "We're proud that Midea America has expanded its presence in Florida and continues to support the transition to more efficient heating and cooling systems."

The Kissimmee showroom represents a collaborative effort with AAA AC Supplies Inc. to bring cutting-edge HVAC products and services to Florida's growing market. In addition to serving as a product showcase, AAA AC Supplies Inc. will play a pivotal role in training contractors on installation, service, and sales strategies, ensuring they are equipped to meet evolving consumer demands and capitalize on rebate programs and energy efficiency incentives.

"Our collaboration with Midea reflects our commitment to providing HVAC professionals in Florida with access to innovative heat pump technology and expert training resources," said David Stewart, VP of Sales and Marketing of AAA AC Supplies Inc. "This showroom is designed to be more than just a product display—it's a center for education, hands-on demonstrations and industry collaboration that will benefit both contractors and consumers."

To learn more about the Orlando showroom, please contact David Stewart, VP of Sales and Marketing of AAA AC Supplies Inc. (dstewart@aircoolsupply.com); 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).



Vincent Chou, Midea RAC; Nathan Blackwell, former St. Cloud Mayor; Jiashun Huang, AAA AC Supplies Inc.; Thomas Lin, Orange County Deputy Sheriff; Rex Mustain, Associated Air Products, Inc.; David Stewart, AAA AC Supplies Inc.; Phil Huang, Head of Midea RAC North America; Dennis Liu, Midea RAC

Elite Software

Over 20 Hvac Design Programs!

Hvac Load Calcs (Both ACCA and ASHRAE), Duct Sizing, Energy Analysis, Sales Proposals, Pipe Sizing, Gas Vent Sizing, Psychrometrics, Refrigerant Line Sizing and free links to EnergyGauge, EnergyPro, ResCheck, and REM/Rate software.



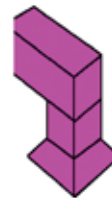
New!

Rhvac Online \$49/up ACCA approved Manual J, D, and S calculations. **Works on phones, tablets, iPads, and computers**

\$199/up To add CAD Drawing Features, Graphic Sales Proposals, Bill of Materials, & Gas Vent Sizing



- Unlimited Free Phone & Email Support
- Manual & Graphic Data Entry Options
- Displays Psychrometric Chart
- Unlimited Cloud Project Storage
- Equipment Data - All Manufacturers



800-648-9523

Download free demos

www.elitesoft.com



Keep Up-to-Date with

my NATE

Track certifications, CE hours, C3 listings, or update your information anytime at the MyNATE portal.

Toll Free: 877-420-6283 (NATE) asknate@natex.org

But seek first the kingdom of God and his righteousness, and all these things will be added to you.

Matthew 6:33

UPCOMING EVENTS

ANNUAL GOLF TOURNAMENT

Course challenges, prizes and more!

SFACCA
South Florida Air Conditioning Contractors Association

**THURSDAY
MAY 8, 2025**
JACARANDA GOLF CLUB
9200 W BROWARD BLVD,
PLANTATION, FL 33324
Check-in/Lunch: 11:30am
Shotgun starts 1:00pm

\$230 - Per Player
\$899 - Foursomes

SPONSOR

Register now. space is limited. More info? director.sfacca@gmail.com

www.SFACCA.com

CLASSIFIEDS

POSITIONS AVAILABLE

Tropic Supply is hiring for Counter Sales, Drivers (CDL and Non-CDL), Warehouse Associates, and Management roles throughout our 22 locations all over Florida! We are committed to helping you realize your goals and we provide a positive, rewarding, and engaging work environment that fosters a culture based on trust, respect, and long-lasting relationships. We are offering full-time positions with guaranteed overtime, benefits, and compensation commensurate with experience.

Please email your resume to careers@tropicsupply.com.

BLACKS SUPPLY

POSITIONS AVAILABLE

Central Florida HVAC Distributor accepting applications for several positions including counter sales that are currently available. If you are looking for opportunity to stretch and grow with a company? This is the place! Compensation and benefits relative to position and experience. For info email: kyle@blackssupply.com

Advertisers in this Issue

A&R Supply	B7
Air-Care	12
ATTIC TENT	C4
Baker FCS	10
Blacks Supply	C7
Cooper&Hunter	13
ComfortStar	5, C1
Ecoer	15
Elite Software	C5
Gemaire	20
iFLO Pro	4
Johnstone Supply / Florida	C8
Johnstone Supply / Ware Group	2
Klima Control	B8
NAVAC	17
Oldach USA	9
Refricenter	C2
RGF Environmental	11
Saez Distributors	16
SmartSnakes	12
Source 1 / York	7
The Metal Shop	3
Tropic Supply	B1
Ultravation	14
Venstar Thermostats	B2
Ultravation	B4
Winsupply	21
Yellow Jacket	20
Zebra Instruments	14

TODAY'S A/C NEWS

March 2025
Volume 36 / Number 8
Today's A/C & Refrigeration News is published monthly, (12 times a year) by Today's A/C & Refrigeration News
P0 BOX 451821,
Ft Lauderdale, FL 32170
Ph: 954-674-1580
E-mail: jeff@todays-ac.com
Application to mail at periodicals postage rates is pending at Longwood, FL and additional mailing offices.

POSTMASTER:
Send address changes to
Today's A/C & Refrigeration News
P0. Box 451821,
Ft Lauderdale, FL 33345

Jeff Schlichenmeyer, Publisher
Copyright © 1988-2025 in series
Today's A/C & Refrigeration News

Today's A/C & Refrigeration News is a tabloid size trade newspaper published specifically for air conditioning contractors, refrigeration technicians, and other trades related to the HVACR & IAQ industries in Alabama, Georgia, Florida, South Carolina, North Carolina, & Tennessee

The publisher of Today's A/C & Refrigeration News does not assume responsibility of statements made by advertisers, or press releases, and reports opinions expressed by suppliers, wholesalers, manufacturers and contractors as quoted. This newspaper may contain forward-looking statements by manufacturers, advertisers and public relations firms. They are believed to be within the meaning of Section 27a of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Although the Today's AC News believes that the expectations reflected in such forward-looking statements are reasonable, it can provide no assurance results will meet or exceed such expectations due to factors that include, but are not limited to, risks associated with market conditions, new products, and risks associated with rapid technological change. All brand names mentioned are trademarks of their respective owners. Reprinting or other duplication of any material or articles within the publication or on our Web site is not permitted without written permission of the publisher.

For advertising sales contact:
Jeff Schlichenmeyer 954-674-1580
jeff@todays-ac.com



BLACKS SUPPLY

**34TH ANNUAL BASS TOURNAMENT
AT HICKORY POINT**

**Cash
Prizes**

**Door
Prizes**

**Big Fish
Prize**

**Lunch After
Weigh In**

March 8th, 2025

**Hickory Point
27341 FL-19
Tavares, FL 32778**

**On the Water at First Safe Light - Weigh in at 1PM
Sign Up Early at any of Four Blacks Supply locations
Everybody Wins at Blacks Supply!**

BLACKS  SUPPLY

1206 W. Pine St.
Orlando, FL. 32805
407-422-0181

310 W. Badger Ave.
Eustis, FL. 32726
352-589-8884

2232 N. Forsyth Rd.
Orlando, FL. 32807
407-678-0377

1015 Thomas Ave.
Leesburg, FL. 34748
352-360-0050

COUNTER INTELLIGENCE.



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



Johnstone Supply Ware Group Clearwater
Roberto Brockhart, Brett Fisk, Marty Pray,
Drew Klosgardner, Stephen Kellenbenz



Johnstone Supply Ware Group Brandon
Cindy Prats, Eric Sotolongo,
Jason Provost, Naaman Rawlins



Johnstone Supply Naples
David Dyson, Angela Martinelli, Sergio Ruiz,
David Resch Jr, Luis Parrueco

Counter Intelligence to Meet Your Needs!

- **You need products** – we have over 50,000 at our fingertips
- **You have questions** – our knowledgeable staff have the answers
- **You need confidence** – our ongoing training insures that our staff are up-to-date on the latest
- **You need matches** – our amazing product cross-reference tool will quickly match exactly what you need, and is exclusive to Johnstone Supply
- **You need service** – our friendly staff are laser-focused on providing you outstanding service with personality!

We make it easy for you! Visit www.johnstonesupply.com or give us a call for information or to receive our 2,000 page catalog



Doral (786) 476-7332
Gainesville [352] 378 2430
Ocala [352] 873-4443
Melbourne [321] 676-4177
Naples [239] 643-3446
Boynton Beach [561] 572-2507
Orlando [407] 849-0573
Port Richey [727]-817-0248
Ft. Lauderdale [954] 971-9350
West Palm Beach [561] 689-3366

Cape Coral (239) 242-8796
Fort Myers [239] 275-3533
Sarasota (941) 753-8491
Port St Lucie [772] 468-0211
Tallahassee [850] 576-5922
Clearwater [727] 561-9309
Deerfield Beach (754) 218-9667
Sanford (407) 324-8003
Lakeland (863) 665-4045

Jacksonville South [904] 641-2282
Kendall (786) 249-4828
Miami Lakes (786) 476-7340
Stuart (772) 781-0102
Jacksonville [904] 354-0282
Dania Beach [954] 921-8070
Daytona Beach (386) 265-6400
Pensacola (850) 436-2008
Ft Walton Beach (850) 362-6880
Brandon (813) 424-3180