

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region

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



Oldach 2025 8th Annual Ducane Dealer Meeting at Keg Social in Orlando (see page 8)



Russell-Chemours A2L Refrigerants Training in Medium & Low Temp Refrigeration (see page B5)



Blacks Supply Hosts 34th Annual Bass Tournament at Hickory Point (see pages 18-19)



Ferguson HVAC Hosts Open House at their Tamarac Location (see page B6)



SFACCA Monthly Program Meeting - Pipe Fitting and Journey of Installation (see page 22)

## Tariffs Create Immediate Headwinds for HVACR Distributors



Jeff Schlichenmeyer  
Publisher

As of March 4th, all goods imported from Mexico and Canada will be subject to a 25 percent tariff (minus Canadian energy products), and all goods imported from China will incur a 20 percent tariff. How might these affect HVACR distributors?

In 2024, the total value of HVACR products sold by manufacturers and importers domestically eclipsed \$83 billion. 79 percent of what was sold domestically was either manufactured in the U.S. or imported from countries other than Mexico, Canada, and China. As for the remaining 21 percent:

- 14.6 percent (\$12.1 billion) originated in Mexico and Canada.
- 6.4 percent (\$5.3 billion) originated in China.

### The Impact of Tariffs on HVACR Cost

Taken at face value, the implemented tariffs will have a dramatic effect on industry price levels and the costs facing distributors. In a worst-case scenario, in which manufacturers and importers pass along 100 percent of the costs incurred over a 12-month period, distributors nationally could expect to see

costs increase by more than \$4 billion. With roughly 2,800 HVACR distributor businesses in the U.S., that amounts to just under \$1.5 million per distributor business for the full year and \$120K per month. A more realistic scenario, in which manufacturers and importers steadily phase-in price increases and attempt to mitigate the damage done by tariffs through shifts in procurement strategies, results in an average price increase of \$50-60K per month over the next 12 months. While we doubt that these tariffs, as presently constituted, will remain in-place long enough to drive monthly, five-figure price increases for distributors, their economic impact will be immediate and painful for HARDI members.

### Tariff Resources for HVACR Distributors

Navigating the tariff landscape is no small feat for HVACR distributors but staying informed and proactive can help mitigate the risks. HARDI's new Tariff Tracker provides real-time updates and insights to help HARDI members and other HVACR professionals stay ahead of tariff developments. To gain a deeper understanding of the broader market forces at play, invest in a copy of HARDI's State of the Channel report. Don't let unexpected cost increases catch you off guard—equip yourself with the knowledge and resources to adapt.

Article by Tim Fisher, Director of Market Intelligence at HARDI.

## HVACR at a Crossroads: Leaders and Educators Tackle Emerging Technologies and Training

The HVACR industry recently convened in Las Vegas for the 18th Annual HVAC Excellence National HVACR Education Conference, offering attendees a firsthand look at cutting-edge technologies, evolving teaching methodologies, and industry trends. Engaging with some of the most influential manufacturers and organizations, including Amana, A.O. Smith, Bradford White, Bosch, Chemours, Copeland, Daikin, Fujitsu, GE Haier, Goodman, Honeywell, Hoshizaki, Inaba Denko, Lennox, LG, Midea, Mitsubishi, and Rheem, participants experienced an event unlike any other.

What sets this conference apart is its immersive training model. Manufacturers don't just showcase their latest equipment, they provide hands-on training, ensuring educators and professionals stay ahead of the latest innovations shaping HVACR.

"The conference was more than just a showcase of equipment—it was an immersive learning experience. With nearly 100 sessions and classes running from dawn to dusk, it felt like a high-intensity boot camp designed for those on the front lines of the

HVACR industry." – Bill Brown, President of Brownson Technical School

A key takeaway from the conference was the swift evolution of HVACR technology. High-performance HVAC systems, once considered futuristic, now offer homeowners an impressive 103% return on investment (ROI), surpassing even the value of a kitchen remodel. As these advanced systems become mainstream, the demand for skilled technicians capable of installation, service, and maintenance continues to grow.

A major milestone at this year's conference: for the first time, no training or exhibits featured R-410A equipment. Instead, the focus was on transitioning

to Low GWP Refrigerants, such as R-32 and R-454B. Manufacturers, educators, and policymakers emphasized the urgency of training on these next-generation solutions.

The message was clear: adapt to new technologies or risk falling behind. Jason Obrzut of the ESCO Institute led a pivotal session on A2L refrigerants, demystifying their properties and best practices. His discussion covered essential topics such as flammability (the "F" word), GWP impact, system service and installation, and safety mitigation strategies.







**Deerfield Beach FL**  
 550 SW 12th Avenue  
**Tuesday 4/22**  
 Lunch Served 11am - 1pm

**Training Opportunity** 10 - 11:30am  
 Take advantage of an outstanding training opportunity during each Open House event. You must register in advance online or with your local branch manager to attend. Visit [JohnstoneWare-Group.com/OpenHouse](http://JohnstoneWare-Group.com/OpenHouse) to register or get additional information.

**Norcross GA**  
 5715-B Oakbrook Parkway  
**Tuesday 4/29**  
 Lunch Served 11am - 1pm

**Brandon FL**  
 203 Kelsey Lane, Suite A  
**Wednesday 4/23**  
 Lunch Served 11am - 1pm

**Enjoy a Delicious BBQ Lunch**  
 For more than 30 years, Hill's BBQ & Catering has provided our Open House guests with delicious BBQ feasts. Relax for a bit and enjoy a fantastic meal with friends that you'll talk about all year long.

**Rock Hill SC**  
 2060 Burkette Road  
**Wednesday 4/30**  
 Lunch Served 11am - 1pm

**Daytona Beach FL**  
 1871 Mason Avenue  
**Thursday 4/24**  
 Lunch Served 11am - 1pm

**Over 30 Vendor Representatives**  
 Visit with our many Vendor Reps as they highlight New Products, perform Demonstrations, discuss Industry Trends and provide resources.

**Jacksonville FL**  
 11710 Central Pkwy  
**Thursday 5/1**  
 Lunch Served 11am - 1pm

**Terrific Door Prizes & Give-aways**  
 We'll greet you with a bag of goodies the minute you arrive. Many of our vendors will have samples, information and useful items. And remember to register to win one of our super door prizes!

It's our way of saying Thank You!  
 We hope to see you there.



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## 8 Questions You Must Answer about Your Business

**Ruth King's Contractors Cents**



**HVAC Channel.tv**

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

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

1. Productivity – For every dollar you take in the door, how much do you spend on payroll and payroll taxes? This ratio includes all payroll – field, office, and owners. Don't include any benefits in this calculation. Payroll taxes are FICA, Medicare, and unemployment. This percentage can be departmentalized and it should be under 40%. For new construction this ratio should be under 20%. The lower the better.

2. Net profit per hour – For each billable hour how much profit do you generate? Determine 2024 total billable or revenue producing hours. Do not include holidays, vacation, meeting, training or unapplied hours. Then take your net operating profit and divide it by your billable hours. This is your 2024 net profit per hour. If you don't like the number, your first rocket goal is to increase it to a net profit per hour you are comfortable with.

3. Overhead cost per hour – for each billable hour, how much overhead cost is there? To determine this number, take your department or company overhead and divide by billable, or revenue producing hours that you calculated for net profit per hour. Overhead cost per hour should be under \$40/hr for service, under \$30/hr for replacement and under \$20/hr for new construction.

4. What is your average service ticket revenue and average job revenue?

5. What is your maintenance plan enrollment percentage? For every opportunity you have to talk to a customer about your maintenance program, how many enroll? The national average is 30% for residential maintenance. For commercial maintenance, the national average is enrolling 1 new maintenance plan for every two surveys you perform.

6. What is your maintenance plan renewal rate? This should be higher than 90% for both residential

and commercial maintenance clients.

7. What is your replacement sales closing ratio – for maintenance customers and non-maintenance customers? Your maintenance customer closing ratio should be 80% or higher. Your non-maintenance closing percentage should be higher than 40%.

8 - Job cost a minimum of 20 jobs chosen at random. What was the net profit per hour for each of these jobs?

Make sure your employees are on board with the goals. Tell them "what's in it for them" so they help you achieve the goals.

Next Topic: Retaining Your Internal Customers - The best way to achieve your moonshot goals is with your internal customers – i.e. the employees who work with you. They have to be focused on the same goals be a part of the journey and the rewards.

They must enjoy what they do and are happy most of the time. Their attitude speaks louder than words to your external customers, i.e. those who write your paychecks. No one wants to talk with a grouch. They will talk with a person who seems pleasant.

One of the most overlooked actions is to ensure that you hire the right attitude. One of my clients had a series of employees who didn't belong at his company. In my opinion they were dysfunctional on a personal level. They weren't happy. They weren't doing their jobs and their personal problems followed them to work every day and consumed much of their time. They left...at the beginning of a long, busy summer. However, it was much better that they were gone since they weren't taking care of the external customers well either. This caused problems initially. However, in the long term, the company was much better off with the "bad apples" gone.

The key is to hire the right internal customers.

You can train from a technical standpoint. However, you can't train attitudes and work ethic. Where do you find these people? Find people who take good care of you in places you go. I've watched more than one waitress become a great employee of a contractor. Another hired a bank teller who became a great field employee.

Let's assume that you've hired the right attitude. How do you ensure that they stay happy and motivated? Many contractors mistakenly look for "motivation tricks" or "sales tricks" that will make the people do what we want them to do.

Most "tricks" don't last for long. All lasting motivation is self motivation. That is why you must hire the right attitude and work ethic. Employees must want to do a good job and follow the rules. Otherwise, they won't stay. As a manager once told me, the good employees will leave and you'll have to kick out the bad ones.

Each person you come in contact with is different. We have different ways of communicating, different personal needs, different ways that we look at the world. I'm sure you've experienced the situation when your best technician went to a customer, fixed her problem and the customer hated the technician and called complaining.

In other cases, your worst technician went to the job, didn't fix the system, the customer calls back and doesn't complain about the technician even though he didn't fix the problem. In the first case, the technician didn't communicate well. In the second case he did.

Once an employee feels that the communication channels are open, he is more likely to offer suggestions which can help improve his job and the company operations. You'll have contented employees and a better bottom line.

## A2L REFRIGERANT REGULATIONS: WHAT YOU SHOULD KNOW

### LOOKING FOR AN EGG-CELLENT SOLUTION FOR THE NEW REFRIGERANT?

### A2L REFRIGERANT TANK HOLDER

- Meets the changing industry standards
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- Bolt-on design versatility
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### A2L Transportation Requirements

- All R-32 / R-454B refrigerant cylinders should have a red stripe near the top indicating this is a flammable refrigerant.
- Requiring a reclosable valve on DOT-39 cylinders used with A2L refrigerants
- Mandating that A2L cylinders be transported so that the vapor phase is in communication with the safety relief valve
- DOT-39 cylinders with rupture disks cannot be used for A2Ls, and all cylinders must be transported upright since the pressure relief valve is located at the top.

Sources: 49CFR parts 106, 107, and 171- 180

- <https://www.ecfr.gov/current/title-49/subtitle-B/chapter-V>
- <https://www.airgas.com/msds/001054.pdf>
- <https://forane.arkema.com/en/forane-refrigerants/forane-tech-center/tech-tips/a2ls-transportation-requirements/>

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## New Refricenter Orlando Location Expecting to Open During the Month of April

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

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

Refricenter's eleven locations across Florida will be servicing areas stretching from the Florida Keys through Orange County, meeting the Florida HVACR contractors' needs with their full line

of products and services - including their leading brands of A/C equipment - TGM, Bryant, Payne, Trane, RunTru, Climatemaster, Bohn, and AUX.

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

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

Keep watching for the upcoming Refricenter Orlando Customer Appreciation event and Grand Opening!



## The Time is Now: Make iFLO Pro a Standard Offering in Your Business

With the AHR Expo and trade show season behind us, now is the perfect time for contractors to take a hard look at how they can improve their service offerings before the busy season kicks in. One of the most overlooked yet critical issues in HVAC maintenance is drain line management. If you're not already integrating iFLO Pro into your everyday business, you're leaving a major problem unaddressed—one that will come back to haunt both you and your customers.

### The Drain Line Problem is Your Problem

Drain line failures are one of the leading causes of emergency service calls, warranty claims, and costly water damage. These issues aren't just a homeowner's problem; they're your problem too. Every callback costs your business time and money, eats into your reputation, and takes resources away from new installations and service calls. By proactively solving for drain line clogs and overflows, you're not only protecting your customers but also improving your bottom line.

### Prevention is Always Better Than a Costly Fix

Think of this like your personal health. Do you wait until you have a major health crisis before taking action, or do you take preventative steps like regular checkups and a healthy lifestyle to avoid issues before they arise? The same principle applies to HVAC systems. Waiting until a system fails to address a known problem is an injustice to your customers. Offering iFLO Pro as a proactive solution ensures they avoid expensive, preventable damage—and positions you as the expert who truly looks out for their best interest.

### Why iFLO Pro? A Game-Changer for Contractors

- **Reduce Callbacks:** Solve drain line issues before they happen, reducing emergency calls and warranty claims.

- **Enhance Your Reputation:** Homeowners trust contractors who provide proactive solutions, not just reactive fixes.

- **Strengthen Customer Relationships:** iFLO Pro keeps you digitally connected to your customers, reinforcing long-term loyalty.

- **Increase Revenue:** Offering iFLO Pro creates an additional revenue stream while providing genuine value to your customers.

### Act Now – Don't Wait for the Busy Season

Now is the time to get your team trained and start integrating iFLO Pro into your everyday business. Don't wait until peak season when you're too busy to focus on new solutions. Check with your local wholesaler for inventory today. Get Started Now Scan the QR code to download the iFLO Pro app or visit [www.iflopro.com](http://www.iflopro.com) to onboard and learn more. Protect your customers, grow your business, and take control of drain line issues before they become a bigger problem.

## Low Load Home Workshop - Season End And Beginning

RACCA in coordination with CRG, Inc. ended their spring education series of workshops with advanced training for Low Load Homes (LLH) System Design just in time for the start of AC season. Attendees came from as far as Miami and Orlando to learn about the unique HVAC issues associated with homes that exhibit low cooling load per Manual J load calculations and Manual S equipment options and approaches. The March workshop was held at Trane Supply in Tampa and taught by Bob Volin, Air Design Concepts, Ft. Lauderdale. Volin covered an in-depth review of LLH and the effect on the Florida Energy Code, ways to identify an LLH, and the specific challenges encountered by LLHs. The LLH workshop will be scheduled again in the Central and East Coast areas of Florida as well as a two day workshop on Performing A/C Load Calculations. For a schedule of workshops contact Cheryl Harris, CRG, Inc. at 727-578-1962 or email [charris@crgnet.net](mailto:charris@crgnet.net). Visit RACCA's website at [www.racca-florida.org](http://www.racca-florida.org) for its Fall Workshop Schedule.

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## Johnson Controls Launches NSW8000 Wireless Sensor With Integrated Temperature, Humidity, Co2 And Occupancy Monitoring

MILWAUKEE, March 24, 2025 — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, today announced the launch of the NSW8000 Series Wireless Network Sensor for Metasys building automation systems (BAS) and FX series programmable controllers. This innovative multisensor offers a seamless and cost-effective solution for real-time monitoring of temperature, relative humidity (RH) and occupancy (PIR) detection with optional CO2 sensing for improved air quality monitoring.

The full integration of building sensors and controls is a key pillar in a commercial building's digitalization where intelligence is delivered to the BAS, leading to improved operations, costs and efficiency. The NSW8000 provides a versatile, convenient network sensor that gives facility teams a fuller picture of what's happening with their space and equipment.

"From facility managers to HVAC technicians to automation specialists, our customers need solutions that help them optimize operational efficiency, maximize energy savings and enhance occupant comfort," said Kaishi Zhang, Vice President of Global Product Management, Building Automation Systems and Controls at Johnson Controls. "Paired with our Metasys systems and FX series controllers, the NSW8000 provides maximum versatility and control, empowering our customers to unlock the full potential of their buildings as strategic assets."

The NSW8000 boasts advanced engineering and design features that ensure future upgrades, minimize installation impact, and provide flexible, user-friendly options.

**Reliable Connectivity:** Runs on a wireless mesh

network with multiple sources of connectivity to help ensure reliability and uptime.

**Excellent Range:** Provides up to 150 feet of coverage, offering excellent range for a battery-powered unit while providing more reliable control in structures that require wireless installations.

**Secure Data Transmission:** Guarantees secure data transmission with AES-128-bit encryption.

**Future Ready:** Engineered for future upgrades, allowing facility managers to access the latest features as product technology and wireless networks evolve for even greater long-term performance and value.



**Minimal Maintenance:** Powered by two readily available lithium or alkaline AA batteries for minimal maintenance. Most NSW8000 sensors have a 10-year battery life, while CO2 sensors offer a 5-year battery life. In addition, battery-powered operation makes installation easier and less costly, since technicians

do not need to pull wires or conduit.

**Architectural Preservation:** The NSW8000 wireless construction minimizes installation impact on architectural details, decorative surfaces and other sensitive structures such as museums or historic buildings.

**Enhanced Display:** Three display options are available to optimize flexibility, comfort and control.

Johnson Controls provides a wide selection of network and non-network sensors designed for efficiency and easy installation. The company's offerings include humidity, HVAC temperature, pressure, carbon dioxide and occupancy sensors, engineered to integrate seamlessly with various systems to meet facility needs.

## Ritchie Engineering Announces The Passing Of President & CEO Thomas Ritchie

BLOOMINGTON, MN (March 2, 2025) – It is with profound sadness that we announce the passing of our President, Thomas Ritchie on March 2, 2025. Our deepest prayers and condolences go out to his wife, Kristen, and their family.

Tom began his career with Ritchie Engineering Co., Inc. on March 1, 1969. He worked diligently to understand the key ingredients for continued growth of the business his family started in 1949. Over the last 56 years he leveraged that knowledge to expand and innovate product lines, while he developed an organization for consistent success.

During that time, Tom played a pivotal role in the HVAC/R industry, becoming a well-respected leader in the tools and test segment. Tom was the 2nd generation of the Ritchie family to lead our company, and he led Ritchie Engineering through a fantastic growth period. Tom's impact in the market, in our company, and many of our lives will be felt for years to come.

It is Tom's wishes for Ritchie Engineering to continue operating as the successful family business it has been for the past 75 years. Kristen Ritchie will assume the position of President of Ritchie Engineering Co., Inc.

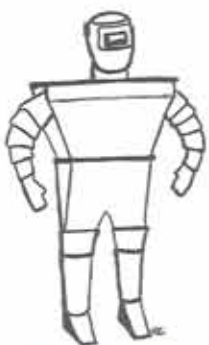
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Thomas Ritchie with his daughter Kristen Ritchie in February 2025

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# Oldach Hosts 8th Annual Ducane Dealer Meeting 2025 at Keg Social in Orlando

Oldach hosted their 8th Annual Ducane Dealer Meeting 2025 at Keg Social in Orlando on February 22nd from 6-11pm. What a fun event it was! When you arrived you were greeted by Oldach staff who directed you to grab a cool refreshment and take part in the fun entertainment at Keg Social.

Oldach dealers had access to blacklight bowling, led axe throwing, and billiards. What a perfect time to unwind, speak with the Oldach team, and

other local industry friends. The food was terrific, and everyone enjoyed the Ducane Dealer Meeting.

Sergio Sanjenis of Oldach, and Glenn Paetow of Allied thanked all the Ducane dealers and presented the 2024 sales increases, dealer support programs, marketing incentives, and financing that are available to them.

After the presentation, the award ceremony was underway. Over 25 awards were presented by Ol-

dach at the 8th Annual Ducane Dealer Meeting at Keg Social.

At Oldach, they are committed to support their valued customers with quality products within the latest advancements in technology, aggressively addressing the needs of the HVAC industry with complete support of the manufacturers they represent, inspiring confidence in every purchase their customers make.



Sergio Sangenis, Jesus Quiles, Fernando Garcia, Felix Martinez, Moses Martinez and Jose Ramos of Oldach



Glenn Paetow and Victoria Paetow of Allied Air with Fernando Garcia of Oldach



Lynnette Alvarez of Oldach with Makiala Nichols of "The Best of Central Florida Show"



Margarita Castro & Daniel Padin of PD Mechanical, Moses Martinez & Efrain Carrasquillo of Oldach, Carlos Gonzalez & Roberto Vega of E Air Services



Mariela Silva, Luis Palomino, and Alex Palomino of LD Air Conditioning



Wayne Thomas, Mark Desouza and Joe Worrie of Thomas Air Conditioning



Pedro Miguel Perez and Yubel Crespo of Pedro Miguel Services with Felix Martinez of Oldach Tampa



Jose Ramos of Oldach, Ramon Chicon and Jose Valentino of Chicon Services



Jose Miguel Breanunez and Juan De La Cruz of Juan De La Cruz Air Conditioning



Javier Cacicto, Cristina Ramos and Patricia Solares of Oldach



Sergio Sangenis announcing the award recipients at the 8th Annual Ducane Dealer Meeting Hosted by Oldach



Oldach Ducane Dealers waiting to receive their awards!



Over 25 Awards were presented by Oldach at the Ducane Dealer Meeting at Keg Social in Orlando. Some of the award recipients gathered on stage for a group photo



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## Franklin Electric Announces Execution of Definitive Agreement for the Acquisition of Barnes de Colombia

Fort Wayne, IN (March 5, 2025) – Franklin Electric Co., Inc. (NASDAQ: FELE) Fort Wayne, Indiana, USA-based Franklin has signed a definitive agreement to acquire Barnes de Colombia S.A., a leading manufacturer and distributor of industrial and commercial pumps based in Cota, Cundinamarca, Colombia. This acquisition aligns with Franklin Electric's long-term growth and diversification goals, providing significant opportunities for expansion in Latin America.

Barnes de Colombia, also operating under the WDM brand in certain countries including the US, is headquartered near Bogotá, Colombia. It has two manufacturing facilities and over eight stocking locations in Colombia, as well as assembly facilities in Mexico, Brazil, and Argentina, and local warehouses in Guatemala, Panama, Ecuador, Peru, and Chile.

The acquisition enhances Franklin Electric's product portfolio and market presence in key Latin American regions. Barnes de Colombia's strong market position in Colombia and established operations in Mexico, Argentina, Brazil, and other Latin American countries is expected to help accelerate Franklin's growth in the region. This acquisition supports Franklin Electric's strategic goals of diversifying its product line and enhancing supply chain resilience while leveraging Barnes de Colombia's robust distribution network and customer relationships.

"We are thrilled to welcome Barnes de Colombia to the Franklin Electric family," said Joe Ruzynski, CEO of Franklin Electric. "This acquisition not only strengthens our presence in the high-growth Latin American markets but also enhances our ability to serve our customers with an expanded portfolio of innovative and high-quality products. Barnes' approximately 400 team members and manufacturing and foundry capabilities will enhance our operating footprint materially and we are excited for these new team members and operations to contribute meaningfully to our growth and success. Together, we will continue to rely on our Key Factors for Success - quality, availability, service, innovation and cost - to deliver outstanding value to our customers."

## Angela Solland Promoted to Vice President of Communications at RGF® Environmental Group, Inc

Port of Palm Beach, FL (March 4, 2025) RGF® Environmental Group, Inc., a leading American manufacturer of environmental solutions, is pleased to announce the promotion of Angela Solland to Vice President of Communications. In this expanded role, Angela will manage a wide range of critical functions, including leading the company's new national television advertising campaign, overseeing communications with RGF's sales office in Asia, and coordinating various marketing and communication initiatives.

Angela will work closely with Sharon Rinehimer, Executive Vice President and Legal Counsel, who will provide ongoing guidance on international communications and marketing. Together, they will soon travel to RGF's sales office in Asia to strengthen operational alignment and foster continued growth in the Asian market.

Given RGF's unprecedented growth, Sharon will focus her efforts on contracts and intellectual property management, including patents, trademarks, and copyrights, to support the company's surge in sales and expansion of new product development. In addition, Sharon will oversee critical legal and administrative matters, among other high-priority tasks. As a key member of the executive team, her leadership will be essential in navigating RGF's continued success and ensuring the company's operations run smoothly during this exciting period of expansion.

"I am excited to collaborate with Angela as she takes on this expanded role, particularly in overseeing communications with our sales office in Asia. Her expertise will be invaluable as we continue to grow globally, and I look forward to providing guidance as we strengthen our operations." — Sharon Rinehimer, Executive Vice President and Legal Counsel of RGF® Environmental Group.

Since joining RGF® in 2013 as a Marketing Associate, Angela has played a key role in numerous facets of the company's marketing and public relations efforts. Her responsibilities have included managing media relations, creating and executing advertising campaigns, overseeing corporate events and tradeshows, and developing engaging content across various platforms. Her extensive experience in brand management, event planning, and external communications has prepared her to take on the increased responsibilities of her new role.

"Angela has been an integral part of RGF's communications and marketing efforts for over a decade," said Ron Fink, Founder and CEO of RGF® Environmental Group. "Her dedication, creativity, and deep understanding of the company's mission makes her well-suited for this expanded role."

Angela's promotion is part of RGF's ongoing commitment to enhancing its communications strategy, both nationally and internationally, while maintaining its position as a trusted American manufacturer with over 5 million systems installed worldwide.

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. RGF® continues to upgrade its facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best-engineered products on the market.



Angela Solland, RGF's Vice President of Communications

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# Message from FRACCA President Paul Stehle



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

As we head into the summer months, most companies will be looking for extra employees, remember that starting in August a lot of the FRACCA chapters will be looking to have apprentices placed in the programs we offer throughout the state.

However, the apprenticeship programs are the #1 focus as this drives our industry for the future. For the new school year, 2025/2026, we hope to have record numbers in the program this next year and are very excited to share these with you.

Why is apprenticeship so important:

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

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

Some highlights from

The ACCA/CF chapter, which serves the Greater Orlando area, ACCA/CF has a highly successful and respected Apprenticeship Program that continues to provide needed training to the HVAC/R industry for 34 years, program begin in 1991. The apprentices attend class 2 nights per week while they work full-time for their employer during the day. Classes are held at

Longwood Training Center (ACCA/CF Offices) and at Orange Technical College in Ocoee, FL.

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

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

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

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

The TRACCA chapter, which serves Tallahassee, and the surrounding areas had their graduation. The program started in 2021 and this was the first class that

graduated from the 3-year program. The apprentices attend class 2 nights per week while they work full-time for their employer during the day. Classes are held at Lively Technical College (LTC) which has been a steadfast partner in the HVAC Association.

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

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

· Investing in the Future Workforce by Expanding Career and Technical Education Opportunities - The comprehensive education bill ensures that high school students have greater access to explore the skilled trades as a career pathway, through educational credit opportunities, increased funding for Career and Technical Education programs, and additional support for businesses who offer work-based learning opportunities to students.

· Authorizing Florida's School Voucher funding to be used for apprenticeship programs - The bill expands the authorized use of Florida Tax Credit (FTC) scholarship funds to cover tuition and fees for eligible students to pursue approved pre-apprenticeship programs.

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

For more information about the apprenticeship programs:

ACCA/CF: Ellen Logue, [ellen.logue@accacf.com](mailto:ellen.logue@accacf.com)  
 PACCA: Ellen Logue, [ellen.logue@accacf.com](mailto:ellen.logue@accacf.com)  
 RACCA: Keane Bismark, [apprenticeship@racca-florida.org](mailto:apprenticeship@racca-florida.org).  
 TRACCA: Carre Welsh, [traccacf@gmail.com](mailto:traccacf@gmail.com).  
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# Air-Care Introduces The Zephyr: A Compact, High-Performance Air Duct and Dryer Duct Cleaning Solution

Las Vegas, NV – March 17, 2025 – Air-Care, a leading manufacturer of professional air duct cleaning equipment, proudly announces the launch of The Zephyr, an affordable, highperformance contact cleaning machine designed for both air duct and dryer vent cleaning. With its compact design, powerful suction, and user-friendly features, The Zephyr is an ideal solution for both new and experienced contractors looking to enhance their service offerings.

### Affordable Precision in Air Duct Cleaning

Engineered to deliver exceptional results, The Zephyr offers 200 CFM @ 75 in. w.c. airflow, a 4-stage filtration system, and a 25-foot vacuum hose to ensure thorough cleaning on every job. Its built-in power outlet allows for drill-powered cleaning tools, and an optional dryer duct cleaning kit expands its capabilities. Whether tackling residential or commercial duct cleaning, The Zephyr provides a powerful yet portable solution for professionals in the industry.

### Advanced HEPA Filtration for Maximum Air Quality

One of The Zephyr's standout features is its 4-stage filtration system, which captures 99.97% of particles as small as 0.3 microns, ensuring superior air quality during the cleaning process. This advanced filtration system consists of:

**Stage 1 & 2:** 15-Gallon Dual-Layer Collector Bag – Ensures efficient debris collection while maintaining a clean and dust-free workspace.

**Stage 3:** Primary Prefilter – A polyester disposable prefilter (9.5" x 9.5" x 1"), designed to trap larger dust and debris before reaching the HEPA filter.

**Stage 4:** True HEPA Filter – A 9.5" x 9.5" x 2.75" HEPA filter, certified to capture fine particulate matter, preventing it from being recirculated into the environment.

This multi-layer filtration process is essential for maintaining clean indoor air quality, making The Zephyr an excellent choice for both air duct and dryer vent cleaning professionals who prioritize health and safety for their clients.

### Key Features:

- Dual Cleaning Capability – Efficiently cleans air ducts and dryer vents.

- Compact & Lightweight – Weighs just 61 lbs. for easy transport.

- Rear wheel designed for easy maneuvering up and down stairs.

vering up and down stairs.

- Powerful Performance – 200 CFM airflow for strong suction and debris removal.

- Durable Construction – Rotation molded body.

- Effortless Maintenance – Hinged front for quick filter access.

"The Zephyr is a game-changer for air duct cleaning professionals," said Doug Cohen, Vice-President, Sales and Marketing at Air-Care. "With its powerful suction, advanced HEPA filtration, and versatile design, it provides contractors with a highly effective, yet affordable, solution for maintaining indoor air quality."

With affordable pricing, the Zephyr makes high-quality duct cleaning accessible to more professionals than ever before..

### Availability & Ordering Information

The Zephyr is now available for purchase through Air-Care. For more details or to place an order, call (702) 454-5515 or email customer service at [cs@air-care.com](mailto:cs@air-care.com). For more information about Air-Care and its full range of air duct cleaning solutions, visit [www.air-care.com/Zephyr](http://www.air-care.com/Zephyr). Note that specifications are subject to change without notice.

For over 40 years, Air-Care has been a trusted leader in air duct cleaning equipment and filtration solutions. Headquartered in Las Vegas, Nevada, Air-Care manufactures industry-leading duct cleaning machines, accessories, and permanent washable air filters. The company remains committed to helping contractors grow their businesses with high-quality, professional-grade equipment.



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# HVACR at a Crossroads: Leaders and Educators Tackle Emerging Technologies and Training

(Continued from Cover Story)



Further reinforcing this transition, James Casey Jr., the Section 608 Program Manager at the U.S. Environmental Protection

Agency (EPA), headlined a general session on emissions regulations and their impact on HVACR. His insights provided clarity on compliance requirements, industry adaptation, and the role of educators in preparing technicians for these changes.

Innovation remained a focal point throughout the event. Mark McQuay of Daikin Comfort Technologies led an interactive session on HERO Cloud Services, providing attendees with an inside look at how cloud-based HVACR solutions are revolutionizing VRV system integration, remote diagnostics, predictive maintenance, and real-time performance monitoring. Additional sessions explored AI-driven diagnostics, MULTI R2 Heat Recovery system, smart sensors, machine learning applications, heat pump water heaters, and virtual reality (VR) training, transforming HVACR education.

A particularly unique aspect of the conference was the industry-wide collaboration during the opening session. Competing manufacturers set aside competition to discuss critical topics such as refrigerant regulations, emerging technologies, energy incentives, and best practices for HVACR educators. This panel reinforced the importance of partnerships between manufacturers, regulatory agencies, educators, and professionals in shaping the next generation of HVACR service technicians.

Adding a cultural touch to the conference, Daikin Comfort Technologies once again sponsored a powerful Taiko drum performance, delivering an electrifying show to kick off the event.

Many HVACR professionals may not realize that EPA Section 608 regulations require technicians to maintain certain records, even after leaving the industry. Compliance is crucial, as improper record-keeping can lead to penalties or legal complications.

FMHERO showcased a user-friendly digital platform designed to help technicians and business owners securely store and manage EPA-required records, ensuring compliance even in career transitions.

Beyond nearly 100 educational sessions, attendees engaged in hands-on learning at the Exhibit Hall, where they explored the latest equipment, controls, refrigerants, tools, and training materials. From interactive product demos to in-depth discussions with technical experts, the Exhibit Hall fostered a dynamic space for learning, collaboration, and career development. It provided those who took the time to do a self-evaluation of themselves, their company, or program they led to verify it was aligned with the latest equipment, standards, and resources.

Recognizing the increasing demand for skilled professionals, many sessions focused on strategies for attracting new talent to the HVACR field, including apprenticeship programs, industry partnerships, and the role of secondary and post-secondary education in workforce development.

One such session brought together leading employers affiliated with the United Association of Apprentices and Journeymen. They discussed strategies for HVACR educators to connect graduates with companies offering the best long-term opportunities. Many instructors lack direct connections with these leading employers, making it difficult to place graduates in high-quality positions. This session highlighted opportunities and strategies to bridge this gap.

To extend learning beyond the conference, Clifton Beck, host of the Did You Know? ESCO HVAC Show and Podcast, conducted interviews with manufacturers, associations, and industry leaders. These podcasts will be released throughout the year, ensuring that valuable insights from the conference continue to reach HVACR professionals.

The Exhibit Hall was a hub of activity, featuring the latest HVACR tools, digital solutions, and instructional resources. Attendees interacted with manufacturers, participated in hands-on product demonstrations, and discovered cutting-edge curriculum updates.

Beyond technical training, the conference fos-

tered a strong sense of community. Attendees gathered in the main hallway between classrooms and the exhibit hall, networking and sharing strategies to enhance HVACR education.

With a focus on attendee experience, the conference ensured participants were well-fed and energized. Buffet-style meals featured a diverse cuisine, from made-to-order omelet stations to flavors from around the world, creating the perfect setting for informal networking over great food. Whether grabbing a coffee between sessions, refueling before intensive training, or taking time to learn about potential partnerships with exhibitors, attendees enjoyed a seamless blend of education, engagement, and exceptional food.

During the event, HVAC Excellence took time to express gratitude to those who hold the title of educator or trainer, in conjunction with the first National HVACR Educator Day. This was a perfect occasion to honor those who have transitioned from the field to the classroom and are preparing the next generation of HVACR professionals.

While many in our industry have passed one or more of the various progressive levels of certification, only a few have passed the seven specific credentialing exams to earn the prestigious title of Certified Master HVACR Educator (CMHE). Similarly, only a small percentage of HVACR educational programs have met the rigorous standards required for third-party accreditation. HVAC Excellence recognized these outstanding individuals and programs during the event.

Additionally, TruTech Tools sponsored the Top 25 Most Influential HVACR Instructors competition, spotlighting educators making a lasting impact on the industry. Attendees received commemorative T-shirts featuring the winners' names.

As the 2025 National HVACR Education Conference concludes, preparations are already underway for the next event. Industry professionals should mark their calendars for March 23–25, 2026, when the conference will return with even more insights, innovations, and opportunities to connect with leading manufacturers and educators.

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## ACE Chemical Launches Monster Series Coil Cleaners for HVAC/R Pros



ATLANTA, Ga. (March 25, 2025) – ACE Chemical, a leading developer and manufacturer of chemical treatments for the HVAC/R industry, today announced the launch of the new American-made Monster® Series of coil cleaners, leak sealant and accessories for HVAC/R pros.

Formulated for professional use to conquer even the most challenging dirt and grease but remain gentle on hands and surfaces, the Monster® Series is an instant coil-cleaning legend for condensers, evaporators, walk-in coolers, ventilators and refrigerators with unrivaled efficacy. Orange Monster®: Purify and brighten aluminum-finned cooling and heating coils with this super high-foaming alkaline cleaner with a fresh citrus scent. Available as a concentrated liquid for dilution and as non-flammable aerosol for small-scale tasks and hard-to-reach areas. Biodegradable and USDA authorized for use in federally inspected plants.

Micro Monster®: This non-foaming, non-corrosive and fragrance-free microchannel cleaner was meticulously designed as a heavy-duty condenser coil cleaner and degreaser, and also works well on other intricate microchannel coils including evaporators. Formulated with eco-friendly solvents and

surfactants for use with indoor and outdoor coils and sewer-system safe. Available as liquid or aerosol and NSF-certified for use in and around food processing areas.

Monster® Seal Rapid Response: Developed to quickly seal leaks in units losing up to 100% of the charge within 72 hours. Working at the molecular level, Monster® Seal creates a bond to the metal surface within the unit to create a stronger, faster seal in both low- and high-pressure systems. Compatible with all refrigerants, including 454B and R-32. Do not use with ammonia or CO2 systems. Available in standard concentrated formula as well as UV dye concentrated formula for enhanced leak detection.

Orange Monster® Wet Wipe: The power of Orange Monster® is packed into this waterless wipe for cleaning tools, hands and machinery. Use the textured side for scrubbing and the smooth side for residue-free surface cleaning. Strong enough to cut through grease, tar, ink, oils and adhesives, but gentle on skin.

Monster® So Tuff Towel: These extra-large and high-performance 12"x16.5" wipes are made in the USA to be reusable, solvent resistant, and less expensive than paper towels.

"ACE is proud to build on our long legacy of innovation with the legendary new Monster® Series," said Anthony Talley, vice president of chemicals at The Malco Group. "Monster® products were specifically designed and manufactured in the United States to outperform the competition so pros can tackle even the hardest jobs with ease."

For more information about the Monster® Series, visit [acechempro.com/orange-monster](http://acechempro.com/orange-monster).

About Ace Chemical

Atlantic Chemical and Equipment Company (ACE Chemical) is a leading developer and manufacturer of chemical treatments for the HVAC/R industry based in Atlanta, Georgia. Backed by over 75 years of experience, ACE Chemical is committed to quality and upholding rigorous standards to provide durable, reliable and effective solutions trade pros can trust.

Ace is part of The Malco Group, a leading manufacturer and distributor of high-quality HVAC/R and building construction products that power the success of businesses, trade pros end users, and homes across North America. For more information, visit [acechempro.com](http://acechempro.com).

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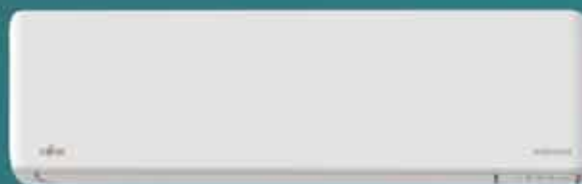
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# Saez Distributors Hosts SFACCA Lunch & Learn Training Series with NIBCO Press Fittings

On February 27th and 28th, Saez Distributors hosted the SFACCA Lunch and Learn Training Series NIBCO Press Fittings at their Broward and Doral locations. Lunch and refreshments were provided by Saez Distributors.

Facilitators for the training were Danny Yarbrough of NIBCO, and Andres Aloma of Steve Lee

& Associates. The training was about how you can find your fit with the complete offering of NIBCO® Press System for multiple building project applications. Choose from over 900 SKUs, the industry's largest selection of press fittings, valves, flanges, and easy-to-use tools for piping systems ranging from 1/2" through 4".

A big thank you to Saez Distributors! Saez has been a key player in the development of the South Florida market, supporting technicians and contractors across Miami-Dade, Broward, and Palm Beach Counties.

Keep watching for future SFACCA Lunch and Learn Training Events.



Andres Aloma of Steve Lee and Associates and Danny Yarbrough of NIBCO welcome attendees to the Broward training



NIBCO Press Fittings training facilitators were Andres Aloma of Steve Lee and Associates and Danny Yarbrough of NIBCO



NIBCO Press tools, jaws and chain sets are tested for use with all Press System fittings and valves, except PressACR® which has its own set of tools and jaws



Danny Yarbrough of NIBCO shared there are over 900 SKUs, the industry's largest selection of press fittings, valves, flanges, and tools for piping systems



NIBCO Press Fitting Tools and product samples on hand to get a hands on personal experience



Andres Aloma of Steve Lee and Associates passes around a sample of the NIBCO Press Fitting



The promise of quality is backed by the NIBCO warranty, customer service expertise, and selection assistance



Andres Aloma of Steve Lee and Associates shared that the NIBCO press system products require no flame, solder or flux



There were two NIBCO Press Fitting SFACCA Lunch and Learn training seminars held at Saez Distributors



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# Blacks Supply - 34th Annual Bass Tournament - Hickory Point



Big Daddy Bass #1 at 6lbs6oz and 1st Place Winner with a combined total of 17lbs8oz was Mike Neal and Steve Goree of Bernhard



Big Daddy Bass #2 winner at 5lb3oz caught four with a combined total of 9lb7oz was Arlin and Denise Martin of Harper Limbach Air Conditioning



First boat in was Colby McCoy and Drew Smith of Harper Limbach who caught five bass with a combined total of 10lb4oz

Blacks Supply sponsored their 34th Annual Bass Tournament on March 8th, 2025 at Hickory Point, Tavares, FL. From the first evidence of light, bass anglers headed out to test their skills on bringing back the big prize catch. The weather was warm and cloudy and the tournament was at full capacity making this a very competitive event. There were over 58 boats and 116 anglers. The limit per boat was five bass.

Willieboy's BBQ of Apopka prepared a very tasty lunch of Pulled Pork, Chicken, Baked Beans, and Mac N Cheese.

Big Daddy Bass #1 at 6lbs6oz and 1st Place Winner with a combined total of 17lbs8oz was Mike Neal and Steve Goree of Bernhard. Big Daddy Bass #2 winner at 5lb3oz was Arlin and Denise Martin of Harper Limbach Air Conditioning. 2nd Place Winner with a combined total of 13bs11oz was David Kearce and James Boyer of Above All Air Conditioning. 3rd Place Winner with a combined total of 13lbs8oz was Barry Thomas and Rodney Marks of BWI, Inc.

Many great prizes were provided by Blacks Supply and their preferred vendors. Blacks Supply has been in business for over 38 years and has four Central Florida locations to serve the HVACR trade. Family owned and operated, Blacks Supply has everything you need to get the job done!



Larry Mixon Jr. and Mike Ugen of Associated Piping caught three bass totaling 4lb6oz



Robert Stark and Luke Poupore of Gaskins Air Conditioning caught 5 bass with a combined total of 10lb11oz



Jim Barhold and Zachary Barhold of Harper Limbach caught five bass with a combined total of 8lbs5oz



Aaron Larkin and David Lynd of Harper Limbach caught five bass with a combined total of 11lbs6oz



4th Place Winner with a combined total of 12lbs5oz was Tracy Gaskins and Wade Watson of Gaskins Air Conditioning



Jeff Dorsey and Ronnie Davidson of Above All Air Conditioning with a combined total of 11lb2oz



Lekevious Spear and TK King of Tech Source caught five bass with a combined total of 8lbs8oz



Frank Curran with Jase and Luke of Platinum Elite caught five bass with a combined total of 6lbs3oz



5th Place Winners with a combined total of 11lb10oz was Kendall Jones and Nick Bordeaux of Bernhard



3rd Place Winner with a combined total of 13lbs8oz was Barry Thomas and Rodney Marks of BWI, Inc.



Sean and Kathy Wooten of Q&S Air Conditioning caught five bass with a combined total of 7lb15oz



Rob Dotson and Todd Wagman of Liberty Mechanical caught five bass with a combined total of 10lbs14oz



# Blacks Supply - 34th Annual Bass Tournament - Hickory Point



The Blacks Supply Team: L to R- Hector Aguilar, Jason Black, Chris Foster, Teia Harner, Bruce Fortenberry, Jimmy Clement, Mutt Stroud, Patrick Cummins, Richie Bates, Pablo Paulino, Matt Reed, Kevin Bush, Craig Syfert, David Shaut, Ivan Martinez



2nd Place Winner with a combined total of 13bs11oz was David Kearce and James Boyer of Above All Air Conditioning



Karl Kroepelin and Ronnie Bowen of Irving Mechanical caught four bass with a combined total of 5lb15oz



Genero Alonso and Julian Alonso of All Star Air Conditioning with five bass totaling 7lb13oz



Tim Clarkson and Tracy Price of Bernhard Air Conditioning had a nice catch of five bass with a combined total 10lb15oz



The winner of The Large 28" Blackstone Gas Griddle was John Ufland of Shaw Mechanical



What a nice day for a bass fishing tournament. Everyone enjoyed the fishing, food, and fun!



The winner of The Large IGLOO Cooler was Ryan Gehrke of Liberty Mechanical



Willieboy's BBQ of Apopka prepared a very tasty lunch of Pulled Pork, Chicken, Baked Beans, and Mac N Cheese



The winner of the grand prize, a Large Big Green Egg Ceramic Grill was Lekeivus Spear of Tech Source



Big Daddy Bass #2 winner at 5lb3oz was Arlin and Denise Martin of Harper Limbach Air Conditioning



Big Daddy Bass #1 at 6lbs6oz and 1st Place Winner with a combined total of 17lbs8oz was Mike Neal and Steve Goree of Bernhard



2nd Place Winner with a combined total of 13bs11oz was David Kearce and James Boyer of Above All Air Conditioning



3rd Place Winner with a combined total of 13lbs8oz was Barry Thomas and Rodney Marks of BWI, Inc.



4th Place Winner with a combined total of 12lbs5oz was Tracy Gaskins and Wade Watson of Gaskins Air Conditioning



5th Place Winners with a combined total of 11lb10oz was Kendall Jones and Nick Bordeaux of Bernhard



## RectorSeal Adds Safe-T-Switch® SSL (Elbow)— Designed for Space Restricted Installations

Houston, TX, March 25, 2025—RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, adds Safe-T-Switch® SSL (Elbow) to its condensate management portfolio. Safe-T-Switch SSL is designed and engineered for installations where space is restricted. Like the proven and trusted line of Safe-T-Switch products, the SSL switch will shut off the HVAC system when water is detected.

With a unique 90° elbow, Safe-T-Switch SSL allows easy installation in tight spaces like closets and other space-restricted HVAC installations. A magnetic reed switch enables the SSL switch to be installed on a slope up to 20 degrees on the HVAC drain pan's primary or auxiliary outlet. In addition, the unit comes equipped with an adjustable ratcheting float level and a code-compliant inline cleanout. The SSL switch includes a cleanout tool, threaded adapter, and plug to ensure easy installation.



“The SSL is a natural extension to our Safe-T-Switch product line,” said Allen Chiang, Product Marketing Manager at RectorSeal. “We continuously look for improvements and products that solve installation issues while delivering outstanding performance. The SSL switch solves a major headache of HVAC technicians when installation space is tight.”

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

## A-Gas to Attend ACCA 2025, Lead Info Session on Regulations, Sustainability

Bowling Green, OH – A-Gas, a world leader in environmentally responsible lifecycle refrigerant management, is proud to announce its participation in the ACCA 2025 Annual Conference & Expo, taking place from March 24-27, 2025, in Grapevine, Texas. A-Gas will host an informative session titled “Refrigerant Management 101: Reviewing the AIM Act, How to Secure Your Future Refrigerant Supply, and A2Ls” on Wednesday, March 26, at 11:00 a.m. in Kilimanjaro Rooms 3 & 4.

This session will address critical topics at the forefront of the HVACR industry, focusing on the realities of the AIM Act and state-specific refrigerant legislation and their implications for contractors. The AIM Act phases down the production of virgin HFCs in the US while some state legislation, like in California, has regulations to reduce the usage of high-GWP refrigerants while maintaining operational flexibility for contractors. Attendees will gain valuable insights into:

**Compliance Requirements and Deadlines:** A look at the regulatory framework of the AIM Act and state legislation and practical strategies for meeting compliance standards.

**Refrigerant Supply Security:** Myths surrounding reclaimed refrigerants and strategies for securing reliable refrigerant resources, including planning long-term refrigerant needs.

**A2L Refrigerants:** A look at how flammable refrigerants are impacting professionals.

Attendees will also benefit from actionable guidance on navigating these regulatory shifts and securing their future refrigerant supply in an evolving market. The session aims to empower HVACR professionals with the tools and knowledge needed to adapt to changing regulations and prioritize sustainability.

“With the HVACR industry facing significant regulatory changes, it’s now more important than ever to equip contractors with the knowledge and resources to thrive,” said Anthony Nash, A-Gas Rapid Recovery Network Training Manager, who is presenting on behalf of A-Gas. “We’re excited to lead this critical conversation at ACCA 2025 and to help contractors navigate these changes while ensuring they have access to reliable refrigerant supply and solutions.”

HVACR professionals attending ACCA 2025 are encouraged to join this essential session. For more details, visit the official ACCA schedule at [www.accaconference.com/acca2025-schedule](http://www.accaconference.com/acca2025-schedule) and scroll to the March 26 listing for “Refrigerant Management 101.”



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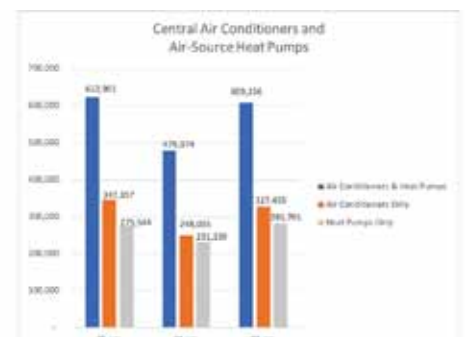
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## AHRI Releases January 2025 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 622,901 units in January 2025, changed +29.9 percent compared to 479,374 units shipped in January 2024. U.S. shipments of air conditioners changed +40.0 percent, to 347,357 units, compared to 248,035 units shipped in January 2024. U.S. shipments of air-source heat pumps changed +19.1 percent, to 275,544 units, compared to 231,339 shipped in January 2024.







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# SFACCA March Dinner Meeting: Pipe Fitting and Journey of Installation



Stacey Miller of SFACCA, Danny Yarbrough of Nibco, Andres Aloma of Steve Lee and Associates, and Kelly Dexter, President of SFACCA

The SFACCA March Dinner Meeting was held on March 5th, in Broward, at Galuppi's. SFACCA invited Danny Yarbrough, Director of Specialty Sales at NIBCO, to discuss Pipe Fitting and Journey of Installation. He discussed all the traditional joining methods, and the benefits of using press fittings for seamless joinery.

In April, SFACCA is hosting their Vendor Product Showcase in Broward, at Funky Buddha Brewery on April 2nd at 5:30pm, to showcase the newest products and demos for the HVAC-R industry. Vendors will be offering special deals and offers to those that attend.



Bob Volin of Air Design Concepts with Ramon Delgado and Elias Barreto of Johnstone Supply Ware Group



Jean Fabus of Pyke Mechanical with Andy Figueroa of AC Warranty



Fernando Ramirez of Google Nest Pro, Andy Saez, Javier Cepedo, Jaime Burnat, Carlos Borja, and Luis Chinea of Saez Distributors



Howard Pearl of Pride Air Conditioning, Isaac Abraham of A&R Supply, and Tony Ferrara of Ferrara's Air



Everyone enjoyed the delicious buffet prepared by Galuppi's!



Stacey Miller of SFACCA welcomed the members and introduced the guest speakers



There was a great turnout for the SFACCA March Dinner Meeting



Guest speaker Danny Yarbrough of Nibco discussed with the SFACCA members the method of using Press Fittings for Seamless Joinery



Andres Aloma of Steve Lee elaborated how you can find your fit with the complete offering of NIBCO® Press System for multiple building project applications



Andres Aloma of Steve Lee and Associates stated that the NIBCO press system products require no flame, solder or flux

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# COVID-19 & The HVACR Industry: 5 Years Later

Five years ago, on March 11, 2020, the World Health Organization declared COVID-19 a pandemic, forever altering our world. The virus claimed over one million American lives and reshaped daily life, work, and global operations. As the U.S. Department of Homeland Security directed non-essential workers to stay home, only 17 of the 700 occupations tracked by the Bureau of Labor Statistics were deemed essential, the HVACR industry being one of them, underscoring its critical role in society.

### Why Was HVACR Deemed Essential?

During the pandemic, HVACR systems were vital to public health, safety, and the economy. They played a pivotal role in:

**Preserving Food Supply Chains:** HVACR systems maintained the cold chain, ensuring food safety from processing plants to grocery stores.

**Vaccine Distribution:** Ultra-low temperature refrigeration was critical for storing and transporting COVID-19 vaccines.

**Healthcare Support:** HVAC systems enabled airborne infection isolation rooms in hospitals, preventing the virus from spreading beyond patient rooms.

**Digital Transformation:** Data centers required extensive cooling to support the surge in online education, remote work, and virtual meetings.

These essential functions highlighted HVACR's significance in maintaining public health, food security, vaccine viability, and the digital economy.

### How Other Industries Adapted

While HVACR continued operations, other sectors adapted in unprecedented ways:

**Healthcare:** Hospitals collaborated with HVACR professionals to design negative pressure rooms for better infection control.

**Education:** Schools transitioned to virtual classrooms using platforms like Zoom and Microsoft Teams, increasing demand for data center cooling solutions. When they did re-open, indoor air quality was the key.

**Retail and Manufacturing:** Retailers shifted to e-commerce with contactless delivery systems, relying on efficient cold storage. Factories reconfigured layouts and upgraded ventilation systems to enhance indoor air quality.

**Hospitality:** Hotels and restaurants improved

HVAC systems for better air circulation and filtration to ensure safer indoor environments.

These changes underscored the importance of HVACR technology in public safety and economic stability during the pandemic.

### HVACR Industry Adaptation and Evolution

As social distancing became the norm, HVACR professionals, contractors, and technicians continued their work, often under challenging circumstances. However, industry education faced significant disruption as in-person classes were abruptly moved online. There was no established framework for teaching this hands-on field virtually, leaving educators to navigate uncharted territory.

### Industry-Wide Support and Innovation

**ESCO Institute:** Starting on March 24, 2020, ESCO worked tirelessly—seven days a week—to produce hundreds of webinars. They also released online content free of charge, helping schools adapt to virtual teaching. These resources were invaluable, providing ready-made lessons and support as educators learned to teach remotely. To address the challenges of in-person certification exams, ESCO Institute introduced innovative remote proctoring solutions. These options allowed students and professionals to earn credentials safely and securely, ensuring continuity in HVACR education and certification. This groundbreaking approach became essential to sustaining educational progress during the pandemic.

**ASHRAE:** Published guidelines on building ventilation and indoor air quality, influencing public health standards.

**Manufacturers and Wholesalers:** Offered virtual product demonstrations and digital support to help contractors navigate new safety protocols.

**Publishers:** The rapid shift to digital resources and support networks showcased the HVACR community's resilience and commitment to continuous learning.

### The Hybrid Learning Model: A Lasting Impact

As restrictions eased, HVACR education transitioned to a hybrid model:

**Online Lectures:** Enabled flexible learning schedules and remote access to course materials.

**In-Person Labs:** Conducted with limited capacity to maintain social distancing, ensuring hands-on

training in a safe environment.

This blended learning model proved highly effective and remains widely used today. The HVACR Learning Network, launched during the pandemic, is now a leading digital content provider, offering resources from top industry groups.

### Lasting Changes in HVACR Education

COVID-19 permanently transformed HVACR education and training:

**Expanded Online Curriculum:** Digital learning resources have replaced heavy textbooks, offering students greater flexibility.

**Diverse Proctoring Options:** In-person, online, remote, and third-party proctoring options have made certification more accessible.

**Hybrid Approach:** A balanced mix of virtual lectures and hands-on labs enhances learning experiences.

The pandemic accelerated the adoption of digital tools, paving the way for a more inclusive and flexible educational environment.

### A Stronger, More Resilient HVACR Industry

While many industries faced layoffs and downturns, HVACR not only survived but thrived as an essential service. It played a critical role in public health, food security, vaccine distribution, and supporting the digital economy. The resilience and adaptability of the HVACR community—educators, technicians, wholesalers, contractors, and industry partners—demonstrated its indispensable role in society.

### Looking Forward: Lessons and Legacy

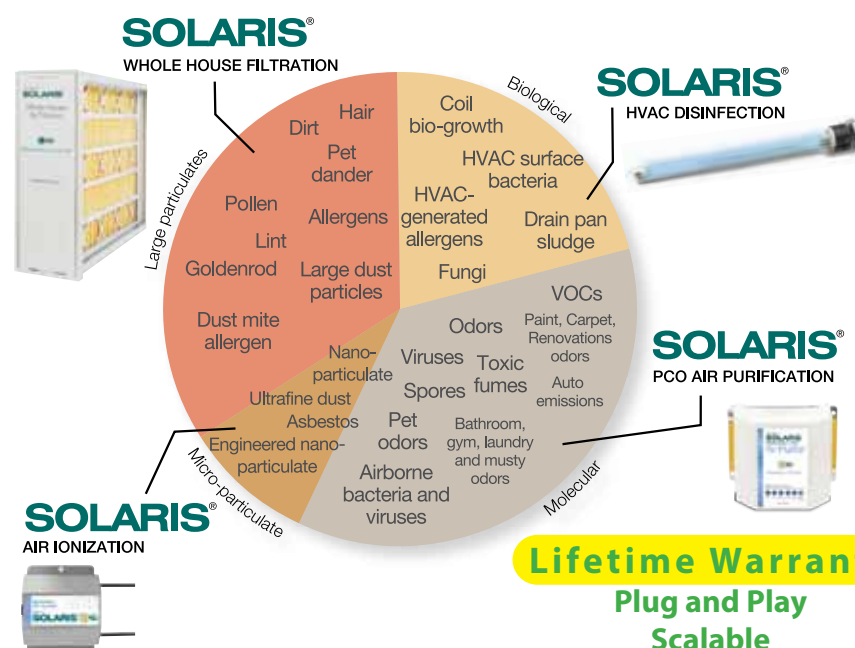
Five years later, the impact of COVID-19 is still evident, but it has also spurred long-term growth and innovation in the HVACR industry. Blended learning, remote proctoring, and enhanced digital resources are here to stay. The industry's rapid adaptation to digital transformation has created new opportunities for education, training, and certification.

### Conclusion: A New Chapter for HVACR

The pandemic changed the world, but it also reshaped HVACR for the better. Five years later, the lessons learned continue to drive progress, foster innovation, and shape the industry's future. The HVACR community emerged stronger, more adaptable, and more essential than ever, ensuring a resilient and prosperous future.



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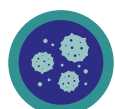
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# Performance Pointers

## By James Ball



### Seven Tips to Commission a Rooftop Air Handler with VAV Distribution

Have you ever been involved in a project that just keeps dragging on? My dad would say, 'All we lack is finishing.' There are a seemingly endless number of details that must be completed before systems can be started up.

In these situations, it is best to complete a start-up and commissioning procedure. Such a procedure can be used for planning and scheduling as the project nears completion. This article reviews the start-up and commissioning steps for an air handler with a Variable Air Volume (VAV) distribution.

Proper start-up and commissioning is critical to ensure optimal performance, energy efficiency, and system longevity. This article outlines a systematic approach to achieving a successful commissioning process, from preparation to handover.

#### 1. Pre-Start-Up Preparation

**Review Relevant Documents** -- Before beginning any physical inspections, you must thoroughly review all relevant construction and design documents, including submittals, drawings, and specifications. This ensures that the system meets the design intent and complies with project requirements.

**Verify Equipment Installation** -- Inspect the physical installation of the rooftop air handler. Confirm that the unit is placed as per design specifications, is properly supported, and has all ductwork securely connected and sealed to prevent air leaks.

Inspect the location and service clearance of the air handler and the VAV boxes. You should also verify the proper installation of ancillary components, such as dampers and actuators. Inspect any chilled water or refrigerant piping for proper routing and insulation.

Then verify the condensate piping is sized properly and the design of the condensate trap matches the manufacturer's requirements. I'd also consider marking the duct dampers so they are easily located by the test and balance (TAB) agent or service personnel.

**Check Electrical Systems** -- In this process, you must verify that the power supply matches the equipment requirements. This includes inspecting all wiring for compliance with the manufacturer's recommendations and local codes. Ensure that circuit breakers or fuses are correctly rated for the system.

Mark the local disconnect with the source panel number so that equipment can be shut down from the main panel.

**Inspect System Cleanliness and Integrity** -- You should check that all ducts are clean and free of construction debris. This includes checking inside service panels to be sure trash or debris has been removed.

Ensure that air filters are properly installed and in good condition. Then verify that dampers, actuators, and other mechanical components operate freely without obstruction.

#### 2. Start-Up Procedures

**Manufacturer's Start-Up Checklist** -- Follow the start-up checklist provided by the manufacturer or have the manufacturer perform the startup. Inspect key components such as fans, coils, dampers, and controls. If the system includes a refrigerant circuit, confirm that the refrigerant charge is correct. Then prime the condensate trap so the condensate will drain properly.

**Power the System** -- When energizing the system, follow a step-by-step process to avoid overloading circuits. Verify the correct rotation of motors, as improper rotation can cause mechanical damage. Be sure to follow proper safety procedures when energizing equipment.

**Establish Airflow** -- You should ensure that the fans operate correctly and that airflow is per design specifications. Take initial static pressure readings to identify any restrictions or leaks.

#### 3. Functional Testing

**Test the VAV Distribution System** -- First, you

need to confirm the operation of each VAV box. This includes checking temperature sensors, actuators, and damper movements. Verify the accuracy of your VAV air flow readings, then set minimum and maximum airflow parameters for each box to match design requirements.

**Test Control Sequences** -- Here is where you confirm the thermostat calibration and mode performance. Verify the integration of thermostats and the Building Automation System (BAS). Test the system's performance in various modes, including heating, cooling, and economizer operations, to ensure the sequences of operation are functioning as intended.

**Check Alarm and Safety Features** -- Test all safety systems, including smoke detectors and freeze protection devices. Ensure that alarms are properly integrated into the BAS and that they activate under appropriate conditions.

#### 4. System Balancing

Balancing airflow is crucial for efficient operation. Measure and adjust airflow at the air handler and terminal units to meet design specifications. Confirm measured airflow at the outlets/inlets match the VAV for each zone and the total is the same as the equipment airflow in maximum, minimum, and heating airflow.

Then verify fan speeds and adjust as necessary to achieve proper static pressures. Perform duct leakage testing to ensure minimal losses.

#### 5. Commissioning Documentation

**Record Baseline Data** -- You must document baseline operational data, including temperatures, pressures, and airflow rates. Record equipment set-points and configurations to provide a reference for future troubleshooting and maintenance.

**Prepare a Punch List** -- Create a punch list of any deficient issues or deviations from design. Prioritize resolving these items before finalizing the commissioning process.

go to page C4

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# Tropic Supply Training Day: Intro to A2L Refrigerants in Medium & Low Temperature Refrigeration

In March, Tropic Supply hosted Training Day events around the state in partnership with Chemours and Russell. The focus was an **Introduction to A2L Refrigerants in Medium and Low Temperature Refrigeration**—a comprehensive training program designed for HVACR professionals to safely handle A2L refrigerants (R-454A, R-454C, R-455) in medium and low temperature applications.

Attendees learned:

- **Overview of R-454A, R-454C, and R-455**, including their properties, environmental impact, and safety precautions.
- **Equipment Design:** Best practices for designing HVAC systems that use A2L refrigerants, with a focus on safety and efficiency.
- **Installation Practices:** Guidance on installing equipment with A2L refrigerants, including piping and ventilation requirements.
- **Safety Procedures:** Instructions on handling,

charging, and recovering A2L refrigerants safely, with an emphasis on preventing cross-contamination and avoiding ignition sources.

**Training Day instructors included** David Harrell, Sales Education and Content Development Manager for HTPG, and Don Gillis, Educational Services Trainer for Chemours.

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



David Harrell of HTPG, Don Gillis of Chemours, Bailey-James Schommer of BTU Reps, and Robert Burnett of Tropic Supply.



Don Gillis of Chemours discussed the installation of equipment with A2L refrigerants, including piping and ventilation requirements.



Don Gillis of Chemours noted that A2L-ready equipment offers greater efficiency and performance.



Eli Martinez, Anthony Reardon, Javier Real, and Felix Cortez of Target Temp, LLC.



Tropic Supply's North Miami training on A2L refrigerants for medium and low temperature applications drew a full house.



An overview of R454A, R454C, and R455 refrigerants was given, including their properties, environmental impact, and safety precautions.



David Harrell of HTPG talked about best practices for designing HVAC systems that use A2L refrigerants, focusing on safety and efficiency.



This training class provided a valuable opportunity to earn four (4) hours of NATE continuing education credits upon completion.



Representing NAVAS Multiservices Corporation, Milton, Javier, Andre, Budd, and Adrian joined us for the training.



Don Gillis of Chemours noted that A2L refrigerants are mildly flammable, so understanding their properties is key to safe handling.



Staying updated helps ensure compliance with safety standards, avoiding legal issues and penalties.



Installation and service tools are increasingly being updated to accommodate A2L refrigerants.



It was a full house at the Courtyard Marriott in Dania Beach for Tropic Supply's Training Day with Russell and Chemours.



David Harrell of HTPG shared that HFC consumption will be reduced across all segments over the next 12 years.



One segment of the training focused on safety procedures for handling, charging, and recovering A2L refrigerants, with an emphasis on preventing cross-contamination.



David Harrell clarified that A2L refrigerants do not contain hydrocarbons.



Tropic Supply's Fort Myers location saw a strong turnout for the A2L refrigerants training focused on medium and low temperature applications.



As the industry moves toward more sustainable solutions, understanding A2L refrigerants is key to future-proofing your operations.





# Ferguson HVAC Hosts Open House in Tamarac

## March 12th, 2025

On March 12th, from 11am-2pm, Ferguson HVAC in Tamarac hosted an Open House. Several product vendors were on site showing their new products and answering questions. Customers had two different Food Trucks to select from. The Tornado Food Truck served tasty Greek Cuisine like Gyros, Greek Salads, Greek Corn in a Cup, and Homemade Hummus. The second Food Truck was Sophia's Burgers with a selection of Burgers, Chicken Tenders, and Steak Sandwiches, all with fries. The Kona Shaved Ice Truck was

on site too! There were prizes, and nice giveaways too!

Ferguson HVAC is a national distributor of residential and commercial heating and cooling equipment, parts and supplies. HVAC contractors across the country rely on Ferguson HVAC for the best unitary and ductless equipment brands, and for a wide-range of HVAC products including accessories, controls, air distribution supplies, and service and repair parts.

Ferguson HVAC highly trained associates are experts on the products they carry and offer the training,

consultation and technical support you need to service your customers. Ferguson HVAC Branches are supported by an advanced network of 12 distribution centers strategically located around the country.

Ferguson HVAC has a unique culture and a tradition of supporting civic, cultural, educational and environmental activities. Ferguson HVAC is committed to the highest standards of ethics, from helping their customers select green product solutions, to providing a safe and secure workplace environment.



Becky Kelly of Ruud with Nat Hanley, Alfonso Morero, Matt Daniele and Victor Castro of Ferguson



Fernando Ramirez of Google Nest Pro with Thiago Santos and Leo Dornelas of Millennium Plumbing



Kip Heilman of Dewalt, Anthony Dewarte of CBRE, Daniel Sanchez and Rafael Efrece of Dewalt



Brian Nichols of Fantech, Andy Taylor of Leone Green, Ilan Mardachiaev and Felix Geller of Instant HVAC



Sophia's Burgers served a nice selection of Burgers, Chicken Tenders, Chicken and Steak Sandwiches, all with fries. The Kona Shaved Ice Truck was on site too!



James Austin, Jonathan Linares, Lisa Heimanson, and Jeneen Gallager of SSA



Brad Cox of WellAir, Marlon Perez of Target Sales, Emile, Dennis, and Ricardo of Kyle Plumbing



The Tornado Food Truck served tasty Greek Cuisine like Gyros, Greek Salads, Greek Corn in a Cup, and Homemade Hummus



Justin Burke of Ferguson, Alex Martinez and Alejandro Carbajales of B&I, and Kevin Reid of Ferguson



Evelio Mata of DiversiTech with Israel Hernandez of Ferguson



Adonis Dallaris of Speedy AC with Alfredo Hernandez of Milwaukee Tools



A great turnout for the Open House at Ferguson in Tamarac



Nick Rossi of ATC, Donny Figeroa, Amy McPherson, and Victor Castro of Ferguson, Ray Gutierrez of Perfect Star



Mike Donoso and Sara Bellanger of Moen with Marc Carbone of Ferguson



Matt Paladino of Ed Helms AC, Luis Gomez with The Spear Group, and Raul Lopez of All Year Cooling



## HARDI Distributors Report 3.45% Revenue Increase in January

Columbus, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 3.45% during January 2025. The annual sales growth for the 12 months through January 2025 is an increase of 4.2%.

“More heating degree days year-to-year helped produce sales growth in all seven of our regions during January,” said Loftus. “The sales to inventory ratio was improving across all the regions during 2024 until pre-buy activity during the fourth quarter. The improvement resumed in several of the regions during January.”

The monthly sales survey also calculates distributor’s Days Sales Outstanding, a measure of how quickly customers pay their bills. “The DSO has been turning a bit faster recently and that continued in January,” said Loftus. “The DSO for January has been near 43 days the past few years but was less than 38 days this year.”

“The Fed was trying to slow the economy for 30 months until the rate cut in September. The unemployment rate has been close to 4.1% since June, and the three-month average monthly job growth has improved since that first rate cut,” said Loftus. “We are very pleased to see the 10-year bond yield following the fed funds rate lower. The mortgage rate typically follows the 10-year yield, so this could have a positive impact on existing home sales, and replacement demand, for HARDI members this summer.”

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

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

## Ducane/OLDACH 3rd Place Winner in the SCCA Cabin Fever Enduro Race at Sebring Raceway



Driver Sergio Sanjenis (2nd left) with his team, standing next to the BMW race car. They were 3rd place winners in the SCCA Cabin Fever Enduro Race at Sebring Raceway.

Ducane Air Conditioning and Heating, along with Oldach Distributors in Orlando, were sponsors of the Race Factory Team, who were 3rd place winners in the 2025 SCCA Cabin Fever Enduro Race held on February 9th to 11th, at the Sebring Raceway Track, in Sebring Florida.

The Sebring races have existed each spring for more than 60 years on Sebring’s demanding road course. It is the granddaddy of all North American sports car races and draws teams and drivers from all over the world. Central Florida Region is proud to be a significant part of this event.

## Refrigerant Regulations / Codes

Refrigerant regulations and codes are vital for ensuring the safe, efficient, and environmentally responsible use of refrigerants in systems like HVAC and refrigeration. Proper gas detection systems play a crucial role in these regulations by helping identify refrigerant leaks, which can be hazardous to health, safety, and the environment. Adhering to these codes minimizes risks, ensures compliance, and supports sustainability efforts in managing refrigerants.

The U.S. Environmental Protection Agency (EPA) recently introduced new regulations under the American Innovation and Manufacturing (AIM) Act aimed at reducing the use of hydrofluorocarbons (HFCs) in heating, ventilation, and air

conditioning (HVAC) systems. Learn more about the regulations/codes that play a factor in Refrigerant gas detection.

Macurco Gas Detection designs, develops, and manufactures a full set of fixed and portable gas detection monitors to protect workers, responders, and the community. Macurco has more than 50 years of proven gas detection experience in residential, commercial, and industrial gas monitoring. Macurco gas detection systems (HVAC, Fire & Security, AimSafety, and TracXP) are widely recognized by distributors and users for their high performance and consistent reliability.

Macurco is based in Sioux Falls, South Dakota. Learn more at [www.macurco.com](http://www.macurco.com).



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

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

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



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## Performance Pointers

By James Ball

(continued from page B4)

**Final Report** -- Prepare a detailed commissioning report, including all test results, data logs, and a summary of adjustments made during start-up. Submit this report to the building owner as part of the project closeout.

### 6. Training and Handover

**Operator Training** – It's important that you provide comprehensive training for the building's operations team. Include instructions on basic system operation, troubleshooting, and routine maintenance tasks to ensure long-term performance.

**Delivering Documentation** -- Hand over all relevant manuals, as-built drawings, and commissioning reports. Ensure the owner has easy access to these materials for future reference.

### 7. Finish the Job

The start-up and commissioning process is essential for ensuring that a rooftop air handler with VAV distribution operates efficiently and reliably. By following a structured approach — from preparation through training and handover — owners and operators can enjoy a system that meets performance expectations and minimizes lifecycle costs.

*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](http://NationalComfortInstitute.com) or call 800-633-7058.*

## EPA Addresses Refrigerant Regulations

James Casey Jr., Section 608 Program Manager at the U.S. Environmental Protection Agency (EPA), headlined a general session at the HVAC Excellence National HVACR Education Conference. During his presentation, Mr. Casey discussed the new leak and repair requirements outlined under Subsection (h) of the AIM Act.

He spoke in depth about leak rate calculations, required repairs, verification testing, leak inspections, and automatic leak detection systems. Some key takeaways from the session include:

- The leak, repair, and reporting requirements closely mirror those applied to CFCs and HCFCs (ODS) under Section 608 of the Clean Air Act.

- These requirements apply to systems charged with 15 pounds or more of refrigerant—lower than the 50-pound threshold under Section 608.

- Residential and light commercial comfort cooling systems are exempt from these requirements.

- The compliance date for these new provisions is January 1, 2026.

Mr. Casey emphasized a critical point: once refrigerant is vented or leaked, it is permanently lost from the supply chain. Leak repair, recovery, and reclamation are essential practices to maintain an adequate supply of HFCs during the ongoing refrigerant phase-down. Without industry-wide adoption of these practices, service gas for legacy equipment could become scarce and more expensive.

We look forward to seeing you at our next event, March 22–25, 2026. In the meantime, stay connected by checking out our interviews, podcasts, and live shows on our YouTube channel.



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## Fujitsu Expands AIRSTAGE Cloud BMS with Service Manager V3.0.0

Fujitsu General America's AIRSTAGE Cloud BMS Site Manager and Service Manager applications have been updated to v3.0.0.

AIRSTAGE Cloud is a highly versatile cloud platform that provides Building Management Systems as a Service. It effectively and efficiently monitors, manages, and helps maintain Fujitsu General's VRF and mini split systems along with the ability to control and monitor third party equipment, including all thermostatically controlled HVAC systems, regardless of the manufacturer.

One major feature of the new V3.0.0 update gives users of Service Manager the ability to remotely configure all the installation and commissioning settings, a task that previously required multiple site visits.

Earlier versions of Service Manager provided remote monitoring and control of VRF systems, but with v3.0.0, Fujitsu has significantly expanded that

capability. Contractors and distributors can now remotely set the low-level VRF unit function codes that used to require expensive site visits. Configuration is faster and more accurate due to the ability to batch program function settings on a jobsite.

The Service Manager function provides remote configuration of AIRSTAGE single-phase J-series and three-phase V-series VRF indoor and outdoor units. This remote functionality can reduce the frequency, cost and duration of service calls, and expedites the setup of new VRF in-



stallations.

The Service Manager function also provides a live look at VRF system performance online in addition to historical performance data. If detailed support is needed from Fujitsu, Service Manager allows product support specialists to see and update sites with the technician in real-time. Learn more at [www.FujitsuGeneral.com](http://www.FujitsuGeneral.com)

## AccuAir, Inc. Mobile I-TEC Lab Visits Employees of the Hillsborough County Public Schools

On a breezy, overcast day in Tampa, Florida - employees of the Hillsborough County Public Schools attended a hands-on presentation of the Bard Manufacturing Company, Inc. I-TEC, courtesy of Penny Anderson and the AccuAir, Inc. mobile I-TEC lab. For the uninitiated, the I-TEC is a precision HVAC prod-

uct, delivering extremely quiet and efficient heating, cooling, ventilation, and dehumidification from a discrete, stand-alone vertical packaged unit. Architects and Engineers know that Bard products are uniquely manufactured for educational facilities, and the I-TEC is proof of "Classroom Preferred" engineering!



The AccuAir, Inc. mobile I-TEC lab parked at Hillsborough County Public Schools ready for a hands-on presentation!



Employees of the Hillsborough County Public Schools attended an I-TEC presentation of the Bard stand alone vertical package unit



# Ecoer HVAC Systems Relocates Headquarters to Texas and Appoints Jack Ernest as VP of Sales

Dallas, TX – March 24th - Ecoer HVAC Systems, a technology-driven innovator in the heating and cooling industry, has announced the relocation of its corporate headquarters from Virginia to Texas. Alongside this strategic move, the company has named industry veteran Jack Ernest as its new Vice President of Sales.

Jack Ernest brings over three decades of focused expertise in the HVAC/R industry. His subsequent roles at Goodman Manufacturing, EVCON, Mitsubishi Heavy Industries, and Quietside Corporation Inc. demonstrate a track record of transformative leadership and success. Known for his deep industry knowledge and strategic vision, Ernest will spearhead Ecoer's efforts to build strong partnerships and drive nationwide growth. His extensive background and market insights will undoubtedly serve as a significant asset to the Ecoer team.

"What drew me to Ecoer is its unwavering focus on technology and its commitment to solving real-world challenges," said Ernest. "I'm excited to work with a team that's not just pushing boundaries but setting a new standard for innovation and support in the HVAC industry."

Ecoer, Founded in 2016, has set out to revolutionize the HVAC industry with its IoT-based smart technology and high-efficiency inverter solutions. Addressing long-standing challenges such as lack of innovation, limited contractor support, and inconsistent installation quality, Ecoer has quickly become known for its commitment to intelligence, precision, and sustainability.

"Texas offers an ideal environment for innovation and growth, and we're thrilled to call it our new home," said Louis Ing, Ecoer CEO. "With the addition of Jack Ernest to our leadership team, we're poised to strengthen our relationships with contractors and expand our reach across the region and beyond."

Ecoer's award-winning heating and cooling systems are recognized for their advanced features, including Precise Refrigerant Auto-charge and 24/7 IoT monitoring. These technologies empower contractors with predictive maintenance capabilities, real-time alerts, and simplified troubleshooting—resulting in faster service and enhanced homeowner satisfaction.

By combining IoT intelligence, advanced engineering, and a dedication to sustainability, Ecoer continues to redefine modern heating and cooling. As the company embarks on this new chapter in Texas, it remains focused on delivering smarter, greener, and better solutions for homeowners, contractors, and the planet.

About Ecoer HVAC Systems: Ecoer HVAC Systems designs and manufactures high-efficiency heating and cooling solutions powered by IoT and inverter technology. Founded in 2016, the company addresses industry pain points with smart, sustainable systems that predict, prevent, and perfect performance. For more information, visit [ecoer.com](http://ecoer.com)

# Bryant Celebrates 120th Anniversary with YearRound Donations for Feeding America

INDIANAPOLIS, IN, Mar. 10, 2025 — Bryant, a leading provider of high-quality heating, ventilation, and air conditioning solutions, is proud to announce the successful conclusion of its 120th anniversary celebration, having raised \$113,000 in support to food banks affiliated with Feeding America.

Through a year-long campaign of charitable donations and volunteer hours, Bryant has made a significant contribution to the fight against hunger, helping communities across the nation.

Over the course of 2024, Bryant employees, distributors, and dealers collectively raised money for Feeding America. Bryant kicked off efforts with a \$50,000 donation; the rest was raised through individual contributors and 17 partners from seven states.

These funds will be distributed to food banks across the country, providing critical resources to individuals and families in need. The company's commitment to fighting food insecurity goes beyond financial support, with more than 600 volunteer hours dedicated to local food banks.

"We are incredibly proud of the impact we were able to make in our 120th year," said Nick Arch, Vice President and General Manager, Residential HVAC Solutions, Bryant. "Exceeding our volunteering goal was a testament to the generosity and strength of the Bryant network. Our commitment to supporting Feeding America will continue to grow as we work together to ensure that no one goes hungry."

Throughout the year, Bryant's employees, and affiliates packed food donations, supported mobile pantries, drive-thru pantries, and other food distribution efforts, and launched a social media campaign. These efforts were aimed at providing immediate assistance while also raising long-term awareness about the issue of food insecurity.

Bryant's support of Feeding America is part of the company's broader Corporate Social Responsibility (CSR) program, which focuses on making a positive difference in communities where Bryant operates. Through initiatives like these, Bryant strives to leave a lasting impact on both local and national levels, demonstrating its commitment to creating a better future for all.

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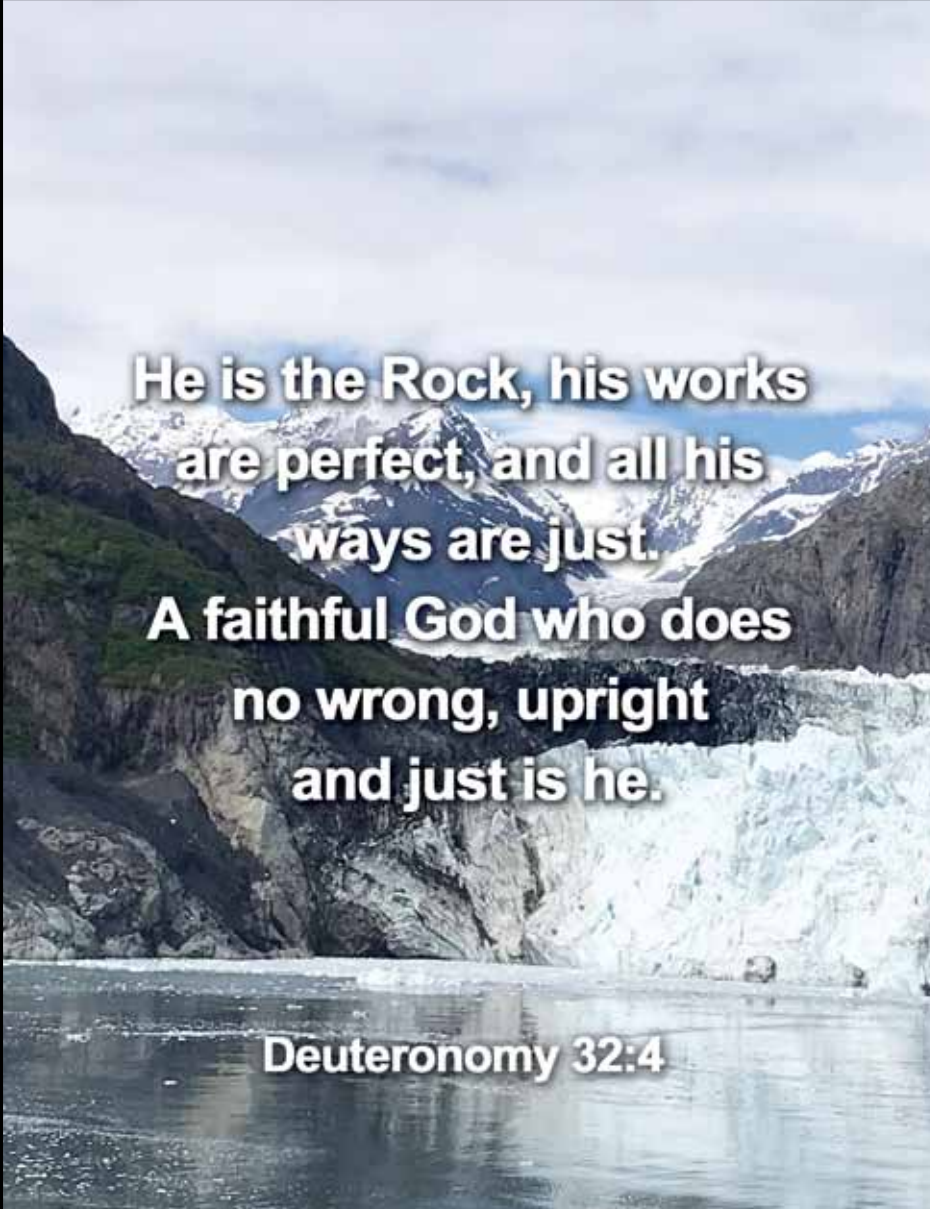


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