

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



Glasfloss, Ruud and Tropic Supply In Support of Breast Cancer Awareness Month (see page 14)



ASHRAE Miami Testing for Successful UV-C Application in the Real World (see page B5)



PBACCA 23rd Annual Golf Tournament at Winston Trails in Lake Worth (see pages B10-B11)



SFACCA October Inspectors Meeting in Miami at Tank Brewery (see page 10)



RGF Environmental Group Hosted their 40th Anniversary Celebration (see pages 12-13)

5 Top FAQs from Distributors on the HFC Phasedown Answered



Jeff Schlichenmeyer
Publisher

As our industry adapts to the phasedown of hydrofluorocarbons (HFCs) under the AIM Act, the EPA has published some frequently asked questions explaining how the rules affect your business. While manufacturers and contractors are the primary focus, distributors also

need to understand how these changes affect their operations.

Here are responses to some of the most relevant questions about the HFC phasedown, along with HARDI's perspective on what the answers mean for your business.

1. Can I sell residential air conditioner components using R-410A after the January 1, 2026 installation deadline?

Answer: Yes. The Technology Transitions Program allows for the continued sale and distribution of condensing units, indoor coils, indoor air handling units, and other parts that use R-410A so long as they are used to service legacy R-410A systems. Components using R-410A cannot be used to install a new R-410A system beginning January 1, 2026. Specified components (i.e., condensing units, condensers, compressors, evaporator units, and evaporators) manufactured with R-410A after January 1,

2025, must be clearly labeled noting that the component may be used "for servicing existing equipment only."

HARDI's Take: There is no requirement to discard existing inventory of R-410A equipment. This protects your inventory investment. However, demand may shift as contractors transition to compliant systems. HARDI encourages proactive inventory planning and clear communication with customers about what can and cannot be installed after the cutoff.

2. How do I know whether the R-410A components I distribute are going to be installed into a new system (not allowed) or to service a legacy system (allowed)?

Answer: Original equipment manufacturers and distributors of components are typically not responsible for the installation of the equipment that they sell. Generally speaking, the responsible party would be the company that installs or directs the installation of the system.

This may be different for complex and custom-designed refrigeration, air conditioning, and heat pump systems such as supermarkets and industrial process refrigeration if the distributor or original equipment manufacturer is involved in the design of the system.

HARDI's Take: Contractors are responsible for ensuring systems are installed in compliance with phasedown deadlines. Distributors are generally not liable unless they direct the installation.

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Duke Energy Florida Launches ENERGY STAR® Multifamily New Construction Incentive

• Multifamily builders are now eligible for a \$1,000 rebate per metered unit that meets or exceeds ENERGY STAR standards, including a rebate of \$500 through the Duke Energy Florida incentive program and an additional \$500 tax credit from ENERGY STAR

• Beazer Homes is the first builder to participate in the incentive program through Duke Energy Florida

ST. PETERSBURG, Fla. – Duke Energy Florida has launched a new ENERGY STAR incentive program, enabling multifamily builders to receive a \$500 credit for each individually metered unit which meets ENERGY STAR certification criteria. The incentive can be combined with an additional \$500 tax credit from ENERGY STAR.

How it works:

To receive the rebate, builders will need to: 1) Submit the Energy Star Homes Programs Intake Form. 2) Register as a Duke Energy Trade Ally. 3) Complete ENERGY STAR certification requirement with verification. 4) Submit a copy of the certification for each unit for payment.

While the program provides immedi-

ate benefit to builders, it also enables future residents to save money through energy efficient upgrades. Homes and apartments that earn the ENERGY STAR certification are at least 10% more energy efficient than homes built to code and achieve a 20% improvement on average.

Current builder participation

The program is available to multifamily new construction builders of condos, apartments, duplexes and townhomes. The ENERGY STAR incentive program launches with its first new construction partner, Beazer Homes. The Orlando-area builder is actively developing two townhome communities in Oviedo: Aulin Square and Towns at Greenleaf, offering a total of 85 ENERGY STAR-certified homes in central Florida.

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25 Ways to Increase Profitability

Ruth King's Contractors Cents



HVAC Channel.tv

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

Reach her at ruthking@hvacchannel.tv.

Here are ways ways to increase profitability.

#14 – Eliminate Warehouse Supermarkets -I watched a technician walk into an unlocked parts room, choose the parts he wanted, and leave with an armful. He didn't write down what he took. He didn't let anyone know what he took. He just took the parts.

Were they replacements for parts used on service calls? Maybe. Were they parts for "I think I might need these on a call?" Maybe. Were they parts that he was stocking to start his own business? Maybe. You don't know what the intended use for those parts were. Even worse, the supposedly locked parts room was unlocked!

You have a warehouse supermarket if you allow your field employees to walk around a warehouse or an unlocked parts room. They will take what they want; whether or not the materials/parts are necessary for their jobs. Eliminate them and you will see profits and cash flow increase.

Lost parts, unaccounted for parts, and damaged parts go directly against your bottom line. The biggest surprises happen when there is a value on your balance sheet that doesn't match the inventory in your warehouse and on your trucks.

For example, your balance sheet might say that you have \$25,255 in inventory. When you count it you have \$15,255 in inventory. The \$10,000 difference goes directly to job cost and decreases your profits by \$10,000.

And, if you don't have inventory on your balance sheet, your profits are lower than they should be. Anything that is bought goes directly to cost of goods sold whether or not that part/material is actually being used for a job. Inventory is a bet – you are buying it assuming that you can sell it. How good have your bets been?

#15 – Know Your Inventory Days - Inventory

days are the number of days, on average, from the time you buy a part/material to the time you use that part/material on a job. The lower the days the more efficient your use of inventory days.

Commercial contractors generally have 10 or less inventory days. Most residential contractors keep less than 30 days inventory. Of course, there are some parts that sit on the shelf or on a truck for more than 30 days. However, the average is less than 30 days.

To give you an idea how low inventory days can go, Dell Computers used to brag that their inventory days were two days. From the time the parts were received in the warehouse to the time they were used to build a computer was about two days. Now it is less than a day.

To calculate inventory days: First determine inventory turns: Annualized cost of goods sold divided by inventory

Inventory days: 365 divided by inventory turns.

I use cost of goods sold rather than the textbook definition which uses material expense because contractors can't install a part without the labor to install it. We don't sell parts. We sell the installation of those parts.

#16 – Track Your Acid Test Trend - Bankers say that we keep too much inventory which is the hardest current asset to liquidate. They ask, "Can you still pay your bills if inventory is taken out of the equation?"

The acid test, also called the quick ratio, was developed. The acid test is current assets minus inventory divided by current liabilities. Obviously with inventory out of the equation, the acid test will be lower than the current ratio. But, how much lower? You can have an acid test less than one and still be able to pay your bills.

The trend to watch is the spread between current ratio and acid test. If your current ratio is 2 your acid

test should be 1 or higher. If it is less than one, you have too much inventory.

If your current ratio is increasing and your acid test is staying constant, then you are building inventory. Why? Did you purchase a large stocking order which you will use over the next few months? If so, the spread will be large between the two ratios, but it should decrease.

#17 – Track Your Accounts Receivable to Accounts Payable Trend - The accounts receivable to accounts payable ratio is the last liquidity ratio. It is calculated by accounts receivable divided by accounts payable. Here's the tricky part of this ratio:

Accounts receivable is only receivables from customers. It does not include owner receivables or employee receivables (i.e. from tool accounts).

If more than 50% of your business is COD sales, then you add accounts receivable plus cash divided by accounts payable. Accounts payable is only payables to vendors. It does not include taxes payable or payables to owners.

If your accounting system is set up where credit cards are separate from payables, then you must add accounts payable plus credit cards when calculating this ratio.

Increasing receivables to payables might be good or bad. If your receivable days are constant (explained in last week's Contractor Cents), then an increasing ratio is good. If your receivable days are increasing and this ratio is increasing, you are headed for a collection problem. Make the phone calls and don't get into a cash crunch!

If you want to do this tracking in less than 2 minutes a month, subscribe to Financially Fit Business – turn financial data into impactful graphs! Go to www.financiallyfit.business to get started. Next month: More ways to increase profitability.

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Bosch Home Comfort Unveils Electric Replacement to Gas Furnace with 115V Modular Blower



WATERTOWN, MASS. – Bosch Home Comfort, a leading source of high-quality heating, cooling and hot water systems, has unveiled a new electric replacement to gas furnaces in the Bosch 115V Modular Blower – which can be paired with a Bosch Cased Coil and Inverter Ducted Split (IDS) outdoor unit to provide a 115V electric heat pump solution.

While many heat pump-compatible air handlers require 240V breakers, the Bosch 115V Modular Blower can utilize the 115V/120V breaker sizes most frequently paired with furnaces – forgoing the need for electrical upgrades when switching from a gas-powered solution to an electric heat pump.

“Expanding access to energy-efficient home comfort solutions starts with making the transition to electrified systems simpler and more affordable,” said Amanda Ng, senior product manager at Bosch Home Comfort. “By leveraging the existing electrical infrastructure in furnace-compatible homes and removing the need for upgraded breakers, the Bosch 115V Modular Blower makes adoption easier than ever — offering a solution that’s as efficient to operate as it is

effortless to install.”

The Bosch 115V Modular Blower is available in cabinet sizes A through D, able to assume any space previously occupied with an industry standard-sized furnace with ease. The unit can be installed in a variety of positions – upflow, downflow, vertical, horizontal or left-right – promising flexibility that further simplifies the installation process.

The Bosch 115V Modular Blower also boasts the following features:

- Highly efficient operation with a 5-speed ECM motor
- Compact design, with a height of 33” that’s ideal for tight spaces
- Easy to install thanks to compatibility with 115V and 120V electric breakers
- Optimal serviceability with a removeable bottom for side or bottom return applications
- Qualifies for up to \$8,000 in federal IRA tax rebates & credits for installing an electric heat pump solution

To learn more about Bosch Home Comfort and its complete portfolio of products, visit www.Bosch-homecomfort.com/us.

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Innovation continues to drive the HVAC industry forward, and iFLO Pro remains at the center of that progress. Our newest release — the **iFLO Mini** — brings the same proven iFLO technology into a compact, versatile solution designed for modern systems, smaller air handlers, fan coils, and ductless applications.

But size isn't what makes the iFLO Mini remarkable — **it's how it delivers protection where it matters most: directly into the drain pan.**

A Safer, Smarter Way to Protect Drain Systems

Unlike other products that treat only the drain line — often using harsh, corrosive, or unsafe chemicals — the iFLO Mini is designed to deliver our proprietary, **metal-safe, non-corrosive, and environmentally friendly formula** directly into the drain pan. This approach eliminates the source of buildup before it ever reaches the line, providing **total-system protection** that's safe for coils, pans, and fittings.

Many “quick fix” products in the field rely on bleach-based or acid-based formulas that can degrade metal surfaces, compromise components, and void equipment warranties. The iFLO Mini offers the **only professional-grade, OEM-approved solution** engineered specifically for HVAC systems — **no shortcuts, no unsafe chemicals, and no warranty risks.**

Engineered and Approved by the Best

The iFLO Mini is backed by the same commitment to safety and performance that has earned **approvals and recognition from major HVAC OEMs.** Each unit delivers consistent dosing of our exclusive iFLO Pro formula — a carefully balanced solution trusted by leading manufacturers and professional installers nationwide.

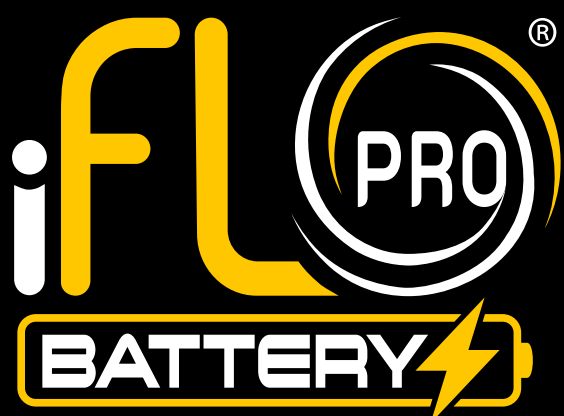
With the iFLO Mini, contractors can ensure that every system, no matter how compact, receives the same level of intelligent, proactive protection as full-sized installations.

Pro-Only Access — Because Safety Isn't DIY

The iFLO Pro system and formula are **not available for direct consumer purchase.** This is intentional — our products are professional-grade tools designed for trained contractors who understand system safety and installation standards.

You'll find iFLO Pro and the new iFLO Mini **at most of your local HVAC distribution partners,** ensuring authorized access, verified product quality, and support from teams who understand your business.

Learn more at iFLOPro.com or contact your local distributor to start carrying the iFLO Mini today.



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EPA Proposes Rollback Of Refrigerant Rule: What It Means For HVACR Contractors

Heeding the urgent supply chain concerns raised by HVACR contractors and their customers over the past year, the Environmental Protection Agency on Tuesday proposed a new rule to delay or eliminate many future deadlines under the 2023 Technology Transitions Rule.

Most notably, the proposed rule would eliminate the December 31, 2025 deadline for installation of residential and light commercial R-410A equipment manufactured or imported prior to January 1, 2025. It also proposes delays and other changes to future deadlines impacting the industrial process and commercial refrigeration sectors.

If finalized, this proposal could provide welcome relief. It is sure to face months of regulatory review and legal challenges, however, so contractors should still make every effort to clear their inventory of residential and light commercial R-410A equipment by December 31.

Added urgency to preempt a patchwork of state rules ACCA appreciates EPA Administrator Lee Zeldin's urgency in seeking solutions to the shortages that America's HVACR contractors and their customers have experienced this year. We remain concerned, however, that states will respond to these changes with a worsening patchwork of state refrigerant regulations.

Even without further regulatory action, contractors in New York, California, and elsewhere will now need to keep track of the many new ways in which their states' regulations differ from the proposed federal rules. One of ACCA's top legislative priorities is to minimize disruption from refrigerant transitions by working to preempt state refrigerant regulations. We continue to urge Congress and the Trump Administration to enact federal preemption under the American Innovation and Manufacturing (AIM) Act to fulfill the law's original promise of an orderly refrigerant transition.

What's changing? This proposed rule is part of the broader effort to phase down high global warming potential (GWP) refrigerants under the AIM Act, which President Trump signed in December 2020.

The 2023 Technology Transitions Rule set sector-specific limits on HFC refrigerants and prohibited

manufacturing, installing, or importing equipment that used certain higher-GWP refrigerants. It applied to systems like residential AC, heat pumps, and cold storage.

Now, EPA is proposing:

- More flexibility for installing equipment made or imported before January 1, 2025.
- Extended compliance deadlines for some sectors.
- Higher GWP limits for certain applications—like cold storage—starting in 2026.

EPA says these proposed changes are in response to appeals from industry associations seeking relief from cost pressures and supply chain challenges of a rapid transition. Other partners have raised concerns that prolonged use of higher GWP refrigerants could consume available allocations and force a more rapid transition to highly flammable A3 refrigerants.

Why it matters for contractors - With A2L refrigerant training included for all tiers, ACCA members are already ahead of the game in preparing for this transition.

Required comment periods and legal challenges are almost certain to keep this proposed rule in limbo well beyond the December 31 deadline, so contractors should think twice about gambling on a stockpile of R-410A equipment. If this rollback goes through, however, here's what it could mean:

- 1.Reduced risk of stranded equipment: Even with a conscious effort to clear R-410A equipment, some stranded inventory is inevitable. This rule could save contractors from having to seek international buyers at fire sale prices.
2. More time to adapt: Contractors that serve the commercial refrigeration and industrial process markets will want to carefully examine the proposed changes applicable to their sectors.
3. Potential market shifts: Refrigerant availability, system design, and training timelines may change again.

Contractors who were planning for the original rule may have to re-adjust—again. That includes restocking parts, updating technician training, managing customer expectations, and watching for state rules that differ from EPA's.

Duke Energy Florida Launches ENERGY STAR® Multifamily New Construction Incentive

(Continued from Cover Story)

What they're saying

"Utility costs are a critical piece of the equation for housing affordability, but that is just the start of benefits for customers," says Steve Cervino, Beazer Homes area president. "We're proud to build above and beyond ENERGY STAR standards so homeowners can experience healthier, more quiet, and more comfortable living spaces."

For additional information or to enroll in the incentive program for qualifying multifamily new construction builders, please visit <https://www.duke-energy.com/partner-with-us/>

Duke Energy Florida

Duke Energy Florida, a subsidiary of Duke Energy, owns 12,300 megawatts of energy capacity, supplying electricity to 2 million residential, commercial and industrial customers across a 13,000-square-mile service area in Florida.

Duke Energy

Duke Energy (NYSE: DUK), a Fortune 150 company headquartered in Charlotte, N.C., is one of America's largest energy holding companies. The company's electric utilities serve 8.4 million customers in North Carolina, South Carolina, Florida, Indiana, Ohio and Kentucky, and collectively own 54,800 megawatts of energy capacity. Its natural gas utilities serve 1.7 million customers in North Carolina, South Carolina, Tennessee, Ohio and Kentucky.

Duke Energy is executing an ambitious energy transition, keeping customer reliability and value at the forefront as it builds a smarter energy future. The company is investing in major electric grid upgrades and cleaner generation, including natural gas, nuclear, renewables and energy storage.

More information is available at [duke-energy.com](https://www.duke-energy.com) and the Duke Energy News Center. Follow Duke Energy on X, LinkedIn, Instagram and Facebook, and visit [illumination](https://www.duke-energy.com) for stories about the people and innovations powering our energy transition.



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NCI High-Performance HVAC Summit Sets the Stage for Navigating the Future

High-Performance HVAC™ contractors descended upon Austin, TX, last month as National Comfort Institute's (NCI) 22nd Annual Summit got underway. Once again, the High-Performance HVAC Summit was open to the entire HVAC Industry to spotlight like-minded people willing to share their high-performance experiences with peers.

This gathering of contractors, preferred partners, and other industry luminaries gathered to network and learn. Summit 2025 set the stage for 2025 and beyond.

The event saw more first-time attendees than ever before (210 of them!) and once again hosted live streaming and podcasting directly from the conference headquarters in the Kalahari Resort and Convention Center.

Podcasters interviewed a series of HVAC industry influencers, including:

- Leilani Orr and Ty Branaman from the GRIT Foundation
- Russ King from Kwik Model (Coded Energy)
- Jon Esquivel from Austin Star
- David Messner from NCOAA and Sensorcon
- Dawn Mroczek from GV's Heating and Cooling
- Alana Ward of Baggett Heating and Cooling
- Tonya Gaitz from Gaitz HVACR
- Anthony Woo from Climatisation ACG
- Brian Wright and Axel Romero from Crossway Mechanical
- Bryan Orr of HVAC School interviewed Chad Simpson from Simpson Salute
- HVAC Grapevine Podcaster Chris Hughes (The Energy Conservatory) and Michael Cianfrocco (Detective Air) interviewed David Coziahr from Coziahr Heating and Air Conditioning.

In addition, Eric Kaiser of the Building HVAC Science (BHS) Podcast and Bill Spohn of TrueTech Tools interviewed Wianston Chi from Noso Labs. Note: BHS is provided as a service to the HVAC Industry by TruTech Tools.

This year's theme was Navigate Your Path to Performance: Deliver High-Performance HVAC Systems and Prove Your Work. With that in mind, all workshops focused on everything from high-performance sales techniques to climate-resilient heat pump strategies.

During the Keynote Address, Contractor Chuck Worley of Worley Home Services, Yorktown, VA entertained the 210 member of the audience shared his ideas on how to dominate your market area with "irresistible branding." Clad in his trademark orange outfit he made the audience laugh, and got their attention with how he took his business from zero to dominance in a few short years.

PerformanceTown

Summit once again included hands-on testing on several working HVAC systems to learn about delivering high performance through diagnostics.

NCI Instructors Andrew Smith and Jeff Sturgeon guided participants through testing principles, instruments, mobile apps, and processes to help attendees discover the hidden defects impeding system performance. Smith focused on airflow testing and diagnostics. Sturgeon addressed the idea of total system performance. They wowed full rooms of contractors and technicians for three days.

Idea Meeting

Contractors once again convened for the famous contractors-only Idea Meeting hosted by Brian Orr of Kalos Services and HVAC School, and Mike Weil of NCI. This meeting consisted of two one-hour sessions: one dedicated to High-Performance Lead Generation and the other to Sales.

More than 40 contractors attended this session, presented their ideas on each topic and then voted for those they felt were the best. The results were as follows:

- Will Horner of Canco ClimateCare took first place in the Sales Ideas category.
- Mitch Bailey of Air Heroes took the first-place prize in the Lead Generation category. Both winners took home cash prizes for their ideas.

Annual Awards Banquet

No Summit would be complete without the Annual Awards Banquet, where NCI recognizes outstanding achievements by High-Performance HVAC contractors across North America.

Dominick Guarino always says that the awards part of Summit is his favorite. "It's an opportunity

for us to shine a bright light on the real heroes of this group," he explains. This year's awards went to the following:

- Small Contractor of the Year — Climatisation ACG
- Medium Contractor of the Year — Baggett Heating & Cooling
- Large Contractor of the Year — Simpson Salute Partner Tradeshow

Nineteen partner exhibitors managed tabletop displays around the general session ballroom so contractors could talk with them during breaks and regularly scheduled tradeshow hours.

Exhibitors also participated in NCI's Annual Preferred Partner Prize Drawing. Attendees received "game cards" that had to be stickered by each exhibitor and then turned in to be eligible for the drawing.

This year's exhibitors included the following:

- Platinum Sponsor: Daikin Technologies
- Gold Sponsors: Austin Energy, measure Quick®, The Energy Conservatory (TEC), TruTech Tools
- Silver Sponsors: Fieldpiece, National Carbon Monoxide Awareness Association, R.E. Michel Company, Rectorseal, Sauermann
- Bronze Sponsors: Baker Distributing Company, Conduit Tech, Evergreen Telemetry, FTL Finance, GRIT Foundation, Seitron Americas, TSI.

Mark your calendars for the High-Performance HVAC Summit 2026. It will be held in Tennessee, from September 1-3, 2026. We will have more information posted on GoToSummit.com. Stay tuned for more information on pricing and registration.

The National Comfort Institute (NCI) is the nation's premier High-Performance HVAC™ training, certification, and membership organization focused on helping heating, air conditioning, plumbing, and electrical contractors to grow their businesses and become more profitable. The organization has trained and certified more than 30,000 industry professionals in various disciplines, including system diagnostics and design, indoor air quality, air balancing, carbon monoxide analysis, and combustion efficiency. Learn more - website at www.nationalcomfortinstitute.com.



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SFACCA Hosts October Miami Inspector Night at Tank Brewery



Inspectors: Jorge Sariegos, Omar Guillén, Fred Acosta, Mario Montero, Amador Barzaga, Luis Medina, Ebel Moret, Vladimir Rodríguez and Pete Quintella

The SFACCA October Monthly Meeting was held on October 22nd, from 5:30 - 8pm, at the Tank Brewery in Miami. SFACCA welcomed Miami-Dade city and county inspectors for a panel discussion on new codes, pressing issues and Q & A. HVACR contractors could get answers, and network with vendors and view their newest products.

Don't miss the annual SFACCA Casino Night 2025 on Wednesday, November 5 · 6 - 9pm at Funky Buddha in Ft Lauderdale. It will be a Fun evening with casino games: Roulette Wheel, Craps, and Blackjack. Registration includes \$1000 buy-in chips. Evening includes food & drinks, raffle prizes and emcee DJ.



Reinaldo Artilas & Alfredo Andrial of Brown & Brown, Jeff Campen of Pyke Mechanical, Claudio Rubiera of Brown & Brown, Kelly Dexter & Stacy Miller of SFACCA



Carlos Artola, Ray Lopez and Alex Puentes of Temptrol Air Conditioning



Alex Martinez of Mart Temp and Andres Ponce of AMP Strategic



Chris Malpica and Rayment Martinez of Advance Work Vans with Leopoldo Kahn of LBJ Trading



Marlon Perez of Target Sales showing NAVAC Tools



Guillermo Gutierrez of A&R Supply, Eddie Abreu of Gemaire Distributors, Roly Rodriguez of Oscar Air, and Juan Bino of AV Airevantage



Tim Roberts and Michael Hollis of Cain Sales Company displaying Pipe Prop products



Luis Medina take some random questions from Miami-Dade contractors



There was a great turnout for the October SFACCA Miami Inspector meeting!



Jorge Sariegos, inspector for Miami Dade, answers a question from the SFACCA members



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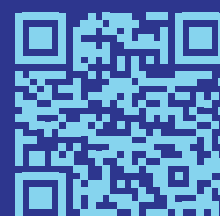
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Sharon Rinehimer, Walter Ellis, Angela Solland, and Jim Hutchinson of RGF Environmental Group



Nicholas Ortman, Roger Lowe, Demitria Shroba, Christian Santacoloma, Robin Broderick, Romulo Laureano, and Morgan Nolan of RGF



PJ Buch, Nina Nau, Edna Molina, Luis Perez, and Manny Korley of RGF Environmental Group



40 years of the most popular hit music was performed by the group Fusion at the RGF 40th Anniversary party!



Everyone tried their luck on the Vietnamese Lucky Game by bringing their dollar bills to participate on hopes of winning!



Gail Fink, Ron Fink and Tony Julian of RGF Environmental Group



RGF customers and employees were dancing to the beat with the live music from Fusion!



PJ Buch of RGF (3rd from left) taking a group photo with Highland AC of Texas and Cleaner Air Solutions of Minnesota



Many refreshment stations were available depending on your preferred taste



John Brescia of Cousins Air, Angela Solland of RGF, Neil Arteaga of Refricenter, and Doug Lindstrom of Lindstrom AC



At the RGF celebration was a booth making hand crafted Nicaraguan cigars



Ashton Steed, Natalie Dee, and Sean Wahl of Palmetto Sales And Marketing



Dave and Patti Sansone with Mathew Charles of RGF Environmental Group



The Blackjack table was very busy attempting to beat the dealer by getting their cards as close to 21 as possible, without going over

RGF Environmental Celebrates 40th Anniversary

On Friday October 17th, RGF Environmental Group hosted their 40th Anniversary Celebration. What an awesome celebration it was! Over 300 were in attendance. The party went from 3pm on Oct 17 to 5am on Oct 18! There were a great amount of food and beverage stations that were available for every taste and appetite. Servers were passing delicious hors d'oeuvres throughout the evening. There were a vast array of Red, White, and Blue desserts to complete this special 40th anniversary at RGF.

The Live Music Band Fusion was playing the entire evening to the popular hits of the past four decades. There were Casino style game tables available where you could try your luck at Blackjack, Poker, Roulette, and also a Vietnamese Lucky Game too. It was nice to meet several of the employees from RGF who were having a fun time. Everyone had a great evening!

Attendees were able to tour the RGF grounds and experience live demonstrations inside RGF's Electro Mechanical Museum and to explore the innovation and quality behind American manufacturing at RGF's state-of-the-art facility.

RGF has a lush, tropical landscape surrounding the seven acre compound, complete with a stocked pond, waterfalls, picnic area, putting green, basketball court, gym, nature trails, organic fruit trees and over 1,000 native plants!

RGF was incorporated in 1985 for the purpose of designing, engineering, vertical manufacturing, distributing and providing innovative environmental systems to the world. 40 years later RGF has over 5 million systems successfully installed worldwide!

RGF products are currently being used in 80 countries and holds numerous patents, trademarks and awards. RGF conducts continuous research and development on advanced technologies in the environmental field.

RGF engineers, designs, patents, vertical manufactures and sells air, water and food sanitation equipment providing the world with the safest air, water and food without the use of





Everyone having a great time enjoying the celebration, and playing some Las Vegas style casino games



Alex Wolf of Hearst with Angela Solland and Ryan Murphy of RGF Environmental Group



Employees of RGF Environmental Group coming together for a 40th Anniversary photo

ENVIRONMENTAL GROUP, INC.

40th Anniversary!

chemicals.

RGF's innovative Research & Development and Engineering departments employ numerous engineers with degrees in chemical, nuclear, mechanical, electrical, and environmental engineering. RGF has won numerous awards for innovative technology.

The manufacturing facility includes a machine shop, UV bulb manufacturing Class 1 Clean Room, state of the art plasma cutting machines and routers, welding department, numerous metal forming equipment, 90 ton press brakes, 4 Amada Fiber Lasers, 250 ton plastic injection molding machine, paint booth, powder coating department, private label print shop, laboratories, UL compliant panel shop, assembly, quality control and packing and shipping departments.

The world's first enviro-friendly mega yacht, called the Envision, is docked nearby and is a showcase for RGF's air, food and water sanitation technology, and also serves as a platform for RGF corporate events and fund raising functions for local charities.

RGF® manufactures over 500 environmental products and has a 40+ year history of providing effective solutions that improve air, water, and food quality without the use of chemicals. RGF® is an ISO 9001:2015 certified research and innovation company, holding numerous patents for wastewater treatment systems, air purifying devices, and food sanitation systems. Situated in the heart of the Port of Palm Beach Enterprise Zone, RGF® Headquarters span 10 acres, with 220,000 square feet of manufacturing, warehouse, R&D, and office facilities. RGF® continues to upgrade its facilities, creating an increased vertical approach to manufacturing, further allowing the company to provide the highest quality and best-engineered products on the market.

RGF® is working hard to build a cleaner world today and for generations to come. We focus on providing the world with safe air, water and food because they're essential for life. With a fresh and safe foundation, anything is possible.



Joe Drake of Artemis Bio-Solutions, David Larson of Gunn & Paglo, and Brian Narducci of Artemis Bio-Solutions



Dave Sansone, Tony Julian, Ron Fink, Gail Fink, Craig Pfau, and Lacey Pfau



Fletcher North of Northway Marketers with Mat Charles of RGF Environmental Group



There was a huge assortment of delicious foods available for every taste bud!



Texas Reps attended the RGF 40th Anniversary Celebration in full force!



Chris Novak of ProDev, Cody Herring, Paul Siegl, Tony Julian, and Chris Portalatin of RGF Environmental Group



Placing their bets on the Roulette Wheel and taking a chance on their favorite number



Steven Castillo, president of PBACCA with Anna Perle



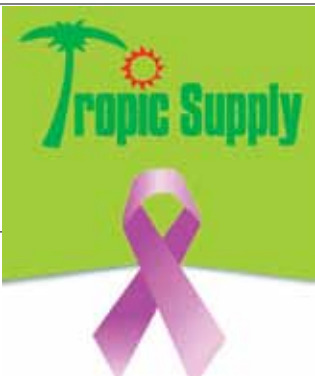
Angela (center) with her Red, White, and Blue Service Girls



A vast array of Red, White, and Blue desserts were presented to everyone with a sweet tooth!



Jacob Nelson and Jeff Craig of Pac West Sales, Paul Siegl of RGF, and Ryan Lee of Pac West Sales



Glasfloss, Ruud and Tropic Supply In Support of Breast Cancer Awareness Month

This year, Tropic Supply proudly donated a total of \$6,000 to support both Susan G. Komen and the Men Wear Pink campaign from the American Cancer Society.

Thanks for joining us in raising awareness of this devastating disease by participating in our Keeping Hope in the Air Breast Cancer Awareness campaign.

TWO WAYS YOU HELPED TO SUPPORT:

- 1. By purchasing any two cases of Glasfloss filters

on a single invoice to receive a FREE, limited-edition “Keeping Hope in the Air” t-shirt (while supplies last).

2. By entering our social media contest to win a Pelican™ Elite 20QT Cooler! Simply by:

- + Posting a picture of yourself wearing your “Keeping Hope in the Air” t-shirt on Facebook or Instagram by October 31, 2025, at noon.

- + Tagging your picture with both of the following hashtags: #TropicSupply and #KeepingHopeInTheAir (this is required to win)

- + By sending us an email to us at marketing@

tropicsupply.com with your name and company name after you have posted and tagged your picture.

- + We will post qualifying entries on our Facebook page on November 3rd. Each will be numbered, and the picture with the most likes on November 5th at 4 pm will WIN!

- + The winner will be announced on November 6th, 2025.

Please visit our Events Calendar for all the educational offerings, training topics, and in-store events throughout the year!



“Keeping Hope in the Air” at Tropic Supply Sunrise: Mike Lijoi, Sue Garcia, Ana Milian, Maria Torres, Kurt Buss, and Matt Saler.



Steve from Fairway Heating & A/C is proudly wearing his limited edition “Keeping Hope in the Air” t-shirt while displaying a Glasfloss filter in hand.



Michael Moore, Michael Aversano, and Jim Kiley supporting Breast Cancer Awareness while grilling some lunch at Tropic Supply Fort Myers.



Framed with purpose — Heather Anusbigian and Lidia Roque of Tropic Supply Sunrise stand united in support of Breast Cancer Awareness.



Tropic Supply Tampa East proudly supports the American Cancer Society's “Men Wear Pink” campaign.



Benny Garcia of Breathe Clean Air and Mayra Ortiz of Tropic Supply Fort Myers show their support for Breast Cancer Awareness Month with big smiles.



Tropic Supply Tallahassee proudly supports Keeping Hope in the Air — joined by Dylan Benner, Jason Godwin, Brandon Tilley, Casey Farmer, Austin Harrell, and Deontae Carter.



Rob Brock, Michael Moore, and Justin grilling up some burgers and dogs in support of Breast Cancer Awareness.



Chris, Marvin (customer), and Felix of Tropic Supply Sunrise making a difference and helping to raise awareness for breast cancer.



Tropic Supply Sarasota - “Men Wear Pink” in support of The American Cancer Society.



Felix of Tropic Supply Sunrise (right) poses with a customer who purchased Glasfloss filters — both proudly showing their support for Keeping Hope in the Air.



Tim Murphy, Ana Milian, Juan Lopez, Sandy Pack, and Jennifer Concepcion of Tropic Supply Sunrise proudly show their support for a great cause!



Jeff Beltranena and Charles White of Tropic Supply Ft Pierce in support of Breast Cancer Awareness month.



The Tropic Supply Sunrise team came together to show their heartfelt support for Breast Cancer Awareness Month and the mission of Susan G. Komen.



Brent of Tropic Supply Sunrise and his customer proudly pose with the “Keeping Hope in the Air” frame — showing their support for Breast Cancer Awareness Month.

Cooper&Hunter Announces Major Expansion in Dallas: A New Chapter in U.S. HVAC Leadership



October 2025 Cooper&Hunter is proud to unveil a transformative milestone in our journey to redefine HVAC excellence across the United States. As announced by Artur Terchiyev, Cooper&Hunter is expanding its Dallas operations from 120,000 sq. ft. to an impressive 270,000 sq. ft. at a brand-new facility located at 300 W. Wintergreen Rd, Hutchins, TX 75141 — just ten minutes from our current site.

This expansion is more than a logistical upgrade. It is a bold declaration of our intent to meet the growing demands of our customers, partners, and technicians nationwide. It reflects our unwavering commitment to invest in more space, more inventory, and more capacity — not just for today's needs, but for the future of HVAC innovation.

A Facility Built for the Future

Our new headquarters is designed to be a hub of efficiency, education, and empowerment. Highlights include:

- 270,000 sq. ft. of warehouse and office space — tripling our current footprint
- Residential & Commercial HVAC training lab for hands-on learning and continuous improvement
- Fully stocked parts department and expanded technical support team
- 50 docks, 40 ft. ceilings, and cross-dock configuration for optimized logistics
- Secure gated access on both ends of the property
- Cooper&Hunter systems powering our own climate control — a proud showcase of our technology
- Brand-new construction, completed just 1.5 years ago — and we'll be the first to move in
- Shared occupancy with a logistics company, ensuring synergy and operational excellence

Operations at the new facility will officially begin in February 2026, with full preparations underway. Until then, Cooper&Hunter will continue serving from our current Dallas location, ensuring a seamless transition for our partners and customers.

Investing in People, Not Just Infrastructure

This expansion is not just about square footage — it's about people. Cooper&Hunter is growing its operations, its technical support, and most importantly, its team. We believe that true growth is powered by talented individuals

who are committed to our mission, our values, and our vision for the future.

As Artur Terchiyev shared: "I want to make this very clear — I would never take on an investment of this size unless I knew I had the right team beside me. You made this possible. This move isn't just about space — it's about building the foundation for the next level of Cooper&Hunter in the U.S. This new home is a step into our future, and I can't wait to see your reactions as we make history together."

A Vision for the Next Generation

The new facility will include a state-of-the-art training lab for HVAC contractors and technicians, a dedicated team of trainers, and a larger tech support department — all designed to support the next generation of HVAC professionals. It's a space built to foster learning, collaboration, and excellence.

Cooper&Hunter remains focused on delivering high-performance solutions, empowering technicians,

and supporting distributors with the tools and knowledge they need to succeed. This expansion is a testament to our long-term vision: to be a driving force in the HVAC industry, built on innovation, integrity, and human connection.

Looking Ahead

As we prepare to open the doors to our new home, we do so with gratitude, pride, and excitement. This is our biggest milestone to date — and it's only the beginning. Cooper&Hunter — Always Moving Forward. Always Addicted to Comfort.



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The scholarship provides new HVACR instructors (five years or less classroom experience) with full funding to attend the HVAC Excellence HVACR Education Conference, March 22–25, 2026, in Las Vegas, NV. The award covers conference registration, hotel accommodations, and travel. Eligible applicants must be full-time HVACR instructors in accredited U.S. programs who have never attended the conference.

The application deadline is December 19, 2025, with recipients notified by January 12, 2026. Apply here: <https://form.jotform.com/252483734354158>

**ESCO Institute Introduces
A3 Refrigerants – Hydrocarbon
Refrigerant Safety**

Refrigerant training has never been simpler... as easy as 1, 2, 3! ESCO Institute is pleased to announce the release of its newest program, A3 Refrigerants: Hydrocarbon Refrigerant Safety.

With this latest addition, ESCO Institute now provides comprehensive training resources covering A1, A2, and A3 refrigerants, with plans underway to expand into natural refrigerant training programs in the near future.

Meeting the Demands of a Changing Industry

The safe use of refrigerants is one of the most critical responsibilities of today's HVACR technicians. As the industry transitions away from high-GWP refrigerants to sustainable alternatives, hydrocarbon refrigerants classified as A3 refrigerants are increasingly used in residential and commercial applications. While these refrigerants offer clear environmental benefits, their high flammability underscores the need for specialized training, safety

awareness, and proper procedures.

About the New Program

Developed by ESCO Institute, A3 Refrigerants: Hydrocarbon Refrigerant Safety serves as both a training resource and field reference for working with refrigerants such as propane (R-290) and isobutane (R-600a). The manual combines essential knowledge with step-by-step practices based on the latest codes, standards, and regulations.

Technicians using this resource will gain:

- A solid understanding of hydrocarbon refrigerant properties, applications, and environmental considerations.
- Knowledge of the codes and standards governing safe installation, servicing, transport, and storage.
- Practical field procedures to minimize hazards and ensure compliance.
- Supporting tools, including pressure–temperature charts and sample safety data sheets.

Whether used in the classroom or on the job, this manual and its accompanying certification (soon to be released) aim to safeguard technicians, protect customers, and support a successful industry transition to next-generation refrigerants.

Program Highlights

Topics covered in the manual include:

- Introduction to Hydrocarbons (HCs)
- Standards and Codes for Hydrocarbon Refrigerants
- A3 System Field Procedures
- Appendix with Pressure–Temperature Charts and Safety Data Sheets

Learn More

For more information, visit escogroup.org and click on the Shop link. Registered proctors may log in to the Proctor Resource Center to review a copy of the manual.

About the Authors

Patrick Murphy

Patrick Murphy has devoted more than 50 years to the HVACR industry, beginning in commercial HVACR and later transitioning into education and certification development.

Jason Obrzut, CMHE

Jason Obrzut, Certified Master HVACR Educator, is co-author of the industry leading textbook, Refrigeration and Air Conditioning Technology, by Cengage. Recognized by ACHR News as a “Top 40 Under 40,” Jason continues to advance refrigerant safety education nationwide.



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Copper Supply and Design Shaping Next Generation HVAC

As global demand for copper continues to rise, driven by the rapid growth of data centers, clean energy, and grid modernization, considerations about supply stability are emerging. According to the S&P Global Report, Copper in the U.S.: Opportunities and Challenges, commissioned by the Copper Development Association (CDA), copper demand is expected to double by 2035, presenting challenges and opportunities across various industries. However, the outlook for copper supply remains strong. The United States holds more than 275 million metric tons of reserves and resources, enough to meet projected de-

mand. With strategic mining, refining, and recycling efforts, the supply chain is prepared to support continued growth. HVAC systems in residential, commercial, and industrial markets must improve efficiency, comply with environmental standards, and operate under complex conditions. The rise of data centers and AI infrastructure has only intensified the demand for scalable, high-performance thermal management. For the HVAC/R industry, this stable outlook reinforces why small-diameter copper tubes continue to be an innovative, sustainable, and future-ready choice for

high-performance systems. Manufacturers can design efficient systems at scale with copper, which delivers proven conductivity, strength, and recyclability. From advanced heat pumps to refined coil designs, copper provides the reliability modern HVAC systems need. With secure and expanding supply chains, manufacturers can confidently meet rising demand. From Mining to Recycling: An All-of-the-Above Approach - A significant and sustained increase in copper availability is essential to meeting the U.S. infrastructure and AI dominance goals. While headlines often suggest impending challenges, the reality

is more complex. It's not a lack of resources, but improving and streamlining our processes within the United States. Fortunately, the U.S. can tackle this challenge through an all-of-the-above strategy that taps into its abundant copper reserves, a growing recycling and refining sector, and strong partnerships with reliable trade partners.

Accelerating permitting and investing in responsible domestic mining could unlock untapped reserves and add meaningful copper supply, while expanding domestic recycling capacity offers a sustainable way to boost refined output without new extraction.

Imports contribute to supply stability, with most refined copper entering the U.S. from reliable partners such as Chile, Peru, and Canada. Still, imports supply 44 percent of U.S. demand despite the nation's large copper reserves that, if developed, could reduce this reliance. The USGS has added copper to the draft 2025 Critical Minerals list, recognizing its strategic importance in reducing reliance on imports, attracting investment in domestic mining, refining, and recycling, and strengthening the supply chain to meet growing industry needs.

Compact, Efficient, and Reliable - As infrastructure, data centers, and efficiency goals reshape our lives, HVAC/R systems must meet higher performance, reliability, and sustainability standards. Copper, especially small-diameter tubes, drives these advancements by enabling compact, efficient heat exchangers with inner-grooved surfaces that enhance heat transfer, improve efficiency, and reduce operational loads in tighter spaces.

Copper combines superior conductivity with durability, resisting corrosion and pressure fluctuations to ensure long-term performance with minimal maintenance. This reliability is critical in high-demand HVAC/R environments where consistent operation is essential.

From both economic and environmental perspectives, small-diameter copper tubes offer outstanding benefits. Their reduced material usage leads to lighter, more cost-effective installations, and because copper is fully recyclable without performance loss, these systems support circular economy initiatives and sustainable building practices.

Confidence in Copper's Future and Small-Diameter Solutions - The future of HVAC/R is clear: systems must be more intelligent, efficient, and built for today and tomorrow. With secure supply from domestic resources, recycling, and international partnerships, copper can drive the next generation of high-performance, sustainable HVAC solutions. Together, we can ensure the future of HVAC is efficient, resilient, and powered by copper.

FRACCA Chapters were on the GREEN for the month of October!

Erica Mattis and Paula Huband, the FRACCA Executive Team, were on "PAR" with the Chapters for their Annual Golf Tournaments during the month of October.

NFACCA - North Florida ACCA in Jacksonville - October 3rd, 2025 WWW.NFACCA.ORG

Ashley Casaceli, NFACCA Executive Director & Lisa Lynch, NFACCA President hosted an exceptional Golf Tournament at the Blue Sky Golf Club in Jacksonville. Johnstone Supply was the Title Sponsor. The day began with breakfast, a putting contest, top-notch raffle items, including 2-tickets to the Jaguars vs Kansas City Chiefs for that following Monday night, lunch and a great group of Members. If you are a NFACCA Member, please attend your Chapter Events, and bring a prospective member to join. The next event will be the Annual Christmas Party being held at TopGolf on December 4th. Save the Date, and stay tuned to your Chapter Newsletter. WWW.NFACCA.COM



RACCA-Refrigeration and Air Conditioning Contractors Association Inc. Tampa - October 10th, 2025

Michael Tarris, RACCA Executive Director & the RACCA Golf Committee, hosted their Golf Tournament at the Crescent Oaks Golf Club in Tarpon Springs. The day began with a continental breakfast, a putting contest, closest to the Pin, Longest Drive, The Hole in One will be on Hole 11 being manned by Kasey Wishart with Wishart Safety Training. If you are a RACCA Member, please bring a prospective member to your next Chapter meeting. WWW.RACCA-FLORIDA.ORG



ACCA/CF - Central Florida ACCA in Orlando, FL - October 17th, 2025 WWW.ACCACE.ORG

Erica Mattis ACCA/CF Executive Director & Yolando Pizarro, President, and AJ Munson, Events Committee, hosted an incredible Golf Tournament at the Eagle Creek Golf Club in Orlando. The day began with a chic fila breakfast, 15+ raffle items, a 50/50 contest and an incredible mexican fiesta lunch. 1st place winning team was The Omni Resources Group. If you are a ACCA/CF Member, please attend your Chapter Events, and bring a prospective member to join.



SWACCA - South West Florida ACCA in Naples, FL - October 11th, 2025 WWW.SW-ACCA.ORG

Valerie Childs, SWACCA Executive Director & Rodney Richie, hosted an exceptional Golf Tournament at the Spring Run Golf Club in Bonita Springs. New Office Number: 239-497-3935. The day began with a continental breakfast, a putting contest, over 30 raffle items, an exceptional lunch of Ribs and Chicken, and a full room of Golfers. If you are a SWACCA Member, please attend your Chapter Events, and bring a prospective member to join.



PBACCA - Palm Beach ACCA in Palm Beach, FL - October 18th, 2025 - WWW.PBACCA.ORG

Alexa Lee, M.S., Executive Director, hosted a fun filled Golf Tournament at the Winston Trails Golf Club in Lantana. The day began with a continental breakfast, a very creative putting contest, Johnstone sponsored raffle items, a fabulous lunch, and an amazing group of Golfers. If you are a PBACCA Member, please check the PBACCA Newsletter for upcoming events.



FRACCA 1st Annual Golf Tournament April 8th, 2026, Eagle Creek in Orlando





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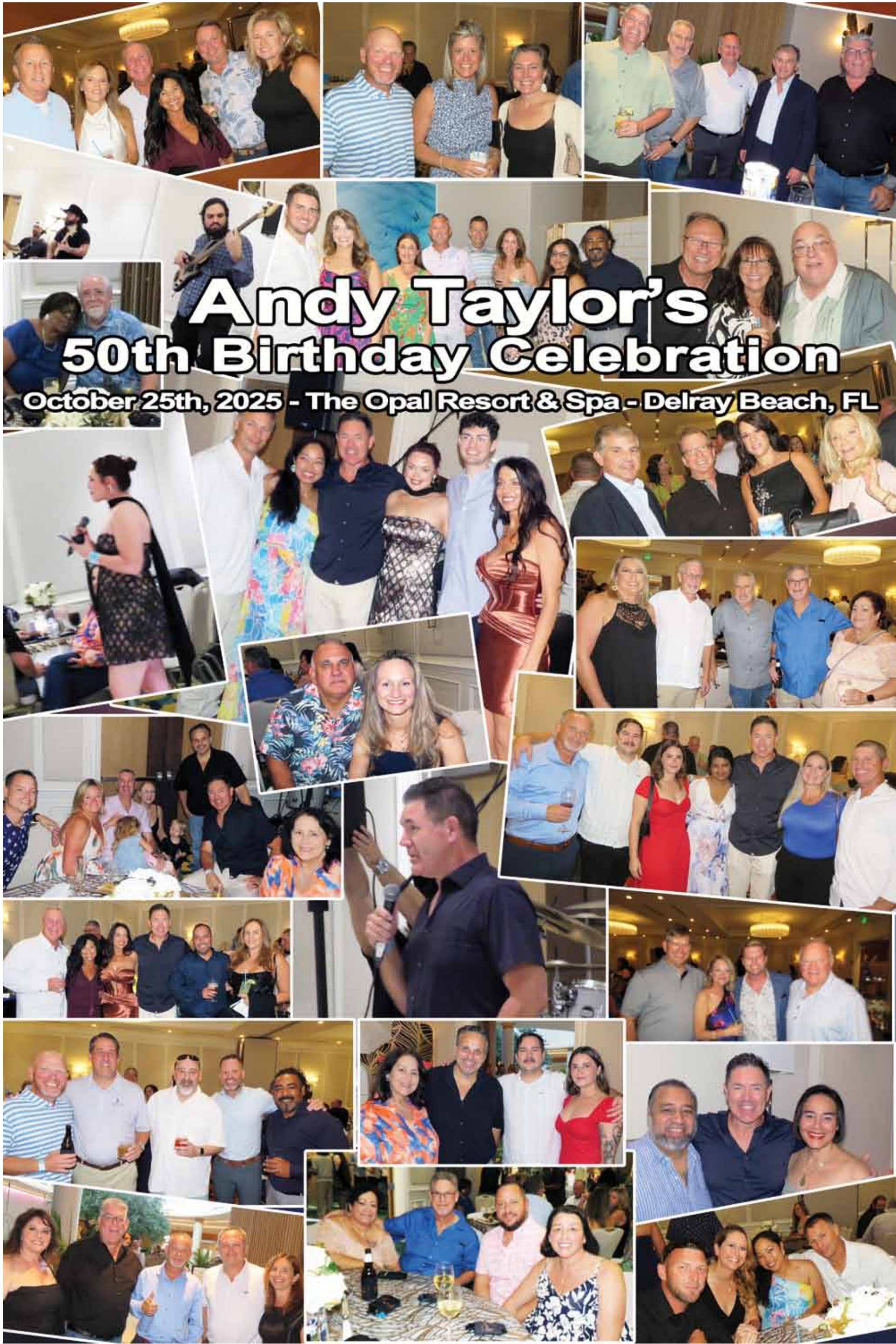
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Performance Pointers

By James Ball



Improving HVAC Efficiency Through Regular Maintenance

This month's article is the first of four follow-up articles based on last month's article written from the homeowners point. That article discussed the advantages of maintaining their HVAC system. The first advantage in last month's article was **'I. Improved system Performance & Energy Efficiency'**. This article focuses **on using a maintenance visit as a performance review**.

As contractors, we talk a lot about efficiency — SEER ratings, AFUE, and system technology — but the truth is, none of that matters if the installed system doesn't perform in the field. The efficiency a homeowner experiences depend far more on the quality of the installation and the consistency of maintenance than on the nameplate rating of the equipment.

Every HVAC system loses performance over time. Dirt on coils, improper refrigerant charge, poor airflow, and drifting controls all chip away at the efficiency the manufacturer worked hard to design in. The purpose of a structured maintenance agreement isn't just to "check and clean" equipment; it's to **measure and restore performance** so the system operates as close to its design efficiency as possible.

Understanding True System Efficiency

When we reference "efficiency," we need to distinguish between **equipment efficiency** and **system efficiency**.

- Equipment efficiency is what the factory produces and what's printed on the label.
- System efficiency is what the customer gets at the register — the result of airflow, duct performance, refrigerant charge, and temperature control working together.

Field studies consistently show that most residential systems deliver less than 60% of their rated capacity. That shortfall is almost always tied to installation and maintenance factors. If we, as contractors, aren't verifying performance in the field, we're leaving efficiency — and customer satisfaction — on the table.

Maintenance as a Performance Restoration Process

A well-designed maintenance program should

focus on restoring the system to design conditions. That means:

- Cleaning coils, blowers, and filters to restore airflow and heat transfer.
- Verifying that temperature performance is within manufacturer tolerance.
- Checking combustion efficiency and draft for safe, complete burn.
- Testing temperature rise/drop and static pressure to validate performance.
- Calibrating thermostats and controls for proper staging and cycling.

When maintenance is done with measurement as the foundation, you're no longer just performing a seasonal tune-up — you're conducting a performance verification. That's a big difference in both outcome and credibility.

High-Performance HVAC™ Maintenance and NCI Training

Contractors trained through the **National Comfort Institute (NCI)** understand that maintenance is a testing opportunity. Every visit is a chance to measure static pressure, temperature change, and delivered BTUH compared to system design. This approach transforms maintenance from a low-margin obligation into a **diagnostic service** that demonstrates technical expertise and measurable value to the customer.

NCI's high-performance approach allows contractors to quantify results. When you can show a homeowner that their system went from delivering 74% to 93% of rated capacity after maintenance, you've just created trust, differentiation, and a clear justification for your agreement program.

Real Impact — Energy and Reputation

A clean, properly charged, and balanced system consumes less power, runs quieter, and delivers consistent comfort. The energy savings are real, but so are the business benefits. Customers who experience improved comfort and lower utility bills don't shop your price — they renew their maintenance agreements and refer others.

For the contractor, the maintenance visit be-

comes more than a routine task. It becomes a documented record of system performance and a professional touchpoint that reinforces your brand as a high-performance contractor — not a parts changer.

Conclusion

Improving HVAC efficiency begins with improving the way we maintain systems. High-Performance HVAC contractors evaluate efficiency on every visit. Over time this data shows the performance of the system and any decline in its ability to continue operating efficiently. Really smart contractors can even find a way to use this data to predict when it is best to replace failing parts or when it is time to replace the system. When maintenance is based on testing, data, and performance verification, it keeps the system operating near design efficiency, protects equipment longevity, and strengthens customer confidence.

The best efficiency tool we have isn't just better equipment — **it's better maintenance**, performed by trained technicians who understand how to measure, document, and improve system performance.

Maybe we should consider changing the name of the maintenance visits to performance evaluation visits.

Measure for your customer, don't guess!

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

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

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ASHRAE Miami Technical Lunch Testing for Successful UV-C Application in The Real World

ASHRAE Miami's Technical Lunch, Testing for Successful UV-C Application in The Real World was held on October 14th, 2025, at 12pm, at the 94th Aero Squadron in Miami. The first Guest Speaker was Larry Fletcher, Commercial/Technical Director at RGF Environmental Group, Inc., where he leads the development of indoor air quality (IAQ) systems.

A review of recent data published in the AH-

SRAE Journal, using the only known ASHRAE 185.2 testing apparatus to better understand germicidal UV applications in HVAC systems. They discussed different UV sources, lamps and LEDS, and looked at their performance under HVAC operating conditions from 55 to 120o F.

Speaker Matt Kruse discussed the challenges facing legacy HVAC technology and the role of liquid desiccants in reshaping the future of building

heating and cooling.

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Ruben Abreu ASHRAE Miami pres, Jason Alphonso ASHRAE Dir & Reg Chair Reg XII, Luis Prats of ICTB, Orlando Soto of Broward Cty, and Sam Martin ASHRAE



Matthew Kruse of Blue Frontier, Chris Portalatin and Larry Fletcher of RGF Environmental Group, and Carlos Montoya of Stan Weaver



Jason Alphonso ASHRAE Director and Regional Chair Region XII with students and engineers of the University of Miami



Jose Martinez of Integrated Cooling Solutions, Keith Miller of Stan Weaver and Brenda Martinez of Atmos Air Solutions



Ben Morton, Sean Stevenson and David Vasey of Air Source Corporation



Speaker Larry Fletcher of RGF Environmental elaborated on different UV sources, lamps, and LEDS, and looked at their performance



Jason Alphonso, ASHRAE director region XII, spoke to the ASHRAE Miami members and students



Gary Baur of Reliable Controls and Ruben Abreu ASHRAE Miami chapter president



Guest Speaker Matthew Kruse of Blue Frontier discussed the role of liquid desiccants in reshaping the future of building heating and cooling



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Tropic Supply Hosts Ruud's RD16 & RD18 Universal Heat Pump Side Discharge Training

Throughout October, Tropic Supply hosted the Ruud RD16 & RD18 Universal Heat Pump Side Discharge Training Series at hotel venues across Florida, held from 8:00 AM to 12:00 PM with breakfast included.

Attendees Learned:

- System features and components
- Proper installation and set-up
- Troubleshooting and diagnostics
- Maintenance best practices
- Q & A

Meet The Instructors:

Wade Hadaway - District Sales Manager, Ruud

- Wade is no stranger to Ruud products as he honed his HVAC skills as a Ruud dealer in the Metro Atlanta area. Prior to joining Ruud, Wade was a full-time Air Conditioning Technology instructor at Chattahoochee Technical College in Marietta, Georgia.

Joe Hulsey – District Technical Representative, Ruud - Joe has worked in the HVAC/R industry for over 20 years, with experience in installation, contracting, building operations, and education. Before joining Rheem, he led the HVAC program at Gadsden State Community College for nearly a decade.

Steven Poreba – Technical Services Support,

Tropic Supply - Steven Poreba has 17 years of experience in the HVAC industry, building a career rooted in growth and leadership.

Tim Murphy - Technical Services Support, Tropic Supply - Tim Murphy is a technical support specialist who offers over-the-phone assistance, product training, and job site consultations. He's dedicated to delivering real-world solutions, quality training, and friendly support to build long-term relationships with contractors.

Visit www.tropicsupply.com/eventscalendar to explore all the upcoming trainings, educational offerings, and events—and make plans to join us!



Tim Murphy (right) of Tropic Supply showcases the fully-equipped Ruud training cart to Jason Napoleon of 70 Degrees, highlighting hands-on demos designed to build real-world skills.



Tropic Supply and Ruud's RD16 & RD18 Universal Heat Pump Side Discharge Training Team!



A strong turnout of contractors attended the Ruud RD16 & RD18 Universal Heat Pump Side-Discharge Training at the DoubleTree West Palm Beach.



Learning in action at the Sheraton Fort Lauderdale during Ruud's RD16 & RD18 Universal Heat Pump Side-Discharge Training.



Joe Hulsey, Ruud's District Technical Representative, delivered valuable troubleshooting and diagnostic insights that kept contractors engaged.



Rafael Ramirez welcomes Neil Singh of Ultracool AC at check-in for Ruud's RD16 & RD18 Universal Heat Pump Side-Discharge Training.



Proper Liquid Line Drier Location

By Bryan Orr

Install Liquid Line Filter Drier Indoor

Refer to Fig. 5 and install filter drier as follows:

1. Braze 5 in. (127 mm) liquid tube to the indoor coil.
2. Wrap filter drier with damp cloth.
3. Braze filter drier to 5 in. (127 mm) long liquid tube from step 1.
4. Connect and braze liquid refrigerant tube to the filter drier.

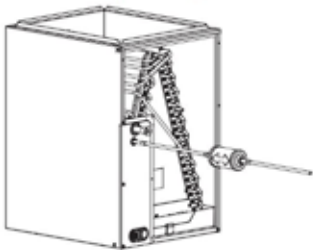


Fig. 5 - Liquid Line Filter Drier

It's really easy to put a liquid line drier in the proper location, but it's still more commonly installed in the WRONG location. Namely, people install it right at the condensing unit. (OK, it isn't that big of a deal, but I needed some dramatic emphasis.) Installing it at the indoor coil is good practice for two main reasons:

#1 – It does a better job of protecting the metering device (expansion valve or piston) from anything that may be in the liquid between the outside and the inside

No matter what, when you first put a unit in service, you are either releasing the charge on the liquid line first or adding pressure in the liquid line.

If anything is in the liquid line, it is going to hit the indoor metering device first. Putting the filter-drier inside better protects the valve.

#2 – It won't turn into a rusty mess and start leaking after a few years

This is pretty simple, so to make this tech tip a bit more in-depth, here are some other filter-drier best practices:

- Don't "sweat" out an old filter-drier. When you heat an old filter-drier, the moisture it has previously absorbed is driven out of the drier and back into the system. Cut it out instead.

- Use the right type and size. Different driers have different purposes and vary in capacity. If you have a heat pump, make sure to use a "bi-flow" filter-drier. If you are mitigating a burnout, ensure that you are using a burnout suction drier. (HERE is a guide to filter-drier usage in normal operation and burnout cleanup.) Ensure the drier's capacity matches the system's capacity; this will take a bit of reading. However, for residential systems, you can use 8 cu/in on small tonnage systems only. To be safe, I would generally stick with 16 cu/in liquid line driers (chart by Parker/Sporlan)

- Don't burn the paint on a filter-drier when installing. Not only will it look ugly, but it will also be more prone to corrosion. Use a damp cloth or other heat control methods, such as Refrigeration Technologies WetRag (shown below).

- Point the arrow in the correct direction. Suction driers point towards the compressor and away from the evaporator. Liquid line driers point toward

the metering device and away from the condenser.

- A liquid line drier goes in the liquid line, NOT in the discharge line. The discharge line is between the compressor and the condenser. The liquid line is between the condenser and the metering device.

- Flow nitrogen while brazing and pull a proper vacuum. Both of these practices are more important than whether a filter-drier is inside or outside.

- Remove all old line driers and install a new line drier whenever the system has been open and exposed to the atmosphere. Sometimes, the old ones were in the wrong place. If that's the case, go ahead and straight pipe them. Then, you can install your new filter-drier in the proper location.

—Bryan

SYSTEM SIZE		FIELD REPLACEMENT				
TONS	LINE SIZE Inches (OD)	AIR CONDITIONING		REFRIGERATION		
		R-12 & R-134a	R-410A & R-454B	R-12 & R-134a, R-410A, R-502 & R-601	R-507	
SEALED TYPES: SPECIFY FLAME OR SOLDER						
1/4 - 1/2	CAP TUBE	C-022 CAP	C-022 CAP	C-022 CAP	C-022 CAP	C-022 CAP
	1/4	C-022 S	C-022 S	C-022 S	C-022 S	C-022 S
1/2 - 1	1/4	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
	5/16	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
1 1/2 - 2 1/2	5/16	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
	3/8	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
3 - 5	3/8	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
	1/2	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
5 - 10	1/2	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
	5/8	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
10 - 15	5/8	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
	3/4	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
15 - 25	3/4	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
	1 1/4	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
25 - 35	1 1/4	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
	1 3/8	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
35 - 50	1 3/8	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
	2	C-025 S	C-025 S	C-025 S	C-025 S	C-025 S
REVERSIBLE HEAT PUMP FILTER DRIERS						
1/4 - 1/2	3/8	HP-C-102-S / HP-C-102-S-HH	HP-C-104-S / HP-C-104-S-HH	HP-C-102-S / HP-C-102-S-HH	HP-C-102-S / HP-C-102-S-HH	HP-C-102-S / HP-C-102-S-HH
	1/2	HP-C-102-S / HP-C-102-S-HH	HP-C-104-S / HP-C-104-S-HH	HP-C-102-S / HP-C-102-S-HH	HP-C-102-S / HP-C-102-S-HH	HP-C-102-S / HP-C-102-S-HH
1/2 - 3/4	1/2	HP-C-102-S / HP-C-102-S-HH	HP-C-104-S / HP-C-104-S-HH	HP-C-102-S / HP-C-102-S-HH	HP-C-102-S / HP-C-102-S-HH	HP-C-102-S / HP-C-102-S-HH
	3/4	HP-C-102-S / HP-C-102-S-HH	HP-C-104-S / HP-C-104-S-HH	HP-C-102-S / HP-C-102-S-HH	HP-C-102-S / HP-C-102-S-HH	HP-C-102-S / HP-C-102-S-HH

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Carrier Champions Women in the Trades with Women in HVACR Scholarship Contribution and Industry Insights at Annual Conference

Indianapolis, IN – Oct. 16, 2025 – Carrier is proud to announce its continued support of Women in HVACR (WiHVACR) with a \$25,000 donation to the organization's 2025 scholarship program. This contribution will fund five \$5,000 scholarships for women pursuing careers in HVACR, helping to build a more inclusive and dynamic workforce for the future.

Carrier is a part of Carrier Global Corporation global leader in intelligent climate and energy solutions. "Carrier is proud to donate to the Women in HVACR Scholarship Program to empower women in the trades—building the next generation of skilled technicians, innovators, and industry leaders," said Aimee Coulter, Sr. Channel Manager at Carrier. "These scholarships are more than financial sup-

port, they're a statement of belief in the power of women to lead, innovate, and transform our industry."

Carrier's support of WiHVACR aligns with its broader commitment to The Carrier Way and its core company value of inclusion. In alignment with this commitment, the company's Women's Empowerment employee resource group champions initiatives that engage women and their allies across all levels of the organization and that bring

Carrier's culture of belonging to life. Carrier's support through scholarships and leadership development is helping to ensure that a broad spectrum of talent is not only entering the trades but thriving in them. Learn more about Carrier at <https://www.carrier.com/residential/en/us/>.



ACCA Announces Second ANSI Public Review for Modifications to Proposed "Addendum C" to Manual S®

The Air Conditioning Contractors of America Educational Institute (ACCA-EI) Standards Task Team (STT) announces an American National Standards Institute (ANSI) second public review for modifications to proposed "Addendum c" to ANSI/ACCA 3 Manual S® –2023, Residential Equipment Selection, as a revised industry standard.

The 30-day ANSI public review period is from October 24, 2025 to November 23, 2025. Proposed Addendum c will supplement ANSI/ACCA 3 Manual S® –2023, Addendum a – 2024, and Addendum b –2024. The modifications to the proposed Addendum

c are solely based on comments received during the first public review draft on June 6, 2025.

Manual S® provides procedures for selecting and sizing residential cooling equipment, heat pumps, electric heating coils, furnaces, boilers, ancillary dehumidification equipment, humidification equipment, and direct evaporative cooling equipment. Manual S® is also a requirement specified in the International Residential Code and the Uniform Mechanical Code.

A redline review draft of the modifications is available on the ACCA website. Submit comments using the form by November 23.



New & Improved - YELLOW JACKET® Digital Torque Wrench

The NEW and IMPROVED YELLOW JACKET® Digital Adjustable Torque Wrench now features digital head selection to eliminate the manual multiplier to reduce errors in the field. New wrenches can be identified with serial numbers WPC10-085-C-xxxxxxx.

With the YELLOW JACKET® Digital Adjustable Torque Wrench (P/N 60624 and 60648), you can leave your other wrenches at home. Preconfigured with nine (9) common torque values, it's engineered to deliver precise, repeatable results every time. An indicator light and buzzer provide an added layer of confidence as you approach the set torque.

The upgraded YELLOW JACKET® Digital Adjustable Torque Wrench now features Digital Head Selection. Minimize mistakes in the field with no more manual multipliers! Just fast, accurate torque every time. More features & benefits:

- Interchangeable heads
- Digital head selection to eliminate the manual multiplier
- Digital torque value readout
- +/- 2% accuracy
- CW and CCW operation
- Peak hold and track mode selectable
- Buzzer and LED indicator for 9 pre-set target torques
- Four user selectable units of measure (ft. lb., in. lb., N-m, kg-cm)
- 50 data memory for recall and joint torque auditing
- Auto sleep (after about five minutes idle)
- Water contact indicator
- Two AAA batteries included
- One year warranty

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23rd Annual Golf Tournament at Winston Trails Golf Club October 18th, 2025



On October 18th, PBACCA held their 23rd Annual Golf Tournament at Winston Trails Golf Club, with around 100 Golfers who teed off at 8:30am. Lite bites and coffee were provided before tee time. The awards lunch followed the tournament.

Over \$2,000 dollars were raised at this event to help support the Maury Jacobson Scholarship and Education fund. Beneficiaries of the Education & Scholarship Fund were, The Royal Palm Beach High School Air Conditioning Program, and The Maury Ja-

cobson Scholarship Fund.
PBACCA would like to thank all of the sponsors, participants, volunteers and Winston Trails Golf Club for helping make this tournament possible! Winners are as follows:

1st Place Tournament Winners were Ben Walker, Joe Vonstetten, Bain Monteith, and Jason Canuto of Ferguson. 2nd Place winners were Craig Sanscrainte, Brad Lindstrom, Mike Nicolas, and Mathew Daniele of Ferguson. 3rd Place winners were Randy Castricone, Paul Cleary, Heidi Bauer, and Kevin Beatty of iFLO Pro. Longest Drive Winner was Riley Klaus of Klaus AC. Straightest Drive Winner was Kevin Farrell.

The Mission of the Palm Beach Air Conditioning Contractors Association is to better assist its members to manage their companies more efficiently, acquire, serve and satisfy their customers.
Looking forward to see everyone again next year at the 24th Annual Golf Tournament!



Golfers received tournament instructions and were getting ready to start!



The Ladies of RGF Environmental showing their latest IAQ products!



Andy Taylor, Manny Benevides, Mike Lloyd, and Steve Bashwiner of Leone Green & Associates



Evan Metz, William Hall, and Jason Gustafson of Companeds AI



Mathew Anderson, Michael Shupe, Michael Widdoes, and Will Haser of Commercial Cooling Concepts



Jacob MacQueen, Rich Petrocine, Ryan Clapp, and Mike Pienkowski of CMI



Jim Packard, Mike Skiles, Tom Meingaster, and Greg Bachman of CMI



Robert Kraft, Scott Russell, Harry Christinson, and Chris Messier of Ultravation



Heidi Bauer, Kevin Beatty, Paul Cleary, and Randy Castricone of iFLO Pro



Evan Johnson, Ty Hill, Jose Arguelles, and Nick Johnson of Ferguson



Jimmie Major, Matt Mann, and Kevin Farrell of Florida Training Services



John Johnston, Josh Martin, Ken Pocsi, and Tim Evans of Atlantis



Jeffrey Jones, Juan Cambroner, Oscar Velasquez, and Rafael Perez of Arco Supply



Blake Crumbly, Cruz Crumbly, and Samantha Dunn of Cool Care



Alexandra Hazel of Tew & Taylor, Blake Crumbly of Cool Care, and Jack Rauch of Tew & Taylor



Arturo Alba Jr., Davis Boyd, Jayden Wing, and John Lee of Arco Supply



Jonathon Torres, Markell Brown, Nicole Wing, and Torry Orr of Arco Supply



Andrew Hofstrand, Dori Hofstrand, Nick Davis, and Sean Caplan of EDS Air Conditioning



23rd Annual Golf Tournament at Winston Trails Golf Club October 18th, 2025



Justin Kelleher, Kyle Palmer, Riley Klaus, and Timothy Klaus of Klaus Air Conditioning



Craig Pool, Jeff Foster, Jeff Rowell, and Tommy Cobb of Smyth Air Conditioning



Chris Erickson, David Goldstein, and Miguel Cruzado of Leone-Green & Associates



Kevin McLaughlin, David Larsson, Tony Julian, and Chris Portalatin, of RGF Environmental Group



Adam Townsen, Fred Clevenger, Scott Cambell, of Next Dimension, and Andre Legette of Trane



Brandon Lay, Rick Healy, Rob Mayhew and Rob Healy of Tropic Supply



Brad Lindstrom, Craig Sanscrainte, Mathew Daniele, and Mike Nicolas of Ferguson



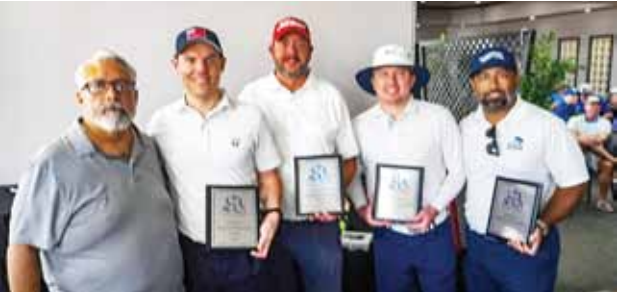
Bain Monteith, Ben Walker, Jason Canuto, and Joe Vonstetten of Ferguson



3rd Place Winners: Randy Castricone, Paul Cleary, Heidi Bauer, and Kevin Beatty of iFLO Pro



2nd Place Winners: Craig Sanscrainte, Brad Lindstrom, Mike Nicolas, and Mathew Daniele of Ferguson



1st Place Winners: Ben Walker, Joe Vonstetten, Bain Monteith, and Jason Canuto of Ferguson

Preventing Drain Line Clogs

DRAINLight UV™

Keeps HVAC drain lines clear of biogrowth
UV Light for HVAC condensate disinfection

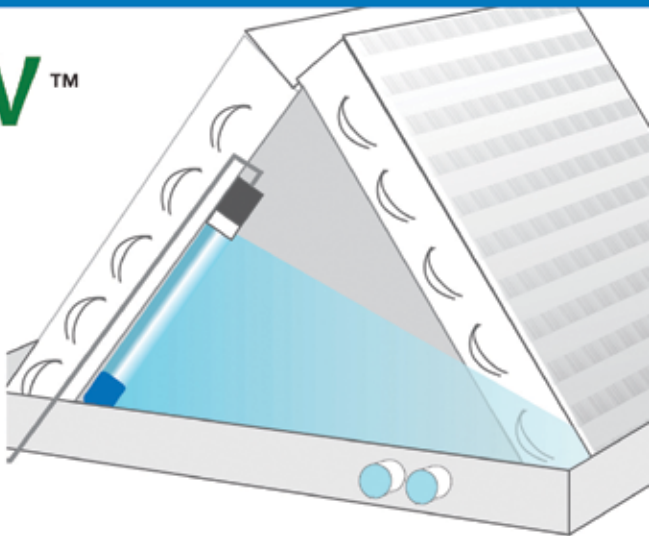
UV-C light is highly effective against **Zoogloea** — the bacteria that causes drain line clogs

Complete kit or add-on accessory to existing Ultravation and Solaris UV systems such as EZUV.

UltraMAX™ UV lamp works 24/7 to keep drain lines clean and clear

No chemicals to replenish or add to the environment!

18,000 hour UV-C lamp life —
Replace lamp every 2-years during scheduled HVAC maintenance calls



Kills bio-growth in HVAC condensate to help prevent drain line clogs

Ozone Free

*Conforms to UL 2998 (3rd Edition, July 10, 2003) clause 6.2, resistance of ozone not exceeding a concentration of 0.005 ppm.



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ADDITIONAL FEATURES

- Easy installation — especially when adding to an existing Ultravation UV system
- Compact design — works with any HVAC coil and drain pan configuration
- Multiple mounting options. Magnets, clips and ties included for optimized installation and versatility
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UltraMAX UV-C Lamp, 6ft cable, connection adapter and installation accessories

FULL KIT UMX244EZ-DUV

Stand-alone system includes power supply



Full kit adds 24-volt power supply



2026 ASHRAE Winter Conference Technical Program Now Live – Innovation, Resilience and Healthy Buildings Take Center Stage in Las Vegas

ATLANTA (October 20, 2025) – The full technical program is now available for the 2026 ASHRAE Winter Conference, to be held January 31 – February 4, 2026, in Las Vegas, Nevada, with the AHR Expo running concurrently February 2–4 at the Las Vegas Convention Center.

Attendees can now explore the complete schedule via the ASHRAE 365 app or online and begin planning their custom conference agenda, including technical sessions, committee meetings, industry tours, award recognitions and networking events.

This year's conference will present 100+ technical sessions distributed across nine topical tracks, offering Professional Development Hours (PDHs) for participants. The tracks reflect the Society's focus on integrating new technologies and strategies, such as AI, energy resiliency and decarbonization, while advancing the fundamentals of HVAC&R design and operation.

"The ASHRAE Winter Conference is where ideas become action," said 2025-26 ASHRAE President Bill McQuade, P.E., CDP, Fellow ASHRAE, LEED AP. "It's a place for thought leaders, engineers, and practitioners to exchange knowledge, explore the future of building performance, and transform innovation into practical solutions. Attendees will leave not only with fresh technical insights, but also with the relationships and inspiration to move their projects forward."

Key sessions include:

- AI in Action: A Real-World Application of AI for Campus Energy Optimization (Seminar)
- Development of a Building Services Cybersecurity Profile (Workshop)
- Next-Generation Refrigeration Systems for Supermarkets: Performance, Safety Requirements and Implementation Challenges (Panel)
- Human-Centered IEQ: Advancing Health and Performance in Modern Spaces (Seminar)

The ASHRAE Learning Institute (ALI) will also offer 21 courses, all approved for continuing education credits toward maintaining P.E. licensure. A highlighted addition is Fundamentals of District Cooling System Design (MENA), designed to engage practitioners in the Middle East, Africa, and Asia with region-specific content delivered in dual units (SI/IP).

Four additional new courses are being offered:

- Laboratory Controls - Devices and Strategies for Proper Airflow
- Designing Residential Ventilation Systems to Meet ASHRAE Standard 62.2
- Demystifying Dehumidification: Designing Efficient and Effective HVAC Moisture Removal Systems
- Decarbonization Tactics: Making Buildings Grid-Interactive

Several courses provide exam task content for ASHRAE Certifications.

In-person early bird registration to attend the 2026 ASHRAE Winter Conference is \$885 for ASHRAE members (\$1160 for non-members which includes a free one-year ASHRAE membership). Early bird registration discounts are available thru October 31. Individual and company virtual registrations are available.

For the full technical program, registration and additional information, visit ashrae.org/2026Winter. The Society is showcasing integrated building solutions and sustainability in action through the ASHRAE Global Headquarters building in metro-Atlanta, Georgia.

For more information and to stay up-to-date on ASHRAE, visit ashrae.org, connect on Instagram, LinkedIn, Facebook, X and YouTube or download the ASHRAE 365 app to stay connected on the go.







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HARDI Launches New People Leader Certification Program to Strengthen HVACR Leadership

COLUMBUS, OH – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has expanded its professional development offerings with the launch of the People Leader Certification Program, a new training initiative designed to equip HVACR professionals with skills essential to leading high-performing teams.

HARDI hosted its first public People Leader Certification course last week in Columbus, OH, welcoming more than twenty professionals from across HVACR wholesale distribution and manufacturing. The program provides a structured, hands-on learning experience for individuals stepping into leadership roles or seeking to refine their management approach. Created by HARDI's Talent Development team, the proprietary curriculum reflects the latest trends shaping the HVACR industry.

"The ability to lead people effectively is one of the most powerful competitive advantages any company can build," said Stella Keane, HARDI Vice President of Talent Development. "This certification is about giving leaders the confidence, communication strategies, and emotional intelligence to create environments where teams can thrive."

The course curriculum focuses on the fundamentals of effective people leadership, emphasizing practical application over theory.

Core modules include:

- Management & Organization
- Goal Setting & Performance Management
- Feedback & Coaching Skills
- Effective Communication
- Culture & Engagement
- Ethics & Integrity in the Workplace
- Change Engagement
- Emotional Intelligence

Participants walk away with the confidence and strategies to build trust, foster accountability, and strengthen relationships within their teams—skills critical to driving engagement and performance.

The People Leader Certification Program is available in a private format as well. HARDI's Talent Development team partners with member companies to identify the program style, goals, timing and location that best aligns with their organizational structure and needs.

The new certification program is part of HARDI's broader mission of making wholesale distributors the channel of choice for HVACR manufacturers and contractors. Through the growing suite of eLearning, certifications, and custom consultations, HARDI's Talent Development team continues to help members develop the talent pipelines and skills essential for long-term success.

ACCA Launches Ask ACCA: An Innovative, AI-based way to use Technical Manuals

Technician jobs in the field just got simpler with a new AI tool launched by Air Conditioning Contractors of America.

Ask ACCA is a new artificial intelligence tool designed to help HVACR professionals get quick, accurate answers from ACCA's trusted technical manuals.

Ask ACCA is built for contractors who need information on the job—and need it fast. Instead of flipping through pages or scrolling through PDFs, users can now simply ask a question and get a straightforward response pulled directly from ACCA's library of industry-standard manuals, including Manual J®, Manual D®, Manual S®, and more.

"Contractors don't have time to dig through a manual in the middle of a job," said Barton James,

president and CEO of ACCA. "Ask ACCA is our answer. It gives contractors the answers they need—fast, accurate, and straight from the source."

Ask ACCA is:

Straightforward – no need for advanced tech skills

Accurate – answers come straight from ACCA's copyrighted materials

Fast – ideal for techs in the field or team members in the office

The tool is available to all ACCA members and licensed manual users. The Air Conditioning Contractors of America (ACCA) is the nation's premier trade association for heating, ventilation, air conditioning, and refrigeration contractors. Learn more at acca.org.

YORK Rooftop Unit Passes and Exceeds Testing Phase of U.S. Department of Energy Commercial Building HVAC Technology Challenge

NORMAN, Okla. — YORK®, a premium brand part of the Bosch Home Comfort Group, has passed and exceeded the laboratory testing phase of the U.S. Department of Energy (DOE) Commercial Building HVAC Technology Challenge for its rooftop unit (RTU). YORK developed an innovative, all-electric 15-ton heat pump, which allows for simultaneous compressor and electric heating to provide comfortable performance down to -10F while also minimizing the use of electric resistance heating. As a result, it helps to improve efficiency and support decarbonization benefits.

This innovative unit utilizes a new platform that allows it to be used in both replacement and new installation applications. Its well-established controls system allows the RTU to interface with a wide variety of Building Automation Systems (BAS), which contributes to application flexibility. This includes demand response capabilities to limit electric heat run time via remote access. This unit was developed from the Choice rooftop platform. The full range of Choice RTUs is designed to fit about 70% of the competitive installed base, minimizing the need for costly transition curbs. The Choice platform offers options that cover the full range of efficiency levels, from basic models to those that qualify for rebates. In addition, a direct drive supply fan makes the unit more efficient by removing belt losses. It also improves serviceability, giving contractors better access to the fan and making it easier to adjust the fan speed to match project needs.

“The DOE Commercial Building HVAC Technology Challenge has allowed Bosch Home Comfort Group to showcase our expanded engineering capabilities to support our strategic objective of innovation, efficiency and decarbonization,” said David Budzinski, Global Deputy CEO and President Americas, Bosch Home Comfort Group. “We are proud to participate in this challenge and are eager to take our offerings to the next level of performance.”

YORK products, manufactured in Norman, Oklahoma, meet and exceed DOE performance targets, demonstrating U.S. leadership in energy efficiency, driving greater affordability for customers, and advancing workforce skills that strengthen America's long-term competitiveness. As a continuation of this challenge, the YORK RTU will be installed in a field trial later this year to assess real-world performance in extreme cold climates.

HARDI Distributors Report 0.5% Revenue Decrease in August

Columbus, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by 0.5% during August 2025. The annual sales growth for the 12 months through August 2025 is an increase of 4.2%.

“We attribute the sales decline to cooling degree days being off by 10% and August 2025 had one less billing day than last year,” said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. “We estimate the sales growth was more than 4% with the same number of billing days.”

The monthly sales survey also calculates distributor's Days Sales Outstanding which is a measure of how quickly customers pay their bills. “The DSO for August was near 40 days during the first few years post Covid. This year and last the DSO has been a bit quicker at 37 days. We hope this means the customers are financially fit so paying their bills promptly instead of just having extra time on their hands,” said Loftus.

The chart illustrates the annual sales growth this year has remained near 4%. “Sales growth has been steady this year despite big declines of cooling degree days in many regions and economic headwinds in all, while navigating the A2L transition. The next challenge of the year is working off the excess inventory during the next few months. After these challenges, next year will be so much easier.”

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.

A non-profit association, HARDI serves its members through government affairs and advocacy efforts, market intelligence and benchmarking, training programs, and world-class events. HARDI proudly represents more than 490 distributor members and their 5,000+ branch locations, and close to 500 suppliers, manufacturer representatives, and service vendors.

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

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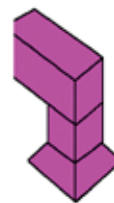
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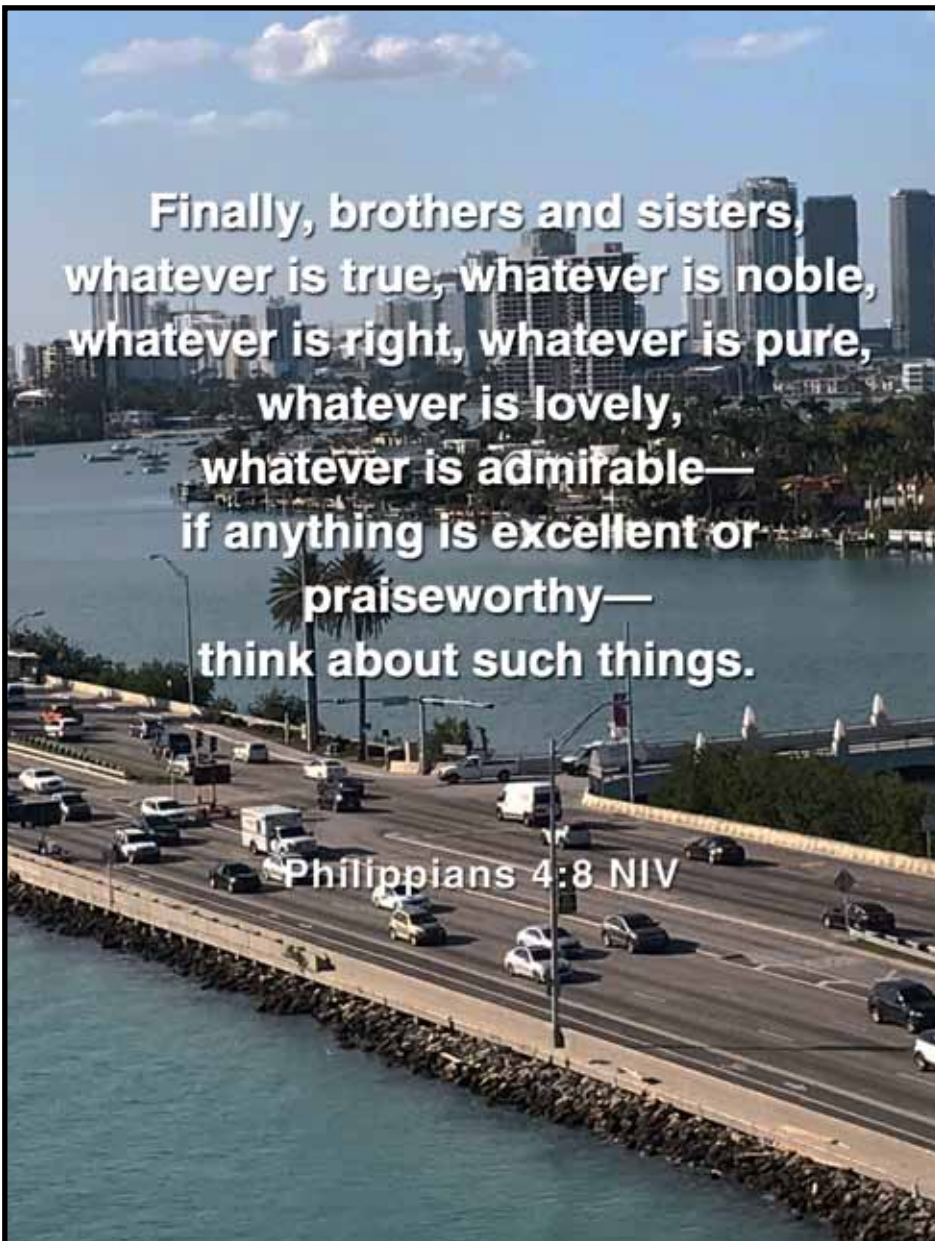


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Finally, brothers and sisters, whatever is true, whatever is noble, whatever is right, whatever is pure, whatever is lovely, whatever is admirable— if anything is excellent or praiseworthy— think about such things.

Philippians 4:8 NIV

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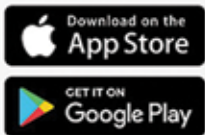
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