

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



ASHRAE Miami Hosts Technical Lunch At The 94th Aero Squadron Restaurant (see page B5)



SFACCA Hosts September Meeting on Illegal Installations at Funky Buddha (see page 12)



Tropic Supply Hosts Inficon Refrigerant Leak Detector Test & Tune Days (see page 14)



Economic Electric Motors Hosts Red Carpet Event at their Davie Location (see page 10)

Latest Tariff Changes That Directly Affect HVACR Products



Jeff Schlichenmeyer
Publisher

From the start of his second term through the present, the Current Administration has brought forth a dizzying array of changes to the country's tariff schedule. Through July, those changes have resulted in an effective tariff rate of 14 percent for all HVACR-related product categories, and

10 percent for all U.S. imports.

The Administration has levied tariffs this year primarily under authority granted through Section 232 of the Trade Expansion Act of 1962, and the International Emergency Economic Powers Act (IEEPA). Tariffs levied under IEEPA powers primarily include those designed as a response to trade deficits (i.e. "reciprocal" tariffs) and the flow of fentanyl into the U.S., while tariffs levied under powers granted by Section 232 include those more narrowly targeting specific product categories.

Since late July, the Administration has invoked both IEEPA and Section 232 multiple times to make additional changes to existing tariff rates, and these actions will have a direct impact on HVACR price levels. The most relevant changes for HVACR manufacturers and distributors include the following:

- The expansion of 50 percent tariffs on steel, aluminum, steel derivatives, aluminum derivatives,

and copper (Section 232).

- Changes to many of the reciprocal tariff rates first established on April 2nd, including raising the rate on non-USMCA covered products from 25 to 35 percent (IEEPA).
- The suspension of duty-free, de minimis treatment for all covered products, regardless of country of origin, valued at \$800 or less.

Of the changes made, perhaps the most impactful is the expansion of tariffs on steel and aluminum derivative products, which includes many HVACR products that fall within the following categories:

- Split system AC/HP
- AC/HP parts
- Compressors and compressor parts
- Refrigeration and refrigeration parts
- Industrial cooling/freezing machines
- Refrigerants
- Boilers
- Electric space heating devices
- Electric storage water heaters
- Electric motors
- Fan/ventilation components

For any HVACR product now covered by the derivative steel or aluminum product categories, the duty imposed will apply to the declared value of the product's steel or aluminum content (in kilograms). Steel or aluminum derivative products also remain subject to any applicable IEEPA tariff, meaning that any non-aluminum or steel component of the product will also be subject to country-specific tariff rates.

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HVAC Coil Disinfection – RGF® Environmental Group Brings a New, Proven Technology to the HVAC Industry



Port of Palm Beach, FL (September 16, 2025) Artemis Bio-Solutions, an American manufacturer of specialty chemicals, has made its mark in restoration, remediation and other specialty markets with Bio-Oxygen® Chem Decon, a powerful hydrogen peroxide formulation. RGF® Environmental Group saw an opportunity for this same chemistry in its HVAC markets, specifically to help contractors tackle service and maintenance of HVAC systems in residential and commercial markets.

Through their new distribution partnership, RGF® is bringing Artemis'

proven coil disinfection product directly to the HVAC industry, making life easier for contractors, improving HVAC system performance, and raising the standard for clean, healthy air in spaces we live and work.

By aligning with Artemis, RGF® reinforces their dedication to American manufacturing, and providing high quality products that our customers need to improve air quality and extend HVAC equipment life.

Tony Julian, RGF's Chief Operating Officer, commented "With Artemis, we're supplying a proven, reliable technology in a variety of unique delivery methods that simplify HVAC service, extend equipment life, and continue to raise the standard for indoor air quality."



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LEARNING THAT EARNS



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Check Us Out



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.**

Let's continue with #11 – Your Monthly Productivity Ratio - Your employees are key to your profitability. If they are productive, then you have a better chance of being profitable.

What do I mean by productive? Their time is billable to your customers. It is not spent in sweeping the floor, gathering in the shop, etc. And, it is NOT taking 2 hours to do a call that you can only bill an hour for or a replacement project that is estimated at 16 hours that takes 20 hours.

The best way to measure this is through your monthly productivity ratio, also called your compensation percentage. It answers the question: For each dollar of revenue, how much is spent on payroll and payroll taxes? Payroll is all payroll – your salary, your employees' salaries, your salespeople's commissions, and payroll taxes (FICA, medicare, state unemployment, and Federal unemployment).

It does not include health benefits, retirement benefits, worker's compensation or any other benefits you pay your employees. The formula is:
Compensation % = $\frac{\text{Total Payroll} + \text{payroll taxes}}{\text{sales}}$

The lower the percentage the more productive your employees are. If this percentage is over 1, then you are paying more for compensation than you are generating in sales. This is a recipe for disaster.

Where should it be? Generally under 40% on a long term basis. Seasonality affects the ratio. In slower seasons it is higher. In busy seasons it is lower.

If it is too high, then explain the ratio to your employees and ask for ideas how to lower it. They know how they waste time!

Consider giving a bonus to everyone for keeping the ratio under a certain percentage for the quarter and for the year. The lower the ratio the more profit

your company should earn; assuming your pricing is correct.

A couple of years ago I told you my story of trying to find the company that had done a phenomenal job cleaning the rug that has been in our family for more than 50 years. Initially they didn't include any way to get in touch with them – no business card, no ongoing email, nothing. I finally found them again through a Google Review search!

I told the owner this story and he started putting a laminated card on the back of the rug...and now I have it. Something really simple that doesn't interfere with the rug on my floor. Here are the next two ways to increase profitability – and, they relate to my story.

#12 – Communicate with your customers - You might think this is an expense rather than an increase to profitability. Yes, you have to expend some time and dollars to constantly communicate with your customers. This could be as easy as an email once a month or quarter. It might be a postcard every few months. It might be a 2- or 4-page newsletter every six months.

It also might be as easy as leaving refrigerator magnets or a jar opener or a laminated business card on the back of the rug. Customers don't always remember that you left a sticker on their equipment. Have your name somewhere in the kitchen where a customer is likely to see it.

Track the results of your communications. You'll find that your communications increase revenues. And, assuming you've priced your products correctly, profits will increase too.

#13 – Reactivate inactive customers - Go through your customer data base and find all customers who have not done business with your company in the past 18 months. However, find out why they haven't

used your company's services. This means calling! Yes, the old-fashioned telephone.

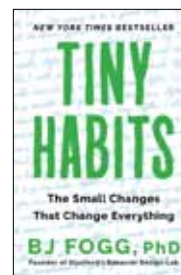
Assuming there are thousands of customers, you might want to segment the list into customers who have spent over \$500 with you, over \$1,000, over \$5,000, etc. Those that have spent the least might get a postcard with an offer to get them back.

Those that have spent over \$5,000 probably should get a telephone call. Do it in a humorous way to put the inactive customer at ease: Mrs. Customer, I am NAME, the CEO of COMPANY NAME. I probably don't want to know the answer to this question...but I need to know the answer to this question. Usually you'll get a laugh. At the very least you will put the customer at ease.

I noticed that we hadn't done business with you in the past 18 months, two years, etc. What did we do to screw up (or what did we do to cause you not to use our company's services)? Listen to the answer.

Then ask: How can we get you back? Listen to the answer. Don't offer anything until you hear the answer.

Don't be surprised if the answer is "I thought you went out of business because I hadn't heard from your company." This is, unfortunately, a very common response. Reactivating customer is one of the easiest ways to increase revenues and profits. Look for more ways to increase profitability next month.



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HARDI Distributors Report 6.8% Revenue Increase in July

Columbus, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 6.8% during July 2025. The annual sales growth for the 12 months through July 2025 is an increase of 3.3%.

“Five of our regions achieved double-digit sales growth during July 2025,” said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. “The outlier was the Western region, where cooling degree days were 12% below normal this month, versus July of 2024, which had 14% more cooling degree days than normal.”

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 June was tracking in the 39 to 40 day area for July during 2021, July 2022 and July 2023. This was trimmed to 37 during July 2024, where it remained for July of 2025,” said Loftus.

The annual sales growth of HARDI distributors has been in the 3.3% to 4.3% range this year. “The economy has not been a demand catalyst so far this year, but higher prices being passed through could push distributor's annual sales growth beyond this

upper edge during the balance of 2025.

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 by region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

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

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.

Turning Condensate Management Into a Sales Opportunity with iFLO



As we enter 2026, the HVAC industry is preparing for what many are projecting to be a flat—or even slightly down—year for new equipment sales. While this trend may tighten margins, it also creates opportunities for contractors to differentiate themselves and grow revenue in other ways. One of the most overlooked areas that presents both risk and opportunity is **condensate management**.

Condensate drain issues are one of the leading causes of nuisance callbacks, water damage claims, and customer dissatisfaction. Yet, this critical part of the system often receives little attention during installation or maintenance. That's where iFLO Pro steps in—bringing innovation, protection, and profitability to what was once an afterthought.

iFLO Pro Battery: The Perfect Entry Point

The **iFLO Pro Battery** provides contractors with an easy way to start the conversation about condensate management with homeowners. Compact, reliable, and simple to install, the iFLO Pro Battery ensures proper treatment of the condensate line without requiring a power source. For technicians, it's a quick add-on that builds trust by showing the homeowner that their system is being protected against a common failure point.

By positioning iFLO Pro Battery as the first step, contractors can:

- Educate homeowners on the importance of condensate line maintenance.
- Build awareness of proactive solutions that prevent water leaks and damage.
- Open the door for upselling advanced solutions like iFLO Pro Wired or our Clog Relief Pre treatment.

Moving Up to iFLO Pro: Driving Revenue & Reducing Callbacks

For contractors looking to increase average ticket prices in 2026, **iFLO Pro** represents a clear path forward. With its connected platform, extended treatment cycle, and data visibility, iFLO Pro transforms condensate management into a smart, proactive service.

• **Increased Average Ticket:** Adding iFLO Pro to an installation package instantly raises job value without extending labor time.

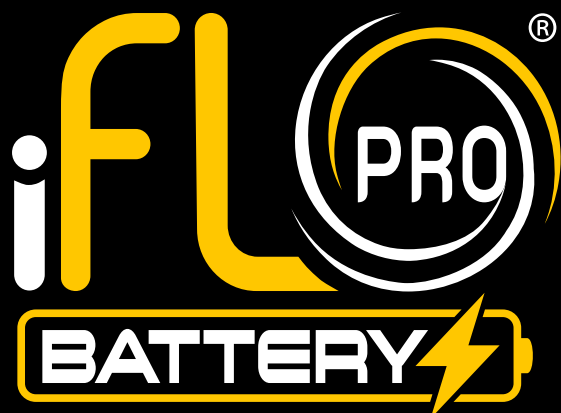
• **Reduced Callbacks:** By keeping drain lines clear, technicians avoid unnecessary return visits that eat into profits.

• **Customer Confidence:** With a 2-year warranty from time of install and ongoing treatment, homeowners gain peace of mind—strengthening trust and loyalty.

Why This Matters in 2026

With equipment sales expected to remain flat or slightly down, finding ways to grow through **accessories, add-ons, and value-based upgrades** will be essential. Condensate management may not sound exciting, but it's a universal pain point—and one that homeowners immediately understand once they've experienced a clogged line or water leak.

Contractors who make condensate solutions like iFLO a standard part of their offering will not only protect their customers, but also protect their business. iFLO Battery starts the conversation. iFLO Pro elevates it into a long-term, profitable solution. Together, they help contractors thrive in a market where standing still is not an option.



Smart Condensate Management

- Prevents A/C Shutdowns and Drain Pan Overflows
- Eliminates Bacteria Odors
- Non-Corrosive Eco-Friendly Cleaning Solution



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*Recycling as used herein
refers to refrigerant recycling.

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N. Tampa, FL 813-249-6062	Melbourne, FL 321-725-6407	Panama City, FL 850-522-8300	Doral, FL 305-594-1104	Sarasota, FL 941-355-9770	Lithia Springs, GA 770-739-7580
Port Richey, FL 727-817-0858	Clermont, FL 407-656-0066	Jacksonville, FL 904-355-4520	Homestead, FL 305-230-4205	Hollywood, FL 954-581-9203	Conyers, GA 770-922-4100
Clearwater, FL 727-573-2772	E. Orlando, FL 407-205-1290	Daytona, FL 386-252-2979	Cape Coral, FL 239-214-2362	Boynton Beach, FL 561-732-3400	Alpharetta, GA 678-947-0206
Winter Haven, FL 863-965-8411	Gainesville, FL 352-377-2455	Miami, FL 305-621-5758	North Port, FL 941-429-5008	Marietta, GA 770-425-5131	
Kissimmee, FL 407-846-2444	S. Jacksonville, FL 904-824-9664	Kendall, FL 305-969-3162	Pompano Beach, FL 954-984-4848	Macon, GA 478-474-1160	
Sanford, FL 407-688-2191	Ocala, FL 352-620-2727	Ft. Myers, FL 239-332-0166	West Palm Beach, FL 561-616-9466	Lawrenceville, GA 770-963-1320	

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Johnson Controls Named One of America's Best Employers for Company Culture by Forbes

MILWAUKEE, Sept. 18, 2025 – Johnson Controls (NYSE: JCI), the global leader for smart, safe, healthy and sustainable buildings today announced that it has been named to America's Best Employers for Company Culture list by Forbes and Statista.

2025 marks the first year of the list, which is based on an independent survey of over 218,000 U.S.-based employees working for companies employing at least 1,000 people within the U.S. The online survey included industries from manufacturing to consumer goods to healthcare and more. Recognitions highlighted best practices in company culture, such as training initiatives, employee resource groups and other elements. The final ranking recognizes the top 600 U.S. employers excelling in workplace culture.

"Being named one of America's Best Employers for Company Culture is a testament to the incredible people who shape our workplace every day," said Marina Williams, Vice President of Engagement and Inclusion, Johnson Controls. "We believe that when employees are supported, inspired, and empowered, they create extraordinary experiences for each other and for our customers. This recognition celebrates the inclusive, growth-driven culture we've built together, where every individual has the opportunity to thrive."

Johnson Controls is committed to creating a culture that values uniqueness, celebrates creativity and drives innovation – ensuring that all employees have access to the opportunities, resources, support and networks they need to develop and succeed. To learn more about careers at Johnson Controls, visit [jobs.johnsoncontrols.com](https://johnsoncontrols.com)

At Johnson Controls (NYSE:JCI), we transform the environments where people live, work, learn and play. As the global leader in smart, healthy and sustainable buildings, our mission is to reimagine the performance of buildings to serve people, places and the planet. Today, Johnson Controls offers the world's largest portfolio of building technology and software as well as service solutions from some of the most trusted names in the industry.

Visit johnsoncontrols.com for more information and follow @Johnsoncontrols on social platforms.

Boldr Pro & the Mini-Split Boom: Turning Pain Points into Pro Solutions

Mini-splits have moved from niche to mainstream. They're now the go-to for ADUs, retrofits, and even as primary heating and cooling. But with growth comes frustration: confusing remotes, comfort swings, humidity complaints, mode conflicts, and callbacks that eat into contractor margins during peak seasons.

The U.S. Energy Information Administration reported that 2.6 million households had at least one ductless mini-split in 2020—representing over five million indoor units. That number has only grown, creating both challenges and a major opportunity for HVAC professionals. Boldr Pro is helping contractors seize on revenues while cutting callbacks, standardizing installs, and delivering a premium homeowner experience.

The Pro Problem Solvers

- **Comfort swings:** Oversized rooms overshoot. ComfortZone AI holds temperatures within $\pm 1^{\circ}\text{F}$ using smart conditions like time or geofencing, reducing "too hot/too cold" complaints.
- **Multi-zone conflicts:** When one room heats while another cools, systems can crash. Mode Conflict Resolution applies clear rules and sends automatic alerts, ensuring consistent performance.
- **Humidity issues:** Basements and coastal installs rack up moisture calls. Humidistat Mode maintains target humidity, while Humidistat Lock provides tamper-proof compliance for code or HOA jobs.
- **Breakdowns:** Filters clog and performance slides unnoticed. HealthCheck AI monitors efficiency, alerts contractors only when action matters, and shifts maintenance to the off-season.

No Wi-Fi? Boldr Pro commissions over Bluetooth in under three minutes, with seamless Wi-Fi handoff later.

Why Contractors Choose ProPack

- **Real Thermostat + Simple App:** Homeowners get intuitive controls, ending "remote roulette."
- **Brand-Agnostic:** Works with Daikin, Mitsubishi, Fujitsu, LG, Bosch, Gree, Midea, and more—no line card changes required.
- **Fast Commissioning:** Pair over Bluetooth, hand off Wi-Fi in one tap.
- **Premium Installs:** Snap-mount or hard-wired options ensure neat, repeatable results in under 10 minutes.
- **Two Apps:** Homeowners use the Boldr Energy App for monitoring and scheduling; contractors use the ProApp for commissioning, pro settings, and locks.
- **Fleet Visibility:** The ProDashboard gives managers portfolio-wide oversight of health, schedules, and sites.
- **Smart-Home Ready:** Systems integrate with Apple HomeKit, Amazon Alexa, and Google Home without hardware swaps.

Why It Matters Now

With millions of units already in U.S. homes, even modest retrofit adoption represents real revenue. Rebates and credits help contractors close more jobs. For installers, Boldr means fewer service calls and faster jobs. For homeowners, it's comfort, clarity, and compatibility in one upgrade.

Boldr sums it up simply: if you're bidding ductless today, don't leave just a remote on the wall. Install a real thermostat and turn mini-split problems into pro solutions.

Quick Specs: Smart thermostat experience + easy app, Bluetooth commissioning, ComfortZone AI, Mode Conflict Resolution, HealthCheck AI, Humidistat Lock, brand-agnostic, and Apple/Alexa/Google compatibility.

Ready to test? Ask about the ProPack pilot, 5-year ProWarranty, and Live ProSupport at +1 (888) 269-1303 or pro@teamboldr.com.



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BUILDING A SMARTER ENERGY FUTURE®



The proven quality of
YORK® heating and cooling
equipment products

Yellow Jacket Product and Firmware Update - TITANMAX™ & YJACK VIEW® APP



The YJACK VIEW® App provides seamless integration with YJACK® and TITANMAX™ Digital Manifold offering a complete HVAC/R system diagnostic solution. For optimal performance, please ensure your YELLOW JACKET® TITANMAX™ Digital Manifold is running Firmware Version 1.08 and your YJACK VIEW® app is updated to version 5.3.0.

New features:

- Temperature Compensated Leak Test
- Events data logged, Start and end of tests de-

finied in data logs

Improved User Interface:

- Test results captured and displayed on screen at test completion
- Customer preference saving (Graph vs gauge vs number)
- Updated font sizes and spacing for translated versions

Miscellaneous bug fixes

For more information regarding the TITANMAX™ Firmware update, visit <https://yellowjacket.com/firmware-updates/>, for information regarding the YJACK VIEW® App, visit <https://yellowjacket.com/yjack/>

AP Exams for HVACR

HVAC Excellence and the United Association (UA) created a powerful bridge between accredited HVACR educational programs and UA apprenticeship training. Think of it as AP Exams for the HVACR industry, a way for students to earn credit for prior learning and accelerate their path into the skilled workforce.

Much like how Advanced Placement (AP) exams help high school students earn college credit, the HVAC Excellence/United Association articulation agreement creates a path where graduates of the accredited program may receive credit toward their UA apprenticeship. Rather than starting from square one, these students may enter the apprenticeship program with advanced standing, receiving credit for prior learning and accelerating their progress in both time and training.

This agreement recognizes the hard work students already put in, hands-on technical skills plus soft skills like professionalism, teamwork, and customer service. With their efforts acknowledged, they can step directly into one of the nation's most respected apprenticeship programs.

Benefits at every level:

- Students: May earn credit, save time, and connect with MCAA/MSCA/UA contractors offering strong wages, benefits, and ca-

reer security.

- Schools: Align with national standards, prove program value, and attract more students while building employer partnerships.
- UA: Gain direct access to programs that meet industry standards and identify job-ready talent nationwide.
- Contractors: Recruit workers who are already trained, tested, and committed to the trade.

The HVAC Excellence Employment Ready Certifications act as the AP Exams for the HVACR industry. The exams required in the articulation agreement mirror the competencies taught in the UA's first year of apprenticeship.

For instructors and program directors, this isn't just policy, it's a chance to elevate your students and your school. Get accredited, connect with your local UA, and help build the next generation of HVACR professionals.

HVAC Excellence accredited programs should reach out to their UA Local or contact MSCA to connect with member organizations in their area. Those interested in learning about programmatic accreditation, the standards, and process, should visit <https://www.escogroup.org/> and click the accreditation link.

Latest Tariff Changes That Directly Affect HVACR Products

Continued from Cover Story

The top 5 largest foreign sources of HVACR products are Mexico, China, Canada, Germany, and Japan, which in 2024 were collectively responsible for the export of 65 percent of all U.S. HVACR imports. In 2024, the effective tariff rate imposed on imports from these countries was 4 percent - a figure poised to shift dramatically upward in the months ahead. Based on 2024 figures, and an assumption that 50 percent of each imported steel or aluminum derivative product is subject to the Section 232 tariffs, our initial estimates show that the effective tariff rate on all imported HVACR products has climbed just over 21 points - from 4 to 26 percent for the aforementioned 5 countries. Viewed on a country-by-country basis:

To date, the changes in tariff policies made in 2025 have had a limited impact on industry price levels - up 4 percent from a year ago - as many importers and manufacturers have elected to absorb the higher tariff costs. However, should the current policies remain on the books, suppliers will have no choice but to pass along these costs, particularly in a year where slower end market demand is already stressing business profitability.

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

Yellow Jacket Expansion of Left-Handed A2L Large Tank Adapters & Charging Hoses

YELLOW JACKET® has expanded their A2L Tank Adapters and Charging Hoses line to include large refrigerant tanks that use a left hand 3/4" connection. With A2L refrigerants being slightly flammable, left-handed connections are used to differentiate from A1 connections for non-flammable refrigerants. The YELLOW JACKET® A2L adapters are easily identifiable by the double ring on the tightening knurl.

19186 - 3/4" NPS LH Adapter with 1/4" MF

19187 - 3/4" NPS LH Adapter with 3/8" MF

30872 -3/4" NPS LH Adapter Hose, 6 ft, with 1/4" FF



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 - 3-year limited warranty on Eco-Last Coil System
 - 1-year limited warranty on covered components

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- Meets or exceeds requirements for IECC 2015 and Title 24
- Limited warranties:
 - 5-year limited warranty on compressor
 - 1-year limited warranty on covered components



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

 WWW.OLDACHUSA.COM



**ECONOMIC
ELECTRIC** MOTORS
The HVAC Supply Center

Economic Electric Motors Hosts Red Carpet Event at their Davie Location

Economic Electric Motors in Davie hosted a Red Carpet Open House Event on Friday, September 26th from 11 AM – 2 PM, to say thank you to all of their incredible customers, contractors, and community.

The Chick-fil-A® Food Truck was on-site preparing Chicken Sandwiches, Nuggets, and Wraps with Fries and Beverages. Jerk Chicken, Rice & Peas, and Mac N Cheese, were also available.

There were many awesome raffle prizes and giveaways, like a 65” LED Flat Screen, Fantech Yeti Coolers, and other items.

Manufacturer’s Reps were also on-site with live demos of the new products available at Economic Electric Motors. Open House attendees were able to tour the facility and meet the Davie team!

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

clients with the highest level of satisfaction through personalized attention and dedicated support.

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

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



Economic Electric Motors in Davie had a great turnout for the Red Carpet Open House Event!



Matt Paladino of Edd Helms Air Conditioning & Electric with Johanne Bueno of J. Nichols & Associates



The Economic Electric Motors Davie Red Carpet Open House Team: Rick St Fluer, Rumal Allen, and Fernando Rodriguez



Rodan Dalmacio, Radames Lecha, and Christian Ropiza of Broward County School Board, with Marlon Perez of Target Sales



The Chick-fil-A® Food Truck was on-site satisfying many hungry appetites with Chicken Sandwiches, Nuggets, and Wraps, with Fries and Beverage



Miguel Burman of ER Quality Services with Fidel Martinez of Copeland displaying the new Sensi thermostats



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



Rick St Fluer and Rumal Allen of Economic Electric Motors with the Fantech Yeti Cooler raffle winner Cecil Warner (center) of C&K Services



Andres Aloma of Steve Lee & Associates giving a product demonstration to technicians of Broward County School Board



A group from The Broward County School Board HVAC Department came together for a photo



Sebastian Vargas and Lucio Vargas of Eco Air Quality Air Conditioning with Andres Ponce of AMP Strategic



Rick St Fluer and Rumal Allen of Economic Electric Motors awarding the the raffle winner, Hector Pena (center) of Invertech, with the 65” LED Flat Screen TV



Dale Nesmith and Dretchel Nesmith of Airtopia Inc., with Evelio Mata of McAllister Group



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



Hector Pena of Invertech Solutions, with Ryan Reynolds of EV Dunbar Company, and Fernando Rodriguez of Economic Electric Motors

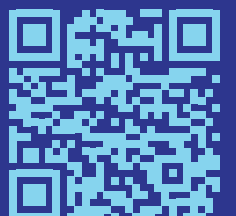
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SFACCA Hosts September Meeting on Illegal Installations at Funky Buddha



Bernie Perez, David Chareef, Delroy Aiken, and Ella Francis of DBPR Florida

The SFACCA September Dinner Meeting was held on September 10th, at 5:30pm, at Funky Buddha Brewery. The guest speaker was Delroy Aiken from the Broward County Resilient Environment Department – Building Code/CLE to lead an important conversation on the rise of illegal HVAC installations in our community.

The SFACCA October Meeting will be held on October 22nd, from 5:30 - 8pm, at the Tank Brewery in Miami. SFACCA welcomes Miami-Dade city and county inspectors for a panel discussion on new codes, pressing issues and Q & A.



Carlos Borja of Saez Distributors, William Sanchez of Duro Dyne and Luis China of Saez Distributors



Brad Lindstrom and Craig Sanscrainte of Lindstrom AC, Bob Volin of Air Design Concepts, and Andres Ponce of AMP Strategic



Everyone enjoyed the delicious buffet prepared by Funky Buddha!



Scott Doria and Zack Fraley of Edd Helms AC & Electric, with Mathew Graver of Blue Frontier Air Conditioning



Joe and Nayiry Yenikomshian of Joe and Joe Air Conditioning with Richard Vera of Vera Air Conditioning



Kelly Dexter, SFACCA President welcomed the members and the Florida DBPR Guest Speakers



Tony Ferrara of Ferrara Air Conditioning with Victor Ortiz of HVAC Troopers



Stacey Miller, SFACCA Executive Director, discussed the upcoming events



There was a great turnout for the SFACCA September meeting!



Guest Speakers David Chareef and Delroy Aiken of Florida DBPR discussed methods to lessen Unlicensed Activity



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Tropic Supply Hosts Inficon Leak Detector Test and Tune Days

During the month of September, Tropic Supply Resource Centers hosted Inficon Leak Detector Test and Tune Days from 8:00 -11:00 am.

On display were the latest leak detection technology like the D-TEK Stratus, D-TEK 3, TEK-Mate, and GAS-Mate Leak Detectors, along with other great Inficon A2L products.

Contractors were able to bring their leak detectors in for a free multi-point inspection. The testing included FREE filter analysis and replacement for Inficon products. Inficon representatives tested any brand of refrigerant leak detectors.

Attendees were shown how to get accurate, reliable results from their leak detector and how to boost efficiency with expert tips and tool insights. Tropic Supply customers learned how to identify signs of component wear and tear that can cause underperformance. Inficon Leak Detectors are A2L tested and certified by independent test labs for A2L refrigerants to give you confidence and peace of mind. Meet our experts from J. Nichols & Associates:

Johanne Bueno has been a valuable member for eight years and has over 20 years of experience in the HVAC/R industry.

Nick MacFee has proudly represented J. Nichols & Associates since 2018. He covers both the Central and West Coast of Florida, spanning from Gainesville to Port Charlotte.

Chris Novak represents J.Nichols & Associates and brings 19 years of sales and leadership experience in the HVAC/R industry. Chris proudly serves central and north Florida and the panhandle, building strong relationships across the region.

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



The Inficon Refrigerant Leak Detector Test & Tune Day Team at the Tropic Supply North Miami Resource Center.



Joseph Gilliberti of Tropic Supply, Miguel Abiega of Thats Cool AC, Johanne Bueno of J. Nichols & Associates, and Sean Byrnes of Inficon.



Chris Novak of J. Nichols & Associates, Darwin Huchinson of Tony Kelly Heating & Air, Jason Godwin of Tropic Supply in Tallahassee.



David Rios of Smart Air, Demar Morrison of All Year Cooling, Johanne Bueno of J. Nichols & Associates, and Christopher Gonzales of Tropic Supply.



Nick MacFee of J. Nichols & Associates with the Inficon Refrigerant Leak Detector Test & Tune Day Team at Tropic Supply Naples.



The Inficon Refrigerant Leak Detector Test & Tune Day Team at the Tropic Supply Ft Lauderdale North Resource Center.



Michel Johnson, Adonis Dallalis, and Tony Lauppina of Parks & Recreation, Carlos SanJuan of Biscayne AC, and Johanne Bueno of J. Nichols & Associates.



Johanne Bueno of J. Nichols & Associates with Omar Pupo of 70 Degree Air Conditioning.



Johanne Bueno of J. Nichols & Associates with Allen Miller of PYKE Mechanical who had his Inficon leak detector repaired.



Joe Paul of Air Magic and Dave Daniels of Southern Comfort AC had their Inficon leak detectors serviced by Johanne Bueno of J. Nichols & Associates.



Jason Godwin of Tropic Supply, Chris Novak of J. Nichols & Associates, Austin Harrell and Dylan Benner of Tropic Supply Tallahassee.



The Inficon Refrigerant Leak Detector Test & Tune Day at Tropic Supply Delray Beach Resource Center.



Johanne Bueno of J. Nichols & Associates with Luis Guzman of HYVAC Mechanical, who had his INFICON leak detector evaluated.



Jason Knorr and Jonathan Preto of JK Services, Johanne Bueno of J. Nichols & Associates, and Sean Byrnes of Inficon.



Vielka Escovar of Tropic Supply Sunrise with Johanne Bueno of J. Nichols & Associates.



RD16 and RD18 Universal Heat Pump Side Discharge Training

ATTENDEES WILL LEARN:

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



Experience live, hands-on demos with our fully equipped training cart!

8:00 am - 12:00 pm Breakfast will be provided.

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Tuesday, October 7, 2025

WHERE

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1870 Victory Circle
Daytona Beach, FL 32114
(386) 323-9777

WHEN

Thursday, October 9, 2025

WHERE

Hilton Garden Inn Tampa East Brandon
10309 Highland Manor Drive
Tampa, FL 33610
(813) 626-6700

WHEN

Wednesday, October 22, 2025

WHERE

Sheraton Suites Fort Lauderdale at Cypress Creek
555 NW 62nd Street
Ft. Lauderdale, FL 33309
(954) 772-5400

WHEN

Wednesday, October 8, 2025

WHERE

SpringHill Suites Orlando
5403 Millenia Lakes Blvd.
Orlando, FL 32839
(407) 352-2500

WHEN

Tuesday, October 21, 2025

WHERE

DoubleTree Palm Beach Gardens
4431 PGA Blvd
Palm Beach Gardens, FL 33410
(561) 622-2260

WHEN

Thursday, October 23, 2025

WHERE

Hilton Garden Fort Myers Airport/FGCU
16410 Corporate Commerce Way
Fort Myers, FL 33907
(239) 210-7200

MEET OUR INSTRUCTORS:



Wade Hadaway
District Sales Manager
Ruud



Steve Poreba
Technical Services Support
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Joe Hulsey
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Tim Murphy
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Ft. Lauderdale S.(T-4): (954) 522.2874
Ft. Myers (T-8): (239) 278.1117
Ft. Pierce (T-6): (772) 465.4707
Jacksonville (T-18): (904) 332.0990

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Miami S. (T-3): (305) 255.0438
Mid Miami (T-7): (305) 638.9673
Naples (T-10): (239) 643.7118
Ocala (T-22): (352) 512.6980
Orlando (T-17): (407) 219.3255
Port Charlotte (T-12): (941) 255.8330
Sarasota (T-14): (941) 378.0910

Sunrise (T-20): (954) 835.6020
Tallahassee (T-21): (850) 300.6595
Tampa E. (T-15): (813) 514.1198
Tampa W. (T-16): (813) 514.9939
West Palm Beach (T-5): (561) 684.3997
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ASHRAE To Showcase Solutions at the 2025 Building Decarbonization Conference

ATLANTA (September 12, 2025) – The 2025 ASHRAE Building Decarbonization Conference, set for October 22-24, 2025, in Chicago, will be the gathering place for professionals to determine how to accelerate building decarbonization strategies.

“Decarbonization is not just about technology. It’s about rethinking how we design, operate, and value our buildings,” said 2025-26 ASHRAE President Bill McQuade, P.E., CDP, Fellow ASHRAE, LEED AP. “This conference is about equipping building professionals with the strategies, partnerships and tools needed to make measurable progress. This is the ‘must-attend’ conference for professionals in the business of designing, constructing or operating buildings.”

The two-and-a-half-day program will feature 21 seminars, 14 panels, five technical tours and three keynotes across four tracks: Scaling Decarbonization, Innovator’s Showcase, Blueprints for Change, and Beyond Decarbonization. Sessions will deliver both visionary perspectives and practical solutions that at-

tendees can apply immediately in their own projects. Some highly anticipated sessions are as follows:

Demystifying Existing Building Decarbonization: New Tools for Strategic Decarbonization Planning (Panel)

This panel introduces the audience to the strategic decarbonization planning process, present the three tools, and provide examples of strategic decarbonization plans that have been developed and implemented. The panel will describe and highlight projects where the strategic decarbonization planning process has been put into practice in real buildings.

Innovating to Zero: Developer Arriving at Net Positive, Operator Electrifying a Community Including Shared EVs and Designer Outthinking AI in “Human Versus AI”

This seminar features three leading projects in climate action: a fully net-zero campus building at the University of Illinois, an all-electric Canadian development with shared EV mobility, and a bold “human versus AI” competition exploring low-carbon design

at scale. Together, they reveal how developers, operators, and designers are rethinking what’s possible in the built environment.

Turning Up the Heat: Unlocking the Value of Data Center Waste Heat - This session explores how growing data centers can transform waste heat into a valuable resource for heating buildings and supporting sustainable urban development. Case studies from leading institutions demonstrate integrated design strategies and emerging metrics that are reshaping the future of data center efficiency.

Designing for Resilience: Energy, Water, Ecology and Agriculture in Rural Decarbonization - This session highlights Linkhaw Farms, a sustainable neighborhood development in Lumberton, NC, that brings housing, economic opportunity, and climate resilience to a rural, agriculture-based community. Integrating regenerative agriculture, clean energy and resilient water and thermal systems, the project delivers decarbonization at scale. Experts from multiple disciplines will show how this holistic, community-driven model advances health, sustainability, and economic growth while creating a scalable blueprint for rural development.

The Art of Decarbonization - This session highlights the Museum of Modern Art’s multi-phase strategy to meet New York City’s Local Law 97 targets while safeguarding artwork and improving operations. Speakers will share how energy upgrades, carbon reduction measures, and real-time analytics are helping a world-class museum meet sustainability goals and enhance resilience.

Decarbonizing at Scale: Using AI to Move Fast (and Accurately) for Large Real Estate Portfolios - This session presents how one organization is leveraging AI-driven analytics to accelerate the decarbonization of a large real estate portfolio. Presenters will explore legislative and financial drivers, tradeoffs between traditional engineering and AI approaches, and lessons learned on using technology to achieve emissions goals at scale.

ASHRAE’s New Flexible International Building Code Framework: An Interactive Discussion with Audience Participation This interactive session introduces ASHRAE’s global code framework designed to help countries implement building energy codes by 2030. Participants will preview assessment tools and technical guidance, then take part in a mini stakeholder workshop to experience how this framework can advance decarbonization worldwide.



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Leading Manufacturers Collaborate for Education at the HVAC Excellence Conference

Unprecedented changes in HVACR technologies have prompted industry leaders to join forces in a way never seen before. HVAC Excellence is proud to announce a groundbreaking general session at their National HVACR Education Conference, where seven of the world's leading manufacturers; Daikin Comfort Technologies, Fujitsu General, Johnson Controls Residential & Light Commercial, LG Electronics, Midea, Mitsubishi Electric Trane, and Rheem, will collaborate and co-present.

Technology is advancing at a pace far faster than educational systems can keep up. Many students graduate without the very skills and knowledge that employers already require. This is why organizations that often compete in the marketplace are setting aside rivalry to deliver a unified message: education must evolve to meet industry demands.

Regardless of your role; administrator, teacher, trainer, or contractor, all stakeholders in the HVACR industry will want to be part of this historic discussion.

This general session is not about sales. Instead, it's about equipping HVACR educators and trainers with the knowledge, insights, and tools they need to prepare the next generation of technicians for success in a rapidly changing industry.

SOLARIS by Ultravation was Featured at The Home Remodeling Show in West Palm Beach



Robert Kraft, owner of Air Champions Air Conditioning Service with Scott Russell of Ultravation

Today's AC visited the West Palm Beach Home Show at the South Florida Fairgrounds on September 13th. The show was well attended. There was a wide selection of home improvement exhibitors, enabling you to connect with real pros, and discover endless possibilities to improve your home and life!

Scott Russell of Ultravation teamed up with Robert Kraft of Air Champions Air Conditioning to show the public the newest technology in IAQ... The Solaris system. Many homeowners visited their booth and discovered a different approach to IAQ.

Solaris® is the culmination of 25 years of experience



The Home Remodeling Show was a great way to bring the homeowner, manufacturer and contractor together!

in the application of UV light and other technologies for disinfection and decontamination. The Ultravation team are specialists in indoor air quality improvement technology. Their air cleaning systems advance the state-of-the-art in efficient particulate removal. Their photocatalytic process, that combines UV and photo-chemical nanotechnology to destroy odors from VOCs (volatile organic compounds) and other sources, is nothing short of revolutionary!

Solaris® system components, strategically placed inside the HVAC system, are powered and monitored by the Solaris IAQ System Control Center. A complete Indoor Air Quality System...One central control center! Let's break it down.

IAQ System Control Center

For convenience and efficiency, a Solaris IAQ system is powered and monitored by a single power module. This single connection to available power provides proper energy to each component. It also tells you the status of any UV lamps in the system.

Needlepoint Bipolar Air Ionizer

As the air enters the HVAC system ions are added that react with nano-particulates. The ions cause these normally un-filterable particles to attract and group together. Placing ionization just "upstream" of the filter enables it to capture particles much smaller than was previously possible.

Hypo-allergenic Filtration

Filtration is fundamental to cleaning the air. Ultravation Solaris filter fibers are hypoallergenic, high capacity, and high efficiency throughout their lifespan for practical, effective air cleaning with minimized filter changes and air flow resistance.

Add multiple Germicidal UV lights

Add UV-C lamps to disinfect the HVAC coil. Add a lamp for the drain pan and drain lines and/or blower. A clean coil maximizes cooling efficiency. Disinfected drain lines prevent bio-growth clogs. UV also kills bacteria and viruses in the HVAC airstream.

Add PCO Air Purification

Installed after the cooling coil, a Solaris PCO air purifier breaks down odors, toxic gases and VOCs. It also kills bacteria and viruses circulating through the HVAC system. Two PCO air purifier models are available: active/adjustable and carbon-capture.

Ultravation continues to define the state-of-the-art in UV equipment designed for surface irradiation and airstream disinfection. Simply put, Ultravations goal is to apply the best that today's technology has to offer, to designing and manufacturing highly innovative products that create the healthiest indoor environments possible. Scott and Robert, Thank you!



Robert Kraft, of Air Champions discusses all the benefits of installing a SOLARIS IAQ System

Preventing Drain Line Clogs

DRAINLight UV™

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

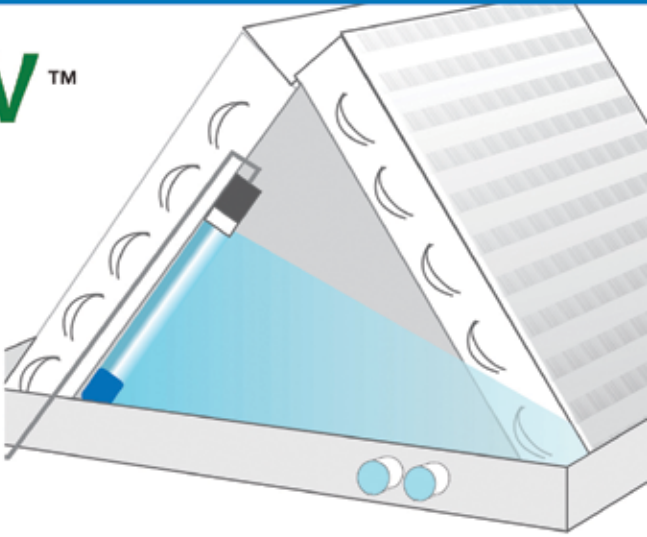
UV-C light is highly effective against **Zoogloea** — the bacteria that causes drain line clogs

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, emission of ozone not exceeding a concentration of 0.005 ppm.



HVAC condensate completely laden with Zoogloea

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
- Stainless steel mounting shield and drain pan liners

UPGRADE KIT

EZ-Light-4-DUV

Accessory add-on to an Ultravation UV system



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





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

- Easy to install
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Port Charlotte, FL 33953
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ph: 941-883-2145

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ph: 352-244-8324

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



Message from FRACCA President Paul Stehle



Florida Congressman Dan Webster, Paul Stehle, FRACCA President, and Edward Briggs of Capital Strategies

FRACCA in Washington, D.C. Fighting for Florida's Contractors

Florida Refrigeration and Air Conditioning Contractors Association (FRACCA) was on Capitol Hill to make sure the voices of Florida's HVAC professionals are heard loud and clear in Washington. Paul and Edward spent September 8-11, 2025 spending the message at every stop, our message was

consistent: Florida's HVAC contractors are committed to innovation and environmental responsibility, but Washington cannot ignore basic safety and practicality. The EPA's refrigerant rules must be stayed, repealed, or reformed to protect contractors, consumers, and communities.

From Monday through Thursday, our delegation of contractors and industry leaders met with nearly every member of Florida's congressional delegation to deliver a unified message: the EPA's HFC Management Rule and Technology Transition Rule are unworkable, unsafe, and must be repealed or reformed.

These rules not only drive-up costs and create supply challenges — they also force contractors to adopt new refrigerants that are classified as flammable, placing added safety risks on homeowners, businesses, and technicians in the field.

Meetings with Florida's Leaders - Over the course of the week, FRACCA had the opportunity to meet with:

- Attorney General Ashley Moody – who continues to be a strong advocate for protecting Florida consumers.

- Rep. Laurel Lee (R-FL) – listening closely to contractor concerns about costs and liability.
- Rep. Greg Steube (R-FL) – supporting small businesses standing up against regulatory overreach.
- Rep. Neal Dunn (R-FL) – engaging on the impacts to North Florida contractors.
- Rep. Daniel Webster (R-FL) – bringing his own HVAC background to the table and understanding firsthand the real-world consequences of these rules.
- Rep. Darren Soto (D-FL) – recognizing the bipartisan importance of affordability and safety for Florida families.
- Rep. Debbie Wasserman Schultz (D-FL) – hearing directly from contractors about the on-the-ground impacts.
- And several other members of Florida's congressional delegation, who took the time to meet with us during a busy week in Washington.

Moving Forward

FRACCA will continue to lead this fight in Washington and Tallahassee to ensure that Florida contractors have a strong voice in shaping the policies that impact our industry every day. We are grateful to all the members of Congress, across party lines, who took the time to hear us out and understand the stakes.

Together, we will keep working to protect safety, affordability, and consumer choice while ensuring our industry remains strong for decades to come.

I wanted to provide you with a timely update on recent EPA announcements regarding refrigerant regulations.

The EPA confirmed that it will reconsider certain climate rules, including workplace exposure limits on carbon tetrachloride (a chemical used in producing refrigerants). This action is part of a broader review of Biden-era regulatory actions, with the agency indicating that a new proposal may be issued within 7–10 months to adjust compliance obligations while maintaining worker safety.

Importantly, while the EPA is revisiting some related rules, the HFC phasedown itself is not being rolled back. The phasedown is mandated by the American Innovation and Manufacturing (AIM) Act of 2020, which requires an 85% reduction in HFC production and consumption by 2036. The Technology Transitions Rule deadlines beginning in 2025 remain legally binding unless formally changed through rulemaking.

Key Takeaways:

- EPA is reconsidering certain chemical safety rules (e.g., carbon tetrachloride), not the phasedown schedule.
- The AIM Act ensures the HFC phasedown continues its statutory timeline.
- Compliance deadlines for refrigerants in residential AC, heat pumps, chillers, refrigeration units, and other applications beginning in 2025–2028 remain in place.

We will continue to monitor EPA's regulatory updates and keep you informed on any developments that may affect compliance requirements for contractors and suppliers in Florida.

Please reach out if you'd like a more detailed breakdown of the Technology Transitions deadlines or how this may affect your business planning.

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Senator Ashley Moody, Paul Stehle, FRACCA President, and Edward Briggs of Capital Strategies



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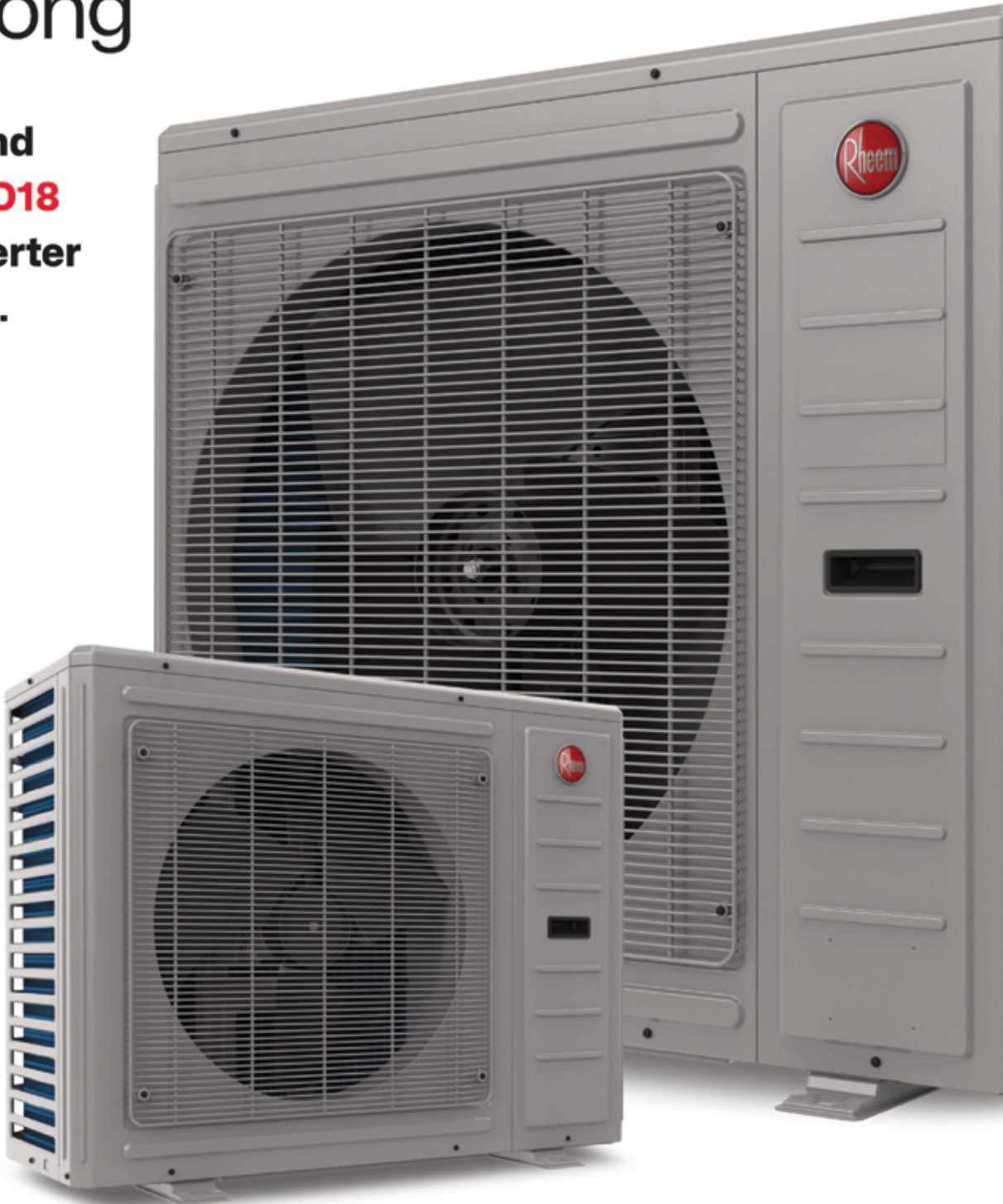


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This year, Tropic Supply proudly donates a total of \$6,000 to support both Susan G. Komen and the Men Wear Pink campaign from the American Cancer Society. Join us in raising awareness of this devastating disease by participating in our **Keeping Hope in the Air Breast Cancer Awareness** campaign.



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1. Purchase 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. Enter our social media contest to win a Pelican™ Elite 20QT Cooler! Simply:
 - + **Post** a picture of yourself wearing your **“Keeping Hope in the Air”** t-shirt on Facebook or Instagram by October 31, 2025, at noon.
 - + Tag your picture with both of the following hashtags: **#TropicSupply** and **#KeepingHopeInTheAir** (this is required to win)
 - + Send an email to **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 4pm will WIN!
 - + Winner will be announced on November 6th, 2025.



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Performance Pointers

By James Ball



Why Every Home Needs an HVAC Maintenance Agreement

My dad used to tell me that I needed to put myself in the position of the homeowner. 'If your customer does not have air conditioning, you should go home, turn your air conditioner off and sleep hot too.' He called that a lesson in empathy.

The rest of this article is written for homeowners to hopefully help us put ourselves in the position of the homeowner and remind us of the valuable role we play in homeowner's lives.

Most homeowners think about their heating and cooling system only when something goes wrong. But just like a car needs regular oil changes and tune-ups, your HVAC system performs best when it's taken care of year-round. One of the smartest ways to do that is by investing in a maintenance agreement. Far from being just another service contract, a maintenance agreement offers real value and peace of mind for homeowners.

1. Improved System Performance & Energy Efficiency

When your system is regularly cleaned and adjusted, it simply runs better. Dust, debris, and miscalibrated parts force your system to work harder than it should, which drives up your utility bills. A maintenance agreement ensures that filters, coils, and airflow are checked and tuned on a regular basis. That translates into better comfort inside your home and lower monthly energy costs.

For the best results, choose a service company trained in measuring HVAC system performance, such as those certified by the National Comfort Institute (NCI). These professionals go beyond basic

cleaning and actually test your system to verify it's operating at peak efficiency.

2. Extended Equipment Lifespan

An HVAC system is a big investment, and like any major piece of equipment, it lasts longer when it's properly maintained. Regular inspections catch small issues—like a worn belt or loose electrical connection—before they cause major damage. This reduces wear and tear and helps your system serve you for many years beyond its average lifespan. A maintenance agreement is really an insurance policy for protecting the equipment you've already paid for.

3. Reduced Risk of Breakdowns & Lower Repair Costs

Nothing's worse than an air conditioner going out in the middle of summer or a furnace failing on the coldest night of the year. With routine maintenance, the chances of an unexpected breakdown drop dramatically. Even if a repair is needed, most agreements include discounts on parts and labor, saving you money. Many plans also cover emergency service calls, which means you won't be hit with surprise fees when you need help the most.

4. Peace of Mind for the Homeowner

This is the benefit you can't put a price tag on. Knowing that a professional is checking your system twice a year gives you confidence it will keep you comfortable no matter the weather. You don't have to remember to schedule service—your contractor will handle the reminders. And when extreme temperatures hit, you'll have peace of mind

knowing your system is ready. That convenience and assurance are what make a maintenance agreement more than just routine service—it's a stress reliever.

Final Thoughts

An HVAC maintenance agreement is one of the smartest decisions you can make as a homeowner. It keeps your system efficient, extends its life, reduces breakdowns, and most importantly, gives you peace of mind. Instead of waiting for problems to show up, you'll be staying ahead of them—saving time, money, and frustration.

When you think about it, a maintenance agreement isn't an expense—it's an investment in your comfort, your budget, and your home.

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 Lunch - Minimizing Harmonic Distortion from VFD's & LEED v5 Supports Actual Operational Energy Performance

ASHRAE Miami's Technical Lunch, Minimizing Harmonic Distortion from VFD's & LEED v5 Supports Actual Operational Energy Performance, was held on September 9th, 2025, at 12pm, at the 94th Aero Squadron in Miami.

The two presenters were Peter Wilder and Karen Jernigan. Peter Wilder is a HVAC Sales Application Engineer, with 10 Years with ABB and 16 years in the Industry.

Karen Jernigan is the Director of Market Transformation & Development for the U.S. Green Building Council in Florida. She has a proven track record supporting engineering teams, architects, and developers in delivering LEED-certified, net-zero, and Passive House projects.

Overview of presentation: 1.Why do drives produce harmonics. 2.Types of harmonics and their effects. 3.IEEE 519-2022 basics. 4.Harmonic solu-

tions for drives. 5.Selecting the correct VFD type and managing cost.

Join us for the next meeting on October 14th, at the 94th Aero Squadron in Miami. The Guest Speaker is Larry Fletcher, Commercial/Technical Director at RGF Environmental Group, Inc., where he leads the development of indoor air quality (IAQ) systems. The topic is ASHRAE 185.2 Testing for Successful UV-C Application in The Real World.



Daniel Denis of Runbrook with Haleh Moghaddasi and Emy Pastor of EXP



Alberto Sotolongo of Protec Inc., with Nicolas Dicaidano of Saez Distributors



Brenda Matinez of Atmos Air Solutions, Ben Morgan and David Vasey of Air Source Corp



Sonia Arranaga, ASHRAE Miami Chapter past president received the ASHRAE Presidential Award of Excellence!



Ruben Abreu, ASHRAE Miami Chapter president, welcomed the members, discussed future events, and introduced the speakers



Lineth Prats of ICTB with Tulia Rios of Stan Weaver



Guest speaker Peter Wilder of ABB spoke about selecting the correct VFD type and manage cost



A great turnout for the ASHRAE Miami September Technical Meeting at the 94th Aero Squadron in Miami



Guest speaker Karen Jernigan discussed how LEED v5 supports actual operational energy performance



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Tropic Supply Hosts Cooper & Hunter Mini-Split Tear-Down Training

During the month of September, several Tropic Supply Resource Centers hosted the Cooper & Hunter Mini-Split Tear-Down Training from 9:00 AM to 12:00 PM. Breakfast was provided.

Attendees Learned:

- The full Cooper&Hunter R-454B/R-32 product lineup, including wall mounts, slim ducts, cassettes, and more.
- Master installation best practices for seamless, worry-free installations.
- Gain troubleshooting and service tips to keep systems running strong through hands-on tear-down training.



Kostiantyn Kukhar and Edwin Velez of Cooper&Hunter, with Aaron Romig and Rafael Ramirez of Tropic Supply North Miami.



Edwin Velez of Cooper&Hunter walked attendees through the equipment line, showcasing the full range of products and their standout features.



A large group of contractors gathered at Tropic Supply Naples for the Cooper&Hunter Mini-Split Tear-Down Training, making it a dynamic session.



Edwin Velez of Cooper&Hunter highlighted the ceiling cassette's simple, contractor-friendly design.



A great turnout at Tropic Supply Cape Coral for the Cooper&Hunter Mini-Split Tear-Down Training, where contractors gained valuable knowledge and leveled up their skills.



Edwin Velez and Kostian Kukhar of Cooper&Hunter brought the training to life by showing how quickly and easily the blower wheel and housing can be removed.

Cooper&Hunter Accelerates into the Digital Arena with NASCAR 25 Game Sponsorship Bringing HVAC Speed to the Track, the Screen, and Beyond



Doral, FL — September 26, 2025 - Cooper&Hunter Accelerates into the Digital Arena with NASCAR 25 Game Sponsorship Bringing HVAC Speed to the Track, the Screen, and Beyond.

Cooper&Hunter, a global leader in HVAC innovation and comfort technology, is proud to announce its latest high-performance partnership with the **Garage 66 Race Team** and **NASCAR Cup Series Driver Chad Finchum**—now featured in the highly anticipated **NASCAR 25 console game**, developed by iRacing.

As a **Proud Sponsor of the NASCAR Cup Series**, Cooper&Hunter continues to redefine what it means to be Addicted to Comfort—not just in homes and businesses, but now in the digital world of motorsports. Launching on **October 14th**, for **PlayStation and Xbox**, NASCAR 25 will showcase **Car 66**, officially branded with Cooper&Hunter's signature

design, alongside the grit and determination of Chad Finchum, a driver known for his tenacity and precision on the track.

“This partnership is more than a sponsorship—it’s a celebration of speed, strategy, and the spirit of innovation,” said a Cooper&Hunter spokesperson. “We’re proud to support Chad Finchum and Garage 66 as they bring our brand into the virtual racing world, where HVAC meets horsepower.”

From the Track to the Console: A New Era of Engagement

The NASCAR 25 game promises to deliver the most immersive racing experience yet, featuring a full lineup of series including the **NASCAR Cup Series**, **Xfinity Series**, **Craftsman Truck Series**, and **ARCA Menards Series**. Players will race across legendary tracks like Daytona, Talladega, Martinsville, and Bristol, with a variety of gameplay modes including:

- **Robust Career Mode:** Build your legacy from rookie to champion.
- **Online Multiplayer:** Compete with racers around the world.
- **Custom Setups & Liveries:** Personalize your car and strategy.
- **Realistic Physics & AI:** Experience the thrill of true NASCAR dynamics.

With **Car 66** fully wrapped in Cooper&Hunter branding, gamers will feel the rush of racing with a brand that’s synonymous with performance, precision, and reliability.

HVAC Meets Horsepower: A Message to the Industry

This digital expansion marks a bold new chapter in Cooper&Hunter's commitment to the HVAC community. By entering the gaming space, the brand is

creating new opportunities to engage with **technicians, distributors, and fans** in a way that’s aspirational, interactive, and unforgettable.

“We’ve always celebrated the unsung heroes of HVAC—those who keep comfort running behind the scenes,” the spokesperson added. “Now, we’re bringing that same energy to the racetrack and the gaming world, showing that HVAC professionals are every bit as fast, focused, and fearless as the drivers they support.”

Whether it’s delivering Hyper Heat in sub-zero conditions or precision cooling in high-performance environments, Cooper&Hunter systems are built to perform under pressure—just like NASCAR’s finest.

Available October 14 on PlayStation and Xbox
NASCAR 25 is set to launch on **October 14**, and Cooper&Hunter invites fans, technicians, and gamers alike to take the wheel, feel the speed, and experience the thrill of racing with **Car 66** and **Chad Finchum**.

Exclusive NASCAR 25 Game Giveaway

To celebrate the highly anticipated launch, Cooper&Hunter is giving fans the chance to win a copy of **NASCAR 25!** The giveaway is active now through Midnight EST on October 13th. Don’t miss your opportunity to join the excitement—winners will get to experience the rush of racing with **Car 66** and **Chad Finchum**. For full details and updates, follow Cooper&Hunter on social media.

About Cooper&Hunter

With over two decades of experience in HVAC manufacturing and distribution, Cooper&Hunter is known for its commitment to comfort, performance, and cutting-edge technology. From homes to race-tracks to gaming consoles, Cooper&Hunter delivers climate solutions that move as fast as you do.

Poor Workplace Indoor Air Quality Could Push Nearly Half of Younger U.S. Workers to Quit

ITASCA, Ill., Sept. 4, 2025 /PRNewswire-PRWeb/ -- A growing generational divide is reshaping expectations for workplace health and wellbeing. According to the 2025 International Day of Clean Air Survey from Fellowes, a leading provider of commercial air quality management (AQM) systems, 45% of U.S. Millennial and Gen Z workers say they would consider leaving their employer over poor indoor air quality (IAQ), compared to just 18% of Baby Boomers.

Now in its fourth year, the annual survey finds that while concerns about IAQ remain high across the workforce, younger employees are driving a shift in its prioritization. In the U.S., Millennials and Gen Z are far more likely to worry about the health consequences of poor indoor air quality. More than two-thirds (68%) express concern about long-term effects — more than double the rate of Baby Boomers (28%). Their worries are not unfounded: 77% of younger workers report experiencing at least one workplace IAQ concern, compared with 60% of Baby Boomers.

Clean air is widely recognized as essential to performance, with 94% of U.S. workers across all age groups saying it helps them do their best work. However, only 61% believe their employer is taking the right steps to ensure good IAQ. This perception gap could have real implications for a labor market increasingly dominated by younger workers. Millennials and Gen Z comprise 54% of the U.S. workforce, according to the U.S. Department of Labor (2024), and will continue to shape workforce norms in the years ahead.

“Workplace expectations are evolving, with clean indoor air now firmly part of the equation,” said Jason Jones, Director of Air Quality Management at Fellowes. “While employees of all ages value a healthy work environment, younger generations are far more likely to view clean indoor air as an expectation in their workplace. As their numbers grow, this shift will only accelerate, making indoor air quality a vital factor in how companies attract and retain talent.”

The survey also highlights a growing demand for transparency. Overall, 78% of U.S. workers say it's important that their employer share workplace IAQ data — a sentiment that is strongest among Millennials and Gen Z. When asked about the steps employers could take to increase their confidence in IAQ,

workers showed a preference for installed air purification units (49%), followed by updates to HVAC systems (45%) and visible use of IAQ monitors (36%).

Additional findings from the 2025 Fellowes International Day of Clean Air Survey include:

68% of U.S. workers believe employers, not building owners, government agencies or employees themselves, bear responsibility for ensuring clean indoor air at work.

Despite this, more than half (53%) of U.S. employees have taken personal steps to improve IAQ at work — including bringing in an air purifier, opening a window or adding plants specifically for the purpose of improving the air. That number is highest among Millennials and Gen Z (59%) and lowest among Baby Boomers (26%).

“The survey shows a clear shift in employee awareness of indoor air quality and its impact on

their health, comfort and performance,” added Jones. “As that awareness accelerates, so does the expectation that employers will actively monitor and manage air quality with the same rigor as any other building system. Clean air is no longer a perk; it's a baseline. At Fellowes, we're proud to help organizations rise to that expectation with the insights and solutions to meet this new standard with confidence.”

The 2025 Fellowes International Day of Clean Air Survey was conducted online by Atomik Research in July 2025 among 1,507 adults throughout the United States and Canada. The sample consisted of 1,006 full-time employees in the United States and 501 full-time employees in Canada, who work at least one full day per week indoors at their employer's location. The margin of error is +/- 3 percentage points, with a confidence level of 95%. For more information, please visit fellowes.com/air.

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Adrian Steel Enhances Logo Design

Adrian, MI. – June 2nd, 2025 — We are Adrian
For over 60 years, Adrian Steel has been a trusted name in the cargo management industry, driven to deliver equipment to men and women in the skilled trades that is versatile, dependable, safe, ergonomically friendly, and provides a high return on investment.

Today, we're excited to announce the next chapter in our story. A chapter that builds on our legacy of quality and innovation, while also positioning us for growth into new areas. Moving forward, Adrian Steel's products will be branded as Adrian, which more accurately represents our extensive product offerings.

This isn't just a new logo. It's a subtle yet meaningful evolution that honors our heritage while retaining our name recognition, reputation, and the equity we've built over the past six decades as an industry leader. At the same time, this evolution reflects the breadth of our product line and where we are headed in the future.

We love steel and we always will. Our iconic partitions, shelves & accessories, the Power-A emblem and Adrian Blue will continue to appear in vans and pickups across the US and Canada. But today, we are so much more. Our diverse portfolio includes aluminum, composites, plastics, graphics, slide-outs and electronics.

While our logo and visual identity have evolved, our purpose remains unchanged: equipping workers in the skilled trades with the tools and gear they need to work safely and efficiently – and, most importantly, return home to their families in the same condition they left that morning.

Over the next 12-14 months you will begin seeing the updated logo throughout the company, starting with the website, marketing campaigns and company owned signage.

Adrian provides cargo management solutions and commercial vehicle upfitting. With more than 70 years in business and over 1 million units upfitted, Adrian leads the industry, adapting to the evolving needs of our customers with cutting-edge products that are made in the Heartland of America. Our customers are located throughout the United States and Canada and include trade professionals in HVAC, Telecommunications, Parcel Delivery, Plumbing, Electrical, Construction, and Building Trades. For more information, please visit Adrian.com.

More than 200 SKUs of NIBCO Press Fittings are Now IAPMO Recognized for 300 PSI

ELKHART, Ind. – September 2025 – NIBCO INC. announces that more than 200 SKUs in its small-diameter press fittings, including fittings in sizes 2 inches and below, are now recognized by IAPMO for 300 PSI, an increase from the previous 200 PSI rating. The certification complies with ASTM F3226.

To support this upgraded certification, NIBCO has updated fitting markings and packaging graphics, including new labels for bags and cartons. As part of the rollout, new material numbers will be introduced, and packaging will be revised accordingly. The existing inventory of the affected fittings may now be used at the increased 300 PSI rating without issue.

"This enhanced certification highlights the reliability and performance of our press fittings and reflects our ongoing investment in innovation," said Marilyn Morgan, senior product manager-fittings, NIBCO. "We are proud to offer solutions that meet evolving industry standards and exceed customer expectations."

The NIBCO Press System delivers industry-leading features, including a patented leak detection design that ensures uncrimped fittings are easily identified, and a flame-free installation method that improves job site safety while offering a clean, professional appearance.





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Bosch Home Comfort Launches CP Split, RP Split Water Source Heat Pumps with Low GWP Refrigerant

WATERTOWN, MASS.,– Bosch Home Comfort, a leading source of high-quality heating, cooling and hot water systems, has unveiled new R-454B versions of its Bosch CP Split Heat Pump and RP Split Heat Pump in compliance with low GWP A2L refrigerant requirements. These latest models utilize the low GWP R-454B refrigerant while continuing to offer a simple and seamless installation, making it easy and effortless to cool and heat #LikeABosch.

The Bosch CP Split Heat Pump delivers powerful performance and flexible installation options for a wide range of commercial applications.

The ENERGY STAR® certified Bosch RP Split Heat Pump is a premium, high efficiency unit for residential applications. Homeowners who install the RP Split could qualify for rebates of up to 30% on the cost of installation.

Both heat pump units feature the following:

- Compact cabinet design: A low-profile, compact footprint make them an ideal choice for tight spaces.
- Two-stage scroll compressor: Available in two to five-ton capacities, the two-stage



scroll compressor adjusts output to demand for optimal comfort and efficiency.

- Quiet operation: 1/2-inch close-cell foam insulation and a floating compressor base allow for operation at sound levels as low as 51dB.
- Application versatility: Either unit can be paired with the Bosch BV20 variable-speed air handler for optimal comfort, or the BMAC in dual-fuel applications.

"Water source heat pumps are yet another product category that is capable of delivering powerful performance and energy efficient operation, and the latest to transition to low GWP refrigerant," said Jean Carlo Contreras Gallo, product manager at Bosch Home Comfort. "With compact design, easy instal-

lation, next-level versatility and operation as quiet as the hum of a refrigerator, the CP Split and RP Split Heat Pumps are the perfect choices for a new installation or an existing system upgrade to maximize comfort throughout your space."

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

JB Warranties Announces Its New Integration with Workiz

DALLAS and FORT WORTH, Texas, Sept. 9, 2025 /PRNewswire-PRWeb/ -- JB Warranties, the leading provider of warranty solutions in the HVAC and plumbing industries, has officially launched an integration with Workiz, the all-in-one platform built for trade businesses. This collaboration is set to transform how contractors manage warranties, making daily operations smoother and service delivery more efficient.

The new JB360 integration creates a two-way connection that gives contractors direct access to warranty plans and claims data from Workiz. By reducing paperwork and administrative overhead, this solution helps teams close more sales, boost customer satisfaction, and generate recurring revenue through warranty renewals.

"With JB360 now fully integrated with Workiz, HVAC and plumbing professionals can streamline

warranty management like never before," said Kevin Thornton, Vice President of Dealer Business Services at JB Warranties. "It's designed to save time, add value, and give contractors a competitive edge."

Key features include a two-click warranty plan enrollment and claims process, ensuring that teams stay aligned with real-time updates on plan details and claim statuses. This simplified approach drives efficiency across the organization.

"Having an easy way to sell more warranties via our JB Warranties integration will provide skilled trade professionals with a powerful opportunity to differentiate themselves among consumers," Didi Azaria, CEO of Workiz. "Not only can technicians distinguish themselves with stalwart consumer protections, but they can also increase overall sales, providing homeowners with a greater degree of trust in new equipment purchases."

Carrier Supercharges Fall Promotion with Smarter Financing for Home Comfort

INDIANAPOLIS, IN – September 8, 2025 – Carrier is launching a new Fall program designed to help dealers close at the kitchen table and support homeowners in making comfort-focused decisions. Running September 8 through November 29, the program merges two impactful incentives —Cool Cash Rebates and Cool Financing—into a single, simplified offer. This streamlined approach delivers value across the board—enhancing affordability for both homeowners and dealers. Carrier is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

The promotion is designed to overcome common objections such as “just repair” by offering a clear path to replacement with long-term savings and flexible payment options. Dealers can leverage the most popular homeowner financing plan at an affordable dealer cost—0% for 60 months—while also offering rebates of up to \$2,100 on qualifying systems. This plan applies across Infinity®, Performance™, and Comfort™ product tiers, making it simple for dealers to present a compelling offer to every homeowner, regardless of budget or system needs. While the new financing promotion is not available to contractors in Canada, rebate options are available to make high-efficiency heat pump systems more accessible.

“This is about empowering our dealers to close more sales and helping families invest in comfort without financial strain,” said Aimee Coulter, Carrier’s Sr. Channel Manager. “By doubling down on financing, we’re making it easier for customers to move forward with comfort.”

Key Dealer Benefits:

- One simple plan for all products and tiers
- Low dealer cost of financing
- Double incentives: rebates + financing
- Factory investment helps overcome replacement objections

For full program details, including rate sheets and eligibility, connect with your local Carrier distributor or visit HVACpartners.com to learn more.

Ruskin® Relaunches XP500 Aluminum Extreme Weather Louver With A New, Low Leak Flange Mounting Option



Grandview, MO – (Sept. 15, 2025) – Ruskin® has relaunched its patented XP500 aluminum extreme weather louver with a new, low leak flange mounting option. The new flange frame XP500 provides the same high performance as the standard model with easier installation and streamlined shipping.

“The new flange frame option for Ruskin XP500 louvers is a direct result of customer feedback,” said Andrew Jones, product manager for louvers at Ruskin. “Designed for direct mounting of the flange to the substrate, the new installation option eliminates the need for – and shipping of – mounting parts like clip angles.”

Engineered for unwavering performance, the XP500 is a stationary extreme weather louver with sight-proof blades. Tested to FEMA

361 standards and ICC500 specifications, the XP500 delivers superior protection against both large missile impact and class-A wind-driven rain within a single design. Combined with flange mounting, the XP500 meets the requirements for low leaks, making it ideal for critical environments like data centers and hurricane and tornado shelters.

With flange mounting, the XP500 can be attached directly to a wall opening – allowing it to be mounted internally, externally or in conjunction with other louvers with a five-inch-deep frame. A flange-mounted XP500 only requires mounting on two of the four sides, while single units only require mounting on each jamb. Only head and sill mount are offered for multi-section-wide assemblies.

The flange-mounted Ruskin® XP500 aluminum extreme weather louver is manufactured in an ISO9001-certified factory and is backed by a five-year limited warranty. To learn more about the XP500, visit www.ruskin.com/model/xp500. For more information about Ruskin, visit www.ruskin.com.

Ruskin is a worldwide leader in manufacturing air control solutions. Backed by over 65 years of expert engineering and innovation, Ruskin is widely recognized as a specified brand for high-performance air control solutions, including dampers, louvers, energy recovery ventilators (ERV), air measurement devices and sound control for HVAC systems.

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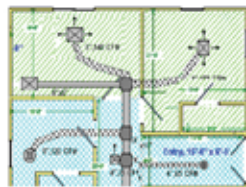
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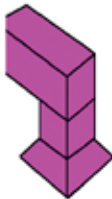
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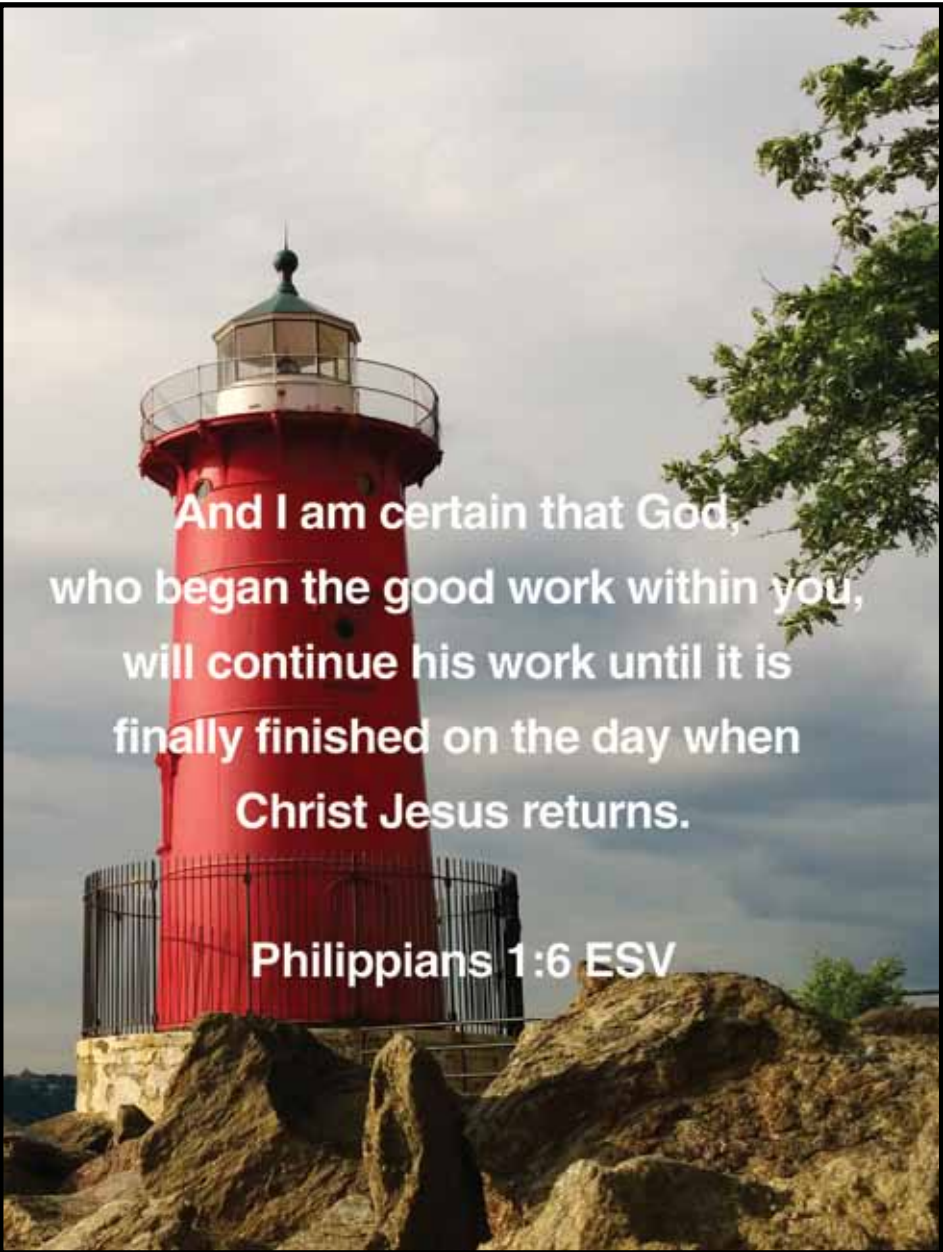


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