### TODAY'S A/C

& REFRIGERATION NEWS



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



Johnstone Supply The Ware Group Hosts Open House in Jacksonville (see pages 14-15)



Tropic Supply Hosts Nu-Calgon Demo Days all across Florida (see page 86)



Refricenter Hosts AUX Technical Training at the EB Hotel in Miami (see page 22)



A&R Supply Hosts Mini Trade Shows at all Locations (see page B4)



SFACCA May Dinner Meeting in Broward at the Funky Buddha (see page 20)

### HARDI Members Take HVACR Industry Priorities to Capital Hill



Jeff Schlichenmeyer
Publisher

COLUMBUS, OH
— Heating, Air-conditioning & Refrigeration
Distributors International (HARDI) held its annual Congressional
Fly-In this week, bringing 70 member leaders from across the country to Washington, D.C. to advocate for key policy priorities affecting the

HVACR industry.

Over the course of the two-day event, HARDI members conducted nearly 150 meetings with congressional offices, educating policymakers on the importance of permanent pro-growth tax reform, continued support for the American Innovation and Manufacturing (AIM) Act, and the need to ban installation date-based compliance requirements that disrupt the HVACR supply chain.

"Our members came to Washington with a clear message: we need smart policies that protect American businesses, support our environmental commitments, and provide market certainty," said HARDI CEO Talbot Gee. "The level of engagement from our membership this year was outstanding, and it shows how seriously the HVACR distribution industry takes its role in the policymaking process."

HARDI has long championed tax policies that encourage investment and growth, and Fly-In attendees urged lawmakers to extend and strengthen provisions like full expensing and permanent deduction for pass-through businesses. Participants also expressed strong industry backing for the AIM Act's national refrigerant transition framework, while cautioning against a growing number of statelevel regulations that continue to cause confusion. HARDI members also urged action to prevent compliance deadlines that use installation dates rather than manufacturing timelines—an issue that has caused significant supply chain uncertainty and increased consumer costs.

"Our conversations on Capitol Hill made it clear that Congress values hearing directly from industry experts," said Loran Liu, Chairman of HAR-DI's Board of Directors and wholesale distributor. "These meetings allow us to put real faces and local business stories behind the policies being debated."

The 2025 Fly-In continues HARDI's work to ensure HVACR distributors have a strong and unified voice in Washington.

#### Arkema Strengthens its Range of Lower Global Warming Potential Refrigerant Solutions

Arkema will offer a range of lower global warming potential (GWP) refrigerants to the global market, increasing access to next generation refrigerant solutions. The expansion of Arkema's portfolio through a commercial arrangement with Honeywell International Inc. will strengthen global supply chains, address increased demand for HFO blends in the HVACR industry and ensure continued supply, consistent with the HFC phasedown.

Arkema will sell HFO blends under its Forane® brand. These refrigerants – many of which are already preferred by leading equipment manufacturers – meet HVACR industry regulations and improve energy efficiency for businesses and homeowners. The solutions include:

Forane® 454B (R-454B), which possesses a GWP of 466 and exhibits properties comparable to

R-410A. This refrigerant has been specified by several original equipment manu-

facturers (OEMs) for use in comfort cooling applications.

Forane® 448A (R-448A) and Forane® 449A (R-449A) have been developed as replacements for R-404A, R-507A, R-22 and R-407. They are particularly well-suited for use in low to medium commercial refrigeration applications, including supermarkets, cold storage rooms, walk-in coolers and freezers, refrigerated display cases, and centralized rack systems.

Forane® 452A (R-452A) is another alternative to R-404A for transport refrigeration.

Forane® 513A (R-513A) reduces GWP by over 50% compared to R-134A. It's suitable for centrifugal chillers, medium temperature refrigeration, air conditioning and heat pumps.

Arkema remains dedicated to delivering innovative, sustainable solutions for the HVACR industry. For more information about Forane® low-GWP refrigerant offerings, visit www.Forane.Arkema.com.



SFACCA 2025 Annual Golf Tournament at Jacaranda Golf Club (see pages C2-C3)



ASHRAE 2025 Annual Golf Tournament at the Miami Country Club (see pages C6-C7)



#### *<b>WTEST*

- Detect any pollutants in the air quality
- Diagnose common causes and solutions for each pollutant

Show your customers all the contaminants polluting their home.

IAQPRO SmartAir<sup>TM</sup> Meter

#### *<b>YTREAT*

- Cleaning your duct or ventilating systems to reduce pathogens and create a healthy environment using ions and air cleaners
- Improve the efficiency of your HVAC system by cleaning coils

We've got you covered with Multiple solutions to treat your customer's air.

Bio Fresh Fogger Treatments

Coil Cleaners

Ionizers & Air Cleaners

UV Treatments / Purifiers

#### *YPREVENT*

- Maintain a healthy indoor space with high quality filters
- Prevent further contaminants by eliminating the source or reducing the emission with chemical inhibitors

Give your customer the confidence of protection from future contaminants.

Filtration
Chemical Inhibitors



Everything to TEST, TREAT & PREVENT in one place.

To see all Indoor Air Quality products, please visit www.JohnstoneWareGroup.com

#### What if You Can't **Raise Prices?**

#### **Ruth King's Contractors Cents**



If your costs go up, those costs have to be passed

First, let's look at what cost really is. For replacethe job (labor, materials, etc.) plus the piece of overhead assigned to that job. Every job must have a sales price high enough to pay for your company's overhead have even if you don't sell anything). For service, to-

each, you must raise your prices by 6.5% to cover the number of billable hours each year.

service call/maintenance cost is \$100 (I know it is much more in reality). You sell it for \$90. You are losing \$10 for each job/service call/maintenance plan you sell. Assume that you sell 20 per month. Your monthly loss on this is \$200.

Here's the misconception. You think that you just need to increase revenue by \$200 to cover this loss. That's not true. If your net operating profit is 10%, you have to generate \$2,000 in other sales just to make up for this loss. If your net operating profit is 5%, you have to generate \$4,000 in other sales just to make up for this loss.

Assume that you lost \$1,000 on an installation project and that your net operating profit is 10%. You have to sell an additional \$10,000 in installation projects just to make up for that loss. If your net operating

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

> Reach her at ruthking@hvacchannel.tv.

profit is 5%, you have to sell an additional \$20,000 in

installation projects just to make up for that loss on

ployees the Company Financial Statements. Some of

you immediately thought, "You've got to be kidding".

your employees, they learn and understand what cost

really is. They learn and understand profit, loss, and overhead. Once they understand these concepts, they

are usually more conscientious about waste as well as

that you don't want employees to see financial state-

ments is because you don't want them to see compen-

sation. However, you can lump all of the salaries in

If you are like most contractors, the major reason

Once your employees really understand that profit

And finally, Why You Should Show Your Em-

By showing the company financial statements to

one install. Losses are expensive! Is it worth it?

I'm not. Here's why it is a good idea:

their significance to the bottom line.

on to your customers. You are NOT making more profit. You are keeping the same profit.

ment/installation jobs, it is the direct cost of producing (rent, utility bills, gas, and other business costs you tal cost is the cost of providing the service (labor and materials) plus overhead costs. Now let's look at true

If you give your field employees a raise of 5% raise and the additional benefits/taxes incurred with that raise. If you give your office employees a raise of 5% increase, you must raise your overhead cost per hour. Calculate this by taking the total amount of the raise plus benefits/taxes and divide this result by the

Take a simple example: Let's assume that a job/

is necessary for growth, for increased wages, and to fund great benefits, training, increases in receivables and inventory, they discover what profit is used for. And, if you bonus employees on a piece of the bottom line rather than random Christmas bonuses, they will work towards an increasing bottom line because their bonuses increase. Email me if you'd like my bonus structure (rking@ontheribbon.com).

Many of the employees in these companies feel that the owners are making a lot of money whether or not it is true. "They're made of money. They can afford

it" is common thinking when employees don't have a clue about cost and profits.

Other contractors share financial data with their employees. The owners have taught them about profits, how they are derived, and why they are important for company survival. These employees know the profitability of their projects and the profitability of the company overall.

They are billing the maximum number of hours without burning out the speech therapists. I asked him about the building the practice was located in. He described it and said there was room for expansion for at least one more speech therapist. That was the answer – add a speech therapist. Why? Because overhead is now spread amongst

In one of my recent classes, a participant asked

me whether it is feasible to increase profits when you can't raise prices. His wife is a speech therapist and

has a practice which includes 4 other speech therapists

who work for her. The charges are fixed by insurance companies and Medicare. She cannot raise prices.

6 therapists instead of 5. There are minimal, if any increases in overhead cost when the sixth therapist is hired. Revenues increase and overhead stays the same so net operating profit increases. In our industry, we generate revenue through billable hours. No billable hours, no service revenue,

maintenance revenue, or installation revenue. And,

each billable field employee has a maximum num-

ber of hours that he can bill out – yes, there are more working hours in busier times. But there still is a maximum number of hours before you burn out the field employee and he/she makes mistakes or gets hurt. So, to increase profits, you need more billable hours - first establish the realistic maximum number of billable hours. When you've achieved that or

you have about 30 hours of overtime consistently in a week, it's time to add billable hours, i.e. another field employee. Will overhead go up? Yes, a little. However, the

bottom line will go up more. On to the next topic. What REALLY Happens When You Don't Raise Prices. Tariff's may be coming. The cost of living is increasing. Supplier prices are rising. So, you HAVE to raise yours too – why would you take less profit?

#### CUT FIBERGLASS PRECISION COMPONENTS PLENUMS, TRIANGLES, REDUCERS



Manufacturing the Gold Standard in AMERICAN MADE HVAC Installation Products for 40 Years

#### Refricenter North has Moved to a New Location in Pembroke Park and is Now Open to Serve You Better!

Refricenter is excited to announce their new Pembroke Park location is now open which replaces the prior location in North Miami. With over 10,000 SKU's available for all of their HVAC needs, Refricenter Pembroke Park is ready to help South Florida contractors get the job done. Their 1st class custom-

er service, along with great product offerings, is what drives Refricenter.

The new North Miami branch is now located at 3520 SW 20th Street, Pembroke Park 33023. Laz-



aro Masjuan is the branch manager. He can be reached at (305) 652-3331, or email him at lmasjuan@refricenter.net. Refricenter has long been committed to being one of South Florida's leading stocking distributors of HVACR equipment, parts and supplies.

Refricenter's eleven locations across Florida will be servicing areas stretching from the Florida

Keys through Orange County, meeting the Florida HVACR contractors' needs with their full line of products and services - including their leading brands of A/C equipment - TGM, Bryant, Payne, Trane, RunTru, Climatemaster, Bohn, and AUX.

Refricenter carries a wide range of parts and



supplies from some of the top manufacturers in the industry, such as Johns Manville, JPL Flex, Emerson, Honeywell, White Rodgers, Nutone, Copeland, Tecumseh, Ritchie, Nu

Calgon, among many others.

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



### Smarter Drain Protection with iFLO Pro: Offline Mode, Custom Cadence, and Fewer Callbacks

As the HVAC industry continues to evolve with smarter technologies, contractors are looking for reliable solutions that not only prevent issues but also drive long-term business growth. At iFLO Pro, we're committed to delivering exactly that — with innovations that simplify operations, protect systems, and enhance customer satisfaction.

One of the most common concerns contractors raise is connectivity. While our system is designed to provide **real-time alerts via Wi-Fi**, we understand not every install location is perfectly connected. That's why we created **Offline Mode** — a failsafe that ensures protection even without an active Wi-Fi signal. In this mode, iFLO Pro will **automatically dispense a pre-set amount of our enzyme-based solution every two weeks**, helping keep the **drain pan and drain line clear of buildup and clogs** — no alerts needed.

To support a wide range of service models, we now offer **two treatment options**: a **6-month** and a **1-year** solution. This flexibility allows HVAC contractors to align iFLO Pro with their existing **maintenance cadence**, giving them complete control while delivering optimal results to homeowners.

But iFLO Pro is more than just a device. It's a platform for growing your business. Our interactive contractor dashboard provides visibility into every installed unit, giving your team a direct digital connection to your customer base. This improves customer retention and reduces overhead, turning each install into a touchpoint — and each touchpoint into an opportunity.

We also help our partners create **incremental recurring revenue** through ongoing solution replacements, giving contractors a lifetime revenue stream from every system they install.

Perhaps most important of all, **iFLO Pro reduces callbacks**, which can drain profits and damage reputations. Drain-related issues are one of the most common causes of service calls — and for years, **homeowners have unfairly blamed contractors** when backups occur. With iFLO Pro actively treating the pan and line, those issues (and those complaints) drop significantly. Contractors finally have a way to protect both the system and their reputation.

And unlike peroxide or vinegar-based products being pushed into the HVAC market, our enzymebased solution is non-corrosive, biodegradable, and safe, going directly to the source of the problem — the drain pan — without compromising system integrity.

If you're ready to take control of drain issues, boost customer satisfaction, and add new revenue streams to your business, now is the time to bake iFLO Pro into your standard install and maintenance process.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 818,761 units in March 2025, changed -2.4 percent compared to 838,626 units shipped in March 2024. U.S. shipments of air conditioners changed -7.3 percent, to 436,291 units, compared to 470,653 units shipped in March 2024. U.S. shipments of air-source heat pumps changed +3.9 percent, to 382,470 units, compared to 367,973 shipped in March 2024.

Year-to-date combined shipments of central air conditioners and air-source heat pumps changed +5.2 percent, to 2,077,964, compared to 1,975,509 units shipped during the same period in 2024. Year-to-date shipments of central air conditioners changed +3.2 percent, to 1,126,190 units, compared to 1,091,585 units shipped during the same period in 2024. The year-to-date total for heat pump shipments changed +7.7 percent, to 951,774, compared to 883,924 units shipped during the same period in 2024.

### The Ultimate HVAC





#### **Our Competitive Advantage**



#### **Customer Care**

- Advertising
- **Business Training**
- Lead Generation

Promotions and More



#### Service **Excellence**

- Dealer Qualifications
- Extensive Training
- Customer Experience



#### Warranty Support

- Streamlined Process
- Fast Processing Times
- Local Technical Support Parts Availability



#### Innovation Landscape

- Smart Technology Integration
- Energy Efficiency
- Advancements Comfort Engineering



Southeast Locations

#### **Most Trusted Brand** 11 Years in a row

- Proven Reliability
- Customer Satisfaction
   3x The Tax Credit Options
  - Overall Energy Savings





Convenient Access For Better Service



CHATTANOOGA 4316 North Creek Road Chattanooga, TN 37406 (423)629-1911

KNOXVILLE 3211 Henson Road Knoxville, TN 37406 (865) 588.2776

HUNTSVILLE 2138 Poole Dr. Huntsville, AL 35810 (256) 713-0551

BIRMINGHAM 3636 7th Ave N. Birmingham, AL 35222 (205) 985-0008

HUNTSVILLE 102 NW Shuttle Ct. Huntsville, AL 35806 (256) 859-1220

HUNTSVILLE 2138 Poole Dr. Huntsville, AL 35810 (256) 713-0551

MOBILE 981 S. Corporate Dr. FI1 Mobile, AL 36607 (251) 263-5566

MONTGOMERY 1820 Ridgeway E Montgomery, AL 36110 (334) 386-1873

DOTHAN 205 Wedgewood Dr Dothan AL 36303 (334) 500-3899

SAVANNAH 5250 Old Lousiville Rd. Bldg. 14 Pooler, GA 31322 (912) 742-2055

**VALDOSTA** 710 Gil Harbin Industrial Blvd. Valdosta, GA 31601 (229) 219-1957

WARNER ROBINS 107 Borders Way Warner Robins, GA 31088 (478) 919-2266

GAINESVILLE 2468 NW 71st Place Gainesville, FL 32653 **Phone TBA** 

**JACKSONVILLE** 7380 Philips Highway, Ste. 401 Jacksonville, FL 32256 (904) 250-0500

PANAMA CITY BEACH 17621 Ashley Dr Panama City Beach, FL 32413 (850) 708-3171

PENSACOLA 4901 Chaney St. Pensacola, FL 32503 (850) 475-8635

TALLAHASSEE 3406 W. Tharpe Street Tallahassee, FL 32303 (850) 558-4888

#### Veterans from Service Experts Join as Military Makeover with Montel Renovates & Restores Florida Veteran's Home

WEST PALM BEACH, FLORIDA (May 2025) – Veterans and team members from Service Experts joined the national home improvement series Military Makeover with Montel®, airing on Lifetime TV, a show dedicated to honoring veteran families through transformative home renovations. In the latest episode, filmed in West Palm Beach, hosts Montel Williams, Art Edmonds, and Jennifer Bertrand paid tribute to Christy LaVallee, a proud recipient of the Purple Heart.

"This renovation was particularly rewarding for us because local members of our Service Experts team who are themselves veterans were able to participate," said Bill Selman, General Manager of Service Experts South Florida, who was also among the "boots on the ground" for the company. "At Service Experts, we're deeply committed to supporting the military community as employers and members of the community."

After enlisting in the Army, Christy served a notable deployment in Kandahar, Afghanistan from 2010 to 2011, and achieved the rank of Specialist in the Army Reserves. Her role as a combat support military police officer exposed her to a harrowing IED blast that left a lasting impact. She received several commendations in recognition of her bravery, including the Purple Heart, Combat Action Badge, and multiple campaign and service medals. She was left with PTSD, hearing loss, and mobility issues, but has remained committed to her community, demonstrating a profound sense of resilience and dedication that her partner Abbey Roberts admires. Now working as a Scheduling Dispatcher, she continues to make a positive impact through her dedication and service.

With the help of the 15-member Service Experts team drawing from 10 local Service Experts centers, which included George Ahearn, an Army veteran and recipient of The Purple Heart himself, Service Experts performed electrical, HVAC and plumbing work.

"Military Makeover is a great program and it was an honor to be a part of this for both myself and for Service Experts," added Ahearn. "As a prior service member, it was a privilege to help out a veteran."

### New Embraco Compressor to be the Most Compact in the Market

April 2025. Nidec Global Appliance's booth at AWE 2025 - one of the world's largest home appliances and consumer electronics trade shows - held from March 20 to 23 in China, was the stage for the launch of the new Embraco residential refrigeration compressor: the Embraco Atom. It stands to be the most compact variable-speed compressor for residential applications on the market, designed to democratize this energy-efficient technology. The product was granted the AWE Innovation Award during the event.

Weighing just 2.5 kg and measuring less than 110 mm, it is 30% lighter than Embraco's previously most compact compressor, the FMS. It was designed to be competitive enough to accelerate the migration from fixed-speed to variable-speed technology, being accessible to a wide range of refrigeration applications,

from premium models to single-door refrigerators and beverage coolers.

"There is a growing global push for increased energy efficiency, driven by economic, social, and environmental motivations, and variable-speed technology plays a crucial role in this transformation, especially

in refrigeration appliances. This technology enables compressors to adjust their speed based on demand, resulting in significant energy savings compared to traditional fixed-speed systems. The Atom was developed as a global platform to support the widespread adoption of variable-speed technology, and our initial key markets include China, Europe, and India", explains Alberto Casnati, president of Nidec Global Appliance.

"At the same time, Atom has been meticulously engineered to lead in sound performance, both in terms of sound level and sound quality. It also sets new standards for compactness, allowing more usable space inside the appliance, a key benefit for maximizing food storage. Thanks to its innovative and space-efficient design, Atom is setting a new industry benchmark for low noise compressors", adds the executive.

The product runs on natural refrigerant R600a,

and has a coefficient of performance of up to 1.90W/W, an indicator of its energy efficiency that shows it is capable of meeting the most stringent energy consumption regulations of any region in the world. Its efficiency level allows the Atom to reduce energy consumption by more than 25% compared to a traditional fixed-speed compressor.

Innovative technical solutions

The Atom features innovative solutions to meet bold design targets of size, low noise and energy efficiency established in its research and development process. One of them is the polymeric discharge line, which replaces the traditional metal discharge tube, allowing the

reduction of the compressor's size, as well as decreasing heat dissipation, vibration, resonance and

noise, without compromising performance. "Making such a small compressor is an engineering challenge. And we are reducing the size without affecting reliability, efficiency, capacity or robustness", summarizes Casnati.

Another technological breakthrough is the elec-

tronic component. The Atom comes with an ultracompact inverter, which is the component that controls the compressor's speed. This specific model is capable of intelligently extracting peak performance from the compressor and actively controlling its vibration levels, making it more silent. The Atom reduces up to 5 dB compared to standard market compressors.

The small size has additional advantages linked to logistics, such as allowing twice as many compressors per pallet versus market alternatives, which reduces emissions caused by transportation, and demands less storage space. It also reduces resource consumption during production. Another positive outcome of such a compact compressor is to maximize interior space in the refrigerator and allow more design flexibility to appliances manufacturers, even for special applications, such as two compressor systems or refrigerated



#### Digital Manifold Engineered for Maximum Performance.

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

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

Scan the code for more information.





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





©2024 Ritchie Engineering Co. I MADE TO WORK SINCE 1949





The proven quality of YORK® heating and cooling equipment products

### Copeland Expands Partnership with Canadian-based Mysa Smart Thermostats in the U.S.

Distribution agreement grows Copeland's footprint in the U.S. smart thermostat market, provides solutions for different home heating systems

ST. LOUIS (May 12, 2025) – Copeland, a global provider of sustainable climate solutions, has announced it is expanding its partnership with Mysa in the U.S. after successfully adding Mysa products to its portfolio in the Canadian market. This will complement Copeland's growing Sensi portfolio of smart, sustainable thermostats. While Copeland's Sensi smart thermostats offer solutions for conventional HVAC and heat pump systems, Mysa enables homeowners in the U.S. who have in-floor, minisplit and baseboard heating systems to also access energy savings and sustainability benefits.

The partnership, which expands Mysa's availability to the U.S. wholesale market, allows Mysa to leverage Copeland's established national HVACR

and electrical distribution network, its proximity to customers, and its world-class approach to customer service to bring Mysa's technology to contractors serving all different heating systems in the U.S.

"Baseboard heating systems are commonly used in the U.S., partic-

ularly in older homes, so adding Mysa products to our smart thermostat portfolio allows us to provide more people with smart, sustainable thermostat solutions," said Brendan O'Toole, vice-president smart home and energy management for Copeland. "Copeland has a legacy of creating innovative climate solutions that provide real tangible value to our customers, bringing to the market products that promote sustainability and energy efficiency. When we introduce climate-friendly products into more homes, we're improving lives and protecting the planet. This partnership allows us to drive more impact, together."

Copeland's line of Sensi smart thermostats re-

mains vital for energy conservation and sustainability, saving users about 23% on HVAC energy consumption. There are over 23 million smart thermostats by Copeland in U.S. homes and buildings. These devices can be leveraged in utility demand response programs to reduce energy usage during periods of peak demand, enabling more renewable energy to be added to the grid and supporting Copeland's net-zero carbon emission goals.

Mysa smart thermostats provide homeowners with baseboard heating systems the tools to monitor energy usage and estimate heating costs. The units allow complete control over thermostat settings and provide automatic alerts if home temperatures drift outside a specified range. Similarly, the Sensi mo-

bile app also offers advanced control features, enabling users to manage heating and cooling systems with ease. Both Mysa and Sensi thermostats are compatible with various smart home ecosystems, offering streamlined integration for enhanced functionality.

"Since our story began in 2016, our smart thermostats have saved more than 150 million kilowatt hours of home energy – enough to power 10,000 homes for a full year\*," said Josh Green, CEO of Mysa. "By expanding into the U.S. market in partnership with Copeland, we're amplifying our ability to fight climate change on a much bigger scale – one smart thermostat at a time."

Learn more about Copeland's sustainable solutions at Copeland.com. For more information about Mysa smart thermostats, visit getmysa.com.

\*based on data from internal energy star smart thermostat savings modelling

#### A2L Heat Pump Manifold from Yellow Jacket



The YELLOW JACKET® A2L Heat Pump Manifold features two 800 psi gauges to read all heat pump pressure conditions. Traditional low-side manifold gauges can be susceptible to damage when heat pumps go into heating mode. Because the low-side gauge

of the YELLOW JACKET® A2L Heat Pump is also designed for pressures up to 800 psi, it can read the pressure whether the pump is in heating mode, cooling mode or transition.

#### FEATURES & BENEFITS

- Large, easy-to-read 3-1/8" (80 mm) gauges with a steel case in red and blue, 1% accuracy (Class 1)
  - For R-32/454B/410A refrigerants
  - Front access for easy field recalibration
- Proven sliding double O-ring piston for reliability and long service life
  - Long-life nylon seats
  - Heavy duty hook that won't pull out
- Sold as manifold only or with black, 60" PLUS II<sup>TM</sup> Hoses with <sup>1</sup>/<sub>4</sub>" flare fittings. TITAN® & BRUTE II® manifolds also include 60" Vacuum/Charging Hose with 3/8" flare fitting.
- PLUS II<sup>TM</sup> Hose assemblies UL recognized for 4000 psi (275 Bar) burst and 800 psi (55 Bar) working pressure (File SA9737)
  - High- and low-side gauges read up to 800 psi
  - Forged brass body for durability
  - Full porting maximizes capacity and flow
  - Full-size metal valve handles for easy operation
  - Made in the USA

A2L refrigerants are a widely-used class of refrigerants featuring:

- Low global warming potential (low GWP)
- Low flammability
- Zero ODP (ozone depletion potential)
- Lower toxicity

While A2Ls are mildly flammable, they are less flammable than Class 3 refrigerants and safe when handled properly.





#### Want to reduce your clogged A/C drain callbacks?



20' Stainless Shaft

Passes Through 3/4" PVC 90° Fittings

Reduced Call Backs Eliminates Nuisance Clogs

Ideal for Clearing Multi Story Common Drain Risers







See the videos at www.smartsnakes.com

sales@smartsnakes.com 407 502 8527





# 

Jucane

**AIR CONDITIONING & HEATING** 

- 2025 Low GWP Refrigerant Compliant
- Omniguard® Total Corrosion
   Protection Technology
- Single-Stage and Variable-Speed
- From 13.4 SEER2 to 17.1 SEER2
- Energy Savings

Become a Ducane Dealer!

REFRIGERATION, AIR CONDITIONING & VENTILATION SUPPLIER

#### **ORLANDO STORE**

3004 Silver Star Rd 407-270-9670

#### **KISSIMMEE STORE**

1001 Armstrong Blvd 407-<u>530-5599</u>

#### **TAMPA STORE**

5110 W Knox St. 813-559-7300

Visit:

www.oldachusa.com

www.ducaneac-oldach.com

### Carrier Announces New R-454B Packaging Strategy to Support HVACR Channel During Shortage

COLUMBUS, OH — Heating, Air-conditioning, & Refrigeration Distributors International (HARDI) applauds Carrier for its recent announcement to convert excess bulk R-454B refrigerant into 20-pound cylinders for use by distributors and contractor dealers across all its brands, including Carrier, Bryant, Payne, and ICP. This innovative action addresses an urgent supply challenge and provides timely support to those on the front lines of the HVACR transition to low-GWP systems.

With R-454B refrigerant in high demand and a limited supply of service refrigerants causing installation delays, Carrier's decision to repurpose bulk refrigerant into accessible packaging offers a practical and immediate solution. It demonstrates a clear commitment to helping distributors and contractors in continuing to serve their customers during this critical time.

"HARDI is pleased to see more manufacturers stepping up with creative solutions to this short-term but serious shortage," said Talbot Gee, HARDI CEO. "Our ongoing collaboration with Carrier has been incredibly productive and focused on real-world outcomes. This move will make a meaningful difference in getting equipment installed and projects completed on schedule."

HARDI continues to encourage wholesale distributors to educate and train their customers on best practices for installing A2L equipment. Understanding how much refrigerant is needed before arriving at the job site can assist contractors in better planning for refrigerant requirements. Additionally, Carrier's efforts to reduce this demand through increased pre-charged refrigerant levels and improved access to service refrigerant represent a much-needed creative solution to the shortage.

### NAVAC Introduces Industry's First HD Color Graphic Manifold Gauge



Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, recovery units, instruments and industry-specific items, has introduced its FLEX-X Manifold Gauge, the first simple manifold gauge on the market to feature an

HD color graphic interface. This state-of-the-art tool is designed to bring HVAC professionals a new level of precision, efficiency, and ease of use.

The FLEX-X delivers Class 0.4 accuracy with crisp digital readings, real-time visuals, and advanced animations, while keeping the traditional analog dial. The quarter-turn valves provide convenience in refrigeration flow control. For superior performance and convenience, the unit is equipped with a rechargeable

lithium battery that powers up to 100 hours of operation. Its intuitive one-knob control system ensures quick and effortless navigation, while the rugged aluminum body and IP54-rated impact-resistant rubber cover provide enhanced durability on the jobsite. A foldable hook adds to its portability, making it easy to store or hang during service calls.

The FLEX-X is fully compatible with A2L refrigerants and supports a total of 72 refrigerant types. By eliminating the need for multiple analog gauges, this compact, all-in-one solution saves technicians valuable time, space, and resources.

"With the FLEX-X, we have reimagined the manifold gauge for today's HVAC professional," said Keith Keller, Vice President of Sales for NAVAC HVAC. "From its HD interface to its accuracy and convenience, this tool reflects our commitment to equipping technicians with smarter, faster, and more intuitive solutions in the field."

### Thank You to Cool R Us for Supporting the Air Angels Foundation!

We want to extend our deepest gratitude to the amazing team at Cool R Us for their generous partnership with the Air Angels Foundation of Florida. Thanks to their dedication and hard work, Jo, who was in desperate need of a new duct work, is now enjoying a comfortable home—completely FREE of charge!

The Air Angels Foundation, created by the North Florida Air Conditioning Contractors Association (NFACCA), provides critical heating and air conditioning solutions to individuals who are seriously ill or disabled and unable to afford or access them on their own. This remarkable initiative helps ensure that people like Cathy can live in safe, comfortable environments.

We're so proud to be part of a community that values giving back. Thank you, Cool R Us, for your compassion and unwavering support of this vital cause!

Good afternoon my Very Blessed 💢 Air 😇 Angel's!!!!!!! I want to express just how greatful I am .I am in tears right now praying all morning for you guys and you two man crew Absolutely amazing and very well done work 🍣 👍 the first time since my husband died I'm crying happy tears! I have no one to help me and The Good Lord sent you all to me !!! I want to say those two men are ABSOLUTELY W AMAZING! THANK YOU ALL SO VERY MUCH MY HEART IS FILLED WITH SO MUCH LOVE AND COMPANION MY HEAD IS SPINNING! YOU TURNED MY WORLD AROUND

THANK YOU SO MUCH AND YOU'LL ALWAYS BE IN MY PRAYERS TRULY AND FOREVER GREATFUL



#### STOP BY YOUR LOCAL BAKER OR FLORIDA COOLING TODAY!

Boynton Beach (561) 806-7075 Clearwater (727) 572-0181

**Clearwater** (727) 449-1230

**Daytona** (386) 255-5023

Daytona Beach (386) 274-5345 Doral

(305) 592-3514 Fort Myers (239) 939-1649

Fort Walton Beach (850) 344-1761 Gainesville

(352) 336-8778 **Gainesville** (352) 376-3212

Jacksonville (904) 519-5550 Jacksonville (904) 407-4477

Jacksonville (904) 354-6685 Jacksonville (904) 998-9478

Jacksonville (904) 479-7593 **Kissimmee** (407) 933-8008

**Lake City** (386) 755-2009

Lakeland (863) 668-8186 Lecanto

(352) 344-5300 **Leesburg** 

(352) 728-6222 Melbourne

(321) 768-0220 Merritt Island (321) 452-5010

Naples (239) 597-7172 Ocala

(352) 732-5271 **Orange City** (386) 878-4444

**Orange Park** (904) 272-7700 **Orlando** 

(407) 296-7727 **Orlando** (407) 849-6090

Palatka (386) 866-7013 Panama City (850) 215-4200 Pensacola (850) 434-7581

Plant City (863) 687-8178 Pompano

Pompano (954) 691-0210 Port Richey

(727) 847-0445 **Sarasota** (941) 366-5804

Sebring (863) 314-4494 St. Augustine

(904) 824-1001 **St. Petersburg** (727) 525-6926

Stuart (772) 220-3093

**Tallahassee** (850) 576-8102

Tampa (813) 885-7641 Tampa

(813) 740-8704 **Tampa**(813) 217-5913 **Vero Beach** 

Vero Beach (772) 562-7141 West Palm Bch (561) 848-1416

Now Open Saturdays in Most Markets!



Bakerdist.com/gree-multipro



## Indoor Air Quality Products Crafted with Pride and Precision in the USA







### **Customer Appr**

FRIDAY, JUNE 20,

11:00 a.m.-1:00

#### **HVAC/R TECH TIPS:**

T-01 - North Miami

Cooper & Hunter: Best Practices for Mini-Split Installation

**Nu-Calgon: Preventative Maintenance Best Practices** for Ductless Applications

Amerikooler: Save Valuable **Installation Time with AmeriKooler's Walk-In Panels** 

**T-02 - North Fort Lauderdale** 

**Tropic Supply: Best Practices** for Aluminum Coil Repair

T-03 - South Miami

**Tropic Supply: Wiring Best Practices** 

T-05 - West Palm Beach

FloXtreme: Prevent System **Downtime by Keeping A/C Drain Lines Clear of Clogs** 

T-06 - Fort Pierce

Samsung: How to Make a **Proper Flare** 

T-08 - Fort Myers

**CPS:** Pulling a Proper Vacuum

T-09 - Delray Beach

DiversiTech: IAQ Installation **Best Practices** 

T-11 - Cape Coral

**CPS:** Pulling a Proper Vacuum

**Ecobee: Installation Best Practices for Ecobee Thermostats** 

**Nu-Calgon: Preventative Maintenance Best Practices** for Ductless Applications

T-12 - Port Charlotte

Tropic Supply: Pulling a

T-14 - Sarasota

**Mueller: How to Save Time** and Money Using Mueller **ACR Press Fittings** 

T-16 - West Tampa

DiversiTech: IAQ Installation **Best Practices** 

T-17 - Orlando

Allied: Troubleshooting Allied **Refrigerant Detector Systems** 

**Heatcraft: IntelliGen Controller Best Practices for Setup and Remote Adjustments** 

**Sporlan: Best Practices for Building Q and BQ Valves** 

T-18 - Jacksonville

**Sporlan: Best Practices for Building Q and BQ Valves** 

T-19 - D

Diversi<sub>1</sub> **Best Pra** 

T-20 - 9 Rectors from Di Surge P Warrant

SENSI b the Bes the App

**Monitor** 

T-22 - 0 Nu-Calg Mainter for Duct

T-23 - S Diversi7 **Best Pra** 

#### **CUSTOMER APPRECIATION CO**

T-04 South Ft Lauderdale, T-07 Mid Mian T-15 Tampa E., T-21 Tallahassee

#### TROPIC SUPPLY LOCATIONS:

T11 Cape Coral T19 Daytona Beach Delray Beach Ft. Lauderdale N.

Ft. Lauderdale S. T4 Fort Myers T8 **T6** Fort Pierce

T18 Jacksonville T1 Miami N. T3 Miami S.

Mid Miami

475-D Fentress Blvd, Daytona Beach, FL 32114 1203 Poinsettia Dr, Delray Beach, FL 33444 4321 NE 12th Terrace, Oakland Park, FL 33334 3200 SE 6th Ave, Ft Lauderdale, FL 33316 6450 Arc Way, Fort Myers, FL 33912 903 South Market Ave, Fort Pierce, FL 34982 6631 Executive Park Ct Ste 101, Jacksonville, FL 32216 151 NE 179 Street, Miami, FL 33162

785 NE 19th PI, Cape Coral, FL 33909

10776A SW 190 St, Miami, FL 33157 3770 NW 21st St, Miami, FL 33142

239-989-0088 386-258-8337 561-279-2710 954-565-4803 954-522-2874 239-278-1117 772-465-4707 904-332-0990 305-652-7717 305-255-0438 305-638-9673

T10 Naples T22 Ocala T17 Orlando **T12 Port Charlotte** T14 Sarasota T23 St. Petersburg T20 Sunrise T21 Tallahassee

T15 Tampa E.

T16 Tampa W.

3420 SW 7th Street, Suite 202, Ocala, FL 344 20100 Veterans Blvd, Port Charlotte, FL 3395 12395 Belcher Road, Suite 320, Largo, FL 33 1001 Sawgrass Corporate Parkwy, Sunrise, F 111-2 Hamilton Park Drive, Tallahassee, FL 33 5120 East Adamo Dr Suite A, Tampa, FL 336 7735 Anderson Rd, Tampa, FL 33634 T5 West Palm Beach 1880 Old Okeechobee Rd. West Palm Beach

4325 Domestic Ave, Naples, FL 34104 4528 36th St, Orlando, FL 32811 7533 Claxstrauss Dr, Sarasota, FL 34240



Join us in celebration of both National HVAC Tech Appreciation Day and World Refrigeration Day on Friday, June 20, 2025 from 11 am – 1 pm at any of our 22 resource center locations. All locations will feature a customer appreciation cookout, and most locations will be hosting live demonstrations of time and money-saving best practices that will elevate the game of your HVAC/R techs! Registration is not required and there is NO COST to attend. We look forward to seeing you there!

on: Preventative nance Best Practices less Applications

eal: Mitigate Damages

y Copeland: Selecting

t Wi-Fi Thermostat for

rty Power Using

ing Devices.

lication

Cala

rotection. Reduce ies Using Voltage

t. Petersburg

ech: IAQ Installation actices

#### DKOUT:

Sunrise

ni, T-10 Naples,

239-643-7118 74 352-512-6980 407-219-3255 941-255-8330 941-378-0910 773 727-373-4003 L 33323 954-835-6020 2304 850-300-6595 19 813-514-1198 813-514-9939 , FL 33409 561-684-3997

**SPONSORED BY:** 

FREE T-shirt for all attendees!































SAMSUNG

**COMMITTED TO YOU AND YOUR BUSINESS, ALWAYS** 

### JOHNSTONE SUPPLY

#### OPEN HOUSE2025

May 1st, Jacksonville

The Ware Group
Saving You Time, Making You Money

saying Thank You! The Ware Group is Johnstone Sup-

ply's largest member with a Mission to be the leading

independent regional wholesaler by providing excel-

lent marketing and distribution services to the licensed

HVAC/R contractor and supplier that is committed to

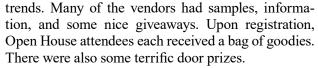
the HVAC/R supply chain. Across 40 branches in the

Johnstone Supply Ware Group hosted one of their 2025 Florida Open House on May 1st in Jacksonville. The event 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



Patrick Ferrell, Tony Hoffman, Tyler Luke, Erik Parker, Shanna Charette, Ted Bishop, Ryan Carr



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 Ware Group way of



Registration Table: Jordie Burnside, Lauren Delaperriere, Debbie Papa, Dana (Papa) Mark, and Laura Smith



Dario Dovedan and Jesus Pina of Brooks Building Solutions with Hank Henderson (center) of Johnstone Supply Ware Group



Rick Howard of Johnstone Supply Ware Group, Tim Roberts and Michael Hollis of Cain Sales Company



Rob Coovert, Chris Ware, Patty Cox, Henri Puente, T-Bone Davis, Michael Bell, Rena Langley, and Hank Henderson



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



Rob Rickman of Mitsubishi Electric, with Samantha, Cinthia, John, Erik, and Tom of AAA AC



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



Jim Jones and Thomas Johannes of Friedrich, with Adam Jameson of Shupe Carboni & Associates



Matthew Cowley of Spectroline with Christopher Walters of Gars Inc.



Cameron Perkins, Alex Puente, Rena Langley, WD Layne



Ivan Aburto of Copeland with Amauri, Bujol, Juan, and Edwardo of J&J Heating and AC



Jillian Thigpen, Rick Howard, and Annaka Brewer of Johnstone Supply Ware Group



Mike Winkel of AMP Strategic, Tom Sullivan of Rectorseal, Ryan Charles of AMP Strategic, Chris Kinsey of Johnstone Supply Ware Group



Josh Campbell of Measday's Heating & Air, Whit Parker of Building Health Group, and Thomas Measday of Measday's Heating & Air



T-Bone Davis and Michael Bell of Johnstone Supply Ware Group with Chris Novak of J. Nichols & Associates



Aaron Delmudez and Kurt Eichmann of Cool Cats Heating & Cooling (L&R) and Chris Erickson of Leone Green & Associates



Blake Reynolds and Logan Choate of 365 Solutions with Brad Englehard of Dottie



Kyle Cobb and Scott Cobb of PED Associates with Zack Brown and Donald Hennes of Duval County Public Schools



365 Solutions Air Conditioning who was together in full force, just finished a tasty Hills BBQ lunch at Johnstone!



Ted Bishop of Johnstone Supply Ware Group with Nathan Adams and Colin Pikula of The McAllister Group



Demorial Jones of Air Masters HVAC, Jay Ramos of K-Flex, and Cameron Harris of Air Masters HVAC



Tanner Gillard and Dave Gillard of Cool State Heating & Air with Wayne Jolly of Barksdale Sales Group



Matt Rovyck of Goodman with Dillan Keiter, Austin Bryant, and Kevin Jones of Thermal Engineers, Inc.



### CORROSION GRENADE®

### Pull the Pin on Corrosion™

**NOW AVAILABLE FOR DUCTLESS SYSTEMS!** 





- Helps maintain the efficiency of AC & refrigeration systems by extending the life of the aluminum fins
- Manufactured to strict military specifications
- Available in 3/8", 1/2", 5/8", 3/4", 7/8", and 1-1/8" sizes
- 3/4" and 7/8" now available in aluminum

As soon as you attach a Corrosion Grenade, or a Corrosion Grenade 2.0, you have introduced a softer metal than aluminum to the air conditioning system. The galvanic corrosion immediately attacks the Corrosion Grenade instead of the aluminum fins. This increases the life of the aluminum fins and helps maintain the system efficiency



AVCZ 78

Visit us at www.corrosiongrenade.com for more information and to locate a distributor near you.

A/C Zincs, Inc.

877.384.3306

### SAEZ DEPUT

## Crand OPENING YOU ARE INVITED!

Tuesday, June 17th 2025 7:30 AM - 4:30 PM

8290 NW 25th Street, Doral, Florida 33122

Join us in a New Era of Speed, Service & Savings
Saez Depot is built to move — helping contractors get in and out fast with everything they need to get the job done.

Meet with over 20 vendors on-site to learn about their latest products!

- ◆ 7:30 AM Start Your Day with Coffee & Doughnuts
- ♦ 7:45 AM 11:30 AM R410A \$150 off regular price Only 40 Tanks! Limit 1 per company, No deliveries, No will call. In-Depot only.
- ◆ 11:30 AM 1:30 PM Enjoy lunch on us!
- ◆ 12 PM Learn about our new Fujitsu Unitary Line
- ◆ 1:30 PM − 4:00 PM − 10% OFF orders over \$500 Limit 1 per company, No deliveries, No will call. In-Depot only.
- ◆ 4:15 PM − Raffle Giveaways

  Nest 4th Gen Thermostat

  Complete FSD System

  Navac Digital Gauge

  Golf Bag
- ◆ RSVP REQUIRED to be eligible for promotions & enter raffles! Scan the QR code to secure your free ticket.







### HARDI Distributors Report 7.4% Revenue Increase in March

Columbus, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 7.4% during March 2025. The annual sales growth for the 12 months through March 2025 is an increase of 3.3%.

"This was a nice way to end the first quarter of the year," said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. "When we adjust the monthly results for the same number of billing days, the three-month average monthly sales growth was near 5% for each month this quarter."

The monthly sales survey also calculates distributor's Days Sales Outstanding, a measure of how quickly customers pay their bills. "The DSO for March was 38 days which compares favorably to the past couple of years that were in the 41-to-42 day range," said Loftus.

March was the last month of heating season, and the sales to inventory ratio indicates distributors in most regions are ready for cooling season. "We start cooling season with deteriorating consumer sentiment and difficult cooling degree day comparisons in most regions during May and June," said Loftus. "Cooling degree days are closer to normal or less than normal in most regions during July and August."

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

HARDI 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.

### Malco Tools Celebrates 75 Years of HVACR Tool Manufacturing

ANNANDALE, MINN. (May 20, 2025) — Malco Tools, one of the nation's leading solution developers and manufacturers of high-quality tools for the HVACR and building construction trades, celebrated its 75th anniversary on May 17, 2025, with a ribbon cutting ceremony and open house at its newly remodeled building in Annandale, Minn.

The celebration was attended by Malco employees, Annandale community members, and local dignitaries and representatives from the U.S. Senate, Wright County and the City of Annandale, which officially proclaimed the date "Malco Tools Day."

Malco Tools was founded in 1950 by Mark W.

Keymer, a young steel supply salesman, who invented a pipe crimper for installing sheet metal ductwork used in forced air heating systems. The company started in a small garage in Minneapolis before moving to its current headquarters in Annandale, where the company now employs 170+ associates. Keymer was later inducted into the Minnesota Inventors' Hall of Fame in 2007.

Malco recently completed a substantial

building remodel as part of its "Look Good, Feel Good, Do Good" initiative, and welcomed the community to experience the updated workspaces and see how Malco manufactures and ships its products from Central Minnesota.

"Malco's 75th anniversary serves as a tribute to 75 years of hard work and progress – a true celebration of American manufacturing, rooted in Minnesota and powered by our people," said Rich Benninghoff, CEO of The Malco Group. "This milestone also serves as a celebratory turning point as

we look ahead to the future. We are all energized by what's ahead for The Malco Group."

Malco became an employee-owned ESOP in 2015 after the Keymer family sold their final shares back to the company. The company remained employee-owned until late 2024, when Malco Tools was acquired by Aspen Pumps Group, providing significant value to the hundreds of employee-owners who are still employed by Malco today.

With a continued focus on people, Malco Tools was named as a Top Workplace by The Star Tribune in 2024 and was also one of just 1,500 companies nationwide to receive a Top Workplace recognition from USA Today in 2025—further demonstrating

the company's commitment to creating an outstanding culture and workplace.

Now, Malco looks ahead to its next 75 years in business as part of The Malco Group, a specialized portfolio of North American brands providing high quality products and solutions to professionals in the HVACR industry. For more information, visit the Malco Tools website.

Malco Tools, Inc., based in Annandale,

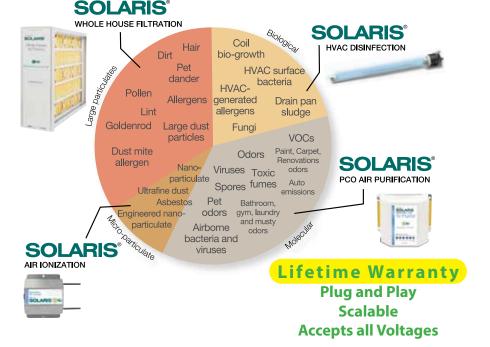
Minnesota, is one of the nation's leading solution developers and manufacturers of a variety of high-quality specialty hand tools for the HVAC and building construction trades. Backed by 75 years of history, these specialized tools are built to last, rigorously tested and backed by a limited lifetime warranty.

Malco Tools is part of The Malco Group -- a leading manufacturer and distributor of high-quality HVACR and building construction products that power the success of trade pro end users.



left to right: The Malco Group CFO Mike Hemmesch, Wright County Commissioner Tina Diedrick, Annandale Mayor Shelly Jonas, The Malco Group CEO Rich Benninghoff, members of the founding Keymer family: Gerry, Dave and Paul Keymer, former Malco executive Don Schmidt, and The Malco Group director of engineering Greg Guse.









Manufactured in Brandon, VT. USA 866-468-8247

### Kills germs, viruses, HVAC bio-growth and saves energy!



Kills Airborne & Surface Microbes Kills bacteria and viruses on HVAC surfaces and airstream



Reduces Allergens Prevents HVAC-sourced allergens from bio-growth



Bio-growth
Prevents biological films
on HVAC coil and surfaces



energy! Keeps HVAC components clear



Stops HVAC odors Eliminates musty odors from HVAC mildew and other bio-growth



Design
U.S. Patents
6,809,326B2
6.838.057B2



Disinfects
sign without ozone
Patents Conforms to UL 2008 (Ard Edition 326B2 / July 10, 2020) clause 6.2, entitles

Bring cleaner air to your life™



#### **C** Stands for "Common Mistake"





Bryan Orr

You have seen the C terminal on a dual run capacitor before. You have also seen the

C terminal on a compressor.

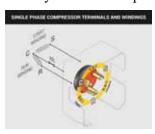
It stands to reason that they would both connect together, right?

They don't connect, and they aren't even related, at least not in the way you think.

In both cases, the C denotes a "common point"

in the dual capacitor. It is the common point between the fan capacitor (fan) and the compressor capacitor

In the compressor, it is the common point between the run and start windings (this is why R+C + S+C =R+S if you ohm a compressor).



The C terminal of a dual capacitor is actually fed from the OPPOSITE leg of power as the C terminal on the compressor. That is because you must power the start and run windings with the same

leg and common with the other leg.

A way to remember it is by memorizing:

"The same leg that feeds start feeds run"

The C terminal on a capacitor is actually the common feed for the start winding of the compressor and fan (OPPOSITE side from the fan and herm plates on the capacitor).

So, here are the compressor terminals: C goes to one leg of power.

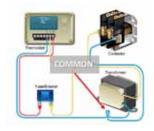


R goes to the other.

S goes to the HERM terminal on a capacitor, with the other side of that capacitor (C) going to the same leg that feeds R.

C what I'm saying? Confusing.

With 208v or 240v circuits, the L1 and L2 high voltage incoming lines make no difference as to which one is which when you connect. You could swap them on the L1 and L2 on the contactor, and it wouldn't change anything. But once we decide which is connected to Run and which is connected to common on the COM-PRESSOR, we need to hook the run side to capacitor C, not the compressor common side.



There is also AN-OTHER common "common" we see, and that is the secondary side of a low voltage transformer that is opposite from R or hot. You may notice that many low-voltage transformers have an ungrounded secondary, meaning that either of the wires in the secondary could be hot or common, depending on how you hook it up.

In other words, one side of the transformer is designated HOT because we connect it to the line side of our control switches (thermostats, defrost boards, safety circuits), and common is the common point where all the loads connect on the opposite side of the circuit from the line.

If you are new to the trade and see the designation C or the word common, don't assume it is the same as other C and common terminals and start connecting stuff together... Unless you like creating smoke.



#### **DynAir Flexible Duct Connectors Built to Perform**

Buy 10 Rolls of DynAir Flexible Duct Connectors, Get a FREE Bench Top Sheet Metal Cutter!

Carlisle's DynAir Flexible Duct Connectors deliver premium strength, flexibility, and sealing performance.

Made from G90 galvanized steel and high-quality fabrics, DynAir connectors outperform standard G60 connectors. The Double-Fold Offset Seam™ keeps joints airtight, reduces vibration, and extends HVAC system durability.



#### **Features and Benefits**

- Reduces noise and vibration in HVAC systems
- Promotes balanced, consistent airflow
- **Expedites installation**
- Minimizes callbacks and repairs
- Delivers long-term value and performance

Fast delivery. Contact your local distributor to order.

#### **Limited Time Offer**

Buy 10 Rolls of DynAir Duct Connectors and get a **FREE Bench Top Sheet Metal Cutter** from Carlisle!

- 1. Purchase 10 rolls of DynAir Duct Connectors from your Distributor.
- 2. Scan the QR code and submit your proof of purchase online or email your receipt to: cs@carlislehvac.com.



#### **Get Top-Tier Performance—and a Free Tool—with DynAir Flexible Duct Connectors.**

High-quality HVAC hardware accessories from Carlisle—makers of Hardcast®, DynAir® and Gripnail®. \*Offer ends June 30, 2025. Limited to one bench shear per fabrication shop. Questions? Call 877-495-4822.









CarlisleHVAC.com



- Immediate Product availability allows for faster installs while maintaining high efficiency.
- 24/7 IoT Monitoring delivers optimal performance & proactive maintenance.
- EAC (Ecoer Automated Charge) guarantees fast & reliable installs without gauges.



**Faster Installs** In Stock Now



Charge



**Monitoring** 



**EXPLORE OUR IN STOCK R410A SYSTEMS VISIT WWW.ECOER.COM TO LEARN MORE.** 



Silver WINNER of **Dealer Design Awards** 



4040 McDermott Road, Suite 200, Plano, Texas 75024









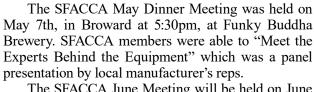
### SFACCA May Dinner Meeting: Meet the Experts Behind the Equipment



There was a great turnout for the SFACCA May Dinner Meeting: "Meet the Experts Behind the Equipment"

of Johnstone Supply Ware Group and

Irvin Hernandez of Irvin the AC man



The SFACCA June Meeting will be held on June 11th 7th, at 5:30pm, at Funky Buddha Brewery. Guest Speaker will be Liam Galloway of Avoca.

Avoca is the leading AI platform for home service businesses to capture leads, boost bookings, and increase revenue. Avoca enhances your CSR team, without extra costs.



John Valles, James Roberts, Tony Ferrara,

and Jeff Montoya of Ferrara's Air



Everyone enjoyed the delicious buffet prepared by Funky Buddha!



Stacey Miller of SFACCA welcomed the members and discussed the upcoming events



Kevin Beatty and Evelio Mata of The McAllister Group



John Bueno and Jacques Leotaud

of Gemaire Distributors

Hayes Bassett of Fujitsu with Hector Santiago of A&R Supply



The biggest topics for the panel was the elephant in the room - the R454B shortage and pricing



Rudy Fernandez, Zack Fraly, and Mathew Palladino of Edd Helms Electric and Air Conditioning

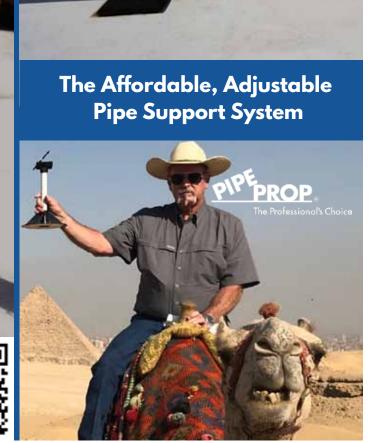


1+ (888) 590-0120 www.PipeProp.com









Not all products depicted are Miami-Dade tested and approved







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



Easy to install



Great Warranty

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

25C TAX CREDIT AVAILABLE

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

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

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

#### GET ADDITIONAL BENEFITS WHEN YOU GET THE CHAMPION® CCE ENDORSEMENT

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

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

#### Rapid delivery to Winsupply locations listed below

#### **Winsupply of Port St. Lucie**

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

#### **Tallahassee Winair**

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

#### Jacksonville Winlectric HVAC Division

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

#### **Winsupply of Port Charlotte**

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

#### Winsupply of Miami

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

#### Winsupply of Lecanto

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

#### Winsupply of Tampa Bay

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



### Refricenter Hosts AUX Technical Training at the EB Hotel Miami

Refricenter hosted an AUX Technical Training Seminar at the EB Hotel in Miami on May 13th, from 10am to 3pm. Refreshments and Lunch were provided.

The seminar was packed out with contractors who were wanting to know more about the new AUX Air Conditioning systems.

Christian Hernandez of Refricenter stated, "We are very excited to present this new line of ductless

systems to our customers having so many high tech features, and large variety of models and efficiencies available to us."

The AUX Group HVAC division since 1994, is one of the leading manufacturers of intelligent household appliances, including air conditioners. The group has seven modern production centres, the largest in Ningbo, Nanchang and Tianjin in China with five R&D centers.

AUX devices are available in over 100 countries around the world. AUX has achieved tremendous growth thanks to 27 years of experience in professional refrigeration industry and has become one of the top three brands in the Chinese air conditioning industry.

AUX acts as a leader in various fields such as variable frequency control, comfort and health technology, and intelligent future technology.



Carlos Gomez, Olivia Jew, and Sophia Sum of AUX with Jose Hernandez. Christian Hernandez, Pedro Bazo, and Daniel Denis of Refricenter



Armondo Arteaga, Neal Arteaga, and Carlos Busto of Refricenter



Carlos Gomez, Sophia Sum, Olivia Jew, and Andy Jew from AUX were the facillitators for the training



Julian Sealy and Allen Hodgkinson of Sub Zero Services with Frank Calvo of Refricenter



The Refricenter AUX technical training at the EB Hotel in Miami was well attended



Sophia Sum of AUX awards a very nice Chinese Tea Set to Tony Venzal of Refricenter



Carlos Gomez of AUX discussed the product line with efficiency ratings from 17 SEER to 25 SEER with wind free, voice control, and Wi-Fi



Sophia Sum of AUX spoke about one of the great product features is Micro-Vent, where cold air blows through tiny holes preventing drafts



During the training, AUX facillitators demonstrated how the product has a self-cleaning feature



Zebralnstruments.com

### NOW IN STOCK AUX

/IR CONDITIONING



AIR CONDITIONING & REFRIGERATION DISTRIBUTORS

www.refricenter.net

Refricenter West Palm Refricenter Hialeah Refricenter Broward Refricenter Port St. Lucie

561-689-8075

305-633-1535

954-968-1010 wpb@refricenter.net hialeah@refricenter.net broward@refricenter.net portstlucie@refricenter.net

772-879-7800

Refri-Air 305-266-7445 Refricenter West Refricenter North 305-447-9675

305-652-3331

305-251-9675

Refricenter South Refricenter Tamiami 786-360-0660

refriair@refricenter.net west@refricenter.net north@refricenter.net south@refricenter.net tamiami@refricenter.net





DELIVERING BOLDLY CRAFTED COMFORT



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

#### PRECISION INVERTER.

#### UNIVERSAL COMPATIBILITY

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

#### SPACE-SAVING SLIM DESIGN

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

#### LOW SOUND LEVELS INDOORS AND OUT

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

#### **SHOP GEMAIRE.COM**

OR VISIT YOUR LOCAL GEMAIRE BRANCH TODAY

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

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

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

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

**Ft. Walton Bch**......(850) 862-2100 821 B Navy Street Ft. Walton Bch, FL 32548 **Gratigny**......(786) 235-8648 2420 NW 116th Street Miami. FL 33167

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

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

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

Melbourne..........(321) 722-1200 465 Distribution Drive Melbourne, FL 32904 **Miami**......(305) 592-2915 2031 NW 79th Avenue Doral, FL 33122

**Mobile** .......251) 660-1460 4720 Rangeline Road Mobile, AL 36619

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

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

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

Ocala.....(352) 629-7117 1600 NE 8th Rd. Ocala, FL 34470 **Orlando** ......(407) 648-0888 4141 N John Young Parkway Orlando, FL 32804

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

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

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

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

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

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

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

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

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



**Air Conditioning & Heating Products** 



IN STOCK

Image Courtesy of: @mrivero\_photography

**eco** smart series™ INVERTER





ComfortStar X32

CC32 Series SINGLE ZONE COOLING ONLY

CH32 Series SINGLE ZONE HEAT PUMP







Comfort, it's in our name.



#### KENDALL

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

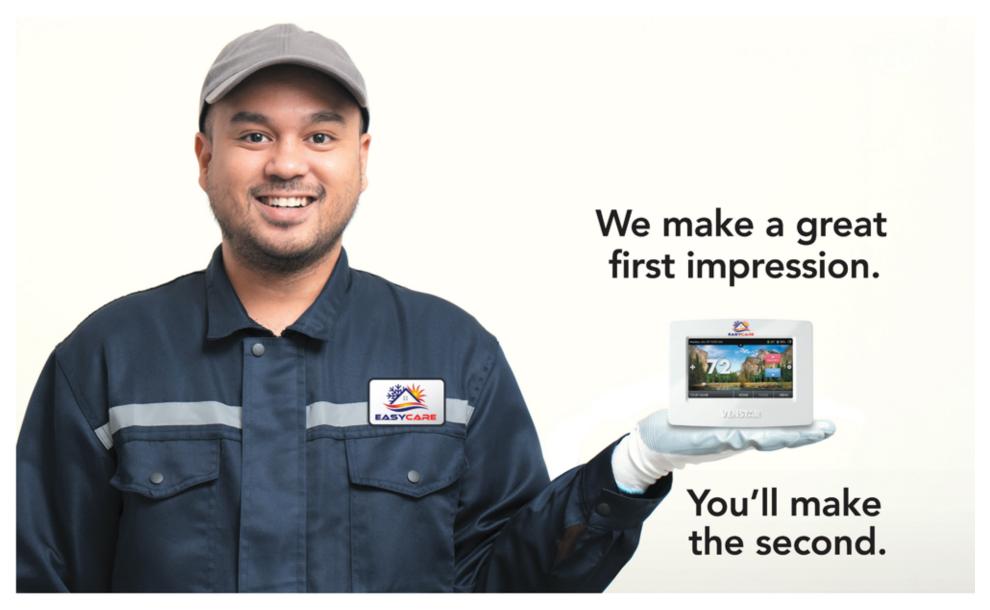
#### POMPANO

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

#### DORAL

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

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



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

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







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

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

### Distributing Company

www.bakerdist.com

#### Alabama

Jacksonville

Jacksonville

(334) 826-2250 Auburn (205) 591-1100 Birmingham Dothan (334) 794-4139 (251) 201-7577 Foley Huntsville (256) 830-0998 (251) 476-2263 Mobile Montgomery (334) 263-3863 Florida (561) 806-7075 Boyton Beach

Clearwater (727) 572-0181 Clearwater (727) 449-1230 Daytona (386) 274-5345 (386) 255-5023 Daytona (305) 592-3514 Doral Fort Myers (239) 939-1649 Fort Walton Beach (850) 344-1761 Gainesville (352) 376-3212 Gainesville (352) 336-8778 Jacksonville (904) 479-7593 (904) 354-6685 Jacksonville Jacksonville (904) 988-9478 (904) 519-5550

(904) 407-4477

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

Sales and Support • Technical Services • Training Events Ask our dedicated in-house commercial specialists for quotes, submittals, and special requests

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

Talllahasse (850) 576-8102 (813) 217-5913 Tampa Tampa (813) 885-7641 (813) 740-8704 Tampa Vero Beach (772) 562-7141 West Palm Beach (561) 848-1416 Georgia

(570) 279-4074 Albany (706) 546-6411 Athens (706) 722-0292 Augusta Brunswick (912) 265-5553 Byron (478) 956-6700 Covington (678) 625-4277 (770) 441-1120 Doraville Douglas (912) 384-5809 Forest Park (404) 608-8820 (770) 532-7374 Gainesville Macon (478) 742-0737 Marietta (770) 919-0051 (706) 860-3545 Martinez McDonough (678) 432-2191 (478) 452-2208 Milledgeville Savannah (912) 234-5164

Savannah (912) 233-9621 Statesboro (912) 764-5162 Thomasville (229) 516-4921 (229) 386-0505 Tifton Valdosta (229) 244-1313 Vidalia (912) 537-3199 (912) 283-1838 Waycross

**North Carolina** (704) 332-4900 Charlotte (704) 588-5050 Charlotte (904) 973-7215 Durham Gastonia (704) 864-1110 Greensboro (336)-889-5850 Hendersonville (828) 692-7863 High Point (336) 889-5850 (919) 821-9690 Raleigh Rocky Mount (252) 231-7700 (704) 638-9978 Salisbury Shelby (980) 404-6006 Wilkesboro (336) 844-7029 Wilmington (910) 452-3313 (252) 668-7071 Wilson



#### www.flcoolingsupply.com

**South Carolina** (843) 681-7881 Aikin Anderson (864) 231-0111 Charleston Heights (843) 554-8010 (803) 754-1400 Columbia Columbia (803) 779-8520 Easley (864) 850-9998 (843) 661-5593 Florence (864) 233-1300 Greenville Greenville (864) 239-0299 Hilton Head (803) 648-3225 (864) 223-3889 Greenwood Ladson (843) 414-1905 Myrtle Beach (843) 626-2288 (803) 325-1772 Rock Hill Simpsonville (864) 601-3002 Spartanburg (864) 583-5498 (803) 775-4822 Sumter

#### Tennessee

Chattanooga (423) 402-9303 (731) 423-2100 Jackson Knoxville (865) 673-8500 Murfreesboro (615) 278-9949 (615) 883-1156 Nashville

### Performance Pointers By James Ball



### What's Your Score? Using Performance Indicators to Drive HVAC Excellence

In the HVAC industry, success often hinges on more than just technical skills—it's also about understanding and improving performance metrics. But how do you determine what's working and what needs adjustment? The key lies in knowing your score and what drives it. In this article, we'll explore how measuring key activities can reveal opportunities for improvement and empower your team to deliver high-performance results.

The Importance of Measurement - Teams with no scoreboard are lost. Think of a little league baseball game: if you walk up to the field mid-game, how do you know who is winning? You can't manage what you don't measure. Every HVAC business has critical metrics that reflect their overall health—whether it's call-back ratios, system efficiency ratings, or response times. However, the score alone isn't enough; you need to understand what's behind it. Think of it like a football game: the final score tells you who won, but analyzing each play helps you understand how the game was won or lost.

Finding Your Score 1. Define Key Performance Indicators: Begin by identifying the metric that matters most to your business. Are you focused on reducing call-backs, improving response times, or enhancing customer satisfaction? Select one measurable and meaningful goal to start with. 2. Identify Lead Indicators: Look at the specific activities that influence your score. For example, if you're aiming to reduce call-backs, consider what happens during diagnostic calls. Are technicians digging deep enough to uncover the root cause of issues, or are they stopping at surface-level observations? 3. Engage the Team: Metrics should not be a top-down initiative. Share performance data with your team and ask for their input. This fosters a sense of ownership and often brings to light practical insights into the root causes of problems.

Real-Life Application - At our company, we

discovered that most call-backs stemmed from "diagnostic-only" calls. Technicians sometimes hesitated to recommend repairs when they were uncertain about the root cause. This hesitancy led to unresolved issues and, ultimately, a frustrated customer. By tracking this specific lead indicator, we could focus on:

- · Providing additional training to build technicians' confidence in diagnosing complex issues.
- · Adjusting our communication processes to encourage technicians to recommend preventive solutions.

The result? Fewer call-backs, higher first-visit resolution rates, and happier customers. Another early success came from implementing scoreboards in our training area. My business coach emphasized tracking root actions that drive improved performance. One of the first steps was documenting how many maintenance agreements we filled out each week. Specifically, we started filling out maintenance plans for every customer who wasn't already enrolled in our program.

Keeping individual tallies on the scoreboard created accountability and competition among team members. This simple action significantly increased our sales of maintenance agreements and showed how small, measurable steps could drive big results.

**Build a Scoreboard** - A scoreboard isn't just a tool—it's a culture-shaper. Here's how to build one effectively:

- Transparency: Post metrics in a visible location for the entire team to see. When everyone understands the score, they're more motivated to improve it.
- **Be Specific:** Break down scores by individual technicians, departments, or types of service calls. This level of detail helps identify specific areas of strength and weakness.
- Trends Over Time: Consistency is key. Regularly track metrics to identify patterns and measure the impact of changes over weeks or months.

**Use Metrics to Train and Improve -** Once you've identified your score and the lead indicators that drive it, use this information to guide training and process improvements:

- Targeted Training: If you notice certain technicians struggle with diagnosing low-voltage issues, prioritize training sessions on this topic. At our company, we often asked technicians to lead training sessions on their weak areas—a method that not only improved their skills but also strengthened team knowledge.
- **Process Adjustments:** For recurring issues, evaluate and tweak your workflows. For example, we started pre-qualifying service calls in the office, assigning specific technicians to calls based on their strengths.

**Conclusion** - Your scoreboard is your playbook for success. By measuring, sharing, and acting on performance data, you create a roadmap for continuous improvement. Metrics don't just highlight problems—they empower your team to solve them. Whether you're reducing call-backs, improving response times, or boosting customer satisfaction, it all starts with answering one question: What's your score?

Jim Ball has been involved in the HVAC industry all his life. He's been a long-time National Comfort Institute (NCI) shining star and an effective implementer of High-Performance HVAC<sup>TM</sup>. 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.

#### **ALL COUNTY SHEET METAL**



#### Since 1983

We are well known for our high quality sheet metal products, quick turnaround time and excellent service. Our production line of A/C Pans with Copper or PVC drains in any size with or without Beams & Brackets can very often be made the same day as ordered. We are a full custom shop as well and we offer Curbs, Ductwork, Doghouse Covers, etc. and Welding or Custom "One of a Kind" jobs. Please consider giving us the opportunity to be a part of your next project where no job is too small.

















1930 7th Court North, Lake Worth, FL. 33461

561-588-0099



### **A&R Supply Hosts Mini Trade Shows at all Locations**

May 29th, 2025

On Thursday, May 29th, from 6am-6pm, A&R Supply hosted a Mini-Trade Show at Doral, Kendall and Pompano locations. Shorty's BBQ was on site serving up Burgers and Hot Dogs, with baked beans, cole slaw and Corn on the Cob.

There were several product specials for contractors to take advantage of all day long! There were deep discounts on ComfortStar equipment like the BAR7



The A&R Supply counters were busy all day at the Mini Trade Show with equipment and product specials!

+ LUC7 and the BAR7 + CWM7. The new Comfort-Star Easy Fit CPR3 and CPH3 R454B system was on display too.

There were also several great raffle prizes like a ComfortStar Mini-Split system, Wi-Fi Thermostats, Coolers, and much, much more.

It was a great time to relax, look at some new products, eat some delicious food, and talk with other



A great day for the A&R Supply Mini Trade Show in Doral

friends from the HVAC industry!

At A&R Supply, they know the importance of quality customer service and top-notch products. As a top heating and cooling supply store, they strive to give their customers the very best. Your business needs are their top priority. Their knowledgeable personnel will get your order placed and expedited, freeing up your time and lowering costs.



Alex Rivero, Juan Arboleda, and Issac Abraham of A&R Supply, taking care of customers!



Fernando Labred and Javier Nager of Nager HVAC, with Carlos Estevez of ComfortStar, and Sachel Ridot of Frio Bens Corp.



Shorty's BBQ grilled up some fresh and tasty burgers and hot dogs right on site!



A great time to relax, look at some new products, eat some delicious food, and talk with other friends from the HVAC industry!



Mandel Silva of Carib AC Solutions taking advantage of the ConfortStar equipment specials for the A&R Suppy Mini-Trade Show



Julian Diaz, Yusel Cabrera, and Luis Lopex of Xtreme Air Conditioning with Meriam Treahew of A&R Supply, brewing coffee at The BTU Cafe



Shorty's prepared a delicious lunch of Hamburgers, Hot Dogs, Baked Beans, Cole Slaw, and Corn on the Cob!



Dale Nesmith of Airtopia Air Conditioning speaking with Carlos Estevez of ComfortStar about the new R454B Easy-Fit system



Daniel Ayala of DAG AC, Liyemi Calero of A&R Supply, Angel Leon and David Ewarte of Destiny Air, and Victor Valenzuela of Solution AC



The warehouse and contractor loading area at A&R Supply in Doral was extremely busy!



A&R Supply knows the importance of quality customer service and providing top-notch products!



Jose Suarez and Victor Valenzuela of Solution Air Conditioning, loading a ComfortStar condensing unit



A&R Supply contractors received a well needed break from their busy day!



#### **Message from FRACCA President Paul Stehle**



The HVAC industry in Florida (FRACCA) has faced a whirlwind of challenges over recent years, with rising costs and evolving regulations creating a tumultuous landscape for contractors and consumers alike. Among these challenges, the Environmental Protection Agency (EPA) has introduced new rules that have stirred widespread debate about their feasibility and impact on small businesses. All this being said, we are happy to announce that we have retained the services of Edward Briggs from B&B Strategies as our lobbyist representing FRACCA to help us with these and other issues.

FRACCA Advocacy Update: Standing Up for Florida's HVAC Industry

Over the past month, FRACCA leadership held a series of virtual meetings with key members of Florida's congressional delegation to raise urgent concerns about the economic and operational impact of the EPA's 2023 HFC Management Rule on Florida's HVAC contractors, consumers, and small businesses. Our goal was clear: ensure federal leaders understand how this rule is already inflating costs, disrupting supply chains, and threatening workforce capacity—well ahead of its phased implementation beginning January 2025.

#### Why It Matters

Refrigerant prices have surged 400-600%, parts are becoming harder to source, and small contractors are being forced into costly system upgrades for equipment that is still relatively new. While the industry supports the long-term goals of the AIM Act, the current rule far exceeds congressional intent and imposes unrealistic deadlines that jeopardize jobs, housing affordability, and service reliability.

Virtual Meetings with Florida Congressional Offices

We are grateful to the following members of Congress and their staff who took the time to meet with us and listen to the concerns of Florida's HVAC industry:

- · U.S. Senator Rick Scott's office
- · U.S. Senator Ashley Moody's office
- · Congressman Neal Dunn's office
- · Congressman Greg Steube's office
- · Congresswoman Kat Cammack's office
- · Congressman Mario Díaz-Balart's office
- · Congresswoman Laurel Lee's office
- · Congressman Brian Mast's office
- · Congressman Cory Mills' office
- · Congressman Vern Buchanan's office

In each meeting, we shared industry data, contractor perspectives, and media coverage that underscores the rule's real-world impact.

#### What We're Asking For

FRACCA supports H.J. Res. 38 and S.J. Res. 14, bipartisan resolutions under the Congressional Review Act (CRA) that would reverse the EPA's overreaching rule and direct the agency to pursue a more balanced and realistic regulatory path. We are urging Florida's congressional delegation to support these resolutions and protect both environmental progress and economic stability.

#### Thank You for Your Support

These meetings were a critical step in elevating the voices of Florida contractors in Washington—and they're only possible because of the support and engagement of our members. We'll continue to keep you informed as this issue moves forward.

If you have questions about the meetings, the CRA resolutions, or how this affects your business, please don't hesitate to reach out.

#### Edward Briggs Bio:

Edward Briggs is the Founder and CEO of B&B Capitol Strategies, bringing over a decade of experience in government relations, political strategy, and community advocacy. Prior to launching his own firm, Edward served in multiple leadership roles at RSA Consulting Group, LLC, culminating in his position as Vice President of Government and Community Relations. In that capacity, he oversaw firm operations, led strategic client initiatives, and cultivated key relationships across local and state governments. His expertise includes legislative advocacy, policy development, stakeholder engagement, and campaign management.

Throughout his career, Edward has managed and advised several high-profile political campaigns and played a pivotal role in shaping policy in areas such as education reform, land use, and infrastructure development. Passionate about making meaningful changes, he is committed to using his skills to improve systems that directly affect communities, especially in the realms of public education, economic development, and responsible growth.

Edward holds a Bachelor of Science in Exercise Science from Florida State University, where he was also active in the Air Force ROTC. With a deep understanding of Florida's political landscape and a track record of building collaborative solutions, Edward continues to be a driving force in advancing smart, community-centered public policy.



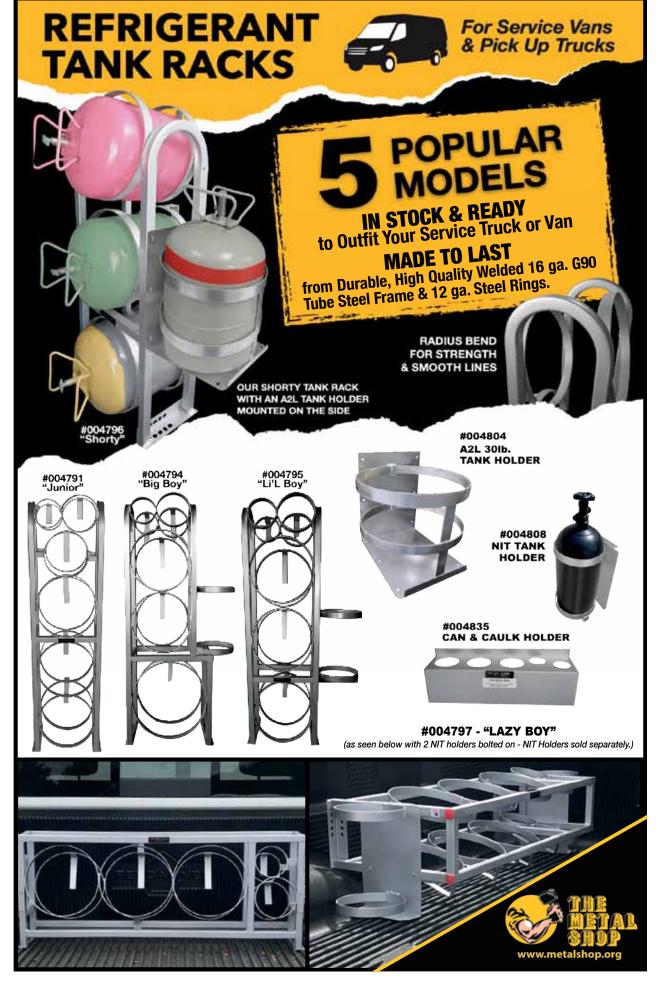
#### Navigate Your Path to High Performance

**Deliver High-Performance HVAC™ Systems** and Prove Your Work!

For more than 30 years NCI has invested heavily in developing training and approaches for the HVAC industry that have been field and time-proven to perform initial testing to final delivery and verification, and everything in between.

National Comfort Institute's Summit is THE High-Performance HVAC industry's meeting of the minds. Together we continue to build on this movement within the HVAC industry. Join us at Kahalari Resort in Round Rock, TX (near Austin) this upcoming September 9-12.

At Summit you will learn consistency in processes and meet contractors who continue to successfully implement this approach in their businesses. Join us and learn how to Navigate Your Path to High Performance from the best practitioners in our industry!





#### Tropic Supply Hosts Nu-Calgon Demo Days During the Month of May Learn About Time-and Money-Saving Products

During the month of May, Tropic Supply hosted Nu-Calgon Demo Days across the state of Florida in the mornings between 8:30 a.m. and 11:30 a.m., with breakfast provided. Attendees learned how to save time and money by discovering products that improve air quality, reduce callbacks, and boost customer satisfaction!

#### **Topics included:**

- •How A2L-Ready EasySeal Ultimate Direct Inject can help you: Save time by eliminating the need for system recovery and reduce callbacks by sealing refrigerant leaks quickly and easily.
- •How A2L-Ready RX11 Flush & RX-Acid Scavenger can help you: Safeguard your installs by



Chris of Telford Cooling with Alexis Terzado of Nu-Calgon at Tropic Supply Delray Beach.

- minimizing failures and extending system life.
- •How to optimize indoor air quality and increase customer satisfaction using Nu-Calgon's coil cleaners and drain pan treatments. A 10% discount was available on many Nu-Calgon products during Demo Day. Customers who purchased \$50.00 in Nu-Calgon products received a free knife.

#### **Meet Our Experts:**

•Alexis Terzado brings over 30 years of experience in the HVAC/R distribution industry and has a passion for innovative products. He specializes in HVAC/R equipment sales and training and is dedicated to helping customers find solutions through Nu-Calgon products.



Stephanie Westman and Jorge Garcia of Tropic Supply Naples with Steve Dover of Nu-Calgon.

- •Steve Dover has been in sales for 30 years. He started in residential HVAC sales in 2000 and transitioned to wholesale two and a half years ago. His Nu-Calgon territory spans from Naples to Tallahassee, and he has been with Nu-Calgon since September 2022.
- •Jody Long has worked with Nu-Calgon for the last 18 years as an Account Manager. Prior to that, he spent 12 years with a major HVAC/R wholesaler. Jody has trained more than 5,000 technicians and contractors on the latest tools and techniques for maintaining HVAC/R systems.

Visit www.tropicsupply.com/eventscalendar for upcoming training and events.



Jody Long of Nu-Calgon answers chemical application questions from a technician with Ryan Heating & Air during a visit to Tropic Supply in Daytona Beach.



Steve Dover (right) of Nu-Calgon showcases their wide range of products at Tropic Supply Tallahassee.



Jody Long of Nu-Calgon joins a technician from Hughes Air Conditioning at Tropic Supply Ocala to highlight the Nu-Calgon EasySeal solution.



Posing for the camera at Tropic Supply North Fort Lauderdale — Alexis Terzado of Nu-Calgon alongside a technician from Joe & Joe Air Conditioning.



At Tropic Supply Tallahassee, Steve Dover (center) of Nu-Calgon teaches how to improve indoor air quality with Nu-Calgon's coil cleaners.



Steve Dover of Nu-Calgon at Tropic Supply Fort Myers with Steve McDonald of Country Cooling & Heating.



The Nu-Calgon Demo Day drew a great crowd at Tropic Supply's East Tampa Resource Center.



Posing for the camera: Eric Harms (Kilbourne Air Conditioning), Greg Hauck (Glacier Mechanical), and Alexis Terzado (Nu-Calgon) at Tropic Supply Demo Day.



Steve Dover of Nu-Calgon and an installer from Nixon Air Conditioning pause for a quick photo during Demo Day.



At Tropic Supply North Fort Lauderdale, Alexis Terzado of Nu-Calgon joins a technician from License To Chill for a quick photo op.



Steve Dover, Nu-Calgon Demo Day representative, with the Tropic Supply team at the Sarasota Resource Center.



Bobby Baird of Cold Air Solutions, who relies on Nu-Calgon's Nu-Brite Coil Cleaner, pictured with Alexis Terzado.



Alexis Terzado, Nu-Calgon Demo Day representative, with the Tropic Supply team at the Delray Beach Resource Center.

### **Cooper&Hunter: Creating Emotions Together with the Florida Panthers**



Since 2017, Cooper&Hunter has been a proud sponsor of the Florida Panthers, embracing the excitement of hockey with the same passion and energy they bring to

their HVAC solutions. The pinnacle of this partnership came in 2024 when the Florida Panthers clinched the Stanley Cup, a victory that Cooper&Hunter celebrated alongside players, fans, and their extended network.

Takeover Night: A Celebration of Partnership and Community

On April 8, 2025, Cooper&Hunter elevated their connection with the Florida Panthers by hosting a spectacular Takeover Night at the team's stadium. This unforgettable evening saw Cooper&Hunter as the official sponsor of the game, with the stadium fully

adorned in their branding. A special touch for the night was the custom-designed hockey sticks, a unique gift for the 20,000 attendees.

More than just an event, Takeover Night was an opportunity to honor those who make Cooper&Hunter's mission possible. Distributors and top HVAC technicians were celebrated and inducted into the Pro-Tech Dealer Program with gold status, recognizing their contributions and dedication. The night was a perfect fusion of sportsmanship and appreciation, leaving a lasting impression on all 20,000 fans present. And on May 26th, during the Playoffs, Cooper & Hunter returned to sponsor the game and be the host for this important game for the Florida Panthers. Once again, more than 20,000 spectators were embraced by the Cooper & Hunter brand and we continue to support the Florida Panthers, now champions of the Eaton Division, moving forward to the Stanley Cup Final.

Beyond Sponsorship: A Philosophy of Movement and Emotion

Cooper&Hunter's commitment to sports sponsorship extends beyond hockey, encompassing NASCAR and baseball as well. Their new slogan, "We create emotions together," perfectly encapsulates their philosophy. The company's Marketing Director, Jake Neto, shared, "Our mission is to be able to live the emotion of great American sports with our HVAC Heroes, who are out there representing our brand, in sun and rain, in heat and cold, to bring the best comfort to

everyone across the country. 'We create emotions together' is more than a slogan—it is a mission for us."

This ethos resonates in every aspect of Cooper&Hunter's operations. Just as athletes push their limits to excel in their sport, Cooper&Hunter strives to deliver exceptional comfort and innovation, meeting the needs of their customers with agility and dedication.

Looking Ahead

The partnership between Cooper&Hunter and the Florida Panthers exemplifies the powerful connection between sports and industry, united by a shared spirit of determination and excellence. As Cooper&Hunter continues to support American sports, they remain committed to creating unforgettable moments and fostering a sense of community. Together with their HVAC Heroes, distributors, and fans, Cooper&Hunter truly lives by their mission: creating emotions that endure.

#### **Call for Presenters**

Do you have insights that could help reduce warranty costs, accelerate the adoption of new technologies, or make educators more effective in the classroom? If so, we want to hear from you.

I'm reaching out to invite you to submit a presentation proposal for the 2026 National HVACR Education Conference, taking place March 22-26, 2026 in Las Vegas, Nevada. This premier event brings together manufacturers, industry stakeholders, inovators, and educators who are passionate about shaping the future of HVACR training and workforce development.

We are currently seeking dynamic, engaging proposals that address: Emerging Technologies - Indoor Air Quality (IAQ) & Building Science - Refrigerants & Refrigeration - Regulatory Changes & Updates - Technical Concepts

Whether you're known for simplifying complex systems, or helping others elevate their instructional impact, this is your opportunity to share your expertise with a national audience of like-minded professionals. Proposal Deadline: August 15, 2025



### 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.











CONTRACTORS: Submit purchase of 6 Streamline® AC Coils between Fourth of July and Labor Day to redeem a limited edition cooling performance Streamline® Red, White & Tube t-shirt!





muellerstreamline.com/redwhiteandtube



### treamline

Your air conditioning equipment is only as reliable as the tube that connects it. For superior performance and value, only one brand has you covered. Choose quality. Choose Streamline®. ✓ Made in the USA ✓ Engineered & Tested for R410A

✓ UL Recognized to 700 PSI ✓ 10-year Warranty

Promotion valid from 05/26/2025 until 07/04/2025 on contractor purchases from Promotion valid from 05/26/2025 until 07/04/2025 on contractor purchases from authorized distributors in Florida, and Texas. Proof of purchase must be submitted via authorized distributors in Florida, and Texas. Proof of purchase must be rigible per individual, www.muellerstreamline.com/redwhiteandtube. One (1) prize eligible per company. Mueller Streamline Co. reserves the and up to ten (10) prizes eligible per company. Promotion at any time. and up to ten (10) prizes eligible per company. In the promotion at any time.

Mueller Streamline Co. • 150 Schilling Boulevard, Suite 201, Collierville, TN 38017 • 1-800-348-8464 • www.muellerstreamline.com







#### RESIDENTIAL AIR CONDITIONING SYSTEMS



THE BAR7 SERIES IS DESIGNED WITH THE INSTALLER IN MIND.









Comfort, it's in our name.



#### KENDALL

- 13405 SW 131st Street,
   Miami, FL 33186 305-506-1980
   Fax: 305-506-1987
- Monday -Friday: 7:30am-5pm

#### Saturday: 8am-Noon

#### POMPANO

2528 North Andrews Avenue Extension, Pompano Beach, FL 33064 • 1-954-971-8804

E-mail: SalesPompano@ar-supply.com

Monday -Friday: 7am-5pm Saturday: 8am-Noon

② 2650 NW 89th Court, Doral, FL 33172
 № 305-471-4788 Fax: 305-471-4780

DORAL

Monday -Friday: 7am-5pm Saturday: 8am-Noon E-mail: SalesDoral@ar-supply.com

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



### SFACCA 2025 Annual Golf Tournament at Jacaranda Golf Club in Plantation

May 8th, 2025

This year's golf tournament was on Thursday May 8th at the Jacaranda Golf Club in Plantation, which was in tip top shape. More than 110 golfers participated in the tournament. RGF Environmental was the Title Sponsor for the SFACA golf event.



Registration was quick and everyone received a goodie bag!



Registration began at 11:30am with tee off at

1pm. Goody bags were presented to each golfer. The

weather was hot and sunny. Beverages were available

on the course thanks to Advanced Work Vans, Brown

SFACCA golfers getting ready for the shotgun start



sponsor was Baker Distributors. The Hole in One

Sponsor was Ferguson. The Shirt sponsor was Saez

Distributors. The awards ceremony took place at the

clubhouse, at the finish of the tournament. Many great

raffle prizes were awarded too!

The most popular hole was the RGF ladies and their "Best Shot Tent"



Heidi Bauer, Manny Benavides, Steve Bashwiner, and Evelio Mata for iFloPro



Anthony Merkel of Advanced Work Vans showing some hospitality on the course!



David Faber and Brian Olson for I Heart Radio



Matt Koop, Max Podell, and Pam Carnessali, for Johnstone Supply Ware Group



John Brescia, Trevor Tonkovich, and Albert Barcia for Lennox Residential



Ed Lawton, Howard Pearl, Kyle Smith, and Dan Garcia for Enterprise Fleet Management



Chris Erickson, Tyler Rush, Howard Montgomery, and Craig Cantrell for Leone Green & Associates



Gil Gutierrez, Chris Marinello, John Marinello, and Steve Trembley for Pyke Mechanical



Alexander Sanchez and Rachel Evans for RGF Environmental Group



Matt Phillips, Mitch Lovinger, Steve Jeziorowski, and Gary Giancarli for Daikin Comfort



Steve Myers, Greg Riordan, Shon Lees, and Adam Lazar for Steve Myers Agency



Claudio Rubiera, Daniel Puig, Javier Perez, and Jorge Saez for Brown and Brown



Craig Sanscrainte, Brad Lindstrom, John Mertins, and Sean Moseley for Rectorseal



Chad Aitken, Andres Ponce, Nick Vosburgh, and Mike Winkel for AMP Strategic



Andy Taylor and Stephen Reno for Ultravation



Bob Blades, Caleb Burchard, Max Demoira, and Eric Lex for Baker Distribution



Raymet Martinez, Joe Bowden, Lee Humma, and Clint Liera for Advanced Work Vans



Doug Lindstrom, Aaron Rud, Gregg Snowden, and Dale Hendricks of Lindstrom Air



Kelly Dexter, Mark Zarzeczny, Ricky Dexter, and Mike Dexter of Air Quality Control Environmental



Lenny Vigliotti, Zach Fraley, and Joe Zvolenski for Tropic Supply



Luis Chinea, Jamie Purcell, John Mahoney, and Larry Smorgala of Saez Distributors



Christian Hernandez, Jose Hernandez, Jose Armas, and Neal Arteaga for Refricenter



Tom Sullivan, Brigido Natera, Josh Robins, and Christian Bhim for Rectorseal



Randy Castricone, Glen Aho, Joe Von Stetton, and Paul Cleary for iFloPro



Zac Linde, Rafael Castillo, Mike Lloyd, and Ken Plummer of Gemaire



Kevin Beatty and Jeff Snead for Ferguson



Nick Johnson, Chris Thurman, RJ Burris, and Jose Arguelles for Ferguson



Saez Distributors on the course refreshing golfers and supporting Nest Pro products!



Jerry Thompson and Mike Nicolas of 3M / Johns Manville



Eddie Partida, Terry Leighton, Andrew Rodriguez, and Steve Simms for Carrier



was prepared by Jacaranda Country Club



A great turnout for the 2025 SFACCA Annual Golf Tournament at Jacaranda Country Club



Longest Drive Winner was Zack Fraley of Edd Helms AC and Electric



3rd Place Tournament Winners, Raymet Martinez, Joe Bowden, Lee Humma, and Clint Leira of Advanced Work Vans



2nd Place Tournament Winners, Brad Lindstrom, Craig Sanscrainte, (missing) John Mertins, and Sean Moseley for Rectorseal



1st Place Tournament Winners, Aaron Rud, Doug Lindstrom, Gregg Snowden, and Dale Hendricks of Lindstrom Air

#### Rheem Acts to Support HVACR Channel with Temporary Increase in R-454B Factory Pre-Charge

COLUMBUS, OH — Heating, Air-conditioning, & Refrigeration Distributors International (HARDI), representing over 500 HVACR wholesale distributor members, applauds Rheem for its recent announcement to temporarily increase the factory pre-charge of R-454B refrigerant in its air conditioners and heat pumps. This proactive step will help alleviate the impact of the current R-454B cylinder shortage and reduce the need for additional refrigerant during installation.

"HARDI is encouraged to see manufacturers like Rheem taking decisive action to support contractors and distributors during this period of supply chain disruption," said HARDI CEO Talbot Gee. "By increasing the factory refrigerant charge without raising unit prices, Rheem is helping ensure continuity of service and minimizing installation

delays in the field."

Rheem's decision enables base efficiency units to support installations requiring a 30-foot line set and a 3/8-inch liquid line, effectively doubling the reach from the previous 15-foot standard. HARDI thanks Rheem for its continued commitment to reliability, performance, and customer support.

HARDI remains focused on helping its distributor members and their contractor customers navigate the refrigerant transition while maintaining high standards for safety, efficiency, and compliance. HARDI continues to encourage wholesale distributors to educate and train their customers on best practices for installing A2L equipment. Understanding how much refrigerant is needed before arriving at the job site can assist contractors in better planning for refrigerant requirements.

#### NAVAC Partners with ITM Instruments as Authorized Repair Facility in Canada



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

instruments and industry-specific items, is partnering with ITM Instruments as the company's new authorized repair facility in Canada. This collaboration strengthens NAVAC's service network, ensuring faster and more efficient repairs for Canadian customers.

ITM Instruments is a well-established provider of test and measurement solutions with extensive experience servicing a wide range of tools and equipment. Known for its commitment to high-quality repairs and customer satisfaction, ITM Instruments operates multiple service locations across Canada, including Quebec, Ontario, Saskatchewan, Alberta and British Columbia, and is expanding into the U.S. Notably, the company offers torque wrench calibration, addressing a key service need for NAVAC customers.

"This partnership reinforces NAVAC's dedication to providing outstanding support and service to our distributors and end-users," said Jason Sierra, Director of Technical Services at NAVAC. "ITM Instruments' deep expertise in equipment diagnostics and repair ensures that our Canadian customers receive prompt, high-quality service without the delays of cross-border shipping. Together, we are enhancing service accessibility and reliability, helping HVAC professionals maintain seamless operations."

#### Fujitsu Introduces AIRSTAGE Centauri Single-Zone Heat Pump



Fujitsu General America has introduced its singlezone AIRSTAGE Centauri, the newest addition to the H-Series R-32 heat pump line. With capacities ranging from 9,000 to 48,000 BTUh

and indoor unit options including ceiling-suspended, compact cassette, circular-flow cassette, and mid-static ducted units, Centauri offers options for almost any application.

The AIRSTAGE Centauri offers quiet operation, a COP up to 4.04 and efficiencies up to 26.3 SEER2. It can provide cooling with outdoor temperatures as low as -5°F without the need for additional accessories. This makes it an ideal solution for small server rooms or substations.

The heat pump features convenient service panels and easily accessible refrigerant service ports for quick maintenance. It includes self-diagnostics with error codes, pre-charged refrigerant, and corrosionresistant coil coatings for durability. A base pan with drain ports/drainpipe prevents water buildup. Service monitoring functionality and extended line set lengths up to 246 feet are supported via compatible accessories. Using R-32 refrigerant, the Centauri minimizes environmental impact while delivering efficient performance and ease of installation. An INVERTERdriven compressor enhances comfort, energy savings, and overall efficiency. The Fujitsu AIRSTAGE Centauri comes with a seven-year compressor warranty and five-year parts warranty out of the box. The warranty is extended 10 years if the system is registered online within 60 days of installation. An additional two years (total of 12 years) is added if the system is installed in a residence by a Partner, Elite or Elite Plus level contractor and registered online within 60 days of installation.

Many optional accessories are available, including Fujitsu's wired remote controllers, wireless controllers, Building Management System (BMS) adapters, hail guards, snow hoods, wind baffles, and more.

For more information, please visit www.Fujitsu-General.com









#### Flexible Options With Our Upflow Filter Plenums



Whether your project calls for gas or electric applications, our versatile Upflow Filter Plenum delivers. Designed to accommodate 1", 2", or 4" filters, it allows up to five cutouts for returns, jump ducts, fresh air intakes, or zone dampers without compromising structure.

Compatible with any brand of equipment, this universal plenum ensures installation is efficient and adaptable to your needs.

9850 Fallbrook Pines Dr. Ste. 100 | Houston, TX 77064 281-987-8400 • mcdanielmetals.com



#### **Carrier Helps Ensure a Steady** Supply of R-454B Refrigerant **Without Surcharge**

Putting the customer first during this short-term transition with bold initiatives to increase refrigerant supply and access without increasing costs.

INDIANAPOLIS, IN – May 16, 2025 – Today, Carrier shared a series of proactive initiatives designed to help ensure a steady and dependable supply of R-454B refrigerant. These efforts reflect our unwavering commitment to supporting our distributors and their customers during a time of high demand and evolving supply dynamics. Carrier is a part of Carrier Global Corporation (NYSE: CARR), a global leader in intelligent climate and energy solutions.

To increase availability and reduce delays, we are securing additional volume to improve lead times, redirecting product shipments from internal use to distribution, and partnering with our distributors to prioritize Carrier's needs and manage allocations. These actions are focused on one goal: helping to provide critical access to refrigerant so our partners can continue delivering.

To further stabilize the channel, we're pulling all available levers during this shortterm transition and will begin increasing the amount of refrigerant precharged in residential ducted splits from our standard 15 ft line set to 30 ft on most units. Light commercial splits and ductless units are not impacted. To better serve our customers, we will not apply incremental surcharges for the increased refrigerant.

"Carrier's objective throughout this transition is to offer equitable allocation based on equipment sales and proactive coordination, without any cost increases," said Nick Arch, Vice President and General Manager, Residential HVAC Solutions at Carrier. "We remain dedicated to demonstrating industry leadership and building customer confidence through bold measures and quick, strategic actions."

Carrier's Replacement Components (RC) division is providing exceptional aftermarket support and prioritizing supply into distribution in the following

- Continuing to take orders for R-454B to maintain consistent supply of refrigerant.
- Using OEM refrigerant supply to support our distribution network.
- Onboarding new down packers to enhance supply capabilities and mitigate the effects shortages on our business partners.

"We recognize the supply concerns and are dedicated to supporting our channel partners throughout this refrigerant transition," said Mary Milmoe, Vice President and General Manager, Replacement Components at Carrier. "Carrier's Replacement Components division is taking proactive steps to help secure R-454B refrigerant collaboratively with suppliers to broaden availability."

We also emphasize that R-454B and R-32 are not interchangeable. Due to differences in composition, and system compatibility, only the refrigerant listed on the unit nameplate should be used, in accordance with Refrigerant Final Ruling (Citation:Appendix W to Subpart G of Part 82, Title 40). Using the correct refrigerant is critical to comply with these standards and avoid inspection issues.

The transition to lower global-warming-potential refrigerants like R-454B is essential to our current and future planning. We are pleased that organizations like HARDI, ACCA and their members share our commitment to leading the way in adopting environmentally conscious refrigerants despite the challenges.

#### RectorSeal® Acquires **Aspen Manufacturing**

Houston, TX, May 1, 2025—RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, announces the acquisition of Aspen Manufacturing, LLC., a leading manufacturer of HVAC coils and air handlers.

Founded in 1975 and based in Humble, Texas, Aspen offers a wide range of products, including residential and light commercial evaporator coils, coils and blowers for manufactured homes, and air handlers serving the residential, multi-family, and light commercial market segments. Aspen manufactures products under the Aspen, Aspen Pro, and AirMark brands and is a contract manufacturer for several leading HVAC OEMs. All Aspen products are designed, engineered, and manufactured in the United States.

"This acquisition continues expanding our footprint of HVAC products," said Jeff Underwood, President of RectorSeal. "With Aspen's industry-leading line-up of third-party coils & air handlers, we can better support our distributors and contractors and strengthen our market leadership in a new product category. Moreover, I have had the chance to know Jason Ludeke and the team at Aspen for over a decade and am excited to work with them as colleagues."

Jason Ludeke, CEO of Aspen Manufacturing, commented, "Aligning with the RectorSeal organization allows our company to provide additional support and products to our customers. Joining such an employee-centric culture will also benefit our Aspen team members."

Together, RectorSeal and Aspen will enhance sales and support by providing customers with an enriched, single customer experience.

Since 1937, RectorSeal has offered products that have established a loyal following among contractors due to differentiated and proven product performance. Please visit www.rectorseal.com and follow us on LinkedIn, Facebook, YouTube, Instagram, and X.

#### **Air-Con International Announces New** Distributorship with TOSOT

Expands product portfolio, offering customers a wider range of high-quality HVAC systems

Orlando, FL – Air-Con International, a leading provider of reliable HVAC solutions, announces its new distributorship with TOSOT, a renowned manufacturer of innovative heating and cooling solutions. This strategic alliance will expand Air-Con's product portfolio, offering customers a wider range of highquality HVAC systems.

TOSOT, an HVAC brand owned and manufactured by GREE Electric Appliances Company of Zhuhai, is known for its residential and commercial air conditioners, including ductless-split, PTACs, central heat pumps, and VRF (Variable Refrigerant Flow) units.

The distributorship introduces the full TOSOT cutting-edge product line to Air-Con's lineup, examples of TOSOT products include:

orator and condenser units, is designed for efficient quiet operation. For customers looking for versatile airconint.com.

heating and cooling with a high SEER2 rating of up to 27. This versatile system offers advanced features such as Wi-Fi connectivity and compatibility with both 115V and 220V power supplies depending on capacity.

The innovative Clivia Fresh Air Attachment enhances indoor air quality by introducing fresh, filtered air into conditioned spaces, addressing the growing demand for healthier indoor environments.

The powerful outdoor unit supporting multiple indoor evaporators is the All Match Multi Split Systems. This system boasts an impressive SEER2 rating of 21 and can operate in temperatures as low as -22°F, making it suitable for various climates.

The All Match Multi 360° Cassette Evaporator offers comprehensive 360-degree airflow for even temperature distribution in larger rooms. This ceiling-The Clivia Mini Split Heat Pump, featuring evap- mounted unit provides flexible installation options and SOT product line and availability, please visit www.

indoor units that can be installed on the floor or ceiling, TOSOT offers the Match Multi Floor & Ceiling Evaporator, adapting to various room configurations. Evaporators also come in duct-type, console units, wall-mounted, and one-way cassette. It offers a range of fan speeds and low noise levels for optimal comfort.

TOSOT's innovative product line offers impressive features, including high energy efficiency ratings, advanced connectivity options, and compatibility with various power supplies. Their systems are designed to provide superior comfort while maximizing energy ef-

Air-Con International will distribute TOSOT products in select states, expanding the availability of these advanced HVAC solutions to a broader customer base. For more information about the new TO-

#### **LG Unveils Premier Service Champion Program for HVAC Professionals**

Program Underscores LG's Commitment to Providing Top-Tier Service, Customer Satisfaction and Technical Excellence in the HVAC Industry

ATLANTA, May 6, 2025 — Global HVAC technology leader LG Electronics continues to set new standards in HVAC training and customer service excellence with the launch of the Premier Service Champion Program, a new initiative designed to equip LG distributors and applied representatives with advanced technical knowledge, hands-on training, and cutting-edge industry resources. The program provides comprehensive education modules and expert-led workshops to enhance technical expertise and troubleshooting skills, raising techni-

cal support standards and helping to improve customer experiences across the industry and within local markets.

Distributors and applied representatives in the program are essential in providing top-tier technical support, enabling LG HVAC solutions to be installed and maintained to the highest industry standards. Through Growth - Advance - Partnership (GAP) Planning, participants will also contribute to ongoing improvements in service quality and

"The LG Premier Service Champion Program is a game-changer in HVAC technical support, showcasing LG's commitment to top-tier service, innovation, and industry expertise," said Mark Rogers, Director, Aftermarket Support, LG Electronics U.S.A. Air Conditioning Technologies. "This program helps to equip our partners with the skills and tools they need to deliver exceptional technical support and training for LG's vast HVAC product line."

For more information about LG's robust line of HVAC solutions, visit www.lghvac.com.



### 2024 ASHRAE Miami Golf Tournament at the Miami Beach Golf Club

May 1st, 2025

The 2025 ASHRAE Miami Golf Tournament. was held on May 1st at the Miami Beach Golf Club. Registration started at noon, and a shotgun start at 1 PM. Goodie Bags were presented to each golfer. Proceeds went to ASHRAE Research.

Miami ASHRAE Chapter members enjoyed an afternoon of fun and festivities with industry peers.



Ruben Abreu, Luís Prats, Linette Prats, Edgar, Tulia Rios, Sonia Arranaga, and Ofek Suchard of ASHRAE Miami



Parth Patel, Shane Coe, Steven Decker and Kristian Chirelli of Johnson Controls



Danny Diaz, Fred Aragon, Alex Acosta and Gabriel Gonzalez of ICS



Chris Russo, Brandon Moran, Mitch Delgado and Matt Vanbibir of HVAC Associates



Edgar Badaraco, Chris Pietrocarlo, Carlos Montoya and Louis Aguirre of Greenheck



Jarret Sammel, Kevin Shirk, Matt Fernandez and Lorenzo Fernandez of Diversified Fluid Controls

On the course, beverage carts were available throughout the entire tournament.

Following the tournament was the awards dinner, presenting awards for 1st, 2nd and 3rd place finish, longest drive, and closest to the pin. Many great raffle prizes too!

Registration is now open for the 2025 ASHRAE



Catching some lunch with friends at the Miami Beach Golf Club before the tournament



Chad Ferreira, Andy Sanek, Kyle Valdez and Dante Norris of Jascko



Simon Diez, Mauricio Correa, Max Marrero and Javier Guerrero of ICS



Arman Pradhan, Rodney Pacheco, Todd Aquilo and Doug St. Leon of ICS



Roger White, Sean Morris, Pedro Ripoll and Tyler Fasano of Earl Hagood Inc.



Juan Carlos Gonzalez, Justine Campine and Robert Kennedy of Dunham Bush

Annual Conference taking place June 21–25 in Phoenix, Arizona, at the Sheraton Phoenix Downtown and Phoenix Convention Center. The conference includes tours, social events, award recognitions, 80 comprehensive technical programs, welcome new Society Officers, and hear our incoming ASHRAE President Dennis Knight, P.E., BEMP, Fellow ASHRAE.



ASHRAE golfers heading to their first hole after the shotgun start at 1pm



Rafael Vicens, Cary Glines, Robert Fish and Josh Robbins of ICS



Jorge Alvarez, Lazaro Ismael, Jose Martinez and Mario Miranda of ICS



Frank Garcia, Robert M. Molina, Alejandro Vargas and Robert A. Molina of George A. Israel Jr. Inc.



Stefanie Holmes, Luis Melo, Jacob Arana and Marco DiRenzo of Envelop Critical Environments



Elton Iturralde, Rob Ronzka, Gil Gutierrez and Andy Wehking of CAVH HVAC



Anselmo Gil, George Izquierdo, Roberto Rodriguez and Javier Flores of Cooling Power Inc.



Jorge Marin, Julene Arregui, Raul Perez and Victor Smith of Applied Cooling Equipment



Jaime Restrepo and Ivo Fernandez of Daikin with Paul Richardson and Josh Hoo of Viega



Kenneth Hernandez, Christopher Guerra, Daniel Avila and Osmany Gonzalez B&I Contractors



Matt Paladino, Albert Quesada, Logan Ewing and Steven Wilson of Victaulic



Neil Caporale, Luis Jimenez, Brian McMahon and Ken Kallan of Thermal Concepts



Juan Gonzalez, Eduardo Manzanares, Alejandro Rodriguez and Antonio Morales of Tom Barrow



Sean Gourley, Kiet Truong, Frank Torres and Omar Lopez of Stan Weaver



Andrew Lutgens, Leo Moya and Patrick Vidal of Stan Weaver



Dan Perez, Ross Jimenez, Juan Carlos Suarez and Yoandri Viton of Smart Building Solutions



Keith Miller, Igor Gonzalez, Steve Bender and Rick Gonzalez of Stan Weaver



Daniel Marrero, Francisco Hurtado, Mike Granobles and Erik Guzman of Protec, Inc.



Jaime Bernat, David Lopez, Ruben Abreu and Javier Cepedo of Saez Distributors



Christian Guzman, Justin Ingram, Giancarlo Thomson and Kyle Goring of Protec, Inc.



Felipe Osorno, Jarret Churchin, Miguel Garcia and Fausto Frias of Osorno Group



Piero Palacios, Jimmy Bautista, Carl Thomason and Al Mauro of Tropic Mechanical



Longest Drive Winner: Justin Ingram of Protec, Inc.



Closest to the Pin: Kris Chirelli of Johnson Controls



Third Place Winners: CAVH HVAC Elton Iturralde, Rob Ronzka, Gil Gutierrez, and Andy Wehking



Second Place Winners: Protec Inc Christian Guzman, Justin Ingram, Giancarlo Thompson, and Kyle Goring



First Place Winners: Johnson Controls Parth Patel, Shane Coe, Steven Decker, Miguel Morales

### HARDI Applauds Lennox for Increasing R-454B Pre-Charge in All Brands to Support HVACR Channel Amid Supply Constraints

COLUMBUS, OH — Heating, Air-conditioning, & Refrigeration Distributors International (HARDI), representing over 500 HVACR wholesale distributor members, commends Lennox International Inc. for its recent decision to temporarily increase the factory pre-charge levels of R-454B refrigerant in select residential and light commercial air conditioners and heat pumps in both its Lennox and Allied brands. This action joins a chorus of industry actions aimed at alleviating current supply shortages of packaged R-454B refrigerant used for installation, providing essential support to contractors and distributors during this critical transition period.

The rapid adoption of R-454B has led to supply chain challenges regarding the availability of packaged refrigerant cylinders for installing equipment in consumers' homes and businesses. By increasing the factory pre-charge, Lennox is helping to reduce the need for additional field refrigerant, easing pressure on the distribution channel.

"HARDI is actively collaborating with manufacturers, distributors, and contractors to find innovative solutions to the current R-454B supply constraints and highlighting these actions to help educate the channel," said HARDI CEO Talbot Gee. "Lennox and Allied's decision to increase the pre-charge in their equipment is a commendable step that demonstrates their commitment to supporting the HVACR community during this pivotal time."

Lennox's initiative aligns with the industry's broader efforts to ensure a smooth transition to environmentally friendly refrigerants while maintaining the reliability and efficiency that contractors and endusers expect. HARDI continues to encourage wholesale distributors to educate and train their customers on best practices for installing A2L equipment. Understanding how much refrigerant is needed before arriving at the job site can help contractors better plan for refrigerant requirements.

#### HVACR Scholarships Available

Did you know? The EGIA Foundation awards 30+ scholarships annually to HVACR students across the country!

As the demand for skilled HVAC professionals continues to rise, the industry needs dedicated individuals ready to meet that challenge. The HVAC HERO Scholarship is designed to support aspiring technicians by removing financial barriers and opening the door to rewarding careers.

Since 2018, the EGIA Foundation has proudly awarded:

135 scholarships \$337,000 in tuition support Scholarships across 36 states

Students attending 75 different HVAC schools

These milestones reflect the scholarship's powerful impact on students and the HVACR industry alike. Help us reach more future professionals.

Please share this opportunity with your students. Use the links below to explore resources, apply, or download a flyer to help spread the word!

#### **Learn More & Access Tools:**

https://egia foundation.org/what-we-do/scholar-ships/

#### View Application and Apply:

https://alwaysindemand.com/scholarship/apply-now/

#### **Download the Promotional Flyer:**

https://egiafoundation.org/wp-content/up-loads/2025/05/AID-Scholarship\_Flyer-2025june15.

Act now as the deadline for applications is June 15, 2025



### Trane Technologies Takes Action to Ease R-454B Shortage for Contractors and Distributors

COLUMBUS, OH — Heating, Air-conditioning, & Refrigeration Distributors International (HARDI), representing over 550 HVACR wholesale distributor members, expresses sincere appreciation to Trane Technologies for its recent decision to increase the pre-charge of residential R-454B systems. This proactive move will help alleviate current shortages of packaged R-454B refrigerant and provide meaningful relief to both contractors and distributors.

The supply strain on R-454B has created a severe bottleneck in the distribution chain, impacting equipment installations and contractor operations as we enter the peak of the cooling season. By increasing the factory charge, Trane is helping to reduce the need for additional field refrigerant and ease pressure on the channel.

"HARDI is talking and working with every part of the industry to find creative, short-term solutions to this unexpected challenge," said Talbot Gee, HARDI CEO. "We are grateful to Trane for recognizing the urgency of the issue and taking a practical, helpful step that supports both contractors and the distribution community during this critical moment."

HARDI continues to urge wholesale distributors to educate and train their customers on best practices for installing A2L equipment. Understanding how much refrigerant is needed before arriving at the job site can help contractors plan better for refrigerant requirements. Additionally, Trane's efforts to reduce this demand through increased pre-charged refrigerant levels represent a much-needed creative solution to the shortage.

### Cooper&Hunter and the Yankees: A Winning Partnership On and Off the Field



When passion meets performance, extraordinary things happen. That's exactly the case for Cooper&Hunter, which has proudly renewed its sponsorship agree-

ment with the New York Yankees for the 2025 season. What started as a collaboration has evolved into something even greater—an unbreakable bond between the brand, its clients, and the spirit of the game.

A Season to Remember

While Cooper&Hunter continues its commitment to innovation and excellence in HVAC technology, the Yankees have been delivering an incredible season, keeping fans on the edge of their seats. This surge in success has been met with unparalleled engagement from Cooper&Hunter's customers, proving that passion for sports is deeply ingrained in the brand's DNA.

An Unforgettable Appreciation Event

For the first time ever, Cooper&Hunter hosted a special appreciation event at the Yankees stadium, gathering distributors and influencers for an experience unlike any other. With the electrifying atmosphere, the roar of the crowd, and the excitement of the game, the event brought the Cooper&Hunter com-

passion munity together in a way that goes beyond business rmance, it was about shared moments, celebrating victories things together.

Strengthening the Connection

As Cooper&Hunter's marketing director, Jake Neto, put it: "We understand the importance of a real connection between our brand and our customers, which is more than just marketing; it is understanding their needs and being with each one every step of the way, experiencing the emotions together."

This philosophy has become the foundation of Cooper&Hunter's approach—creating authentic relationships, immersing itself in shared experiences, and fueling excitement beyond the HVAC industry.

A Partnership That Grows Stronger

With each season, the relationship between Cooper&Hunter and the Yankees continues to strengthen. More than a sponsorship, it's a lasting partnership built on trust, commitment, and the shared pursuit of excellence.

As Cooper&Hunter moves forward, the goal is clear: to go beyond expectations, to connect with customers in a meaningful way, and to always be part of moments that matter.

The Yankees' winning streak might define the season, but Cooper&Hunter's dedication to its customers defines the future.

### Regulatory Shifts and the Future of HVAC: Preparing for Low-GWP Refrigerants

The HVAC industry stands at a critical juncture, facing substantial regulatory pressures aimed at reducing its environmental impact through the phased elimination of high Global Warming Potential (GWP) refrigerants. Driven by international agreements and local environmental guidelines, manufacturers, suppliers, and service providers are swiftly transitioning towards more sustainable alternatives. This shift is fundamentally reshaping compressor technologies, retrofitting procedures, and lifecycle management strategies for HVAC systems.

Globally, regulatory bodies like the U.S. Environmental Protection Agency (EPA), the European Union's F-Gas Regulation, and international environmental protocols, such as the Kigali Amendment to the Montreal Protocol, mandate a significant reduction in refrigerants with high GWPs. Refrigerants such as R410A, widely used for decades, are rapidly being replaced by alternatives like R32 and R454B, recognized for their markedly lower environmental impact. These newer refrigerants are not only less environmentally impactful, but they are also in increasingly high demand because of their role in meeting regulatory compliance.

For HVAC companies, adapting to these changes requires significant investment and strategic planning. Compressor technology is a critical area demanding immediate attention, as the chemical properties of low-GWP refrigerants differ substantially from traditional refrigerants. To effectively utilize these new refrigerants, compressors must be meticulously redesigned or swapped out for a new system, to ensure system efficiency and performance is maintained.

Industry best practices recommend thorough evaluations of compressor efficiency, reliability, and compatibility with the new refrigerants. Companies are encouraged to prioritize high-quality compressors, sophisticated electronics like Printed Circuit Boards (PCBs), and precisely calibrated controls that optimize energy consumption and cooling efficiency. The goal is to achieve a sustainable balance among affordability, performance, and environmental responsibility.

Transitioning existing HVAC systems introduces significant complexities, as retrofitting requires substantial modifications to components, controls, and infrastructure. The retrofit process can be both technically challenging and costly. Industry leaders advocate for comprehensive technician training programs as an essential strategy for managing these challenges. Such programs empower HVAC professionals with critical knowledge about refrigerant handling, retrofitting techniques, and adherence to new standards.

Participating in robust training programs and utilizing essential tools—such as manifold gauges, refrigerant recovery tanks, and adapters—is vital for facilitating a smooth transition industry-wide. Those looking to get ahead should also look to partner with a targeted consultation and technical support services, helping businesses evaluate specific needs and make informed decisions about retrofits.

Sustainability extends well beyond refrigerant selection, encompassing all aspects of HVAC system management—from manufacturing to end-of-life disposal. Partnering with HVAC suppliers that have obtained certifications such as Energy Star and AHRI guarantee the products meet stringent standards for energy efficiency, reliability, and environmental performance. Companies are increasingly adopting sustainable manufacturing practices, including the use of recycled materials, reducing waste during production, and minimizing carbon emissions through efficient manufacturing processes. Effective lifecycle management also involves proactive maintenance strategies that extend the operational life of HVAC systems, minimizing the frequency and scale of necessary replacements.

Furthermore, readily accessible replacement parts ensure rapid repairs, reducing downtime and preventing premature system disposal. Proactively managing refrigerant supplies, including responsible storage and accurate tracking of refrigerant usage, prevents leaks and reduces emissions. At the system's end-of-life, promoting responsible recycling practices for components like compressors, coils, and electronics significantly minimizes environmental impact. Companies can partner with certified recycling facilities to ensure the proper handling and disposal of these materials, further driving towards holistic compliance with sustainability standards.

Historical shifts, like the transition from R22 to R410A, have highlighted the importance of proactive preparedness and agility. Companies anticipating regulatory changes and proactively adapting their processes and products are better positioned to lead and provide compliant, reliable solutions. Such proactive measures demonstrate the value of having necessary tools, resources, and training well-established before further regulations take effect.

The HVAC industry must remain vigilant regarding evolving regulations and technological advancements. Ongoing monitoring and adaptation to standards on refrigerants, energy efficiency, and environmental sustainability are crucial. Companies embracing innovation and continuous education will effectively stay ahead of regulatory developments, offering superior value to clients.

Emerging trends indicate an increased focus on integrated technologies and smart HVAC systems that maximize efficiency and minimize environmental impact. Companies investing early in such technologies will likely see enhanced market positioning and customer satisfaction. Air-Con International sets a prime example of how careful planning, strategic technological investments, and robust support systems facilitate compliance, drive innovation, and ensure sustainable growth in an evolving market landscape.

Author Details: Luis Javier Rivera is currently the General Manager of Air-Con International in Pompano Beach, FL. With over 20 years of experience in the HVAC industry, he brings a wealth of knowledge to every customer. His previous work as a certified HVAC technician allows him to provide technical as well as practical guidance for Residential and Commercial HVAC applications.

#### Elite Software

#### Over 20 Hvac Design Programs!

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



#### lew!



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

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



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



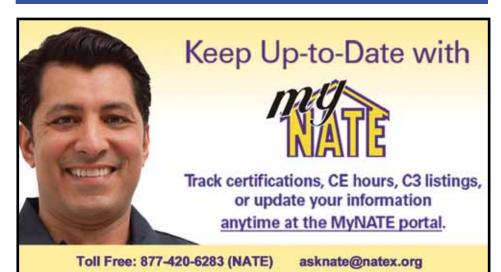


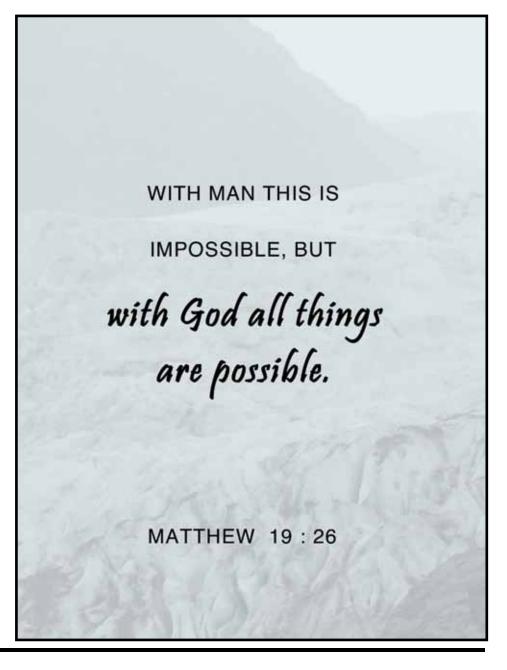
800-648-9523

Download free demos

www.elitesoft.com







#### **UPCOMING EVENTS**



#### **CLASSIFIEDS**



#### **POSITIONS AVAILABLE**

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

Please email your resume to careers@tropicsupply.com.



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

#### Advertisers in this Issue

A&R Supply	B1&C1
AC Zincs, Inc.	15
Air-Care	8
All County Sheet Metal	<b>B</b> 3
ATTIC TENT	C8
Baker FCS	10
Blacks Supply	C11
Carlisle HVAC	18
Cooper&Hunter	B7
Ecoer	19
Elite Software	C9
Gemaire	24
iFLO Pro	4
Johnstone Supply / Florida	C12
Johnstone Supply / Ware Group	2
Oldach USA	9
Pipe Prop	20
Refricenter	23
RGF Environmental	11
Saez Distributors	16
Lucas Milhaupt	C4
McDaniel Metals	C4
Mueller Streamline	B8
Shearer Supply	5
SmartSnakes	8
Source 1 / York	7
The Metal Shop	3&B5
Tropic Supply	12-13
Ultravation	17
Venstar Thermostats	B2
Winsupply	21
Yellow Jacket	6
Zebra Instruments	22

#### **TODAY'S A/C NEWS**

June 2025
Volume 36 / Number 11
Today's A/C & Refrigeration News
is published monthly,
(12 times a year)
by Today's A/C & Refrigeration News
P0 BOX 451821,
Ft Lauderdale, FL 32170
Ph: 954-674-1580
E-mail: jeff@todays-ac.com
Application to mail at periodicals postage rates is pending at Longwood, FL
and additional mailing offices.

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

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

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

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

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

#### **R410A SYSTEMS** STILL AVAILABLE



#### **R410A SYSTEMS** STILL AVAILABLE



#### AIREFORCE HVAC EQUIPMENT IN STOCK AT BLACKS SUPPLY

#### **HIGH EFFICENCY**

**HEAT PUMP SPLIT SYSTEMS** 



Side discharge, small footprint, 24 VAC compatible



#### Comfortable

Quiet operation, optimal performance from -22°F to 129°F



#### Adjustable

2/3 and 4/5 ton outdoor and indoor



#### **Cold Climate**

100% heat to -22°F



#### **Efficient**

Up to 17 SEER2/10.5 HSPF2

SMALL FRAME SINGLE PACKAGED HEAT PUMP AND COOLING ONLY AIR CONDITIONERS IN STOCK AT BLACKS SUPPLY

#### HIGH EFFICENCY **14 SEER 2-5TN**

#### **Cooling Only**

#### FEATURES and BENEFITS

- Quality Compressor: State of the art compressor is standard equipment.
- standard equipment.

  Hi Pressure Switches: Ensure long compressor life.

  All-Aluminum Colles: Both indoor and outdoor coils are designed to optimize heat transfer, minimize size and cost, and increase durability
- minimize size and cost, and increase durability and reliability.

  ECM Blower Motor: Fixed torque energy efficent brushless DC IICM motor, provides 5 speeds.

  Permanently Lubricated Condenses Motor: A heavy duty PSC motor for long lasting reliability and quiet operation. Requires no maintenance and is completely protected from rain and sour.

  Low/oltage Transformer: Includes 3 Amp fluse to protect low voltage Grout.

  Liquid Line Filter Drier: Factory installed at a convenient location to reservice.

  Designed Using Galvanized Steel: With a polyester unethane coat finish, the 950 hour salt spray finish is 1.5 mill thick and resists corrosion.

- mil thick and resists corrosion. Compact Footprint and Profile: Make the P7 Series sy to install and transport.

  Clearance: To combustibles on duct side of the unit

- Clearance: To compositions on duct side of the unit was for installations in tight areas. rer Guard Coated with Earth Friendly Epoxy and stic Mesh Hall Guard: A guard that will never rust of protects the units coil from being damaged. ised Base Pan: Allows water to drain away from the
- unit.

  Easy Compressor and Control Access: Designed to make servicing easier for the contractor, access panels are provided to all controls and the compressor from the front of the unit. Hithou service ports allow refrigerant access without disrupting operation.

  Easy Access To the evaporator coil for cleaning, blower
- assembly removal and general maintenance.

  Drain Trap: Design optimizes drainage capabilities.

  RemovableTop Grille Assembly: Allows ease of service
- removable top unite Assembly: Allow ease of service to the fan motor. Optional Electric Heat: Field installed 5 20 KW. Notched Base Rail Supports: Allow units to be set on roof curbs or metal stands.

#### **Heat Pump**

#### FEATURES and BENEFITS

- First in Industry Patented Hot Gas Defrost: Ensures complete, worny-free defrost.
   Quality Compressor: State of the art compressor is standard equipment.
   Hill.ow Pressure Switches: Ensurelong compressor

- Bite.
  All Aluminum Colls: Provides high corrosion resistance, tower refrigerant volume.

  Designed Using Galvanized Steel: With a polyester urethane coat finish. The finish passes 950 hours of salt spray per ASTM Std. B117.

  Compact Pootprint and Profile: Make the Q7 Series easy to transport and install.

  O'Clearance: To combustibles on duct side of the unit allows for installations in tight areas.

  Wire Guard Powder Coated and Plastic Mesh Hall Guard: A guard that will never rust and protects the unit allow coll from being damaged.

  Raised Base Pan: Allows water to drain away from away from the unit.

- away from the unit.
- away from the unit.

  Easy Compressor and Control Access: Designed to make servicing easier for the contractor, access panels are provided to all controls and the compressor from the side of the unit.
- from the side of the unit.

  Easy Access: To the evaporator coil and blower assembly for cleaning and general maintenance.

  Removable Top Grille Assembly: Allows ease of
- Five Minute RestartTime Delay: When the units shuts down, a five minute delay keeps the unit from restarting, eliminating the highest cause of compressor failure.
- rom restarring, eliminating the highest cause of compressor failure.

  Liquid Line Filter Drier: Factory installed at a convenient location for service.

  Accessible Service Valves: Simplify servicing of the refrigeration system.

  Suction Accumulator: Provides protection from liquid flood back and future compressor failures.

  Permanently Lubricated Condenser Motor: A heavy duty PSC motor for long lasting reliability and quiet operation.

- quiet operation.

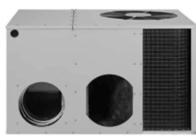
  Low Voltage Transformer: Includes 3 Amp fuse to protect low voltage circuit.

  Drain Trap Included: Design optimizes drainage canabilities.
- Optional Electric Heat: Field installed 5 20 KW.





2 - 3 Ton Duct View



Typical 3.5 - 5 Ton Duct View

### BLACKS

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

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

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

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

UPPLY

## COUNTER INTELLIGENCE.



Johnstone Supply Ware Group Jacksonville South Patrick Ferrell, Tony Hoffman, Tyler Luke, Erik Parker, Shanna Charette, Ted Bishop, Ryan Carr



Johnstone Supply Ware Group Brandon Drew Klosgardner, Will Cardwell, Lisa Barnes, Wayne Goldhammer, Cindy Prats



Johnstone Supply Ware Group Daytona Beach Brian Randle, Brent Cahoon, Gavin Colton, Travis Marques, Justinn Summersett, Jonathan Bundschuh, Charles Greaves



Johnstone Supply Pensacola Glen, Shane, David, Brad, Ryan, Larry



#### **Counter Intelligence to Meet Your Needs!**

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

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



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

Cape Coral (239) 242-8796 Fort Myers [239] 275-3533 Sarasota (941) 753-8491 Port St Lucie [772] 468-0211 Tallahassee [850] 576-5922 Clearwater [727] 561-9309 Deerfield Beach (754) 218-9667 Sanford (407) 324-8003 Lakeland (863) 665-4045 Jacksonville South [904] 641-2282 Kendall (786) 249-4828 Miami Lakes (786) 476-7340 Stuart (772) 781-0102 Jacksonville [904] 354-0282 Dania Beach [954] 921-8070 Daytona Beach (386) 265-6400 Pensacola (850) 436-2008 Ft Walton Beach (850) 362-6880 Brandon (813) 424-3180