

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



SFACCA April Meeting and Vendor Showcase at Funky Buddha in Ft Lauderdale (see page 22)



Economic Electric Motors Hosts Open House at their North Miami location (see page B5)



Tropic Supply Hosts Open House at their Cape Coral Resource Center (see pages B6-B7)



Cousins Air 4th Annual Employee Appreciation Celebration at Quiet Waters Park (see page B3)



ASHRAE Technical Meeting – ASHRAE 15 & 34 Standards on A2L refrigerants (see page 20)

HARDI and **AHRI** File **Lawsuit Against New York State NYSDED over Amended Part 494 Regulations**



LUMBUS, OH & AR-LINGTON, VA — Heat-Air-conditioning Refrigeration Distributors International (HARDI) and the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) have jointly filed a lawsuit against the New York State Depart-

ment of Environmental Conservation (NYSDEC), challenging recent amendments to New York regulations that impose sweeping bans and restrictions on the refrigerants used in air conditioners, heat pumps, refrigeration, and water heaters.

The amended regulation, 6 NYCRR Part 494, which took effect earlier this year, significantly expands prohibitions on the sale, use, and installation of products containing hydrofluorocarbon (HFC) refrigerants in New York. HARDI and AHRI's legal complaint, filed in the New York State Supreme Court, argues that the NYSDEC did not follow the Climate Leadership and Community Protection Act (CLCPA) and failed to adhere to required administrative procedures in implementing the revised rule.

"Our members are committed to reducing the environmental impact of refrigerants," said Talbot Gee, CEO of HARDI. "However, the amended Part 494 rules are overly aggressive, lack clarity, and put unnecessary strain on businesses that are already working to comply with federal HFC phasedown require-

April 1, 2025 | CO- ments under the AIM Act. HARDI firmly believes that regulators must follow the law, and the best interest of the industry is to follow a single nationwide phasedown to prevent increased consumer costs."

AHRI, the trade association representing HVACR and water heating equipment manufacturers, echoed these concerns. "Our member companies take significant pride in providing affordable, energy efficient, essential products and equipment that ensures the health, safety, productivity, and comfort of consumers in New York and all across the nation," said Stephen Yurek, President and CEO of AHRI. "Long before New York proposed its amendments to Part 494, AHRI members had already invested billions of dollars in developing next-generation refrigerant technologies. New York's regulations introduce additional costs and complexity into an ongoing transition and risk undermining the climate benefits already being achieved through these advancements."

The lawsuit asserts that NYSDEC's amended rule conflicts with the federal regulatory framework established under the American Innovation and Manufacturing (AIM) Act, administered by the U.S. Environmental Protection Agency (EPA) in contravention to the requirements included in the CLCPA. It also highlights the lack of adequate public engagement and economic analysis required under New York law.

HARDI and AHRI are seeking to invalidate the revised portions of Part 494 and halt enforcement until the rulemaking process can be re-evaluated with proper stakeholder input and legal grounding that follows the EPA timelines.

A Ware Group Thank You with Specials, Giveaways, **Vendors, and BBQ Too!**

OPEN HOUSE ...

nual Open Houses as a customer and vendor appre- Open House Specials included: BOGO Prol ciation. The April Open Houses in Florida included Deerfield Beach, Brandon, and Daytona Beach.

final Open House will be held in Jacksonville on May 1st.

A focus of each

Open House is providing an environment where contractors can learn and interact

with the industry's latest and greatest. Ware Group Open Houses feature over 30 vendor exhibitors with product information and hand's-on displays.

Each Open House also featured Airflow training classes. A Ware Group Open House wouldn't be complete without a registration goody bag, product

Johnstone Supply Ware Group hosted their anspecials, great door prizes, and Hill's famous BBQ.

Stats, R410A Refrigerant Specials, and Fieldpiece Instrument Specials. Door prizes included a por-More Open House events in April at Norcross table Friedrich Air Conditioner, Veto Pro Pack Tool Ga. on the 29th, and Rock Hill S.C. on the 30th. The Bag, Gift Cards, and a Milwaukee Tools Pack Out

Kit.

A full Hill's BBQ lunch of Ribs and Chicken was served from 11:00 am - 1:00 pm, including banana pudding and brownies

In this issue, see event photos and article for the Deerfield Beach,

Brandon, and Daytona Beach Open Houses, that took place in April.

Johnstone Supply The Ware Group has a variety of training programs geared to help improve all aspects of your business from marketing, selling, shopping, ordering, receiving, servicing and installation. The Johnstone Advantage....Saving You Time. Making You Money!

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Why it is Critical to Monitor Your Company's Current Ratio

Ruth King's Contractors Cents



data (a year's worth of data taken a month at a time). For example, the current ratio for April 2025 is the addition of the current ratios from May, 2024 through April 2025 divided by 12). It is the trend that matters. Is the ratio increasing or decreasing? And why?

tant financial statement.

Over the next few weeks I'll do a deep dive into each of the critical balance sheet ratios. You'll understand their meaning and can make sure that your trends are headed in the right direction. You'll be able to spot minor issues and resolve them before they become major crises.

If you are like most contractors, your company's

balance sheet is the least used and least understood

financial statement. Yet, it is probably the most impor-

Current ratio is the first balance sheet ratio to pay attention to. It is critical because increasing current ratio means increasing ability to pay your bills and increasing profitability, most of the time.

Decreasing current ratio means that your profitability is decreasing and your ability to pay your bills is decreasing, most of the time.

When these trends are because of purchasing assets for cash, paying a huge tax bill, loans (such as the PPP loan that many companies received during the pandemic), or other huge cash increases or decreases not dependent on your day to day business operations, the trends do not follow the same rules as above.

Current ratio is defined as current assets divided by current liabilities. Current assets are either cash or things that can be turned into cash within a year. The major categories of current assets are cash, investments, accounts receivable, inventory and prepaid expenses. Occasionally you'll have some other current assets. However, on an operational or day-to-day basis, you'll generally have these categories.

Current liabilities are debts that must be paid within one year. The major categories of current liabilities are accounts payable, accrued taxes (payroll taxes, income taxes, state taxes, local taxes, etc.), deferred income, warranty, and current portion of long-term debt. An individual month's ratio tells you almost nothing. Graph your current ratio trends using trailing



Your trailing current ratio graph should look like the graph above. If your company's trend is not flat or increasing, find out why and resolve the issue. You can spend the hours to calculate the ratios and graph them yourself or you can have software calculate the ratios and graphs for you in less than 10 minutes a month. Go to www.financiallyfit.business to subscribe.

Your acid test is the next balance sheet ratio to pay attention to. It is critical because, like current ratio, increasing acid test means increasing ability to pay your bills and increasing profitability, most of the time.

Decreasing acid test means that your profitability is decreasing and your ability to pay your bills is decreasing, most of the time.

Like the current ratio, when these trends are because of purchasing assets for cash, paying a huge tax bill, loans (such as the PPP loan that many companies received during the pandemic), or other huge cash increases or decreases not dependent on your day to day

HVACChannel.tv

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

Reach her at ruthking@hvacchannel.tv.

business operations, the trends do not follow the same rules as above.

The critical thing to look for is the comparison of the current ratio to the acid test. The two lines should be parallel. If they are widening, you are building inventory. If they are coming together, then you are using more inventory than you are purchasing.

Acid test is defined as current assets minus inventory, then divide by current liabilities. Current assets are either cash or things that can be turned into cash within a year. The major categories of current assets are cash, investments, accounts receivable, inventory and prepaid expenses. Occasionally you'll have some other current assets. However, on an operational or day-to-day basis, you'll generally have these categories.

Current liabilities are debts that must be paid within one year. The major categories of current liabilities are accounts payable, accrued taxes (payroll taxes, income taxes, state taxes, local taxes, etc.), deferred income, warranty, and current portion of long-term debt.

Like the current ratio, an individual month's ratio tells you almost nothing. Graph your acid test trends using trailing data (a year's worth of data taken a month at a time). For example, the acid ratio for April 2025 is the addition of the acid test ratios from May, 2024 through April 2025 divided by 12). It is the trend that matters. Is the ratio increasing or decreasing? Is the link parallel to the current ratio line? And why?

Your trailing current ratio and acid test graphs should look like the graph on the left. If your company's trends are not parallel, flat or increasing, find out why and resolve the issue.

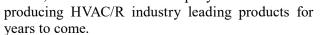
NOTE: You can spend the hours to calculate the ratios and graph them yourself or you can have software calculate the ratios and graphs for you in less than 10 minutes a month.



Ritchie Engineering Announces Promotion of Kristen Ritchie to President

BLOOMINGTON, MN (April 21, 2025) – Ritchie Engineering Company, Inc. is proud to announce the promotion of Kristen Ritchie to the position as President. Kristen has been with Ritchie Engineering for

over 20 years and has been an integral part in developing strategy and improving brand awareness that helped lead Ritchie Engineering through a fantastic growth period. Her experience as the Executive Vice President of the organization has prepared her for the next step in leading Ritchie Engineering and she will continue navigating the business with a vision of innovation and growth. We look forward to preserving the legacy of Ritchie Engineering Company as a familyowned, Minnesota-based company



The YELLOW JACKET® brand name is synonymous with the highest quality and most complete line of HVAC/R tools in the industry. The brand's roots go back to the 1940's when Ritchie Engineer-

> ing Company, Inc., a manufacturers' representative organization, became a hose manufacturer. With an emphasis on quality and service, Ritchie Engineering, based in Bloomington, Minnesota, trademarked the hose as the YELLOW JACKET® Charging Hose in 1949. Since then, the company has been engineering, manufacturing, and continuously improving the YELLOW JACKET® hose while adding new products to its portfolio. Today, YELLOW JACKET® products are sold worldwide through a network of authorized HVAC&R and





Spring into Action with iFLO Pro: Redefining Drain Care in the HVAC Industry

As temperatures rise and the busy season kicks into gear, contractors across the country are turning to iFLO Pro as the smart solution to an age-old HVAC problem: clogged condensate drains. With over **55,000 live units in the field**, iFLO Pro has proven it's not just another gadget—it's a game-changer.

This spring, we're doubling down on what works: smart automation, contractor profitability, and water damage prevention that protects both homeowners and reputations. With AI-powered cleaning, remote system diagnostics, and a plug-and-play installation process, iFLO Pro is fast becoming standard practice for contractors looking to modernize their service offerings and reduce callbacks.

We've entered strategic conversations with major players in the insurance, OEM, and private equity spaces—amplifying our vision to create an end-toend connected solution for drain care. And through our Nexstar partnership, we've seen rapid adoption among top-tier contractors who are building recurring revenue and differentiating their offerings with smart service models.

The iFLO Pro ecosystem continues to evolve, and the latest updates to the iFLO Pro app make it easier than ever for HVAC professionals to manage installs, monitor customer systems, and simplify service. Contractors can now set up their company profile directly in the app, add technicians, and track installs with full visibility. Before your next install, make sure your team downloads the iFLO Pro app from the App Store or Google Play and gets set up—this step is critical to earning spiffs and ensuring device commissioning is properly recorded.

We're also focused on education. From live trainings and video books to Pro-only incentives, iFLO Pro is arming contractors with the tools they need to sell with confidence and install with ease.

Now's the time to get your team trained, your inventory stocked, and your app downloaded. Start earning today by signing up as an iFLO Pro, commissioning your installs, and taking advantage of limited-time incentives designed to drive profitability and loyalty.

iFLO Pro is here to help you own the pan, own the drain, and own the customer. Let's make this the season you level up—visit iflopros.com, sign up your company, and start winning with iFLO Pro.

Johnstone Supply Recognizes Nidec VP with Leadership Award



Nidec's Morgan Silvey accepts the Leadership Award at Johnstone Supply's Spring Meeting and Trade Show.

ST. LOUIS, MO -April 24, 2025 – HVAC wholesale giant Johnstone Supply recently honored Nidec Motor Corporation's Morgan Silvey with its Leadership Award. The award was presented at Johnstone's Spring Meeting and Trade Show in San Diego.

Johnstone Supply representatives said Silvey was chosen for the award due to his lead-

ership in achieving outstanding results with a clear dedication to excellence and partnership, contributing to substantial ECM motor growth in 2024.

Silvey is Vice President Sales & Marketing, HVACR, at Nidec. Johnstone Supply is the largest wholesaler for Nidec's HVAC aftermarket group.

Nidec partners with Johnstone for the distribution of several HVAC motor lines, including U.S. MOTORS®, RESCUE®, Embraco, and Nidec Techno. Since 1908, the U.S. MOTORS brand has stood for exceptional product reliability and performance.



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Celebration Of Life Jim Carr



Jim Carr

It is with deep sadness that we share the passing of our dear friend and colleague, Jim Carr.

Jim was a highly respected and knowledgeable contractor, consultant and instructor in the HVACR industry, especially the east coast of Florida. Jim was known for his dedication, integrity, and the generous

way he shared his expertise. His passion and commitment to the industry left a lasting impact on all who had the privilege of working with him as had I and the others affiliated with my company CRG during the last four years providing educational programs.

A celebration of Jim's life will be held on Saturday, May 3, 2025, at 11am at Family Church Village, located at 3600 Village Blvd, West Palm Beach, FL 33407. Reception immediatly following.

He will be greatly missed by his friends, colleagues, and students whose lives he touched.

Cheryl Harris, President CRG, Inc.

Supporting HVACR Education

Exhibitor registration for the 2026 National HVACR Education Conference opened on April 18—and within days, most of the space was already claimed.

Yes, the event is still a year away. But the companies that signed up early aren't just planning ahead—they're making a statement. These organizations are committed to supporting HVACR educators, trainers, and professionals. They've secured their spots because they believe in advancing HVACR education, innovation, and workforce development.

So when it's time to invest in equipment, tools, trainers, or instructional resources, remember the companies that are investing in you.

Airzone Expands Aidoo Product Line with Three New Models

Sacramento, CA – April 16, 2025 – Airzone Control, a leader in smart HVAC integration solutions, is expanding its flagship line of HVAC control bridges with three new Aidoo Pro models: 1. Aidoo Zigbee - a cutting-edge controller that brings native HVAC integration to Zigbee 3.0 smart home platforms. 2. Aidoo Pro Smart Thermostat Interface (STI) - a Wi-Fi based Aidoo model designed for streamlined integration between smart thermostats and Inverter (VRF / minisplit) AHUs. 3. Aidoo Pro Hub - a wired Ethernet controller for maximum reliability in critical applications.

Together, these releases reflect Airzone's commitment to providing powerful and flexible integration solutions for Inverter (VRF / mini-split) HVAC systems across a range of smart home and building automation environments.

The Aidoo line addresses a critical gap between HVAC industry and building and home automation industry trends. Inverter technologies, including VRF, mini-split, and heat pump systems, are the fastest-growing HVAC system category in North America thanks to their superior efficiency and consistent performance. However, Inverter AHUs cannot connect directly to smart control platforms such as smart thermostats or home/building automation systems without a third-party bridge.

Aidoo Pro is that bridge: Airzone has built an exclusive library of manufacturer protocols, enabling native integration with every leading AHU manufacturer. Aidoo enables precise control over temperature set point, fan speed, and mode from a smart home system, smart thermostat, or building automation platform. Designed for efficiency, the device enhances climate control automation while reducing energy consumption. The installation process is straightforward, requiring no complex modifications, and the expanding Aidoo Pro line ensures that there is a simple HVAC control solution for every integration scenario.

"The world of building automation is expanding, and the Aidoo line is growing to keep pace. We are committed to providing purpose-built solutions for leading open and closed protocols, as well as simple standards-based connectivity options," says Victoria Garcia Massimo, Director of North American Operations, Airzone. "No matter how you approach build-

ing automation or HVAC integration, there is an Aidoo that works for your design."

Built on the Zigbee 3.0 protocol, Aidoo Zigbee ensures reliable wireless communication with other Zigbee-certified devices, allowing users to monitor and control HVAC settings remotely. It integrates directly with Zigbee 3.0-certified controllers and devices, making it compatible with leading home automation platforms. It also features Modbus RS-485 connectivity, enabling direct communication with HVAC systems for optimized performance. As a constantly powered node, Aidoo Zigbee functions as a network repeater, improving Zigbee mesh network coverage and reliability.

Aidoo Pro STI makes it easier than ever to control Inverter units with a smart thermostat, bringing efficient HVAC to any home. Aidoo Pro STI makes connecting an Inverter AHU to a smart thermostat quick and easy, even in a limited physical space. Unlike traditional Aidoo Pro models, the Aidoo Pro STI draws power directly from the 24V transformer used by the thermostat, eliminating the need for a separate 12V source. This solution gives installers newfound flexibility to spec Inverter units for clients who prefer or already have a smart thermostat.

The Aidoo Pro Hub is engineered for commercial hospitality environments where reliability is nonnegotiable. With a hard-wired Ethernet connection, it ensures secure, uninterrupted communication—especially critical in noisy RF settings and secure facilities. Designed to support BACnet integrations, the Aidoo Pro Hub is an ideal choice for building automation systems that demand consistent performance.

With the addition of Aidoo Zigbee, Aidoo Pro STI, and Aidoo Pro Hub, the Airzone Aidoo family now includes dedicated solutions for Zigbee, Z-Wave, KNX, Wi-Fi, Ethernet, and smart thermostat platforms. Each model is purpose-built to support direct integration of high-efficiency HVAC systems into modern smart homes, providing integrators and system designers with a versatile toolkit to meet diverse project requirements. The Airzone Aidoo Zigbee, Aidoo Pro STI, and Aidoo Pro Hub are available now through authorized Airzone dealers and can be ordered directly from www.airzonecontrol.com.



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HARDI Distributors Report 1.6% Revenue Decline in February

Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by 1.6% during February 2025. The annual sales growth for the 12 months through February 2025 is an increase of 3.8%.

"A sales decline is always a little disappointing, but this one is due to the one less billing day in February of 2024," said Loftus. "With the same number of billing days, we estimate there would have been sales growth of 3.3%. That is the sixth consecutive month of sales growth after adjusting for the same number of billing days."

The monthly sales survey also calculates distributor's Days Sales Outstanding, a measure of how quickly customers pay their bills. "The DSO has been turning a bit faster recently and that continued in February," said Loftus. "The DSO for February has been near 42 days the past couple of

Columbus, OH—Heating, Air-conditioning & years but was less than 38 days this year, which is comparable to the January results."

> During the past few weeks, we have seen gloomy results from the CFO Survey, Consumer Confidence Survey, and Consumer Sentiment. "The recent economic indicators have not been encouraging, but we are pleased to see the 10-year bond yield fall from 4.7% at the beginning of the year to near 4.2% recently," said Loftus. "Mortgage rates will follow the 10-year yield, so the recent decline will help support the housing market while the broader economy battles the tariff headwinds."

> 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.

You Voted - We're All Aboard for your Choice on the Upcoming High-E-Fishin-Sea Tournament 2.0

We asked – you answered – and by double the stay tuned or reach out now if you're interested in votes, you chose the High-E-Fishin-Sea Tournament 2.0 as our Summer event!

This year's tournament will take place on a drift boat, making it perfect for all skill levels. After the tournament, we're inviting families to join us dockside for lunch and activities—a great way to relax and connect with fellow members. We're finalizing the details as we speak.

We're also looking for event sponsors who want to reel in

ter. Opportunities will be available next week, so are you? Thanks...Alexa and the PBACCA Board

getting involved early. Email Alexa at AlexaLee@

pbacca.org or call/text her at 561-

The date is set for Saturday July 12th at The Palm Beach Yacht Club, 7848 South Federal Hwy, Hypoluxo. Cool World Air Conditioning has offered to assist with planning the event. Will you join us? We can use the extra hands to plan a new twist on this time-honored tradition.

Send Alexa a message and we'll some visibility and support a great day on the wa- get you up to speed. We're ready to get hooked-

Danfoss and Microsoft Expand Al Partnership

Building on a successful collaboration established in 2019, Danfoss and Microsoft are expanding their partnership to accelerate the development and deployment of AI and cloud-based solutions that enable the industry to optimize energy consumption, reduce food waste, and lower emissions across food retail.

Danfoss Alsense® helps supermarkets reduce food waste by up to 30%, while also reducing energy consumption on refrigeration by up to 15%.

Danfoss Alsense is a cloud-based monitoring and management solution designed specifically for food retail businesses like supermarkets to optimize refrigeration systems. Through 24/7 monitoring, users are provided with real-time insights, enabling them to proactively minimize downtime and optimize performance, to ultimately reduce food waste and operating

With Danfoss's expertise in energy-efficient technologies as a foundation and Microsoft's leading AI and cloud competencies as a catalyst, both are enabling a new generation of sustainable solutions for the food retail industry.

Natalie Schnippering, Vice President of Danfoss Climate Solutions Digital Services, says: "By deepening our collaboration with Microsoft, we're taking a significant step towards making sustainable solutions more accessible and impactful for our customers. Together, we can accelerate the global transition to a lowcarbon future."

This partnership leverages AI to accelerate the achievements of shared climate goals. By integrating Microsoft's AI technology, Danfoss Alsense will become more accessible and intelligent. Together they continue to develop and deploy joint solutions to enable faster time to market and remove barriers for customers adopting sustainable technologies. This enhanced solution will empower supermarkets to achieve greater sustainability and operational efficiency.

Matt Walsh, Director Industry Advisory at Microsoft says: "Our collaboration with Danfoss demonstrates the transformative power of AI for a sustainable future. By leveraging AI to optimize refrigeration systems, we're helping food retailers minimize their environmental footprint. We're excited to be at the forefront of this change, empowering businesses with this transformative technology."

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Through Collaborative Creation, Daikin and Hitachi Begin Trial Operation of Al Agent Supporting Equipment Failure Diagnostics in Factories

April 22, 2025- Daikin Industries, Ltd. and Hitachi, Ltd. are working through collaborative creation to begin a trial operation in April 2025 at the Sakai Plant-Rinkai Factory where Daikin manufactures commercial air conditioning equipment. Their aim is to commercialize an AI agent that supports equipment failure diagnostics in factories.

This initiative takes the OT*1 knowledge cultivated by Daikin and Hitachi at their respective worksites over many years and unites it with Hitachi's advanced IT. When a maintenance technician armed with a tablet device discovers a failure in a pump or valve while inspecting production equipment, the "AI Agent for Equipment Failure Diagnostics" will indicate the cause and needed corrective actions to the technician. First they will be converting the factory equipment drawings that Daikin has accumulated, such as various production and utility equipment, into knowledge graphs*2 that the generative AI can read. Then, the generative AI learns the "OT data," which includes knowledge graphs, maintenance records, and "OT skills," Hitachi's unique equipment failure cause analysis process*3 based on STAMP*4 and others. This achieves the failure diagnostics that is on par with or exceeds the capabilities of Daikin's standard maintenance technicians. A preliminary demonstration test confirmed that the "AI Agent for Equipment Failure Diagnostics" could identify the cause of equipment failure and recommend corrective actions within 10 seconds at an accuracy of over 90%.*5

Daikin and Hitachi plan to complete the trial operation by September 2025. For its part, Hitachi will adopt the "AI Agent for Equipment Failure Diagnostics" as a Lumada*6 solution throughout the manufacturing industry and provide applications combining OT knowledge and IT into fields other than equipment maintenance. Hitachi will also help frontline workers improve work efficiency by including services such as the "AI Agent Development, Operation, and Environment Provision Service,"*7 which rapidly develops and generates AI agents that utilize OT knowledge.

ASHRAE Announces Dynamic Technical Program for 2025 Annual Conference in Phoenix

ATLANTA (April 24, 2025) – ASHRAE has unveiled a robust and future-focused technical program for its 2025 Annual Conference, taking place June 21–25 in Phoenix, Arizona, at the Sheraton Phoenix Downtown and Phoenix Convention Center.

This year's conference will offer professionals at all levels an opportunity to engage with the latest research, emerging technologies and applied best practices in the HVAC&R and building science industries. With more than 80 technical sessions across eight tracks, attendees can expect expert-led discussions on heat pumps, refrigerants, thermal energy storage, decarbonization strategies, and workforce development. The conference also includes industry tours, award recognitions, and networking events.

"The ASHRAE Annual Conference is more than just a meeting of minds, it's where best practices meet innovation," said 2024–25 ASHRAE President M. Dennis Knight, P.E., BEMP, Fellow Life Member ASHRAE. "As our industry evolves, so must our people. This conference is a forum for seasoned experts to share their insights and a launchpad for the next generation of HVAC&R professionals With cutting-edge technical content and unparalleled networking opportunities, the 2025 Conference is a catalyst for professional growth and a stronger, more future-ready HVAC&R workforce."

Highly anticipated sessions include:

- Hot! Hot! Hot! Best Practice and Challenges of Heat Recovery from Data Centers (Panel)
- How Owners Find, Hire, Train and Retain Talent When Nobody Wants to Work Anymore
- Electric Heat Storage to Reduce Winter Peak Electric Demand: Proven Technology Now Qualifies for 30%, 40% or 50% Investment Tax Credit
- Ventilation in Sleeping Environments: ASHRAE 1837-TRP

- Gen AI in HVAC Industry: State of Art, Case Studies and Future Applications
- Wildfires: How to Protect Building Occupants

The ASHRAE Learning Institute will offer 10 courses during the conference. All courses are approved for continuing education credits toward maintaining P.E. licensure.

The ASHRAE Learning Institute (ALI) will also offer 10 continuing education courses, all approved for continuing education credits toward maintaining P.E. licensure.

Four new or updated courses are being offered:

- Ultra-Low-Energy Buildings and Microgrids Tools for Resilience and Decarbonization
- Efficient Design for High-Performance DOAS Systems: Advancements and Applications
- Tools, Standards, and Designs for Sustainable Laboratories
- Advanced Concepts in Designing and Retrofitting Energy Efficient Data Centers

The plenary session will include Honors and Awards recognitions, Society updates in the Secretary's Report and a farewell address from 2024-25 ASHRAE President Dennis Knight.

The conference will feature a plenary session with Society updates and the farewell address from President Knight. At the President's Luncheon, ASHRAE will install its new officers and directors and incoming 2025-26 ASHRAE President Bill McQuade will deliver his inaugural address on the Society's new theme: "Healthy Buildings: Designing for Life."

Early bird registration is available through April 28. In-person rates start at \$790 for ASHRAE members and \$1,065 for non-members (which includes a complimentary one-year ASHRAE membership). Virtual attendance options are also available for individuals and organizations. Additional pricing details can be found on the conference website.

Explore the full technical program and register at ashrae.org/2025Annual.



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3 Ways to Reduce Compression Ratio in a Heat Pump



Bryan Orr

We've talked about compression ratio a lot over the years. Compression ratio is the number you get when you divide the absolute head pressure (PSIG + 14.7) by the absolute suction pressure (PSIG + 14.7). It measures the efficiency of a compressor, and lower numbers indi-

cate that the compressor is moving more refrigerant while consuming less power.

Newer equipment often has lower compression ratios than we've ever seen before. With financial incentives in play for high-efficiency systems, that isn't a surprising development. We're going to discuss a few things that can reduce the compression ratio of an HVAC system.

Use Larger Coils

Heat transfer primarily happens in the coils. Sure, the suction line can pick up a little bit of heat between the evaporator outlet and compressor inlet (even if it's insulated), but we really want a system to absorb and reject heat.

Larger coils have a larger surface area, allowing for better heat transfer. As the blower or fan pushes air over the coil and those molecules make contact with the fins, that's an opportunity for heat exchange. Simply put, when there's more opportunity for that contact, the more heat transfer you will have—both into and out of the refrigerant.

In general, larger, warmer evaporator coils are better for higher suction pressures, and larger condenser coils are better for reducing head pressure (and efficiency in general). However, keep in mind that while a larger and warmer evaporator coil raises the suction pressure and is good for efficiency, a warm coil isn't as useful for dehumidification. We need a cold coil below the dew point to pull moisture out of the air.

Ensure Better Airflow Over BOTH Coils

We've already made a video that establishes the relationship between poor evaporator airflow and

low suction pressure. Low suction pressure leads to a higher compression ratio, especially if the head pressure is also high. Poor condenser airflow is also one of the common causes of high head pressure.

We get higher compression ratios when we have a larger number at the front of the equation (head pressure) and divide it by a smaller number (suction pressure):

 $(340 \text{ PSIG} + 14.7) / (120 \text{ PSIG} + 14.7) = \sim 2.6 \text{ Vs.}$ $(420 \text{ PSIG} + 14.7) / (86 \text{ PSIG} + 14.7) = \sim 4.3$

When we have good airflow over both coils, the system can absorb and reject heat more effectively. On top of that, you mitigate two sources of high head pressure and low suction pressure.

Some common causes of poor indoor airflow in residential applications are dirty filters, dirty coils, collapsed ducts, and improper fan settings. We also encounter some situations where the cabinet insulation gets pulled into the blower, which will negatively affect airflow as well. Bert made a video about this issue a while back.

Poor condenser airflow is often caused by dirty, impacted coils or improper fan operation.

Compressor Cooling Strategies (Enhanced Vapor Injection)

The compressor creates the pressure differential between the high side and the low side. When it works harder and runs hotter, the high-side pressure goes up. Modern HVAC systems have technology that we didn't see several years ago.

The U.S. Department of Energy has raised its energy efficiency standards in recent years, especially for cold-climate heat pumps. Manufacturers have responded to these initiatives by finding ways to cool compressors.

One example of such technology is enhanced vapor injection. A cool liquid-vapor mixture is injected into the compression chamber to keep the compressor from getting too hot. As the compressor motor moves and heats up, it evaporates the saturated refrigerant until it's fully vapor. From there,

it goes back into the refrigeration circuit with the compressed refrigerant.

It's important that we have a saturated vapor because it's in the middle of changing its state, and some of the compressor heat gets absorbed as latent heat. On top of that, evaporation also has a cooling effect. Think about when you sweat and feel cooler as it evaporates or when you have rubbing alcohol in your hands and blow over it.

All that said, you'll generally see compression ratios between 2.3:1 and 3.5:1 in most heat pumps. Medium-temp refrigeration is usually higher (up to 5.5:1), and low-temp refrigeration is even higher (up to 13:1). While a compression ratio of 4 would be fine for a medium-temp cooler, it's not ideal for a heat pump and may indicate an issue with the system design or airflow.

Now, it IS possible to have too low of a compression ratio. When the system is off, the compression ratio is 1 because there is no pressure differential between the high and low sides; the compressor isn't creating a differential. When we get compression ratios below 2, that means the compressor isn't creating enough of a pressure differential to move refrigerant through the circuit effectively. However, most of the time, we'll be trying to cut inefficiency due to high compression ratios and move more refrigerant with less energy wasted—and the three things we covered are three ways to do precisely that







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OPEN HOUSE2025

The Ware Group
Saving You Time, Making You Money.

April 22nd, Deerfield Beach

Johnstone Supply Ware Group held three 2025 Florida Open Houses starting on April 22nd in Deerfield Beach, April 23rd in Brandon, and April 24th in Daytona Beach. Two more Open Houses were held in April in Norcross, GA on the 29th, and Rock Hill, SC on the 30th.

The events began at 11:00 a.m. and finished at 1:00 p.m. Hills BBQ cooked Ribs, Chicken, and all the fixins right on site. Their reputation goes with them after 30 years ...Tasty and delicious!

More than 30 Manufacturers Representatives

were on-hand highlighting all of the newest products, performing demonstrations, and discussing industry trends. Many of the vendors had samples, information, and some nice giveaways.

Upon registration, Open House attendees each received a bag of goodies. There were also some terrific door prizes.

Valuable training opportunities were available to Open House Attendees. The Open House training was between 10-11:30am. Attendees registered in advance online or with their local branch manager to attend.

This was Johnstone Supply The Ware Group way of saying Thank You!

The Ware Group is Johnstone Supply's largest member with a Mission to be the leading independent regional wholesaler by providing excellent marketing and distribution services to the licensed HVAC/R contractor and supplier that is committed to the HVAC/R supply chain. Across 40 branches in the Southeast, The Ware Group accomplishes their Mission by delivering on their contractor value proposition; Saving You Time. Making You Money.



Ricardo Azuaje, Jacob Gonzalez, James Ham, Michelle Walter, Dariah Edwards, Mikey Guerra, Max Podell, Pam Carnessali, Ramon Delgado



The Johnstone Supply Ware Group Open House in Deerfield Beach was very well attended



Lero Pinero, Samuel Cruz, and Elias Baretto of Johnstone Supply Ware Group



Brent Holland of Johnstone Supply Ware Group, Angela Garcia of Shupe Carboni & Associates, Steve McDaniels of Johnstone Supply Ware Group



Franel Shervin of Cousins Air with Heidi Bauer of iFloPro, Nathan Adams and Kevin Beatty of The McAllister Group



Hills BBQ, simply the Best! Chicken, Ribs, Baked Beans, Cole Slaw, Mac & Cheese, Rolls, and Banana Pudding too!



Michael McDonald of M&S Air Conditioning, Trey Weeks of Johnstone Supply Ware Group, and Russ Wright of Daikin



The Johnstone Supply Ware Group BBQ serving team showing appreciation to every customer with a big Thank You!



Erik Johns of Resideo, Diego Rukoz of Engineering Solutions, Dani Barbar of Resideo



Chris Novak and Johanne Bueno of J. Nichols & Associates, Gary Gustafson of Johnstone Supply Ware Group, and Sean Byrnes of Inficon



The counter was very busy all day with many product specials offered during the Open House in Deerfield Beach



Darryl Stimmel of Ace, Michelle Walter of Johnstone Supply Ware Group, and Tim Roberts of Cain Sales



Blair Carter of Crown Products, Mike McDonald of M&S Air Conditioning, Daniel Rivera of Million-Aire Air Conditioning



Randy Castricone of iFloPro, TJ Hart and Tony Eloshway Spectrum AC, and Heidi Bauer of iFloPro



Jonathon Jones of Jones Air Conditioning, Don Ross of Efficient Air Conditioning, and Bailey-James Schommer of BTU Reps



OPEN HOUSE2025

April 23rd, Brandon

The Ware Group
Saving You Time, Making You Money



Drew Klosgardner, Will Cardwell, Lisa Barnes, Wayne Goldhammer, Cindy Prats



At the registration table was Reven Hamblen and Wilson Newhouse of Johnstone Supply Ware Group, with Shawn Nemo of Timely AC



Lamarr Jones of CMS NexTech, Trey Weeks of Johnstone Supply Ware Group, Frank Tipton of Leone Green & Associates



Devin Cook of Veteran Air, Michael Grazer of JB Industries, Kayla Katarzinski of Veteran Air



Steve Dover of Nu-Calgon with with Stephny Gant and Ashton Whittle of Integrity Home Solutions



What a perfect time to relax and enjoy some tasty BBQ Chicken and Ribs from Hills BBQ!



James Stewart and Layla Williams of JAX HVAC, Jeff Williams of Johnstone, Nathan Adams, Chris Galvin, & Brian Czir of Bosch-McAllister Group



The Johnstone Supply Ware Group serving team in Brandon taking care of Open House attendees!



Ryan Reynolds of EV Dunbar with Eddie Wallace of Wallace AC LLC, and Tommy Hays of Hays Air Conditioning



Billy Blount of Do It Now Services, Irma Hall of UEI, and Sal Hamidi of PED Associates



Nick MacFee of J. Nichols & Associates, Patrick Stevens and Jim Vaccaro of ICM, Jim Nichols and Chris Novak of J. Nichols & Associates



Chuck Baldo of Johnstone Supply Ware Group, Joey Ynocencio of Quick Quote Heating & Air, Jeff Williams of Johnstone Supply Ware Group



A satisfied group of technicians from Remedy Heating and Cooling!



Fidel Martinez of Copland giving a product demonstration on the new Sensi thermostat



Matt Corley of Pro Charge Products discussing proper flush procedures on HVAC copper linesets



Thomas Johannes and Christopher Palmer of Friedrich displaying their new PTAC system



Trey Weeks of Johnstone Supply Ware Group, Jay Ramos of K-Flex USA, and Brett Fisk of Johnstone Supply Ware Group,



Neil Crawford of Nidec - US Motors speaking with a HVAC student about the new motor technology



OPEN HOUSE2025

April 24th, Daytona Beach

The Ware Group
Saving You Time, Making You Money.



Brian Randle, Brent Cahoon, Gavin Colton, Travis Marques, Justinn Summersett, Jonathan Bundschuh, Charles Greaves



The Johnstone Supply Ware Group Open House in Daytona Beach was awesome!



Russel Newhouse of Johnstone Supply
Ware Group facillitated the training class on



Frank Fuhrmeister of Total Comfort AC, Travis Marques of Johnstone Supply Ware Group, Caleb Allen of Total Comfort AC



A local contractor at the registration table in Daytona Beach with Debbie Papa and Matt Kelley of Johnstone Supply Ware Group



Wilson Newhouse, Steve McDaniel, Adam Guerrieri, and Jim Holman of Johnstone Supply Ware Group



Michael Williams of Barksdale Sales Group with technicians from Rossi's Heating & Air



A large group of students from Pine Ridge High School HVAC enjoying lunch together



Don Griscom of EV Dunbar with Jerry Brittingham of Brittingham Air Conditioning



Gil Ledoux of PED Associates with Cameron Perkins of Johnstone Supply Ware Group



Dave Kirshner of JP Lamborn Company with Craig Fisher and Ryan Fisher of Fisher's Heating and Air



Gennady Prokopiev and Rachel Alter of Daytona State College, with Woody Alexander and Alyssa Lamoureux of Global The Source



Thomas Johannes of Friedrich with Brandon Drake of Advanced Air Conditioning, and Adam Jamison of Shupe Carboni & Asssociates



Andy Tayor of Leone Green, with Robbie Phillips and Kenneth Bandy of The City of Daytona Beach, and Gary Prine of Leone Green



James Stevenson of Central Refrigeration with Wit Parker of Building Health Group



Alex Munson of AC One with Rob Rickman of Mitsubishi Electric



Sarah Griffin of Google Nest Pro giving a product demonstration to technicians of Sunshine State Heating & Air



Nicholas Diehl of Johnstone Supply Ware Group, Christina Kerlin of Cain Sales, Darryl Stimmel of Ace, Adrian of Volusia Cty, Jonathan Freyre of Cain Sales

AHRI Releases February 2025 U.S. Heating and **Cooling Equipment Shipment Data**

U.S. shipments of central air conditioners and airsource heat pumps totaled 636,302 units in February 2025, changed -3.2 percent compared to 657,509 units shipped in February 2024. U.S. shipments of air conditioners changed -8.1 percent, to 342,542 units, compared to 372,897 units shipped in February 2024. U.S. shipments of air-source heat pumps changed +3.2 percent, to 293,760 units, compared to 284,612 shipped in February 2024.

Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +10.8 percent, to 1,259,203, compared to 1,136,883 units shipped during the same period in 2024. Year-to-date shipments of central air conditioners changed +11.1 percent, to 689,899 units, compared to 620,932 units shipped during the same period in 2024. The year-todate total for heat pump shipments changed +10.3 percent, to 569,304, compared to 515,951 units shipped during the same period in 2024.

HARDI Training Courses Earn NATE Certification, Reinforcing Commitment to Distributor Excellence

proud to announce that four of its training courses have officially been certified by North American Technician Excellence (NATE), the nation's leading certification organization for HVACR technicians.

This milestone means that HVACR professionals — including technicians and distributor employees — can now earn Continuing Education Hours (CEHs) toward their NATE certification renewal by completing select HARDI courses.

The newly NATE-certified HARDI courses include: Intro to HVAC / Intro to Refrigeration / Fundamentals of HVAC / A2L Technology and Transition

Each course has been reviewed and approved by NATE for CEH credit, with corresponding reference codes that participants can submit during the certification renewal process.

"NATE certification represents the highest standard of technical excellence in our industry," said

COLUMBUS, OH, April 1, 2025 — HARDI is Talbot Gee, CEO of HARDI. "By earning this certification for our courses, we're not only helping technicians stay credentialed — we're empowering distributors to be stronger, more knowledgeable partners to their contractor customers. That's what it means to advance the HVACR channel."

> While NATE certification is primarily aimed at technicians, distributors stand to gain considerable value from NATE-accredited training. Employees with a strong technical foundation are better equipped to recommend products, solve customer problems, and build trust — creating a competitive advantage in today's evolving HVACR marketplace.

> "We know that when distributor teams understand the technical challenges their contractor customers face, they can offer better solutions and stronger support," said Stella Keane, Vice President of Talent Development at HARDI. "Certifying our courses through NATE helps ensure that our mem-

> > bers are always learning, growing, and staying ahead of the curve."

HARDI's newly certified courses count toward the 16 CEHs required every two years to maintain NATE certification — eliminating the need to retake the exam and making it easier to stay current with industry standards and technologies.

To learn more about HARDI's training programs, visit www.hardinet.org. For more on how to submit CEHs through NATE, visit www.natex.

HARDI (Heating, Air-conditioning and Refrigeration Distributors International) is the single voice of wholesale distribution within the North American and Latin American HVACR markets.

A non-profit association, HARDI serves its members through government affairs and advocacy efforts, market intelligence and benchmarking, training programs, and world class events.

HARDI proudly represents more than 490 distributor members and their 5,000 + branch locations, and close to 500 suppliers, manufacturer representatives and service vendors.

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

HARDI Affiliate members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts and supplies.

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Saez Distributors Hosts SFACCA Lunch & Learn Training Series A2L Showcase with Fieldpiece

On March 28th, Saez Distributors hosted the SFACCA Lunch and Learn Training Series - A2L Showcase with Fieldpiece at the Doral location. Lunch and refreshments were provided by Saez Distributors.

The facillitator for the training was Andres Ponce of AMP Strategic. He spoke about the change in refrigerant production, the new HVACR equipment re-



Some of the attendees for the SFACCA Lunch & Learn held at Saez Distributors

quired and resulting new regulations that are being mandated by the EPA, in execution of the AIM Act.

Fieldpiece is doing everything to ensure its tools are ready for the transition. Visit your local Saez Distributor to see all the tools that are A2L-compatible. Fieldpiece will continue to support the industry every step of the way – helping contractors to work



Andres Ponce of AMP Strategic, revealed and discussed the complete line of A2L ready tools now available from Fieldpiece

easier, faster and better.

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, Monroe, Broward, and Palm Beach Counties. Keep watching for future SFACCA Lunch and Learn Training Events.



Andres Ponce of AMP Strategic and Carlos Borja of Saez Distributors answer questions about the new refrigerants

ACCA Chair Heads to Washington to Advocate on Behalf of Contractors

Alexandria, VA — As the Current Administration marks its first 100 days, now more than ever, the contractor voice must be considered in policy-making processes throughout America.

That's why Eddie McFarlane, Chair of ACCA's Board of Directors, is heading to Washington, D.C. this week to represent and advocate for the needs of HVACR contractors nationwide.

As the voice of the HVACR industry, ACCA plays a critical role in shaping policies that support contractor success and elevate professional standards. ACCA's registered lobbyists engage decision-makers on Capitol Hill year-round, but visits from contractor constituents are essential to making them care, and McFarlane's visit advances ACCA's fight for contractor interests by forging deeper connections on the Hill

"Contractors are vital to our communities and our economy," said McFarlane. "It's more important than ever that lawmakers hear directly from those of us on the ground. We're not just talking about equipment—we're talking about families, jobs, and the future of skilled trades."

During his visit, McFarlane will meet with legislators representing the communities where his company, Sila Services, operates. These include Rep. Lloyd Smucker (R-PA), who serves on the House Ways and Means Committee and introduced legislation to make the 199A small business deduction permanent, and Rep. Scott Fitzgerald (R-WI), who chairs the House Judiciary Committee's subcommittee related to deregulation.

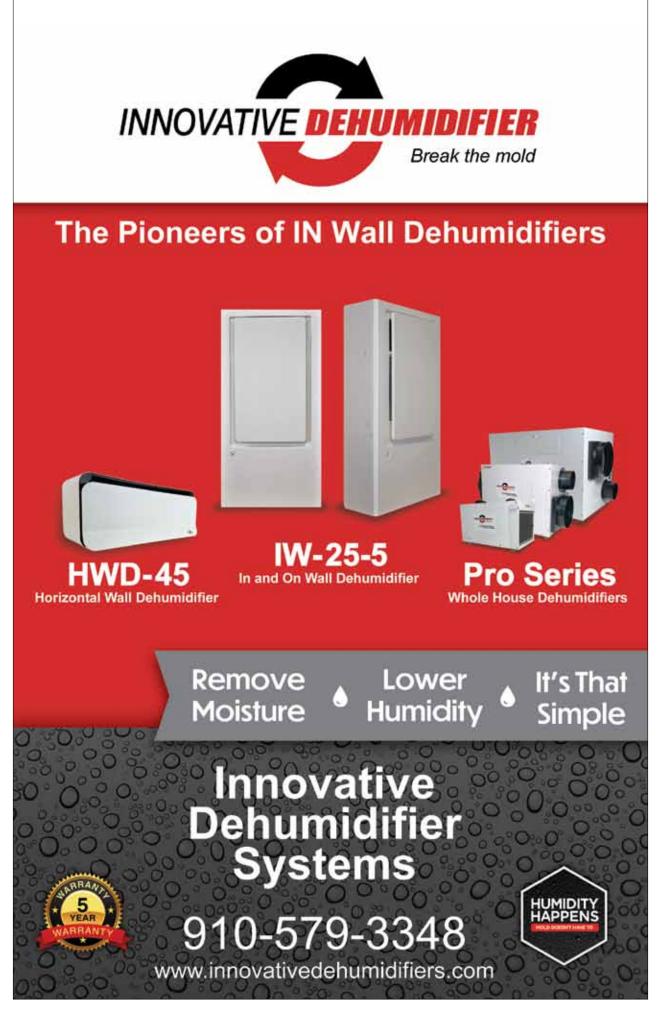
With support from ACCA-PAC, Mr. McFarlane will also attend three fundraisers including one hosted by Reps. Tim Walberg (R-MI) and Glenn Grothman (R-WI) who lead the House Committee on Education and the Workforce; the House Committee on Education and the Workforce is critical for addressing the workforce issues that contractors selected as ACCA's top priority during ACCA's 2024 member survey.

"This industry doesn't work without contractors," said McFarlane. "We share the field with distributors, manufacturers, and customers, but if contractors don't step up and speak out, others will shape the future without us."

ACCA remains committed to guiding and equipping HVACR professionals to thrive. McFarlane's advocacy efforts reflect ACCA's ongoing work to champion contractor success and push for policies that drive industry growth and sustainability.

ACCA will bring more contractors to the policy table on September 9-10 during the association's Advocacy Day event. Registration opens in May.

For more information on ACCA, visit acca.org.



NAVAC Introduces World's First Vacuum Pump with Oil Health Test Function

Company's NP8DSV Smart Vacuum Pump Delivers Oil Health Assessment, Bluetooth Integration, and Automated Evacuation



NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, recovery units, instruments and industryspecific items, has introduced its NP8DSV Smart Vacuum Pump, the world's

first vacuum pump with an oil health test function. Designed with professional technicians in mind, the NP8DSV ensures optimal performance while reducing maintenance costs. Reliable, efficient, and easy to use, the pump sets a new standard in system evacuation by saving time, reducing costs, and delivering precise, effective evacuations every time.

With a powerful 8 CFM dual-stage performance and a 15-micron ultimate vacuum, the NP8DSV is built for high-performance evacuations. The pump seamlessly integrates with the NMV1S Bluetooth vacuum gauge, displaying real-time system vacuum readings both on the pump and within the myNAVAC App. Additional smart features include preset vacuum targets, automated decay testing, and a built-in solenoid valve for vacuum preservation - allowing for "set

Lyndhurst, NJ – it and forget it" operation.

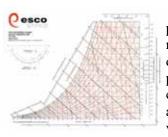
The innovative one-click oil health test function allows users to quickly assess oil condition, providing a measurable solution that ensures oil is only changed when necessary, enhancing efficiency and reducing waste. Traditionally, many technicians either change the oil after every evacuation - leading to unnecessary waste and added costs - or rely on visual

inspection, which can be inaccurate. Since oil quality directly impacts vacuum pump performance, the best practice is to assess oil condition before deciding whether a change is needed. NAVAC's oil health test eliminates guesswork by providing an objective measurement, helping technicians maintain optimal pump performance while extending oil life and reducing overall operating expenses.

An NP8DS model without a vacuum gauge is also

"The NP8DSV Smart Vacuum Pump represents NAVAC's ongoing commitment to innovation and user-centric design," said Keith Keller, Vice President of Sales for NAVAC HVAC at NAVAC. "By integrating smart technology with high-performance capabilities, we are delivering an essential tool that streamlines evacuation processes and enhances service efficiency for HVAC technicians."

HVAC Excellence Launches New Employment Ready Psychrometrics Exam to Strengthen Industry Competency



HVAC Excellence proudly announces the release of its latest credentialing tool: the Employment Ready Psychrometrics Exam, a new assessment designed to foundational validate knowledge in one of the

most critical and complex areas of HVACR systems.

This 50-question exam evaluates essential skills and understanding of psychrometrics — the science of air and its properties — ensuring that candidates are equipped to meet the demands of today's HVACR workplaces.

Covered topics include:

- Air terms and properties
- Parts of the psychrometric chart
- Reading the psychrometric chart
- Air treatment processes
- Mixed air system calculations
- Airflow formulas and calculations
- Air conditioning process evaluation
- **Economizers**
- Air distribution system balancing

With the HVACR industry rapidly evolving and an increasing emphasis on system efficiency and indoor air quality, mastery of psychrometrics is vital for technicians entering the field. This exam serves as a key step in validating employment readiness and supporting workforce development initiatives nationwide.

"Understanding psychrometrics is essential for designing and servicing modern HVACR systems," said Eugene Silberstein. "This new exam will help ensure that our workforce is prepared to deliver efficient, high-quality solutions in any application."

The Employment Ready Psychrometrics Exam is available exclusively through approved proctors. For more information about this exam and other HVAC Excellence credentials, visit escogroup.org/Hvac/.

Saez Distributors to Celebrate "New Depot" Showroom in Doral

Saez Distributors is ready to celebrate their newly renovated showroom in Doral called "The Depot". It has been completly updated top to bottom, with wall displays, new products, and equip-

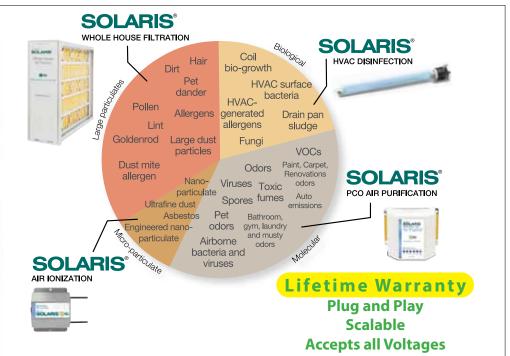
Jorge Saez said, "We are excited to invite South Florida contractors to come in and see what is new at Saez Distributors in Doral.'

During the month of June, keep watching for announcements on the new showroom celebration, product specials, and free lunch too!

Saez has been a key player in the development of the South Florida market, supporting technicians and contractors across Miami-Dade, Monroe, Broward, and Palm Beach Counties. The Doral location is at 8290 NW 25th Street Miami, Florida 33122.



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This class provided the information needed to

design, review, and install refrigeration systems,

including air conditioning systems containing A2L

refrigerants. It was intended for mechanical design-

ers, contractors, project managers, inspectors, and

ASHRAE standards 15 and 34 as they relate to

Rolando reviewed the FMC Supplement and

plan examiners.



ASHRAE Miami Technical Meeting: Introduction to ASHRAE 15 and 34 Standards as They Relate to A2L Refrigerants

and more.

ASHRAE Miami Chapter held their Technical Meeting on April 8th, 2025 at 12pm, at the 94th Aero Squadron in Miami. The meeting presentation was an Introduction to AHSRAE 15 and 34 Standards as They Relate to A2L Refrigerants.

The presenter was Rolando Soto, P.E. Mechanical Chief Code Compliance Officer, Broward County-Board of Rules and Appeals.



Francisco Hurtado and Adrian Sanchez of Protec Inc. with Julene Arregui and Yihad Khalek of Hart Mechanical



Rafael Palacios of Tropic Mechanical, Alfonso Fernandez-Fraga of Initial Engineers and Rolando Soto of Broward County Board of Rules and Appeals



the design, installation, testing, and inspection of

refrigeration systems containing A2L refrigerants

along with new piping requirements, updated vol-

ume and refrigerant charge limit calculations, re-

frigerant detector/detection and mitigation actions,

Keep watching for future ASHRAE Miami

Jaime Londono of LS Engineering with Jaime Bernat, Nicolas Dicairano, and Carlos Borja of Saez Distributors



Sonia Arranaga, ASHRAE Miami Chapter president with Tulia Rios. RP Chair for ASHRAE



Rolando Soto, PE gave a Introduction to AHSRAE 15 and 34 standards as they relate to A2L refrigerants



This technical meeting was intended for mechanical designers, contractors, project managers, inspectors, and plan examiners



Sonia Arranaga, ASHRAE Miami Chapter president welcomed the members, discussed future events and introduced the speaker



Danielle Behar and Eris Osbourne of University of Miami with Noel Allen of BR+A Consulting Engineers



This class provided information needed to design, review, and install refrigeration systems, including air conditioning systems containing A2L refrigerants







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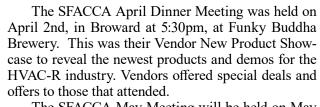
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SFACCA April Dinner Meeting: Vendor New Product Showcase



Brian Hoskins of FloXtreme, Robert Dirusso, Heath Hitt and Travis Davis of Lindstrom Air Conditioning



The SFACCA May Meeting will be held on May 7th, at 5:30pm, at Funky Buddha Brewery. SFACCA members will be able to "Meet the Experts Behind the Equipment" which is a panel presentation by local manufacturer's reps. Also don't miss the Golf Tournament to be held at Jacaranda Golf Club on May 8th!



Oscar Mayo and Janett Fernandez of DUCTZ with Ricardo Lopez of Amrad Engineering



Scott Behanna of Behanna and Associates with Jing He of Press Technologies



Everyone enjoyed the delicious buffet prepared by Funky Buddha!



There was a great turnout for the SFACCA April Dinner Meeting and Vendor New Products Showcase



Javier Cepedo and Andy Saez of Saez Distributors, Gianfranco Liciardello and Alejandro Hassan of Cool Environment, Michael Williams of Barksdale Sales



Stacey Miller of SFACCA welcomed the members and introduced the Vendors attending the New Product Showcase



Kelly Dexter of SFACCA, Andres Ponce of AMP Strategic, Andy Saez of Saez, Claudio Rivera of Brown and Brown, Jeff Campen of Pyke Mechanical



Sam Amigo of Building Health Group displaying AprilAire products



Angela Garcia of Shupe, Carboni & Associates with Andy Taylor of Leone Green & Associates



Marlon Perez of Target Sales and Roi Tapiaro of Must Air USA













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Friday, April 25 **T-01 North Miami**

Monday, April 28 **T-20 Sunrise**

Monday, May 12

T-09 Delray Beach

Tuesday, May 13

T-02 N. Ft. Lauderdale T-10 Naples **T-18 Jacksonville**

Wednesday, May 14

T-08 Fort Mvers T-22 Ocala

Thursday, May 15 **T-12 Port Charlotte**

Monday, May 19

T-05 West Palm Beach

Tuesday, May 20

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Thursday, May 22 **T-15 Tampa East**

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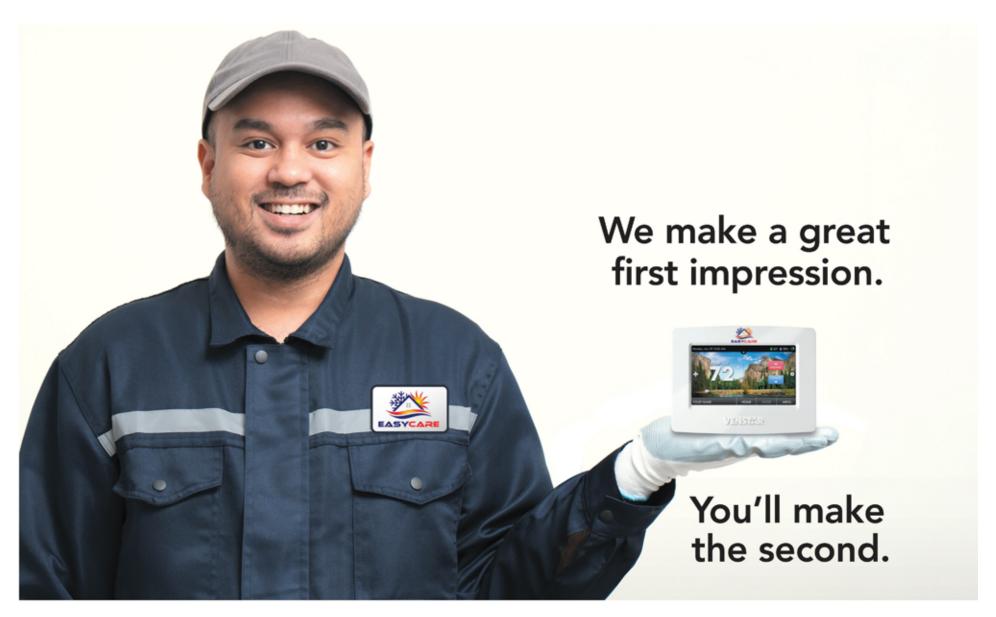
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Cousins Air Inc. Hosts 4th Annual Employee Appreciation Celebration at Quiet Waters Park

On Friday April 18th from 2-4pm, Cousins Air Inc. hosted their Forth Annual Employee Appreciation Celebration at Quiet Waters Park in Deerfield Beach. Cousins Air knows how to party and have fun!

Three food trucks were on site serving up a large variety of delicious foods. The Las Mexicanas Food Truck had Tacos, Burritos, and Quesadillas. The 10 Spice Good Eats Food Truck provided Jamaican Ox-

tail, Jerk Chicken, Shrimp, and Wings. The Outside The Box Food Truck made some tasty Cuban, Chicken, and Caprese Panini's. A forth truck, Kobschie's, served Ice Rolls for every sweet tooth craving.

Many nice gifts were given to all of the Cousins employees with 30 chances to participate in a special raffle.

Cousin's Air, Inc. is a locally-owned and oper-

ated, full-service AC company, serving all of Palm Beach and Broward Counties. Established in 1995, they take great pride in providing top-quality AC services in South Florida, coupled with unparalleled customer care. Cousins Air is now hiring technicians, install crews and construction leads.

What a nice event to show the Cousins Air Team how much that they are appeciated!



The Cousins Air Inc. team joined together for a group picture at their 4th Annual Employee Appreciation Celebration Event held at Quiet Waters Park in Deerfield Beach!



John Brescia, Andrew Laycock, and Jim Brescia of Cousins Air



Alyson Cayer, Molly Brady, Gary Giancarli, Marcos Coelho, Morgan Laign, Mark Szalay, George Izquierdo, Anthony Buhler, and Thomas Alaimo of Cousins Air



The Las Mexicanas Food Truck was on-site serving up Tacos, Burritos, and Quesadillas made to order!



The Outside The Box Food Truck made some tasty Cuban, Chicken, and Caprese Panini's and Philly Cheesesteak Quesadillas too!



There were so many awesome raffle prizes that everyone had a could increase their chances to win by selecting where to place their tickets!



The 10 Spice Good Eats Food Truck provided Jamaican Style Cusine like Oxtail, Jerk Chicken, Jerk Shrimp, and Jerk Wings



Brad Lindstrom and Doug Lindstrom of Lindstrom AC, with Randy Castricone and Heidi Bauer of iFloPro

Mary Verbiest and Carlene Reydel - Finkelstein of Carrier, with Paul Mynatt (retired)



Many nice gifts of appreciation were given to all the Cousins employees, and there were so many raffle prizes too!



John Brescia thanked all the employees for their hard work and dedication to make



Neil Arteaga of Refricenter, Dave Murphy of Good Greek Moving, and Mark Roper of High Reach 2



Andres Ponce of AMP Strategic, Steve Jeziorowski of Cousins Air, Nick Johnson of Ferguson, and Nick Vosburgh of AMP Strategic

Performance Pointers By James Ball



Avoid Summer Chaos With These Four Plans

I started working in Dad's HVAC business at 12 years old. I went to jobs with service technicians to be a runner and I'd run to the truck for parts or tools. One technician was always anxious to get off work. He constantly asked dispatch how many more calls he had. The later in the day we worked, the slower he got to the radio to debrief with dispatch hoping the other techs would get all the calls.

As soon as dispatch told him there were no more jobs for him, off went the radio. He didn't give dispatch the opportunity to change their mind. I can't say I blame him when we were working 16-hour days for weeks on end.

In this article let's discuss some ideas to help you avoid the uncertainty and chaos summer sometimes brings to improve working conditions for your technicians and a better experience for your customers.

As summer approaches, HVAC companies face one of the busiest and most challenging times of the year. The demand for services skyrockets, technicians are stretched thin, and customer expectations are higher than ever. Without proper planning, these pressures can quickly spiral into chaos. However, with a proactive approach, you can ensure smoother operation while keeping your team and customers satisfied.

Focus on Your Technicians

Your technicians are the backbone of your company, especially during peak seasons. To keep them efficient and motivated, it's crucial to prioritize their well-being and manage their workloads effectively.

• Set Realistic Daily Limits: Establish a maximum number of calls per day for each technician to prevent burnout. Special attention should be given to attic systems—limit the number of attic calls per technician daily to reduce heat-related exhaustion. If possible, schedule them in the morning.

- Reserve Emergency Resources: Keep one or two technicians available for first-thing emergency calls. This flexibility ensures you can address urgent issues without disrupting the entire schedule and if you don't have an emergency call just shift the second call forward on the schedule and be a hero that day.
- Introduce Late Shifts: Assigning a few technicians to a late shift can help cover after-hours calls and reduce strain on the rest of the team. We used our on-call technicians for the late shift. This group started their day at 11 am expecting to catch the calls that came in when customers got home from work to a hot house.
- · Hydration and Wellness: Encourage technicians to stay hydrated throughout the day. Providing water stations or electrolyte packs can go a long way in preventing heat-related illnesses. Managers should deliver water and refreshments directly to technicians on the job. During training, have an outside service come in to train your team on dehydration, how to recognize the symptoms, and what to do if you become dehydrated.

Improve Dispatcher/Scheduler Practices

Your schedulers and dispatchers play a pivotal role in keeping operations running smoothly. By supporting their needs, you can improve overall efficiency.

- Enforce Breaks: Require dispatchers to take lunch breaks to maintain focus and morale. Also, block out time for them to review schedules and update tracking or paperwork, ensuring they stay organized and prepared. Implement phone rotation to allow dispatchers to manage schedules and take necessary breaks.
- **Proactive Communication:** Train dispatchers to notify customers immediately about any delays or scheduling changes. Transparent communication

can mitigate frustration and build trust. A call to a customer informing them that the technician has been delayed at another customer's house will build trust and may even let that customer stay at work longer.

• Arrival Time Window: When scheduling, be as exact as you can as far as time. Provide a one- or two-hour arrival window and promptly inform customers of any delays. The dispatcher is an advocate for your customer.

Customer Management Policies

Managing customer expectations is key to maintaining a positive reputation during busy times.

- Full Schedule Protocol: Develop a policy for handling a full schedule. Options like maintenance customer priority, waitlists, or referrals to trusted partners can help manage demand without disappointing customers. My company would put the customer on our schedule, even if it were a few days out, then ask the customer to check with other companies to see if they can get help sooner, but please call us back if you do so we can free that time up for another customer.
- · Collection Terms Transparency: Clearly communicate payment terms during scheduling to prevent misunderstandings and ensure smooth transactions. Make sure the customer understands that at the end of the call someone must be there who can pay for the services.

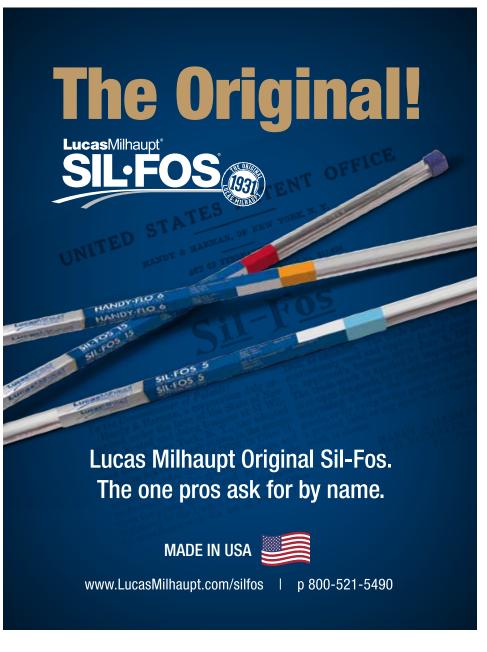
Inventory and Supply Chain Management

Adequate preparation for supply needs can prevent delays and keep operations running efficiently.

• Monitor Inventory Closely: Regularly check stock levels of high-demand items to avoid running out during peak times. Our system sent an order list to our supplier every evening. Our parts runner would pick up the replenishment order from the supplier and deliver it during daily runs.

go to page C4





ECONOMIC MOTORS The HVAC Supply Center

Economic Electric Motors - North Miami hosted an Open House on Friday, April 11, from 11 AM - 2 PM, in celebration of their newly expanded warehouse and to say thank you to all of their incredible customers, contractors, and community.

The Pannella Food Truck was on-site preparing delicious Lasagna, Steak Sandwiches, Empanadas, Pizza and more. There were many awesome raffle prizes and giveaways, like a Samsung LED Flat Screen, Fantech Yeti Cooler, Tool Bags and other items.

Manufacturer's Reps were also on-site with live demos of the new products available at Economic



Economic Electric Motors in North Miami had a great turnout for the Open House celebrating their newly expanded warehouse!



Tom Wright of TEW Air Conditioning, William Vengas of NAVAC, and Marlon Perez of Target Sales



Allen Alavi, Barbara Alavi, Samantha Jackson, Justin Alavi, and Felipe Florentino of Economic Electric Motors



Ed Noel and Antwon Brown of Dade County Schools with Scott Reeve of WEG



Reese Lopez and Erica Phillips of AC Drain Wiz

Economic Electric Motors Hosts Open House in North Miami

Electric Motors. Open House attendees were able to tour the facility and meet the North Miami team!

Established in 1972, Economic Electric Motors is a trusted family-owned and operated business dedicated to serving HVAC professionals with all their Heating, Ventilation, Air Conditioning, and Refrigeration needs. With multiple locations across Florida, they have proudly built a reputation for excellence and reliability in the industry. Customer service is their top priority, and they strive to provide our clients with the highest level of satisfaction through personalized attention and dedicated support.



John and Christina Alvarez of Weathershield AC, Johanne Bueno of J. Nichols & Associates, and Carlos Novos of Novos Electromechanical



The Pannella Food Truck was on-site satisfying many hungry appitites with Pizza, Lasagna, Steak Sandwiches, Empanadas, and more



Felipe Florentino of Economic Electric Motors with the Fantech Yeti Cooler raffle winner Brandon Traum of MVPS



Andres Ponce of AMP Strategic, with Willie Escoto and Felipe Florentino of Economic Electric Motors



Customers of Economic Electric Motors took advantage of the product specials offered at the Open House

At Economic Electric Motors, their team values consist of honesty, integrity, and dedication to their customers' success. Economic Electric Motors believe in fostering long-term relationships, built on trust and reliability, both with their clients and within their team.

Economic Electric Motors offers a wide range of top-quality products and leading brands to give their customers the best selection and pricing in the South Florida area.

Experience the Economic Electric Motors difference today and discover why they are the preferred choice for HVAC professionals across Florida.



The Economic Electric Motors North Miami Open House Team ready to serve the customers!



Michael Watson of Airstron Mechanical with Fidel Martinez of Copeland displaying the new Sensi thermostats



Samantha Jackson of Economic Electric Motors giving away some shirts and raffle tickets to Open House attendees



Barbara Alavi of Economic Electric Motors awarding the the raffle winner, John Alvarez of Weathershield, the Samsung LED Flat Screen



Trevor Thompson of Dade County Schools, Sam Amigo of Building Health Group, Jed Dorze and Jorge Mairena of Thermo Ice



Tropic Supply Hosts an Open House at Its Cape Coral Resource Center April 16th, 2025



Jennifer Concepcion, Heather Anusbigian, Lidia Roque, and Sandy Pack made sure every attendee was warmly welcomed and checked in.

Tropic Supply hosted an Open House at its Cape Coral Resource Center on April 16th from 11 AM to 2 PM. The event featured live supplier demonstrations throughout the day, with over 30 vendors showcasing products and answering questions. Attendees enjoyed hands-on demos, expert advice, a free Vacuum Pump Clinic by Yellow Jacket, a Test and Tune leak detector inspection by Inficon, and a live demo by Uniweld on how to repair leaks on aluminum coils.

Guests were served delicious ribs, chicken, and sirloin from The On Fire Grill Brazilian Food Truck, along with rice, black beans, and fried plantains.

The Dunk Tank Challenge was a crowd favorite—each throw helped raise funds for the Tri-County Apprenticeship Academy, supporting future HVAC professionals.

Every contractor received a \$25 gift card and a chance to win raffle prizes, making it a fun, festive, and rewarding day.



Tropic Supply Cape Coral Counter: Randy Davidson, Debra Weida, Delfin Lopez, James Boling, Alan Schudel, Jorge Domenech



Manuel Alvarez and Lendy Rodriguez of Rguez AC, Delfin Lopez of Tropic Supply, Yoamnys Sosa of Air Htg and Cooling, and Ryan Reynolds of EV Dunbar.



Al Krohse and Paul Forrest of Pine Island Home Care with Tim Murphy of Tropic Supply.



Mario Toledo of Tropic Supply, William Bachecho and German Franco of Superior Heating & Cooling, Johanne Bueno of J. Nichols & Associates.



Brock Stack of Top Tier Cooling & Heating, Jorge Garcia of Tropic Supply, and Aaron Mendres of Top Tier Cooling & Heating.



The Tropic Supply Cape Coral team brought the energy and hospitality to life at their Open House, making it a day to remember!



The On Fire Grill Brazilian Food Truck served up delicious ribs, chicken, and sirloin with rice, black beans, and fried plantains.



Julius Velazquez and Mike Balcumb of Cool Concepts, Steven Cimberri of Legacy Air, and Michael Glenn of Samsung.



Chuck Del Vecchio takes aim to dunk Heather Anusbigian, with Rafael Ramirez hyping it up all to support the Future HVAC Pros!



Gil Ledoux of PED Associates (right) giving a product demonstration on how to repair leaks on aluminum coils.



Johan Hernandez of Modern Technology Heating & Cooling, Steve Hunter of Service Pro's, and Edwin Velez of Cooper&Hunter USA.



Rob Brock (left) and Mike Moore (right) of Tropic Supply standing with AYR Services, who received a special Ruud award from Tropic Supply.



Gary Jackson of CPS Products, Kim Loranger and Tim Kemp of Hamilton & Associates, Brad Englehard of L.H. Dottie



Tommy Fox and Brandon Skillman of Fox Heating & Cooling, Glenn Paetow of Allied, and Tom Fox of Fox Heating & Cooling.



Julio Mendoza and Javier Nazario of Phoenix AC with Whit Parker of Building Health Group.



Tropic Supply's Cape Coral Open House delivered a great crowd, a great vibe, and a picture-perfect day!



There was an excellent turnout for the Open House at the Tropic Supply Cape Coral Resource Center!



Nick Vosburgh of AMP Stategic Aaron Romig of Tropic Supply, and Charles of AMP Strategic.



Jose Vasquez of Felix Electric & Air with Nick MacFee of J. Nichols & Associates showing the latest RGF products.

ACCA and Farmington Consulting Group Announce Exclusive Annual Contractor Research Partnership: Contractor of the Future Report

Alexandria, VA — The Air Conditioning Contractors of America (ACCA) is proud to announce a new partnership with Farmington Consulting Group (FCG) for an annual HVACR contractor research

project. This critical survey project is designed to identify the evolving needs, expectations, and outlook of HVACR contractors as they face a rapidly changing marketplace.

The Contractor of the Future Report will provide valuable insights into the key trends shaping the future of the HVACR industry—covering workforce dynamics, business models, customer expectations, and technology adoption.

"ACCA is the voice of authority on behalf of HVACR contractors," said Barton James, president and CEO of ACCA. "We are committed to collecting, assembling, and delivering statistics and data points that help our members grow and improve the health of HVACR industry. Partnering with Farmington Consulting Group gives us the opportunity to dig deeper into the years of contractor benchmarking data we've collected and bring in new data points and perspectives and turn those insights into action."

ACCA sees this initiative as an opportunity to further its mission of supporting contractors and elevating standards across the industry.

FCG is a market research and growth strategy firm in the HVACR, plumbing, and electrical distribution industries.

"We are committed to continuing to provide the HVACR industry with key insights and data surrounding contractor buying habits, product preferences, and industry trends," said TJ O'Connor, president of FCG. "Going forward, ACCA will be the exclusive sponsor of FCG's

annual national HVACR contractor research project. ACCA is the perfect partner to assist us in our goal of making this project bigger and better each year. My team and I look forward to working with ACCA

and its members on this important industry initiative." Contractors across the country are encouraged to participate in the survey, which will launch in fall 2025. Please visit acca.org. for more information.



When You're Top of the League, Excellence is Non-Negotiable: Cooper&Hunter and Championship Teams

Cooper&Hunter is proud to sponsor teams that embody excellence and determination, aligning with our commitment to making the world a better place. As the Florida Panthers fight their way through the playoffs and the New York Yankees sit at the top of the league, we celebrate their perseverance, skill, and drive to succeed. Our support also extends to NASCAR, where speed and precision mirror our dedication to excellence. Just as they aim for greatness on the ice, the diamond, and the track, Cooper&Hunter continues to innovate, ensuring comfort in homes and businesses worldwide.









Performance Pointers By James Ball

(continued from page B4)

- Minimize Supply House Trips: Pre-stock trucks with common parts and use delivery services to reduce unnecessary trips to the supply house, saving time and keeping technicians focused on the job.
- **Prepurchase Inventory:** Yes, refrigerant does have a price increase right before the busy season. We used to purchase a few pallets in early April to avoid those price increases. Also, consider using one parts supplier and negotiate an upfront yearly price for parts. They may even deliver parts to you or your technicians.

Conclusion

Summer doesn't have to be chaotic for your HVAC business. By prioritizing your technicians, streamlining dispatcher practices, managing customer expectations, and staying on top of inventory, you can handle the busy season with confidence. Start planning today and enjoy the benefits of a well-prepared team and satisfied customers.

Don't wait until the heat is on—take action now to ensure a successful summer season!

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 HVACTM. Jim sold his family HVAC service company and looks to give back to the industry by contributing his knowledge and experience. He hopes to help other HVAC professionals move forward with implementing High-Performance HVAC processes.

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

Milwaukee Tool Expands Hand Tool Lineup with New Multi-Bit Driver

Delivering on the versatility and access demands of the professional trades, Milwaukee® expands their lineup of fastening solutions. Optimized for various fastening applications and tight spaces, the 6-in-1 Stubby Multi-Bit Screwdriver measures 3" in length and includes four bits and two nut drivers. The 2PC Multi-Bit Screwdriver Set includes Milwaukee's 11in-1 Multi-Bit Screwdriver and 6-in-1 Stubby Multi-Bit Screwdriver. The 11-in-1 Multi-Bit Screwdriver includes eight bits and three nut drivers. Providing all-day comfort, the durable tri-lobe handles deliver better grip and control. Delivering on the need for efficiency, both solutions feature a removable, dual-sided bit holder that keeps bits organized and enables quick changes between sizes and types. The chrome-plated bit holders are designed to withstand harsh jobsite conditions, ensuring long-lasting durability and performance for professionals. Both screwdrivers are backed by Milwaukee's Limited Lifetime warranty.

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2pc 11-in-1 Multi-Bit Screwdriver and 6-in-1 Stubby Multi-Bit Screwdriver Set

- Comfortable Tri-Lobe Handle
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Fujitsu Hosts Technical Service Advisor Conference

Fujitsu General America hosted its fourth Technical Service Advisors (TSA) Conference in mid-April in Raleigh, NC. Themed "Back to the Basics," the event reinforced fundamental skills and aligned Fujitsu's Service Team with distributor technical support team members to deliver exceptional customer experi-

"Fujitsu doesn't just provide high-efficiency HVAC systems, we also provide top-notch service and support to our customers," said Tomokazu Hosoi, President of Fujitsu General America. "Our commitment to service and support really sets us apart from

our competitors. That's why the TSA Conference is so important to us."

The three-day event, which was attended by 150 distributors, featured breakout sessions covering commercial and residential training, warranty information, remote system access via AIRSTAGE Cloud, transition to A2L, and more. Each session was de-

signed to strengthen core knowledge and keep pace with the evolving HVAC industry.

"We chose 'Back to the Basics' as the theme of the 2025 TSA Conference to emphasize the fundamentals of troubleshooting," said Ruben Marcucci, Sr. Director of Aftermarket. "This helps solidify the core skills

needed by our technical service advisors. Mastering the basics is the key to driving success."

While networking wasn't the primary goal of the event, attendees connected with Fujitsu staff and their counterparts across the country. The activities, meals, and classes were designed to

promote interaction. "We hold this conference every other year to strengthen the connection with our most important partnerships - the technical service advisors at the distribution level," said Dennis Stinson, VP of Sales. "Thank you to those who attended. We'll do great things." For more information, please visit www. FujitsuGeneral.com



New Project Notification For Proposed Addenda To ACCA Manual S® - 2023, Residential Equipment Selection

Alexandria, VA — The Air Conditioning Contractors of America Educational Institute (ACCA-EI) Standards Task Team (STT) has announced an American National Standards Institute (ANSI) project notification for a proposed addendum to ANSI/ACCA Manual S® - 2023, Residential Equipment Selection.

ACCA is an ANSI-accredited standards developer that supports the American National Standards Institute (ANSI). ANSI approval of ACCA manuals, procedures, and processes verifies that the principles of openness and due process have been followed in developing these materials and that a consensus of those directly affected by the standards has been achieved.

These standards arm contractors with procedures they need to properly select HVACR equipment, driving professionalism and excellence throughout the industry.

The proposed Addendum "C" will correct and clarify certain requirements in the Normative Sections

of ANSI/ACCA 3 Manual S® - 2023, which includes Addendum "A" and "B" approved by ANSI in 2024.

ACCA Manual S® provides specific procedures for selecting HVACR equipment against a set of ACCA Manual J® loads and design conditions. Manual S® uses original equipment manufacturer (OEM) data and specifies how large or small the selected HVACR equipment capacity can be when compared to the load.

The ANSI Project Initiation Notification System (PINS) will appear in the ANSI Standards Action on Friday, April 11, 2025, with a PINS response end date of Sunday, May 11, 2025. An ANSI public review draft is expected to be available for public comment following that period.

Comments or questions can be submitted to David Bixby, ACCA's manager of codes and standards, at david.bixby@acca.org.

Carrier Factory Authorized Dealers Celebrate Excellence and Innovation at 2025 National Meeting

INDIANAPOLIS, IN - Apr. 16, 2025 - Carrier Factory Authorized Dealers (CFAD) gathered for the 2025 CFAD National Meeting to celebrate outstanding achievements and recognize the industry's top performers. The event highlighted the dedication and hard work of dealers who have demonstrated exceptional performance and commitment to customer satisfaction. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

The CFAD National Meeting featured two days of HVAC training sessions, totaling over 4,000 training hours. These sessions equipped attendees with valuable knowledge and skills, enhancing their performance and service delivery. Kevin O'Leary, successful entrepreneur and businessman, delivered the keynote presentation and shared insights on business growth and leadership.

The awards celebration featured a comprehensive agenda, including a reception, welcome and opening remarks, dinner, and awards presentation. The highlight of the evening was the Hall of Fame 2025 Inductee Ceremony, where distinguished individuals were honored for their lifetime achievements and contributions to the HVAC industry.

President's Award Winners: The President's Award recognizes companies that have achieved high scores on a set of criteria established by Carrier. These criteria seek to identify model Carrier Factory Authorized Dealers whose performance demonstrated year-over-year growth with a continual emphasis on customer satisfaction. The award uses a weighted matrix that levels the playing field among dealerships of all sizes.

Lifetime Achievement Award: Bud Mingledorff of Mingledorff's, Inc. was honored with the Carrier Distributor Lifetime Achievement Award for his visionary leadership and dedication to the HVAC industry. Bud's philosophy centered on investing in employees' success, which has guided his every decision and contributed to the prosperity of Mingledorff's, Inc. Under his leadership, the company expanded its reach significantly, growing to over forty-one locations across the Southeast.

Hall of Fame Inductees: Roxann Mullen Donahue of Mullen Refrigeration Service, Inc. and Tom Boylan of Lakeside Service Company, Inc. were inducted into the Carrier Dealer Hall of Fame. Roxann, the first principal female inductee, and Tom have both shown unwavering commitment to their communities and their dedication to customer service has made them respected leaders in the industry. Their stories of hard work, integrity, and perseverance serve as an inspiration to all.

Carrier Factory Authorized Dealers continue to set the standard for excellence in the HVAC industry, and the 2025 CFAD National Meeting was a testament to their achievements and contributions. As the industry evolves, these dealers remain committed to delivering exceptional service and innovative solutions to their

For more information about the CFAD National Meeting and the award recipients, please visit https://www.carrier.com/residential/en/us/why-carrier/carrierauthorized-dealers/.

HVAC Excellence **Approves Refrigerant Charging and Service Procedures for Air** Conditioning, 2nd Edition

HVAC Excellence proudly announces the official approval of Refrigerant Charging and Service Procedures for Air Conditioning, as an industry-recognized training resource. Following a comprehensive evaluation by the HVAC Excellence Review Board, the manual has been verified to meet or exceed the minimum competencies and tasks established by HVAC Excellence for HVACR training programs.

The review process confirmed that this resource effectively equips learners with the essential knowledge and skills necessary for success in the HVACR industry. Through detailed instruction on proper refrigerant charging techniques, system servicing, and safety protocols, the manual supports educators and technicians alike in achieving high standards of professional competence.

As a result of this thorough evaluation, HVAC Excellence has granted authorization for the official use of its logo on the cover of this manual and in all related promotional materials.

"Providing quality resources for HVACR education is crucial to developing the next generation of industry professionals," said Howard Weiss of HVAC Excellence. "This recognition underscores the manual contains the information necessary for preparing technicians to meet the demands of today's rapidly evolving

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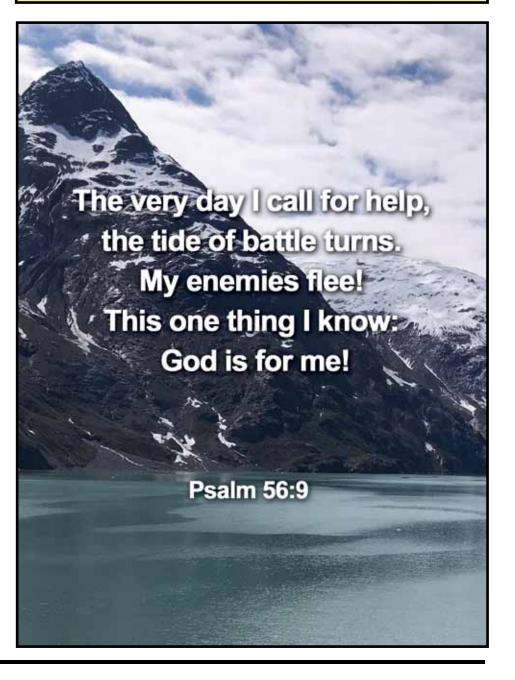


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