

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



Tropic Supply Hosts their 10th Annual Food Drive to Fight Local Hunger (see page 14)



SFACCA Hosts Casino Night at Funky Buddha in Ft Lauderdale (see pages 10)



ASHRAE Miami Meeting Keeping Doc's Cool, Dry & Happy in the Operating Room (see page B5)



Tropic Supply Hosts Best Practices for Gas Flame Tools & Aluminum Coil Repair (see page B6)

A2L Equipment Reaches 90% of Market Share as Cooling Season Ends



Jeff Schlichenmeyer
Publisher

Columbus, OH — Heating, Air-conditioning & Refrigeration Distributors International (HARDI) announced today that the HVACR industry has nearly completed its transition to lower-global warming potential refrigerants in central ducted systems. According to HARDI's Unitary Market Intelligence Report, low-GWP A2L equipment accounted for 91% of distributor sales in September 2025, capping a yearlong acceleration that began with single-digit adoption at the end of 2024.

"This transition has happened fast," said HARDI CEO Talbot Gee. "Distributors and contractors have moved decisively toward the next generation of low-GWP refrigerants; now HARDI is focused on ensuring distributors are protected from risks created by installation deadlines that we oppose while ensuring the industry is protected from future unnecessary transitions."

Despite the industry's rapid adoption of A2L equipment, many distributors still hold limited R-410A inventory, which is at risk due to the installation prohibition in the EPA's Technology Transition Rule. Under current rules, certain categories of residential

and light commercial equipment may not be installed after specific deadlines, even if the equipment was manufactured before those dates and purchased in good faith.

To address this issue, HARDI has expressed support for the Environmental Protection Agency's proposal to repeal the prohibition on installing these products based on their installation date. The change would allow distributors to responsibly sell through their remaining R-410A inventory without creating unnecessary waste or financial loss.

"With the transition effectively complete, there is no environmental justification for preventing the installation of compliant equipment already in the supply chain," said Alex Ayers, HARDI Vice President of Government Affairs. "EPA's proposal is a sensible fix, and we urge the agency to provide certainty for the entire channel quickly."

HARDI is also encouraging EPA to evaluate and remove other installation and sell-through provisions affecting additional product categories. Consistent, predictable rules across all HVACR segments would better support a stable, market-based transition while minimizing disruptions for contractors, distributors, and consumers. As the industry enters a new phase of refrigerant policy implementation, HARDI remains committed to advocating for practical regulation and providing its members with the data needed to navigate ongoing changes.

go to page 8

Southeastern Contractors, Visit the HVACR Training Symposium for World-Class Training and NATE CEUs!

We're excited to bring the annual HVACR Training Symposium back to Central Florida in January! It's a great opportunity to learn new information and connect with like-minded contractors locally and across the country.

We have an exciting lineup of guest speakers on a variety of hot topics that apply directly to Southeastern contractors. We'll have classes and panel discussions on the following topics:

Humidity and moisture issues / Heat pump retrofits and system replacements / Airflow testing / Indoor air quality (IAQ) / HVAC business practices / And much more.

Sessions are traditionally 50 or 80 minutes long, but this year, we're also going to add some short, focused 20-minute sessions by tool manufacturers, HVAC/R instructors, and fellow contractors. These topics will touch on the following issues with direct field applicability:

Using load calculations to drive sales / Surge protection / Combustion safety / Quick dehumidification tips.

Both virtual and a limited number of in-person tickets are available. Virtual tickets include unlimited access to livestreams and recordings of the event and symposiums from 2023–2025.

go to page 6





**JOHNSTONE
SUPPLY**



Inventory Advantage
Having what you need
right now

MINI-SPLIT GIFT CARD HOLIDAY



\$50 Gift Card

with

Each Complete System Purchase in November and December!*

WHILE SUPPLIES LAST
IN-STOCK ITEMS ONLY
LIMIT 1 PER CUSTOMER





**MITSUBISHI
ELECTRIC**

HEATING & AIR CONDITIONING

*Offer good on qualifying purchases Nov 1 - Dec 31, 2025. \$50 Visa Gift card will be issued at time of purchase on any in-stock complete Mitsubishi mini-split system while supplies last at the Ware Group Johnstone Supply stores. Complete system includes (1) indoor and (1) outdoor matching unit on one invoice. Customer must be in "good credit standing" with The Ware Group at the time of submission to receive \$50 Gift Card. Cannot be combined with any other offers. Promotion may be changed or discontinued without advance notice. Special job quotes excluded from this offer.

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.**

These activities focus on billable hours or revenue producing hours. Customers write your paychecks. Your team members who produce your products and services are billable, i.e. revenue producing. Here are profitability ideas for increasing billable hours.

#18 – Know your productivity ratio - You must know where you are starting before you can have a contest or other billable hours incentives. Your productivity ratio (also called compensation percentage) answers the question: for each dollar in revenue how much is the company spending on payroll and payroll taxes?

This ratio can be tracked daily, weekly, and monthly. I think daily is overkill. Weekly and monthly will give you a sense of productivity. The lower this ratio, the more productive the company is. There will be a baseline at some percentage – you will see it as you track the monthly percentages.

Obviously the lower the percentage, the better the company is from a productivity standpoint. If your percentage is 101%, you are spending \$1.01 on payroll and payroll taxes for each \$1 in revenue. Not good.

When calculating this ratio include all payroll, including owner's payroll. Include only FICA, Medicare, state and Federal unemployment taxes. Do not include any other benefits such as health insurance, 401 (k), etc.

#19 – Post your productivity ratio weekly - What gets watched gets better. What you focus your attention on gets improved.

Once you have your baseline, then post it somewhere everyone can see it. Explain what the productivity ratio is, why it is important, and why you are tracking it weekly. Your team members need weekly updates...a month in between updates is too long for them since they will lose focus on it.

Ask for suggestions to decrease this ratio and if

possible, implement the suggestions. Your employees know who is wasting time.

Just post the aggregate number – not by everyone's payroll. If there is one person who is non-productive, then have a conversation with that person privately.

You will see the productivity ratio go down until it reaches your baseline – whatever that percentage is. Then keep tracking it and posting it to ensure that the ratio stays at the baseline ratio.

#20 – Bonus based on estimate hours - Calculate a company incentive based on the productivity ratio being at a certain level. The question to answer is for each percent decrease how much does the bottom line increase?

Then, you can pay a percentage of the bottom-line increase to your team members. Or, you bonus based on job performance. If a job is estimated to take 16 hours and it takes 14 hours to complete, options are to pay the 16 hours or a bonus of \$X per hour for meeting the projected hours.

For example, if a project is estimated to take 16 hours to complete and the bonus is \$5 per hour, that is only an additional \$80 cost to the job, which you can put in the estimate.

Of course, this assumes the project was completed correctly and there were no warranty calls associated with it (you don't want team members rushing through the project to get their bonus and doing a sloppy job).

#21 – Know which of your marketing activities produce the best results - Effective marketing is a combination of the right message sent to the right target customer using the right medium.

Right message: What is the purpose of the marketing? Is it to get the telephone to ring? Give customers simple actions to take to be more comfortable in their home or office? Building your brand? Make sure you

know the purpose of the marketing you are doing and it clearly states the desired action by the recipient.

Right target customer: Who is your ideal customer? Talking to people who can't make decisions, are not responsible for the heating and air conditioning in their home/office, or are too far geographically to serve profitably is a waste of money. Find out where your existing customers are and market around them.

Right medium: Where do customers find information when they need heating or cooling services or replacement? My bet most of the time when you ask, it is a referral or they see your truck which leads them to your website. Most people tune out ads because they are inundated with them.

Whenever someone contacts you, please ask how they found your company (if it is someone who has never called before). Tally and track the results. This is where you should place your marketing efforts – they will produce the best results.

#22 – Know which of your sales people produce the best results - Burning sales leads is one of the greatest hidden costs of business operations. Here's what I mean:

Salesperson A and Salesperson B each have the same average sales price. Salesperson A's closing ratio is 25%. That means for 10 leads that you give salesperson A you will win two and a half sales. Salesperson B's closing ratio is 50%. That means for 10 leads that you give salesperson B you win five sales.

Salesperson A is killing you by burning leads. His effectiveness is half Salesperson B. Why not give all the leads to salesperson B who has double the closing rate of salesperson A? (Or, what if salesperson A got trained properly and increased his closing rate and average sale?) Salesperson ineffectiveness will kill your bottom line. Look for the last three next month.



Merry
CHRISTMAS
& Happy New Year

Magnetic Door Filter Housings
DESIGNED FOR CONVENIENCE



- Easy to install
- Accepts standard 1", 2", or 4" filters
- Rare Earth magnets
- Fully insulated

**THANK YOU FOR YOUR CONTINUED SUPPORT
WISHING YOU THE BEST IN 2026**

Scan QR Code for Our Flip Catalog

THE METAL SHOP
www.metalshop.org

RectorSeal® Acquires MARS® Parts



Houston, TX, November 4, 2025—RectorSeal, a leading manufacturer of high-quality HVAC/R and plumbing tools and accessories, has expanded its extensive HVAC/R product lineup by acquiring MARS Parts, composed of both Global, the Source, and MARS' parts and accessories division. This strategic acquisition broadens RectorSeal's offering of trusted, high-performance components and further strengthens its commitment to delivering innovative technologies and reliable solutions for the professional trades. The acquisition, announced in October, officially closed today.

Founded in 1946, MARS is a trusted supplier of premium motors, components, and service parts for the HVAC aftermarket and leading OEMs. The addition includes MARS' high-performance and universally replaceable motors along with electrical components such as capacitors, relays, and contactors. MARS also brings strong U.S.-based manufacturing capabilities and long-standing partnerships with key producers. For more than three decades, Global has

driven innovation in the HVAC/R space, introducing products such as the Turbo200® Universal Capacitor and AmRad® Capacitors, manufactured in Palm Coast, Florida. The company's innovations also include the CPT® compressor protection technology, trusted nationwide by HVAC professionals.

"We're thrilled to welcome MARS Parts to RectorSeal," said Jeff Underwood, President of RectorSeal. "The investment will give us a significantly expanded line-up of HVAC/R electrical products, allowing us to meet the needs of distributors and contractors better."

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

RectorSeal, LLC, a wholly owned subsidiary of CSW Industrials, Inc., is a leading provider of quality solutions for the professional trades serving heating, ventilation, and air conditioning (HVAC/R), plumbing, electrical, and construction markets.

Why Safe Chemistry Matters in HVAC: Reducing Liability With iFLO Pro's Formula

In today's HVAC world, safety and liability reduction are becoming just as important as performance. Contractors are increasingly aware of the risks associated with traditional chemical treatments used for drain maintenance and clog removal—risks to their technicians, their customers, and even the environment around the home. This month, I want to break down why the formula inside our products matters, and how iFLO Pro is helping the industry shift toward safer, smarter solutions.

The Problem With Harsh Chemicals

For years, the typical approach to keeping HVAC condensate drain lines clear has relied on caustic or highly reactive chemicals. While they may offer quick results, they carry significant drawbacks:

- **Skin and respiratory hazards for technicians**
- **Corrosive impact on equipment and materials**
- **Liability from chemical runoff terminating outside the structure**
- **Risk to pets, vegetation, and soil health**
- **Environmental compliance concerns**

Whether poured into a drain line or used to treat an active clog, these chemicals introduce avoidable exposure risks and increase the chance of call-backs or damage claims.

A Safer Path Forward: iFLO Pro's Formula

Our formula was designed with a very different philosophy: **maximize performance while minimizing risk**. Instead of relying on harsh reactivity, our solution uses a controlled biological and enzymatic process to break down buildup naturally and safely. What that means for contractors:

- **Non-caustic and non-corrosive**—no damage to pans, lines, coils, or drain materials
- **Safe around pets and vegetation** when condensate discharges outside
- **Reduced technician exposure risks**
- **Lower liability for contractors and homeowners**
- **Continuous protection against buildup and biological growth**

Because the formula flows with the pitch of the pan and travels through the line, it delivers proactive maintenance without the hazards that come from dumping aggressive chemicals down the system.

Introducing Severe Clog Relief: Your First Line of Defense

Clogged drain lines are one of the most common and costly service problems in HVAC. Traditionally, clearing the line means harsh acids, oxidizers, or alkalines—each one posing health and liability challenges of its own.

iFLO Pro Severe Clog Relief was developed as a safer first response. It's designed to:

- Break through severe clogs without the dangerous reactions found in standard chemical drain openers
- Protect technicians from burns, fumes, and corrosive exposure
- Reduce call-backs by restoring a clean path for proper flow
- Prepare the system for ongoing protection using the iFLO Pro Formula

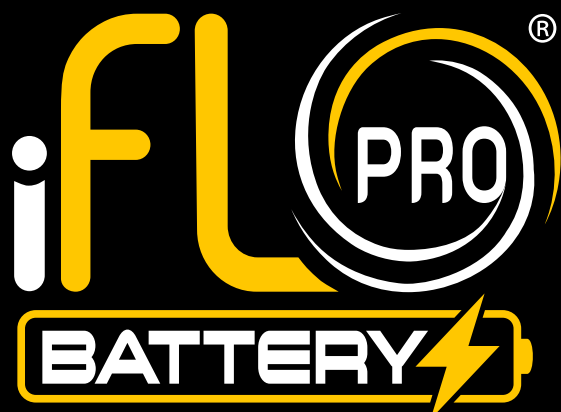
It replaces the dangerous chemicals that techs have been forced to rely on for years, giving them a safer and more consistent way to respond to emergency drain-line issues.

Building a Safer, More Sustainable Service Model

As contractors continue to prioritize customer trust, technician safety, and environmental responsibility, the industry needs solutions that rise to meet those expectations. With our formula and Severe Clog Relief, iFLO Pro is helping HVAC businesses reduce liability while delivering better long-term protection for their customers' homes.

Safe. Effective. Responsible.

That's the future of HVAC maintenance—and we're proud to be leading it.



Smart Condensate Management

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



www.iflopro.com

6 Month Cartridge Included



Smart App Tracks Every Dispense

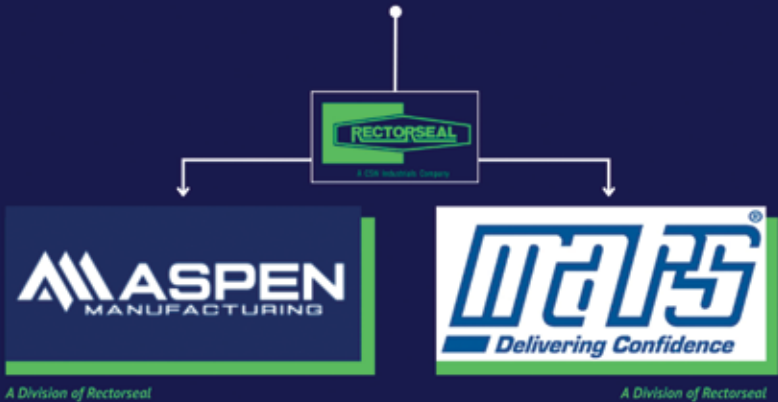




Wishes You Happy Holidays!



NEW PARTNERSHIP ANNOUNCEMENT



HERE WE GROW AGAIN! WELCOME OUR NEW TEAM MEMBER



Hi! I'm Alyssa Lamoureux, currently enjoying life in beautiful Tampa, Florida. I value building strong relationships, understanding what customers truly need, and turning conversations into solutions. I am very fortunate to join a strong team of like-minded individuals at AMP Strategic. I genuinely love what I do. Whether it's problem-solving, connecting with new people, or finding creative ways to support my clients, I'm always striving to make a positive and lasting impact. Bringing energy, authenticity, and a service-first mindset into my work is something I take pride in every day. When I'm not working, you can probably find me out on the golf course or soaking up the sun at the beach—my two favorite ways to unwind!

AMP Strategic thanks our friends and partners for a successful year! As we continue to represent our best in class manufacturer partners & provide comprehensive support to our distributor and contractor customers, we can't wait to see what the team will accomplish in the year to come.

Southeastern Contractors, Visit the HVACR Training Symposium for World-Class Training and NATE CEUs!

Continued from cover story



There will be an opportunity to earn NATE credits. In-person tickets to the symposium are \$179 and include admission on both days as well as:

- Breakfast & lunch on both days
- Access to vendor booths (including product demos)
- Networking opportunities with prolific educators and manufacturers
- Unlimited virtual access to this year's sessions
- Unlimited virtual access to sessions from 2023–2025
- Eligibility for 16 NATE continuing education credits

The 16 NATE continuing education credits will be available by passing online quizzes about the sessions. (Note: We do not offer partial credit.) Both in-person and virtual attendees are eligible for NATE credits. We will offer information and instructions once the quizzes are available.

The symposium will run from 7:30 AM to 5:00 PM on Thursday, January 22nd, and Friday, January 23rd, and will be held at:

Ocoee Lakeshore Center at Bill Breeze Park
125 N. Lakeshore Drive
Ocoee, Florida 34761

Learn more about the symposium, including nearby lodging at special rates and FAQs, or purchase your tickets today at <http://www.hvacschool.com/symposium>. In-person tickets are limited, so be sure to grab yours before they're gone!

Johnson Controls Metasys 15.0 Open Building Automation System Sets New Industry Standard



MILWAUKEE, Nov. 18, 2025 — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, today announced the launch of Metasys 15.0, its flagship open building automation system. Engineered to meet the demands of mission-critical environments, Metasys 15.0 delivers unmatched scalability, built-in resiliency and instant energy intelligence giving facility managers the tools to optimize building performance, ensure compliance and accelerate decarbonization. New features include support for up to 1,000 IP devices per server — 60 percent more than most Building Automation Systems available today, along with multi-server redundancy offering simultaneous backup and a preconfigured ready-to-use Energy Management suite that delivers real-time insights and actionable data.

“Building operators today must navigate a complex landscape of energy goals, operational demands and evolving workforce needs,” said Kaishi Zhang, vice president of Product Management for Building Automation Systems at Johnson Controls. “The latest release of Metasys delivers a secure, intuitive BMS platform that ensures reliability, simplifies energy oversight and reduces reliance on specialized labor — essential for deploying across critical applications where performance and uptime matter more than ever before. We're thrilled to launch this highly anticipated release, a technology that symbolizes the roots of Johnson Controls and where our experts continue to redefine building automation.”

Metasys 15.0 simplifies deployment and can be scaled across multiple buildings and sites, bringing competitive advantages to mission critical industries such as healthcare systems, data centers and large campuses, while bolstering uptime and efficiency. Key features include:

Market-leading scalability: With support for 50,000 objects and 1,000 IP devices per server, Metasys 15.0 can be seamlessly deployed across large

healthcare campuses, universities or multi-site enterprises without costly hardware upgrades. By allowing IP devices to communicate directly with the server, organizations can reduce infrastructure costs by up to 60% by eliminating the need for intermediary components.

24/7 data resiliency: New multi-server redundancy ensures critical alerts, trends, and audit logs are backed up on two Metasys servers simultaneously, helping to ensure operational continuity, data availability and compliance in mission-critical environments like hospitals and data centers.

Ready-to-use energy management applications: The Energy Management suite offers ready-to-use applications which allow users to easily access and understand data across energy management, engineering productivity and cybersecurity to improve operations and planning.

Fast industry configuration: Facility managers can now more easily configure and manage the system directly using a web client, reducing equipment setup time by nearly 95% compared to previous versions and eliminating the need for server shutdowns or external support.

Interoperability: as an open BAS solution, Metasys 15, along with previous iterations, is widely recognized by field technicians for its leading ability to support a wide range of third-party IT and OT protocols such as BACnet, MSPP, M-Bus and more.

Metasys is a cornerstone of the Johnson Controls' product ecosystem, delivering seamless integration across a broad spectrum of building technologies to unlock energy efficiency, system-wide optimization and thermal performance. The combined impact of Metasys together with Johnson Controls' advanced HVAC, fire, security technologies as well as the OpenBlue smart building ecosystem and network of more than 40,000 field and service technicians can deliver lower operating costs and a stronger return on investment.

To learn more about Metasys from Johnson Controls and the full range of its capabilities, visit <https://www.johnsoncontrols.com/building-automation-and-controls/metasys>.

Boost your selling power

Pass exclusive rebates on to your customers and grow your business.

Your customers can get up to

\$800 off attic insulation | \$450 off duct testing and repair | \$800 off energy-efficient windows

\$1,000 off HVAC replacement | \$800 off heat pump water heaters | Visit duke-energy.com/FLRebates for more information.



Not a Duke Energy trade ally?
 Sign up for access to exclusive rebates and more
duke-energy.com/GrowYourBusiness

Rebates are only available to Duke Energy Florida customers.



BUILDING A SMARTER ENERGY FUTURE®



The proven quality of
YORK® heating and cooling
equipment products

A2L Equipment Reaches 90% of Market Share as Cooling Season Ends

Continued from cover story

The Unitary Market Intelligence Report continues to play a critical role in helping the HVACR supply chain benchmark performance and anticipate market shifts. Distributors interested in participating in HARDI's Unitary Market Intelligence program can contact HARDI's Market Intelligence Team to enroll.

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 advoca-

cy efforts, market intelligence and benchmarking, training programs, and world class events. HARDI proudly represents more than 490 distributor members and their 5,000 + branch locations, and close to 500 suppliers, manufacturer representatives and service vendors. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staffs.

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



What Educational Programs are Offered at the AHR Expo?

The free AHR Education Program includes industry seminars, panel discussions, rapid-fire new product presentations, for-credit courses, and live podcasts.

Industry Seminars

Experts from across the industry share insights on emerging trends, actionable strategies, and practical ways to enhance performance, build skills, and increase ROI.

AHR Panel Series

The AHR Panel Series brings a wide variety of industry leaders together to discuss trending topics and the impact across industry segments.

For-Credit Sessions

There are many opportunities to earn PDHs at the AHR Expo, including ASHRAE Learning Institute sessions, open to all attendees (registration & fee required).

New Product Theaters

Sit in on rapid-fire 20-minute presentations of new products & tech directly from manufacturers. Four theaters will host 150+ presentations.

Podcast Pavilions

AHR's Podcast Pavilions put the top voices, personalities, and perspectives from around the industry on stage, live and in-person.

ASHRAE Winter Conference

The ASHRAE Winter Conference, held concurrently with the AHR Expo, will offer over 100 technical sessions. Separate registration is required.

What trending topics will be addressed at the AHR Expo?

- AI & Smart Controls
- Plumbing & Mechanical
- Refrigerants
- Decarbonization
- Workforce Development

The 2026 AHR Expo will take place in Las Vegas, Feb. 2–4 at the Las Vegas Convention Center, Central and South Halls - 3150 Paradise Rd, Las Vegas, NV 89109

Mon., Feb 2, 2026 > 10am-6pm
Tues., Feb 3, 2026 > 10am-6pm
Wed., Feb 4, 2026 > 10am-4pm

ACCA Announces ANSI Public Review for Reaffirmation of ANSI/ACCA Manual J® – 2016, Residential Load Calculation

The Air Conditioning Contractors of America Educational Institute (ACCA-EI) Standards Task Team (STT) announces an American National Standards Institute (ANSI) public review period for reaffirmation of ANSI/ACCA 2 Manual J® - 2016, Residential Load Calculation.

The 45-day ANSI public review period will start on October 31 with a comment deadline of December 15. This standard is proposed to be reaffirmed with no changes in accordance with ANSI's 5-year Essential Requirements. A separate revision project for Manual J® is in the development stages with future changes planned for 2026.

An online public review form for comments with a link to the above standard is available on the ACCA website.

Manual J® is intended for producing HVAC equipment sizing loads for single-family detached homes, small multi-unit structures, condominiums, townhouses, and manufactured homes. A proper load calculation, performed in accordance with the Manual J® procedure, is required by national building codes and most state and local jurisdictions. The Air Conditioning Contractors of America (ACCA) is the nation's premier trade association for heating, ventilation, air conditioning, and refrigeration contractors.



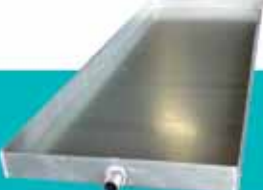
MCDANIEL
HVAC ACCESSORIES METALS ESTD. 1982



Keep Cool, We Got You.

McDaniel Metals Is Your Residential HVAC Partner

From attic installations to closet units, McDaniel Metals delivers the residential HVAC accessories you need: plenums, drain pans, transitions, and filter housings, all designed for a perfect fit and faster installations, backed by expert service and quick turn times.



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





www.smartsnakes.com

Want to reduce your clogged A/C drain callbacks?



20' Stainless Shaft

Passes Through 3/4" PVC 90° Fittings

Reduced Call Backs
Eliminates Nuisance Clogs

Ideal for Clearing Multi Story Common Drain Risers



See the videos at www.smartsnakes.com

sales@smartsnakes.com
407 502 8527



DucaneTM
AIR CONDITIONING & HEATING

Think Smart. Make *The Right Choice*.



BAB | BHB

Air Conditioners & Heat Pumps

- Efficiency **14.3 SEER2**
- Cooling Capacity **1.5 up to 5 Tons**
- Up To **30ft R454B Line Set**



Now on SALE!*

15% OFF
Regular Price

7AC14F | 7HP14F

Air Conditioners & Heat Pumps

❄️ **14.3 to 17.1 SEER2** 🔥 **7.5 to 11.9 HSPF2**

- **Cooling Capacity 1.5 to 5 tons**
- **2025 Compliant Refrigerant**
- **ENERGY STAR®** certified
- 2025 Low GWP R454 Refrigerant Compliant
- **OmniGuard®** Total Corrosion Protection Technology
- Single-Stage and Variable-Speed
- **Quiet Shift™** Technology
- Expansion Valve - Outdoor Unit
- High Capacity Liquid Line Drier
- Dual-Fuel system
- Low and High Pressure Switch



BEST 7HP19V

LYNX 18

INVERTER HEAT PUMP

❄️ **Up to 19 SEER2** 🔥 **Up to 8.5 HSPF2**

- **Cooling Capacity 2 to 5 tons**
- **Dual-Fuel** System
- **ENERGY STAR®** certified
- 2025 Low GWP R454 Refrigerant Compliant
- **OmniGuard®** Total Corrosion Protection Technology
- **QuickLink™** Inverter Technology

- Variable speed compressors
- **Quiet Shift™** Technology
- **Five** total operating modes
- DC Inverter Control
- Control Board
- Four-Way Reversing Valve
- 10- year limited warranty**



*15% discount applies to the regular price of selected Ducane 7HP14F and 7AC14F units. Offer valid only at Oldach Orlando, Kissimmee, and Tampa locations through December 19, 2025. Restrictions may apply.
**10-year limited warranty on the compressor and parts means lasting peace of mind. Applies to residential applications only.

ORLANDO

3004 Silver Star Rd.
Orlando, FL 32808
407-270-9670

KISSIMMEE

1001 Armstrong Blvd. Suite 13
Kissimmee, FL 34741
407-530-5599

TAMPA

5110 W Knox St.
Tampa, FL 33634
813-559-7300

OLDACH
REFRIGERATION, AIR CONDITIONING & VENTILATION SUPPLIER



SFACCA Hosts Annual Casino Night at Funky Buddha in Ft Lauderdale



Tony Ferrara of Ferrara's Air, Jacques Leotaud of Gemaire, Howard Pearl of Pride AC and Mark Zarzeczky of Air Quality Control Environmental

Come Celebrate the Season with SFACCA in December at their first annual Cigar Night, held on December 10th, from 6 - 9pm, at Tabacon Cigars & Spirits, located at 5241 NW 87th Ave, SteD109, Doral, FL. 33178

The November SFACCA Meeting was their Annual Casino Night 2025 which was held on Wednesday, November 5th, from 6 - 9pm at Funky Buddha in Ft Lauderdale. It was a fun evening with several casino games: Roulette Wheel, Craps, and Blackjack. Member Registration included \$1000 buy-in chips. The evening included food & drinks, raffle prizes and emcee DJ.



Betty Martinez, Mariela Pearl, Ray Ratliff, Christina Block and Stephany Marcial of Pride Air Conditioning



The Blackjack table was very popular during the SFACCA Casino Night!



Craps can intimidate first-time players, but is one of the most recognizable games in a casino, and is also one of the most energetic



Everyone tried out their favorite numbers on the Roulette Wheel



Jonathon Herrera and Alfredo Guette of Enterprise Leasing with Raymet Martinez of Advanced Work Vans



The Little Bites prepared by Funky Buddha were delicious



Scott Stringfellow of Rheem with Alexis Terzado of Nu Calgon



Food, Fellowship, and Fun with the SFACCA members, vendors, and friends



There was a great turnout for the SFACCA Annual Casino Night at the Funky Buddha



Joseph Neri of Trane with Matthew Grauer of Blue Frontier Air Conditioning



Air comfort for all

MULTI PRO

IN STOCK

The GREE MultiPRO is ideal for handling today's challenging spaces.

Connect to a conventional-style multi-position air handler, high wall, or any of the other 7 ducted and ductless indoor unit options.

- Up to 10 indoor units with each outdoor unit
- DC inverter-driven technology
- Variable speed AHU
- Smart temperature control
- Cooling up to 129°F
- Heating down to -22°F
- Up to 984 ft. piping distance
- Ideal for residential and commercial spaces





Bakerdist.com/gree-multipro

STOP BY YOUR LOCAL BAKER OR FLORIDA COOLING TODAY!		
Boynton Beach (561) 806-7075	Kissimmee (407) 933-8008	Pensacola (850) 434-7581
Clearwater (727) 572-0181	Lake City (386) 755-2009	Plant City (863) 687-8178
Clearwater (727) 449-1230	Lakeland (863) 668-8186	Pompano (954) 691-0210
Daytona (386) 255-5023	Lecanto (352) 344-5300	Port Richey (727) 847-0445
Daytona Beach (386) 274-5345	Leesburg (352) 728-6222	Sarasota (941) 366-5804
Doral (305) 592-3514	Melbourne (321) 768-0220	Sebring (863) 314-4494
Fort Myers (239) 939-1649	Merritt Island (321) 452-5010	St. Augustine (904) 824-1001
Fort Walton Beach (850) 344-1761	Naples (239) 597-7172	St. Petersburg (727) 525-6926
Gainesville (352) 336-8778	Ocala (352) 732-5271	Stuart (772) 220-3093
Gainesville (352) 376-3212	Orange City (386) 878-4444	Tallahassee (850) 576-8102
Jacksonville (904) 519-5550	Orange Park (904) 272-7700	Tampa (813) 885-7641
Jacksonville (904) 407-4477	Orlando (407) 296-7727	Tampa (813) 740-8704
Jacksonville (904) 354-6685	Orlando (407) 849-6090	Tampa (813) 217-5913
Jacksonville (904) 998-9478	Palatka (386) 866-7013	Vero Beach (772) 562-7141
Jacksonville (904) 479-7593	Panama City (850) 215-4200	West Palm Bch (561) 848-1416



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



As the Economy Slows, Smart Contractors Create Business - Not Wait for It

When work slows, most contractors chase the same shrinking pool of jobs, competing on price and profit margins. But there's a smarter way to stay busy: help customers protect the equipment they already own.

From Reactive to PRO-Active

Copper theft and vandalism continue to rise nationwide. Thieves can strip a condenser in minutes, leaving homeowners and businesses facing thousands in replacement costs- if replacement units are even available. Supply chains remain strained, with tariffs and new refrigerants causing delays. A single theft can leave a customer without cooling or heating for weeks.

Be the Hero Your Customers Remember

Forward-thinking contractors use this as an opportunity. A simple conversation builds trust and opens new revenue:

"Mr. and Mrs. Homeowner or Business Owner, outdoor AC units are prime theft targets. In minutes, thieves can leave you without cooling and with major repair costs. Your unprotected unit is like a box of cash sitting outside. Let's protect your investment now

so you don't deal with that nightmare later."

This honest approach positions you as a professional looking out for the best interest of your customers.

The Opportunity Most Contractors Miss

HVAC theft is real and not going away. By offering protective solutions like welded steel security cages with lockable access gates, contractors help customers avoid theft, vandalism, and storm damage while creating a positive experience with the customer. These cages pay for themselves the first time an incident is prevented.

Don't Wait for the Phone to Ring — Make It Ring

In a slow economy, the contractors who survive are the ones who stay creative, proactive, and customer-focused. Anyone can sell an air conditioner. Leaders sell peace of mind.

Author Bio

Robert Michell is the owner of Property Armor, Inc., a Florida-based manufacturer of HVAC security cages since 2003. For more information please visit www.PropertyArmor.com.

Buildings XVI Conference to Focus on Thermal Performance of Exterior Envelopes

ATLANTA (November 6, 2025) – The Buildings XVI Conference, organized by ASHRAE and Oak Ridge National Laboratory (ORNL), will take place December 8–11, 2025 in Clearwater Beach, Florida.

Held every three years, the Buildings Conference series is the leading international forum on building envelope science. At this year's conference, attendees can expect an in-depth exploration of how building envelope design and performance directly influence energy efficiency, durability, indoor environmental quality and occupant comfort.

"Our technical program highlights advances in materials science, modeling techniques and construction practices that improve thermal resistance and moisture control while supporting decarbonization and resilience goals," said André Desjarlais, conference chair. "We're emphasizing a whole-building perspective, examining how envelope systems interact with mechanical, lighting and ventilation systems to deliver high-performance, low-energy buildings in all climates."

The Buildings XVI Conference will feature three program tracks designed to balance fundamental research with real-world applications:

- Principles – Cutting-edge research and development in thermal and moisture performance of building envelopes.
- Practices – Case studies, field applications and innovative design strategies.
- Residential Buildings – Practical insights and advancements improving performance and resilience in residential construction.

Some notable session titles are as follows:

- "Assessing Residential Deep Energy Retrofit Performance Based on Resilience to Future Weather Conditions"
- "Smartphone Application for Visualizing Building Air Leakage"
- "Impact of High-Rise Buildings on Wind Driven Rain, Wind and Thermal Comfort"
- "Scalable Thermal and Resilience Exterior Envelope Strategies for the Manufactured Housing Sector: Results from a year of simulated field testing"

Two keynote sessions will offer global perspectives on the past, present and future of building envelope science:

- Sam Rashkin, Senior Researcher, Oak Ridge National Laboratory "Charting a Path to Scaling Deep Energy Retrofits and How This Impacts Building Science Research"
- Angela Sasic Kalagasidis, Professor, Chalmers University of Technology "A 21-Year Retrospective and an Outlook on Hydrothermal Building Simulation Tools"

Pre-conference workshops will also be offered, providing attendees the opportunity for deeper engagement with emerging research, analytical tools and best practices.

In-person registration to attend the Buildings XVI Conference is \$700 for ASHRAE members (\$750 for non-members). Additional registration options are available. For more information and to register for the Buildings XVI Conference, visit ashrae.org/BuildingsXVI.

ASHRAE is an international society of more than 50,000 heating, refrigerating and air-conditioning professionals from over 132 nations dedicated to serving humanity and promoting a sustainable world.

Founded in 1894, ASHRAE is an industry leader in research, standards writing, publishing, certification and continuing education. ASHRAE and its members are dedicated to promoting a healthy and sustainable built environment for all, through strategic partnerships with organizations in the HVAC&R community and across related industries.

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.



Arco Supply, Inc.
Christmas Pig Roast

Thursday, December 18, 2025
12-2PM

We invite all Customers and Friends to join us for our Annual Cuban Pig Roast. This is our way of giving thanks to you, our loyal customers, for your valued business. We look forward to celebrating the holiday season with you!

Five-Star Service Since 1979

Arco Supply, Inc.
Air Conditioning Equipment, Parts and Supplies
715 Barnett Dr. Lake Worth, FL 33461 www.arcosupply.com
Phone: 561.586.3331 Fax: 561.586.2330 email: orders@arcosupply.com

CxEnergy 2026 Announces Preliminary Technical Program

(Washington, D.C., November 18, 2025)—The premier event in commissioning, energy management, and building analytics and diagnostics, CxEnergy 2026, has announced its preliminary technical program. The event takes place April 21-24, 2026, in Chicago, IL.

CxEnergy draws hundreds of the nation's leading commissioning experts, energy management professionals, MEP engineers, HVAC testing professionals, facility managers and building owners. Presentation topics include:

- Blowing Stuff Up: A Practical Guide to Duct Air Leakage Testing
- Cannabis Conundrums: The Challenges Associated with Plants as Occupants
- Commissioning Hospital Pharmacies for Acceptance and Accreditation
- Empowering Change: Women Leading the Future of Commissioning
- MEP and BECx Partnerships: Lessons Learned on Higher Education Projects
- Microgrid Applications for Mission Critical Facilities
- Insights into Aviation Cx
- Testing, Adjusting & Balancing: Lessons Learned for Engineers, Cx & Energy Providers

CxEnergy Technical Presentation attendees earn AIA LU, USGBC LEED General Education, and CxA and EMP continuing education credits for presentations. The credits are widely applicable for other certifications and professional licenses (attendees should check with their certification or licensing body).

Government officials, building operators, and institutional facility managers may register at a discounted \$99 rate. All others may use the promo code SAVE100 for the early-bird discount until Dec. 31. Registration opens in late November. Event information, the latest updates, and online registration are available at <https://www.CxEnergy.com/>

The CxEnergy Expo Hall showcases a wide variety of products including controls, software, instruments, metering devices and services targeted specifically to commissioning, energy management, engineering and testing firms.

NAVAC Opens Technical Training Center in Kentucky with a Hands-On, Technician-First Approach

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps as well as a wide array of tools, gauges, vacuum pumps, recovery units, instruments and industry-specific items, has announced the opening of the NAVAC Technical Training Center (NTTC), located in a newly built 1,700-square-foot facility in Versailles, Kentucky. A first-of-its-kind, the NTTC features hands-on HVAC training designed specifically for technicians, demonstrating NAVAC's bold commitment to advancing real-world technical education and reshaping the future of HVAC training.

"At the NTTC, our training is designed by technicians, for technicians," said Andrew Greaves, Director of Customer Experience at NAVAC. "We're redefining HVAC education by focusing on personalized, practical learning that mirrors the challenges technicians face in the field every day."

Each NTTC class is limited to just ten participants, ensuring every attendee receives individualized instruction and extensive hands-on experience with NAVAC's latest tools and technologies. The curriculum covers fundamentals like evacuation and recovery, while also offering advanced modules in system troubleshooting, piping and line set layout, and more.

Blending Kentucky's local culture and deep ties to bourbon and distillation, the NTTC's innovative approach to teaching draws creative parallels between the distillation process and the refrigeration cycle. This unique method turns technical concepts into memorable, relatable lessons, making learning both educational and enjoyable.

Beyond technician training, the NTTC also serves as an internal learning hub for NAVAC employees

across departments – from operations and marketing to product development – giving them firsthand insight into the end-user experience. This initiative fosters a contractor-centric mindset across the organization, aligning every team member with NAVAC's mission to support working professionals in the field.

NAVAC's User Experience Department, comprised exclusively of actively-licensed HVAC contractors, ensures every NTTC training session is practical, up-to-date, and aligned with real-world jobsite needs.

The result is an education experience that's technically rigorous, highly relevant, and genuinely enjoyable, a blend that's rare in today's training landscape.

"What truly sets the NTTC apart is our creative approach to engagement," added Andrew. "Our instructors combine decades of experience in HVAC, technology, and studio production to create immersive, interactive sessions, both in-person and virtually. Our virtual programs aren't just 'Zoom and PowerPoint.' They're professionally produced, dynamic, and designed to keep participants excited about learning."

Looking ahead, the NTTC will continue to host monthly in-person training sessions for contractors, distributors, and rep agencies. Its fully-equipped studio will also serve as a production hub for video content, podcasts, live streams, and virtual training sessions, extending NAVAC's educational impact to digital and global platforms.

Furthering its commitment to technical education, NAVAC is partnering with organizations such as the GRIT Foundation to inspire youth to pursue careers in the skilled trades, and the ESCO Group for collaborative industry training events.



AccuAir
The Advantage is AccuAir

- Specializing in Engineered and Applied Specialty Systems
- Design and Specification Assistance
- Huge Inventory of Products
- Fully-Stocked with Bard Parts
- Lead-Lag Controls Available
- Virtual and On-Site Training Available



Bard
SINCE 1914
HVAC SYSTEMS



Tropic Supply's 10th Annual Food Drive to Help Fight Local Hunger was a Great Success!

Tropic Supply is proud to announce the great contractor and customer participation in their 10th Annual November Food Drive! This year's event was a resounding success, thanks to the collective efforts of their 22 Resource Centers across Florida. Together they collected canned goods, dry food, and water providing vital support to families in need. These donations were distributed to 21 different organizations throughout the state, making

a meaningful impact in local communities. Tropic Supply was inspired by the creativity and teamwork displayed by its Resource Centers in driving this initiative forward. Many thanks to our vendors Ruud, Russell, CPS, Cooper&Hunter, Klein Tools, Armacell, Yellow Jacket, Nu-Calgon, Mueller, Sporlan, Rectorseal, RGF, Sensi by Copeland, Uniweld, Inficon, Chamberlin Rubber Company, Precision

Aluminum, L.H. Dottie, Qwick Products, Ecobee, MA-Line, Honewell, Allied, and Little Giant. Special thanks go to the many customers who contributed generously. In appreciation, each donor was entered into a drawing for one of 24 prizes, each valued at \$200 or more. This year's food drive reflects Tropic Supply's ongoing commitment to making a meaningful difference in the fight against local hunger.



Tropic Supply Ocala's Taco Truck display took 1st Place in the 2025 Food Drive contest



Tropic Supply Ft Myers YUM YUM display took 2nd place in the 2025 Food Drive contest



Tropic Supply Port Charlotte's Robot display took 3rd place in the 2025 Food Drive contest



Tropic Supply Cape Coral's Display



Tropic Supply N Ft Lauderdale's Display



Tropic Supply Fort Pierce's Display



Tropic Supply Tallahassee's Display



Tropic Supply Delray Beach's Display



Tropic Supply Sarasota's Display



Tropic Supply East Tampa's Display



Tropic Supply Naples's Display



Tropic Supply Sunrise's Display



Tropic Supply West Tampa's Display



Tropic Supply Orlando's Display



Tropic Supply South Miami's Display



Zack watching over Pristine Pools Food donation

Cooper&Hunter Enters the U.S. Gas Furnace Market with Launch of A-COIL and M-COIL Units



Cooper&Hunter, a global HVAC leader known for its innovation and adaptability, proudly announces the launch of its A-COIL and M-COIL units, marking the company's strategic entry into the U.S. gas furnace market. These new cased coil units are designed to seamlessly integrate with any gas furnace, transforming traditional heating systems into complete air conditioning solutions for year-round comfort.

Revolutionizing Furnace-Based Cooling
The A-COIL and M-COIL units offer unmatched flexibility, functioning in both new and retrofit installations. By pairing with Cooper&Hunter's heat pump outdoor units, these coils enable homeowners and contractors to build dual-fuel systems that combine the reliability of gas heating with the efficiency of electric cooling — ideal for varying climate conditions across North America.

Smart Integration with the 120F Wall Thermostat
With the new dual-fuel Wall Thermostat 120F, users can control the furnace, coil, and outdoor unit from a single interface. Powered by SmartKit technology, the system connects to the Cooper&Hunter App, allowing remote temperature control, system monitoring, and energy optimization — all from a smartphone.

Tapping into a Booming Market
The U.S. gas furnace market was valued at USD 8.41 billion in 2023 and is projected to reach USD 13.31 billion by 2032, growing at a CAGR of 5.90% from 2024 to 2032. Cooper&Hunter's entry into this space positions the brand to meet rising demand for energy-efficient, smart-compatible heating solutions.

Industry Trends & Opportunities
The gas furnace industry is undergoing a transformation driven by:

- Increased awareness of energy conservation and cost reduction
- Integration with smart home technologies and IoT systems
- Growth in construction and remodeling across residential and commercial sectors
- Rising demand in

emerging markets for affordable, high-performance heating solutions

North America Leads the Way
North America remains the dominant region for gas furnace adoption, thanks to its colder climate, strong regulatory framework, and consumer demand for high-efficiency models. Cooper&Hunter's new coil units are engineered to meet these expectations, offering compatibility with modulating furnaces, variable-speed blowers, and smart thermostats.

A Strategic Leap Forward
"This launch represents a bold step into one of the most dynamic HVAC segments in North America," said a Cooper&Hunter spokesperson. "Our A-COIL and MCOIL units are designed to empower contractors and homeowners with smarter, more flexible solutions that elevate traditional furnace systems into full climate control platforms."

Available Now

The A-COIL and M-COIL units are now available through Cooper&Hunter's authorized distributors. For technical specifications, installation support, and product availability, contact your local Cooper&Hunter representative or visit www.cooperandhunter.us.



LET'S MAKE IT SNOW IN SOUTH FLORIDA



Efficiency That Stands Up to the Sunshine State

OLMO mini split systems deliver powerful, reliable cooling designed for Florida's extreme heat. Built with high-efficiency technology, they lower energy use while maintaining steady comfort. Quiet, durable, and easy to install, OLMO units keep your home cool even on the hottest days. With advanced inverter technology, they automatically adjust performance to maximize efficiency and savings.



Scan for our full Residential Catalog



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

U.S. shipments of central air conditioners and air-source heat pumps totaled 528,980 units in September 2025, decreased 41.5 percent compared to 903,856 units shipped in September 2024. U.S. shipments of air conditioners decreased 49.4 percent, to 263,291 units, compared to 520,197 units shipped in September 2024. U.S. shipments of air-source heat pumps decreased 30.7 percent, to 265,689 units, compared to 383,659 shipped in September 2024.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased 14.3 percent, to 6,548,942, compared to 7,639,648 units shipped during the same period in 2024. Year-to-date shipments of central air conditioners decreased 20.2 percent, to 3,532,005 units, compared to 4,423,927 units shipped during the same period in 2024. The year-to-date total for heat pump shipments decreased 6.2 percent, to 3,016,937, compared to 3,215,721 units shipped during the same period in 2024.

Copeland Launches Sensi Lite Smart Thermostat In New Color



The Sensi Lite smart thermostat from Copeland, with ENERGY STAR® approval, is now available in both black and white.

Each has a clean, modern and minimalist look.

Sensi Lite is an entry-level thermostat with Wi-Fi capability. Designed for smart home applications, it integrates well with popular platforms such as Amazon Alexa, Google Assistant and Samsung SmartThings. Users can easily control this smart thermostat from the Sensi app and monitor the performance and efficiency of HVAC systems through usage reports, alerts about equipment, and maintenance reminders for tasks such as filter replacement.

Fujitsu General America Hosts First Elite Plus Conference



Fujitsu General America hosted their first Elite Plus Conference in Clearwater Beach, FL, on November 17 and 18.

The exclusive event was held for Elite Plus dealers, providing an opportunity for contractors to network with peers, discuss the status of the industry, meet the Fujitsu team, and provide valuable feedback from the field.

Elite Plus Contractors represent the highest level of expertise. They're professionals with the experience and capability to solve even the most challenging comfort needs within their communities. Fujitsu created this tier to provide enhanced support, exclusive resources, and meaningful rewards designed to help dealers grow and elevate their business.

"While we go to market through distribution, contractors are the key to our success," said Tomokazu Hosoi, President of Fujitsu General America. "They are the face of Fujitsu AIRSTAGE. We strive to build stronger relationships with those dealers to better support them in the field."

Elite Plus contractors from Maine to Hawaii and from Nova Scotia to British Columbia attended the event to provide feedback and gather information and tools to help continue their success as Elite Plus dealers. The Florida weather, a beautiful venue, quality entertainment and fantastic food were enjoyed by all.

"It was an honor to meet some of our most loyal customers," said Hosoi. "Together with our distributor partners, we will pursue every opportunity to support our contractors. Our customer-centered culture is one of the things that differentiates Fujitsu AIRSTAGE in the market."

A Special Thank You to all of our vendors, distributors, and contractors that made it possible for another wonderful year. Have a Merry Christmas and a Prosperous New Year

LEONE GREEN & Associates, Inc.
ph: 770-977-1993 | www.leonegreen.com

*Thanks to everyone for
another wonderful year!
Have a Merry Christmas
and a happy, healthy
and prosperous 2026!
May The Spirit of God
bring you closer to Jesus*



Miami Main
8290 N.W. 25th Street
Miami, FL 33122
Tel: 305-592-2330
Fax: 305-477-0709

Hialeah Branch
9615 N.W. 80th Avenue
Hialeah Gardens, FL 33016
Tel: 305-821-4766
Fax: 305-821-4936

Broward Branch
5610 N.W. 12 Avenue
Ft Lauderdale, FL 33309
Tel: 954-358-1315
Fax: 954-358-1312

Mitsubishi Electric Hydronics & IT Cooling Systems and BITZER to Establish Joint Venture

TOKYO, November 14, 2025 - Mitsubishi Electric Corporation (TOKYO: 6503) announced today that its wholly owned subsidiary Mitsubishi Electric Hydronics & IT Cooling Systems S.p.A. (MEHITS), headquartered in Bassano, Italy, has reached an agreement with BITZER K hlmaschinenbau GmbH (BITZER), a German manufacturer specializing in compressors and refrigeration components, to establish a joint venture focused on developing compressors for applied HVAC* and IT cooling systems.

The new company, BITZER MEHITS Advanced Solutions GmbH, will be based at BITZER's factory in Rottenburg am Neckar, Germany. By combining the technologies and expertise of both companies, the joint venture will strengthen development capabilities for compressors used in applied HVAC and IT cooling equipment, aiming to deliver highly efficient products optimized for global markets.

MEHITS has been using BITZER compressors in some of its applied HVAC and IT cooling products for overseas markets. The new joint venture will enable MEHITS to unify the development processes for air conditioning systems and compressors, which will ensure that the compressors are fully optimized for related MEHITS products and help to improve the efficiency of applied HVAC and IT cooling equipment as well as accelerate market introduction.

Through this initiative, Mitsubishi Electric aims to strengthen its competitiveness in global markets and further expand its presence in the applied air conditioning and IT cooling field.

The fast-growing global market for applied HVAC and IT Cooling equipment is a strategic priority within Mitsubishi Electric's HVAC business. Applied HVAC systems, which differ from standard office's air conditioning systems and residential air conditioners, must meet performance requirements and specifications that can vary greatly depending on a facility's purpose and scale. Developmental flexibility and speed are essential to meeting the diverse customer needs, particularly with regard to compressors, which are key components in terms of heating and cooling capacity as well as energy efficiency.

Airzone Expands Josh.ai Compatibility to the Aidoo Pro Hub

SACRAMENTO, CA – November 20, 2025 – Airzone Control, a leader in HVAC control and integration solutions, today announces expanded compatibility between its Aidoo Pro Hub and Josh.ai, a leading smart home automation platform. The new integration extends the power of Josh.ai's natural touch, text, and voice control of advanced HVAC automation to multi-zone HVAC automation for residential and commercial projects. Controlling comfort is now as intelligent and effortless as lighting, shading, and entertainment across connected environments.

Expanding AI-Controlled Comfort

Following the initial integration between Josh.ai and Airzone's Aidoo Pro, which brought natural control to individual Inverter HVAC units, and Webserver Hub, which supports integration with Airzone's full-home zoning solutions, this expanded collaboration now includes the Airzone Aidoo Pro Hub, a commercial-grade integration gateway with dual wireless and Ethernet connectivity. Across hospitality projects, luxury MDUs, corporate environments, and rental properties, guests and residents are empowered to simply ask, "Hey Josh, set the living area to 70 degrees" or "Hey Josh, turn off the guest suite heat." The Aidoo Pro Hub will execute climate commands instantly, while enabling BACnet and Modbus integration for further building-wide visibility and management.

"Integrators have long struggled to bring HVAC control into the broader intelligent device ecosystem, especially for multi-unit projects," says Antonio Mediato, CEO of Airzone. "By extending Josh.ai compatibility to the Aidoo Pro Hub, we're eliminating that barrier and giving integrators a powerful, design-forward solution that makes comfort as

intuitive and elegant as the rest of the environment."

A More Holistic Smart Home Experience

Through this integration, HVAC systems become a natural part of Josh.ai's simple and secure AI-powered control platform. Users can easily adjust temperatures, change modes, or activate HVAC scenes directly with the Josh App, contextual voice commands, and custom automations, all while preserving system efficiency and manufacturer performance parameters

"The mission at Josh.ai is to make interacting with complex technology feel seamless, intuitive, and secure," says Alex Capecelatro, CEO and Co-Founder of Josh.ai. "Expanding our partnership

with Airzone ensures that HVAC—a core element of comfort and sustainability—is fully integrated into that experience, whether in a single-room retrofit, a whole-home installation, or a luxury hotel."

Integration Solutions for Every Project

Josh.ai is now compatible with:

- Airzone Aidoo Pro: a plug-and-play controller that delivers effortless smart thermostat, home automation, or BMS control of individual Inverter HVAC units.
- Airzone Aidoo Pro Hub: an Aidoo pro with ethernet wired connectivity for failsafe reliability in the most demanding applications.
- Airzone Webserver Hub: An integration gateway for Airzone's full-home multi-zone solutions.

These Airzone solutions provide a flexible, no-coding integration path between HVAC manufacturers and automation systems.

Learn more about Airzone's control and zoning solutions at airzonecontrol.com, and explore the Josh.ai platform at josh.ai.



Merry Christmas!

Thank you to all our Distributors and Manufacturers
for your continued Support and Partnership!
Wishing you a Happy Holiday Season from everyone at:

Ron McLaughlin & Associates, Inc.

Ron McLaughlin	Bing Berringer	Scott Behanna
Celia McLaughlin	MaryAnn Colarusso	April Charles



GIVES BACK

OUR GOAL IS 200 BIKES!

December 1 to December 19th

SPOKES
FOR KIDS

Please join us in this
COMMUNITY SERVICE PROJECT
Shearer Supply will donate
bikes for local toy drives.
Please bring new bikes or
contribute cash for bikes.



ABILENE 3209 S. Treadaway Blvd. Abilene, TX 79602 (325) 692-0207 ALLEN 1303 Watters Road, Ste. 150 Allen, TX 75013 (469) 680-3100 AMARILLO 902 SE 2nd Avenue Amarillo, TX 79101 (806) 223-4848 ARLINGTON 2030 E. Arbrook Blvd. Arlington, TX 76014 (817) 522-1882 CARROLLTON 2055 Luna Road, Ste. 182 Carrollton, TX 75006 (972) 484-5155	DALLAS 10515 Miller Road Dallas, TX 75238 (214) 343-2288 DENTON 155 N I-35 E Denton, TX 76205 (940) 312-5861 EVERMAN 8100 South Freeway Fort Worth, TX 76134 (817) 312-6699 FORT WORTH 2334 Pecan Court Haltom City, TX 76117 (817) 831-4491 JACKSON 169 Commerce Center Circle Jackson, TN 38305 (731) 512-0858	SOUTHWEST DIVISION LITTLE ROCK 12120 Colonel Glenn Road Ste. #10000 Little Rock, AR 72210 (501) 565-9000 LUBBOCK 6006 42nd Street Lubbock, TX 79407 (806) 743-5000 MEMPHIS 4072 Senator Street Memphis, TN 38118 (901) 761-6100 NORMAN 2345 Industrial Blvd. Norman, OK 73069 (405) 928-6444	NORTH MEMPHIS 5222 Pleasant View Road Memphis, TN 38134 (901) 562-0424 OKLAHOMA CITY 4732 NW 1st Street Oklahoma City, OK 73127 (405) 948-7900 SHREVEPORT 606 Benton Kelly Dr. Shreveport, LA 71106 (318) 678-9704 SPRINGDALE 440 Jean Mary Avenue Springdale, AR 72762 (479) 361-1600	TULSA 13408 E. 59th Street Tulsa, OK 74134 (918) 459-2777 TYLER 2020 Capital Drive Tyler, TX 75701 (903) 347-2800 WACO 1000 Schroeder Dr. Ste. 201 Waco, TX 76710 (254) 265-6565	MID-SOUTH DIVISION CHATTANOOGA 4316 North Creek Road Chattanooga, TN 37406 (423) 629-1911 KNOXVILLE 3211 Henson Road Knoxville, TN 37406 (865) 588.2776	BIRMINGHAM 3636 7th Ave N. Birmingham, AL 35222 (205) 985-0008 GAINESVILLE 2468 NW 71st Place Gainesville, FL 32653 (352) 450-8090 HUNTSVILLE 102 NW Shuttle Ct. Huntsville, AL 35806 (256) 859-1220 JACKSONVILLE 7380 Phillips Highway, Ste. 401 Jacksonville, FL 32256 (904) 250-0500	SOUTHEAST DIVISION MOBILE 981 S. Corporate Dr. F11 Mobile, AL 36607 (251) 263-5566 MONTGOMERY 1820 Ridgeway E Montgomery, AL 36110 (334) 386-1873 PANAMA CITY BEACH 17621 Ashley Dr Panama City Beach, FL 32413 (850) 708-3171 PENSACOLA 4901 Chaney St. Pensacola, FL 32503 (850) 475-8635	SAVANNAH 5250 Old Louisville Rd. Bldg. 14 Pooler, GA 31322 (912) 742-2055 TALLAHASSEE 3406 W. Tharpe Street Tallahassee, FL 32303 (850) 558-4888 DOTHAN 205 Wedgewood Dr Dothan AL 36303 (334) 500-3899 VALDOSTA 710 Gil Harbin Industrial Blvd. Valdosta, GA 31601 (229) 219-1957 WARNER ROBINS 107 Borders Way Warner Robins, GA 31088 (478) 919-2266
---	--	--	---	---	--	--	--	---



www.ShearerSupply.com

CORPORATE OFFICE: 1750 VALLEY VIEW LANE #300 • FARMERS BRANCH, TX 75234 • (469) 324-0001



HVAC School
For Techs by Techs

CAT Ratings on Electrical Multimeters

By Bryan Orr



If you have a multimeter for HVAC work, you most likely have a meter with a CAT III rating on it. Some might also be rated for CAT II at higher voltages or CAT IV at lower ones—or both, like this model of the UEi

DL599 from our Multimeter 101 for HVAC 3D video.

In any case, it's a safety rating to prevent arc faults inside the meter, and each category refers to the suitability of the meter for certain types of work. You can usually find it near the lead ports or on or near the amp clamp.

Most companies that make multimeters specifically for HVAC/R usage will have CAT III and CAT IV meters (or CAT II 1000V and CAT III 600V, which is generally suitable for residential and light commercial HVAC work). However, some general meter manufacturers might also make meters that are not suitable for our work and may put us at risk of electric shock. Some CAT III 600V meters might also not be suitable for certain applications.

What CAT Ratings Represent

CAT ratings represent safety categories based on the type of equipment a meter or electrical tester is safe enough to use. These ratings are set by the IEC (International Electrotechnical Commission) and are based on transient voltages, not just typical operating voltages.

There are four categories: I, II, III, and IV. Broadly speaking, we can think of those groupings based on the voltages associated with items at varying distances from the power source:

- CAT I — Electronics and circuit boards
- CAT II — Standard outlets and plug-in appliances
- CAT III — Electrical panel to high-voltage household appliances
- CAT IV — Incoming power from the utility (service drops or laterals)

A circuit board in a laptop is farther away from the power source than an outlet, which is farther away than a permanent appliance directly wired to the breaker (e.g., HVAC or water heater), which takes in power from a source, usually a service drop (from an overhead power line) or a service lateral (underground)

While most of us aren't going to be working on service drops, several HVAC meters are CAT IV-rated. You can always use higher-category meters for lower-category applications, but you can NEVER do it the other way around. If there's transient voltage, that would be a very bad day.

How CAT Ratings Are Determined

Before we get into the numbers, let's give our friend Georg Ohm a quick visit. (No, that's not a typo. His name is Georg.)

He's the guy who came up with a little thing called Ohm's law. Ohm's law states that amps go up as resistance goes down (and vice versa) at a constant voltage. The formula is as follows:

$$\text{Volts (V)} = \text{Amperage (I)} \times \text{Resistance (R)}$$

In a case where we have 120 volts and 4 amps, the resistance would be 30 ohms ($120 / 4 = 30$). If the resistance drops to 20 ohms but the voltage stays the same, the amps would go up to 6 ($120 / 20 = 6$). The vast majority of resistance in the circuit comes from the load.

An electrical multimeter has built-in impedance (resistance PLUS reactance) for voltage measurements. This design allows the electricity to be measured without significantly impacting the circuit.

CAT I electrical testers have a relatively high impedance of 30 ohms. This impedance decreases as the categories progress. As a result, CAT II devices (12 ohms) can handle more current than a CAT I tester. CAT III and IV multimeters (2 ohms) can handle even more than a CAT II. The lower impedance values of the CAT III and IV meters allow more current to flow through without arcing.

How are CAT III and CAT IV Different?

Both CAT III and CAT IV equipment have the same impedance: 2 ohms. However, the differences lie in the transient voltages they can handle.

The IEC sets these guidelines for meters used on test equipment meant to measure less than or equal to 1000V as follows:

Notice how the working voltages are the same across all categories, but the higher the category, the higher the transient voltage rating. CAT IV's transient voltage ratings are higher than CAT III's. That's because there is more robust internal protection in CAT IV meters, even if the impedance is the same as that of CAT III. If an electrician is working on service drops and there's a sudden high voltage, a CAT IV meter will be less likely to arc internally than a CAT III.

Meters with Multiple CAT Ratings

Many multimeters have two CAT ratings. You may have one that says CAT III 1000V / CAT IV 600V on the front, like UEi's Everyday Professional Clamp Meter (EPC) pictured above. If you look at the chart from earlier, you'll notice that the transient voltage is the same for both ratings: 8000V.

The main difference in the CAT ratings is the context in which you can use the meter. You could use the meter in CAT III applications up to 1000V (which includes items like DC bus voltage on VFDs that may exceed 600V). However, it's not rated to withstand the intensity of transient voltages in 600–1000V CAT IV applications.

But ultimately, is a CAT III 1000V / CAT IV 600V meter suitable for our typical HVAC/R work? Absolutely. It's probably the best you'll find readily available from a safety and performance standpoint.

All that's to say that CAT ratings matter. Make sure you're working with at least CAT III meters for the voltages you see in your everyday work, and even then, pay attention to the AC voltage in the rating to pick a meter that's safe for the job.

You may come across some meters that are CAT II 1000V / CAT III 600V; whether those are suitable will depend on the work you do. Typical 208V and 240V residential and light commercial equipment—yes. When you get into some heavier commercial, industrial, and specialty equipment where voltage measurements could exceed 600V, you'll need to pay closer attention to those CAT ratings and their voltages.

Wishing our valued customers,
distributors, and manufacturers a very

Merry Christmas

and a Healthy, Happy New Year!

Hamilton & Associates
REPRESENTING QUALITY HVAC MANUFACTURERS

for more information visit www.hvacreps.net - or email: rob@hamiltonassociatesinc.com



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

- Easy to install
- Great Warranty
- Reliable and durable
- Flexible Installation

**454B EQUIPMENT
NOW AVAILABLE!**



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

25C TAX CREDIT AVAILABLE

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

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

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

GET ADDITIONAL BENEFITS WHEN YOU GET THE CHAMPION® CCE ENDORSEMENT

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

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

Rapid delivery to Winsupply locations listed below

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

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

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

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

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

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

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



Message from FRACCA
President, Paul Stehle



THE FRACCA BOARD held their November 2025 Quarterly BOARD MEETING in Tallahassee at Lively Technical College where the TRACCA Chapter holds its program meetings and conducts the TRACCA Apprenticeship program.

MAKING THE 'ROUNDS IN TALLY!

The FRACCA Board had A Successful Legislative Trip to the Capitol with our Lobbyist, Mr. Edward Briggs, B & B Capitol Strategies.

The FRACCA Board Members spent Wednesday, the 19th meeting Representatives, Senators, Staff Members discussing our current Bill SB 322(2026).

The Board was also able to tour the Senate Floor Chambers - and WOW, what an amazing experience!

A HUGE Thank You to the all that took time out of their day to meet with us are as follows:

- Florida Senate Chamber Tour
- Senate Staff Director Booter Imhof
- Representative Maggard
- Senator McClain & Representative Boyles
- Representative Gentry
- Representative Smith
- Secretary Griffin
- Representative Conerly
- Representative Booth
- Representative Benarroch
- Representative Albert

A Very Special THANKS to Edward for setting this up for the FRACCA Board and making it a SUCCESS!



25th Anniversary FRACCA Educational Conference
1st Annual FRACCA Golf Tournament
Join Us in Orlando - FRACCA.COM

HARDI Distributors
Report 5.3% Revenue
Increase in September

Columbus, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 5.3% during September 2025. The annual sales growth for the 12 months through September 2025 is an increase of 4.6%.

“Cooling season 2025 ends with sales growth of 5.3% during September,” said Brian Loftus, Macro-economic and Residential Market Analyst at HARDI. “That result got an extra boost from an extra billing day. We estimate sales was about flat 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 September was near 38. That is comparable to the pace we saw one year ago. The Fed is cutting rates because the economy is slowing but HARDI customers are not exhibiting any deterioration,” said Loftus.

The chart illustrates the annual sales growth rate is now at the upper edge of the recent range, but that does not mean demand is improving. “We believe underlying demand is comparable to last year, so most of this annual growth is due to price increases being passed through. Confirmation of that is the latest sales to inventory ratio is comparable to the depressed levels of 2022 and 2023 after the supply chain crumbled. Hopefully the start of heating season will provide some relief to that ratio.”

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.

About HARDI

HARDI is the single voice of wholesale distribution within the North American and Latin American HVACR markets.

A non-profit association, HARDI serves its members through government affairs and advocacy efforts, market intelligence and benchmarking, training programs, and world-class events. HARDI proudly represents more than 490 distributor members and their 5,000+ branch locations, and close to 500 suppliers, manufacturer representatives, and service vendors. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staff.

Happy Holidays

Thank you to all our customers, distributors and manufacturers for your support in 2025.



The Professional's Choice



Michael Hollis

Tim Roberts

Christy Kerlin

727-593-9999

www.cainsaleshvacr.com

ClearBlade Launches Industry's First Real-Time Forecasting AI at the Edge

AUSTIN, Texas, Nov. 13, 2025 /PRNewswire-PRWeb/ -- ClearBlade, a leader in Edge AI, IoT, and connected Digital Twins, today announced the launch of its new Forecasting AI Component, now available inside the company's flagship Intelligent Assets application. This enhancement empowers businesses to generate live, predictive models of asset performance using historical and real-time data, all without custom code or advanced technical expertise.

Forecasting AI allows users to anticipate future equipment states, resource needs, and operational risks by selecting asset attributes, applying machine learning models, and viewing predicted outcomes alongside current data.

"We built Forecasting AI to give operational teams the power to plan ahead without waiting on a centralized analytics team," said Eric Simone, CEO of ClearBlade. "By embedding forecasting directly into Intelligent Assets, we're helping customers drive measurable ROI, not just AI experimentation."

This is the third in ClearBlade's growing AI Component library, joining the Anomaly Detection and Intelligent Video Analytics AI Components. Each component works independently yet supports ClearBlade's strategy of delivering modular, edge-ready AI without forcing customers to rip and replace existing systems. With Forecasting, users can now select attributes to predict against inside Intelligent Assets, generating future-state values based on historical telemetry, usage patterns, environmental signals, and other asset inputs.

The Forecasting AI Component brings machine learning into everyday workflows. Users can configure forecasting inside Intelligent Assets by selecting attributes to model and viewing results directly within the operational context. No external systems, data science teams, or infrastructure changes are needed.

"Most predictive tools operate in isolation or require offline processing," said Aaron Allsbrook, CTO of ClearBlade. "We are delivering forecasting as a fully integrated, always-on capability inside the digital twin so users can see what's coming instead of only looking at the past."

ClearBlade's Forecasting AI Component is powered by the same edge-native architecture that has differentiated the company for more than a decade. ClearBade Edge provides a lightweight runtime built specifically for industrial environments where connectivity is intermittent, compute is constrained, and decisions cannot wait for a round-trip to the cloud. Forecasting AI leverages Edge to compute predictions directly where data originates and maintain continuous operation during network outages.

PHCC Educational Foundation Congratulates Our 2025 National Apprentice Contest Winners

FALLS CHURCH, Va. (October 31, 2025) – The Plumbing-Heating-Cooling Contractors — National Association (PHCC) Educational Foundation is proud to announce the winners of the national plumbing apprentice contest. The contest was held over three days - October 27th to 29th in Grand Rapids, Mich. on the tradeshow floor during the PHCC—National Association's CONNECT 2025 event. A total of seventeen plumbing apprentices from across the nation took part.

Plumbing Apprentice Contest Winners

First Place: Josh Vogt of Bombard Mechanical in Las Vegas, Nevada. He was sponsored by A.O. Smith.

Second place: Cody Green of Midwestern Mechanical in Sioux Falls, South Dakota. He was sponsored by Moen.

Third Place: Daniel Pritchett of Reichelt Plumbing in Schererville, Indiana. He was sponsored by the Copper Development Association.

The plumbing apprentices were required to rough-in a bathroom system. The set-up includes a toilet, sink and shower, complete with supply, waste and vent lines, plus cleanouts and extra features designed to test the contestants' knowledge and skills. The test set-up includes a variety of pipe materials – cast iron, copper and PVC and corresponding joining methods.

A dedicated team of contractor volunteers arrived two days before the competition to assemble the competitor test benches, distribute the materials and supplies and set up the testing areas. They monitor the competition, evaluate the apprentices' work and provide constructive feedback on each competitor's performance following the event.

The contest is made possible by the generous support of several industry sponsors who provide monetary support and in-kind material and tool do-

nations. Sponsors for the 2025 competition include, with headline sponsors appearing in bold: AB&I Foundry; A.O. Smith; Bradford White Corp.; BNP-Plumbing & Mechanical Magazine; Cast Iron Soil Pipe Institute; Contractor Magazine; Copper Development Association; Delta Faucet Co.; Home Depot Pro; International Association of Plumbing and Mechanical Officials (IAPMO); the International Code Council, Kohler Company; Legend Valve; Milwaukee Tool Company; Moen; NIBCO INC.; Oatey; Rheem HVAC and Water Htg. Division; RIDGID; State Water Heaters; Tyler Pipe & Coupling; and Zoeller Pump Company.

"What makes this contest so special is the community behind it," said Foundation Chair Patrick Wallner. "Our contractor volunteers, manufacturers, suppliers, and educators are all working together to make sure these apprentices have a platform to show off their talents. That collaboration reflects exactly what we need to build the next generation of skilled professionals."

The Foundation's National HVAC Apprentice Contest, typically

also held during PHCC CONNECT, is being updated to create a competition addressing the skills apprentices need today, plus the technology they can expect to work with in the future. Contractors from the PHCC of South Dakota chapter are leading that effort, and the newly updated HVAC contest will run at the S.D. state convention next February.

The PHCC Educational Foundation, a partnership of contractors, manufacturers, and wholesalers, was founded in 1987 to serve the plumbing-heating-cooling industry by preparing contractors and their employees to meet the challenges of a constantly changing marketplace. For more information, contact a member of the Foundation staff at 800-533-7694 or visit <http://phccfoundation.org>.



PHCC Educational Foundation National Plumbing Apprentice Contest Winners - Daniel Pritchett (Third Place), Josh Vogt (First Place), Cody Green (Second Place).



Foundation Chair Patrick Wallner, Plumbing Contest Co-Chair Larry Shoemaker, Plumbing Contest Winner Josh Vogt (First Place), Contest Co-Chair Victor Hatcher and PHCC National Secretary Tyler Arndt.



A&R Supply wants to wish your family a Happy Holiday and Happy New Year.

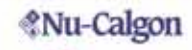
Thank you to our customers, employees and their families.

KENDALL: 13405 SW 131st Street, Miami, FL 33186
305-506-1980 • Fax: 305-506-1987

DORAL: 2650 NW 89th Court • Doral, FL 33172
305-471-4788 • Fax: 305-471-4780

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







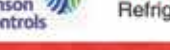












The new degree of comfort.®

Space Saving Cooling and Heating that fits your needs all year long

Rheem Endeavor Classic and Prestige Series RD16 and RD18 side-discharge, R454B, Inverter Driven universal heat pump.

- Features a compact footprint offering a space-saving solution.
- Size options as low as 31.8" tall and 19.8" wide.
- Less environmental impact, Energy savings, and reduced emissions.
- Households generate 72% gas emissions, switching to a heat pump can make a difference for the environment.
- Quiet Operation.
- Our heat pumps are designed with sound-dampening features that will ensure sound levels stay as low as 50 dBA.
- EcoNet compatible.
- When installed as part of a complete AHRI-matched EcoNet-enabled system, it operates with the Rheem EcoNet Smart Thermostat.



Reach out to your local branch or Territory Manager for more information

Shop on [Gemaire.com](https://www.gemaire.com)

Gemaire Florida Locations

Boynton Beach ... (561) 738-5609 3422 Quantum Boulevard Boynton Beach, FL 33426	Ft. Walton Bch (850) 862-2100 821 B Navy Street Ft. Walton Bch, FL 32548	Lakeland (863) 666-8507 2950 Maine Avenue Lakeland, FL 33801	Naples (239) 594-7433 4775 Mercantile Ave, Suite 9-13 Naples, FL 34104	Pensacola (850) 477-8075 202 East Stumpfield Road Pensacola, FL 32503	St. Petersburg (727) 522-3133 3250 44th Avenue North St. Petersburg, FL 33714
Cape Coral (239) 800-7001 925 East Industrial Ct, Unit 5 Cape Coral, FL 33909	Gratiny (786) 235-8648 2420 NW 116th Street, Suite 400 Miami, FL 33167	Melbourne (321) 722-1200 465 Distribution Drive Melbourne, FL 32904	New Port Richey ... (727) 849-9181 6514 Orchid Lake Road New Port Richey, FL 34653	Pompano (954) 917-4160 1708 Park Central Blvd. North Pompano Beach, FL 33064	Tamarac (754) 222-5093 6001 Hiatus Road, Suite 1 Tamarac, FL 33321
Clearwater (727) 446-5067 1750 N Belcher Road Clearwater, FL 33765	Hollywood (954) 963-1883 3201 SW 22nd Street # 3265 Hollywood, FL 33023	Miami (305) 592-2915 2031 NW 79th Avenue Doral, FL 33122	Ocala (352) 629-7117 1600 NE 8th Rd. Ocala, FL 34470	Port St. Lucie (772) 340-5505 659 NW Enterprise Drive Port St. Lucie, FL 34986	Tampa East (813) 621-0891 8965 E Sligh Avenue Tampa, FL 33610
Daytona Beach (386) 274-1113 475 Fentress Blvd Suite M Daytona Beach, FL 32114	Jacksonville (904) 733-2415 2899 Powers Avenue, #2 Jacksonville, FL 32207	Mobile (251) 660-1460 4720 Rangeline Road Mobile, AL 36619	Orlando (407) 648-0888 4141 N John Young Parkway Orlando, FL 32804	Riviera Beach (561) 842-6311 3735 Prospect Ave Riviera Beach, FL 33404	Tampa West (813) 887-3737 5101 Tampa West Blvd. Tampa, FL 33634
Fort Myers (239) 337-1310 11803 Metro Parkway Suite B Fort Myers, FL 33966	Kendall (305) 254-3959 13840 SW 119th Avenue Miami, FL 33186	Murdock (941) 255-1788 18230 Paulson Drive Murdock, FL 33954	Panama City (850) 769-1130 3825 W Highway 390, Suite A Panama City, FL 32405	Sarasota (941) 312-2366 7245 16 Street East, Suite 101 Sarasota, FL 34243	Valdosta (229) 241-9184 4530 Val North Drive Valdosta, GA 31602



HOLIDAY TOOL DEALS

8 DAYS OF DEALS!*

Limited-Time Holiday Savings / December 15-24, 2025



DEAL 1
UNIWELD-A2LSM5BV
2-Valve A2L Spirit Aluminum Manifold with 3 1/8" Gauges



DEAL 2
UNIWELD-MEVP6SB
6 CFM Battery-Powered Sparkless Vacuum Pump



DEAL 3
CPS-MT2A7P5
2-Valve A2L Working Man Manifold with set of 5 ft. Hoses and 3 1/8" Gauges



DEAL 4
CPS-VPBM6V
BlackMax 6 CFM Sparkless A2L Vacuum Pump



DEAL 5
Yellow Jacket-42036
2-Valve Series 41 A2L Manifold with 3 pk (RYB) Hoses and 3 1/8" Gauges



DEAL 6
Yellow Jacket-93870
7 CFM A2L Vacuum Pump "Bullet-DC"



DEAL 7
Yellow Jacket-40881
TitanMax 4-Way A2L Manifold



DEAL 8
Yellow Jacket-95780
TurboRecover Refrigerant Recovery Machine



DEAL 9
Klein-33804
ProFlex Impact-Rated Ratcheting T-Handle Set



DEAL 10
Klein-56027
Magnetic Telescoping LED Pickup Tool



DEAL 11
Klein-32809MAG
9-in-1 Pass-Through SAE Magnetic Multi-Nut Driver



DEAL 12
Klein-85515HD
Flip Socket Mini Ratchet and Multi-Bit Driver Set



DEAL 13
Klein-56403
Rechargeable Personal Worklight



DEAL 14
Klein-65813SW
3-Piece Swivel Impact Driver Socket Adapter Set



DEAL 15
Klein-32946S
6-Piece Magnetic Power Nut Setters with 4-Inch Shaft



DEAL 16
Klein-32980
Impact Flip Socket Swivel Adapter



*Prices are valid from December 15-24, 2025, at all 22 Tropic Supply Resource Centers. While supplies last.

Call or visit your local Tropic Supply Resource Center for Pricing!

Cape Coral (T-11):	(239) 989.0088	Miami N. / Export (T-1):	(305) 652.7717	St. Petersburg (T-23):	(727) 373.4003
Daytona Beach (T-19):	(386) 258.8337	Miami S. (T-3):	(305) 255.0438	Sunrise (T-20):	(954) 835.6020
Delray Beach (T-9):	(561) 279.2710	Mid Miami (T-7):	(305) 638.9673	Tallahassee (T-21):	(850) 300.6595
Ft. Lauderdale N. (T-2):	(954) 565.4803	Naples (T-10):	(239) 643.7118	Tampa E. (T-15):	(813) 514.1198
Ft. Lauderdale S. (T-4):	(954) 522.2874	Ocala (T-22):	(352) 512.6980	Tampa W. (T-16):	(813) 514.9939
Ft. Myers (T-8):	(239) 278.1117	Orlando (T-17):	(407) 219.3255	West Palm Beach (T-5):	(561) 684.3997
Ft. Pierce (T-6):	(772) 465.4707	Port Charlotte (T-12):	(941) 255.8330		
Jacksonville (T-18):	(904) 332.0990	Sarasota (T-14):	(941) 378.0910		

COMMITTED TO YOU AND YOUR BUSINESS, ALWAYS

954.835.6010 | www.tropicsupply.com

Smart. Simple. Trusted.



Innovative thermostats that raise the bar for connected features and value.

- Professional, contractor grade
- Residential, Commercial, and School models
- Easy to install, simple to program
- Can help reduce energy costs
- Reliable, feature rich, and better value
- Free Skyport Mobile App controls comfort from virtually anywhere
- Advanced geofencing, reporting, and alerts



Residential



Commercial



School

Over 30 Years
of Innovation and Excellence



www.venstar.com



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

Baker
Distributing Company

HVAC/R EQUIPMENT • PARTS • SUPPLIES
www.bakerdist.com

Alabama

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

Florida

Boyton Beach (561) 806-7075
Clearwater (727) 572-0181
Clearwater (727) 449-1230
Daytona (386) 274-5345
Daytona (386) 255-5023
Doral (305) 592-3514
Fort Myers (239) 939-1649
Fort Walton Beach (850) 344-1761
Gainesville (352) 376-3212
Gainesville (352) 336-8778
Jacksonville (904) 479-7593
Jacksonville (904) 354-6685
Jacksonville (904) 988-9478
Jacksonville (904) 519-5550
Jacksonville (904) 407-4477

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

Sales and Support • Technical Services • Training Events

Ask our dedicated in-house commercial specialists for quotes, submittals, and special requests

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

Georgia

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

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

North Carolina

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

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



www.flcoolingsupply.com

South Carolina

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

Tennessee

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

Performance Pointers

By James Ball



Extend Equipment Life Through Performance-Based Maintenance

Every technician has replaced a failed compressor, blower motor, or heat exchanger and heard the same customer question: "Why did it fail so soon?" The answer usually isn't bad luck — it's cumulative stress. Systems rarely die from a single event; they wear out from operating day after day under excessive load, poor airflow, or improper charge.

Preventive maintenance isn't just about avoiding breakdowns. When done right, it's about reducing the stress that shortens equipment life. High-Performance HVAC™ maintenance gives contractors the tools to detect and correct those small imbalances that quietly destroy mechanical components over time.

The Real Causes of Premature Equipment Failure

Most failures can be traced to one or more underlying conditions that go unchecked for too long:

- **High static pressure:** Restrictive duct systems, dirty filters, or undersized returns push fan motors beyond their design operating points. The result is increased electrical usage, bearing wear, and shortened motor life.
- **Dirty coils:** Reduced heat transfer forces compressors to run at higher head pressures and longer cycles, accelerating oil breakdown and mechanical wear.
- **Improper refrigerant charge:** Low or high charge conditions cause temperature and pressure imbalances that affect lubrication and lead to overheating or slugging.
- **Short cycling:** Control issues, incorrect staging, or oversized equipment result in excessive starts per hour — the most damaging condition for compressors and relays.

None of these problems happen overnight. They build slowly, often unnoticed, until a component finally fails. Maintenance that measures system performance is the only way to spot and correct these issues before they do lasting damage.

Maintenance as a Life-Extension Strategy

When contractors approach maintenance as a performance restoration process, equipment life naturally increases. Key procedures include:

- **Cleaning coils and filters** to reduce static pres-

sure, improve airflow, and lower motor electrical usage.

- **Verifying refrigerant charge** to ensure proper cooling of the compressor and reliable oil return.

- **Testing voltage and current** to confirm motors and contactors operate within design specifications.

- **Measuring temperature rise/drop** to validate that coils and heat exchangers are transferring heat efficiently.

- **Measuring static pressure** to verify system airflow and eliminate restrictions to airflow (closed supply outlets).

Each of these steps reduces unnecessary strain. For example, dropping total external static pressure from 0.9" to 0.6" on a belt-driven blower can lower motor amp draw by 10 to 15%. That directly reduces motor heat and extends life expectancy. The same is true for compressors operating under balanced charge conditions — cooler operation equals longer survival.

Performance Verification and Documentation

Contractors trained through the **National Comfort Institute (NCI)** understand that equipment life can be managed, not just observed. NCI's high-performance approach uses measurement — airflow, static pressure, delivered BTUH, and efficiency — to verify that the system is operating within design parameters.

Documenting those readings on every maintenance visit provides a performance history for the system. When static pressure begins to rise, or temperature split drifts from baseline, the technician can act before the customer experiences a failure. That's proactive maintenance at its best — using data to predict and prevent problems instead of reacting to them.

Sharing this documentation with the customer also builds trust. When you can show them a three-year record of steady airflow and temperature performance, they see the value of your maintenance program in tangible form.

The Business Advantage

Contractors who focus on longevity gain more than equipment reliability — they gain loyal customers. When a homeowner sees that their 12-year-old

system is still running efficiently because of regular high-performance maintenance, they understand the value of professional service.

From a business standpoint, longer-lasting systems mean fewer emergency calls, smoother scheduling, and higher renewal rates on maintenance agreements. Instead of being seen as a "cost of ownership," your maintenance program becomes a **comfort assurance plan** supported by real performance data.

Maintenance is About Quality

Extending HVAC equipment life isn't about chance — it's about control. Every maintenance visit is an opportunity to restore design conditions, reduce mechanical stress, and protect the system's longevity.

When contractors approach maintenance as a measurement-driven process, they move beyond cleaning equipment and start managing system performance. The result is a system that runs cooler, quieter, and longer — and a customer who knows they're working with a professional who delivers measurable results.

Efficiency is what the system does today. Longevity is what it continues to do over the years. Both depend on the quality of maintenance — and the contractor's commitment to performance.

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.



- Made in the USA
- Tariff-Free, Duty-Free
- Adjustable & Affordable
- Fast & Easy to Install
- Wind Resistant
- Made With Recycled Rubber







1+ (888) 590-0120

www.PipeProp.com

Not all products depicted are Miami-Dade tested and approved





YORK Launches Dual Fuel Rooftop Units to Help Lower Costs and Increase Reliability

Norman, Okla. – YORK®, a licensed brand of Bosch Home Comfort Group, has launched the Sun™ Pro and Sun™ Choice Dual Fuel Rooftop Units (RTUs), which combine a heat pump with a gas or propane furnace as a supplemental heat source to deliver more efficient heating and cooling year-round, compared to previous models. Ideal for a wide range of light commercial applications, Sun™ Pro and Sun™ Choice Dual Fuel RTUs help building owners in colder climates reduce utility spending and support long-term energy goals while reliably maintaining occupant comfort.

Innovations in heat pump technology have rapidly advanced in recent years, making dual fuel systems a viable solution across many building types and environments, even those that experience colder temperatures. When outdoor temperatures drop below the heat pump's operating range, the system transitions to the furnace as auxiliary backup heating. According to the U.S. Department of Energy, dual fuel heat pump RTUs can reduce energy costs in commercial buildings by up to 50 percent compared to traditional RTUs. The long-term utility cost savings, plus rebates and incentives that offset the

upfront system cost, are driving adoption.

“With dual fuel RTUs, building owners in more regions can depend on the optimized efficiency of heat pumps for cooling and heating most of the year and rely on the furnace for heating on the coldest days,” said Matthew Schlegel, senior product manager, commercial, Bosch Home Comfort Group. “Built upon the proven YORK® heat pump and furnace platforms, the YORK® Sun™ Pro and Sun™ Choice Dual Fuel RTUs are engineered with embedded intelligence that automatically transitions to the most optimal energy source based on outdoor conditions and customizable settings programmed to the operational goals of the facility.”

Innovative controls for ease of use

The seamless transition between fuel sources is automated through innovative controls, which make the Sun™ Pro and Sun™ Choice dual fuel RTUs practical and efficient. The controls enable operators to set a balance point to determine the outside temperature at which the system will transition between heat pump heat and gas heat to maximize comfort and efficiency. The balance point can be customized to prioritize comfort or lower emissions.

System redundancy for long-term reliability

System reliability is significantly enhanced through built-in redundancy and reliability. In addition to controlling the heat source by outdoor temperature setpoint, the RTUs include a backup heat setting that allows the unit to engage either source of heat when there is a lockout or failure with the other source of heat, ensuring at least some heat is provided to the space in all conditions. Optional hot gas re-heat (HGRH) helps control humidity, and simplified controls support easy operation. Units also feature a dual-circuit design for refrigerant. In the event of a refrigerant leak or compressor issue on one circuit, the system will continue to operate at 50 percent capacity until it can be serviced.

Technician-friendly features for simplified installation and service

The Sun™ Pro model (6.5–12.5 tons) is designed for easy serviceability with a slide-out blower and hinged panels for tool-less access. The Sun™ Choice model (12.5–25 tons) features a direct-drive plenum fan that improves efficiency, simplifies service, speeds commissioning and expands airflow capability. For most installations, Sun™ Choice units do not require curb adapters, which can significantly reduce installation costs.

Jason Carter, senior product manager, commercial, Bosch Home Comfort Group said, “Our new direct drive plenum fans are a game changer. By eliminating belts and moving to a slide-out design, contractors save time on commissioning and maintenance, while building owners gain a more efficient, reliable system.”

Savings calculator for ideal system selection

To help facility managers estimate the financial impact of dual fuel efficiency, Bosch Home Comfort Group developed the YORK® Dual Fuel Heat Pump Operating Cost and Emissions Estimator tool, available in Solution Navigator, an all-in-one app for product selection and literature. The Estimator tool helps customers compare annual costs and emissions for dual fuel systems versus standard AC with gas heat or a standard heat pump. It also estimates outcomes at different balance points.

Pro and Choice Dual Fuel RTUs are available from the YORK®, Johnson Controls, TempMaster®, Luxaire®, Coleman®, Champion®, Fraser-Johnston® and Kenmore® brands as part of the Bosch Home Comfort Group portfolio and brands and are backed by a one-year parts warranty. For more information about YORK® Sun™ Pro and Sun™ Choice Dual Fuel RTUs, please visit www.york.com.

The Bosch Home Comfort Group is a global provider of efficient heating, ventilation, and air conditioning (HVAC) solutions with an innovative product portfolio adapted to regional needs. Following the acquisition of the residential and light commercial HVAC business from Johnson Controls and the Johnson Controls-Hitachi Air Conditioning Joint Venture in August 2025, the company unites a comprehensive portfolio of global and regional brands, including Bosch, Buderus, Hitachi, and YORK®.

The Bosch Home Comfort Group employs more than 25,000 people worldwide and has a strong market presence in America, Asia, and Europe / Middle East / Africa, with a global network of 33 production sites and 26 development centers (including minority interests). With the acquisition, the Bosch Home Comfort Group almost doubles in size to more than eight billion euros in sales. For more information, visit www.bosch-homecomfortgroup.com



HELPING YOU BUILD AFFORDABLE COMFORT SINCE 1958!



www.rcdmastics.com



ASHRAE Miami Technical Lunch Keeping Doc's Cool, Dry & Happy in the Operating Room - Can it be Accomplished

ASHRAE Miami's Technical Lunch, Keeping Doc's Cool, Dry & Happy in the Operating Room -Can it be Accomplished, was held on November 11th, 2025, at 12pm, at the 94th Aero Squadron in Miami.

The Guest Speaker was David Schurk who is-National Sales Manager at Innovative Air Technologies. He serves as an ASHRAE Distinguished Lecturer and Instructor for the Humidity Control I

& II professional development training courses.

Many rooms within hospitals require special design considerations because of intensified infection concerns, high air-change rates, special equipment, unique procedures, high internal air-conditioning loads and the presence of immunocompromised patients. Attendees learned: The roll both temperature and relative humidity (in combination) play in maintaining both comfortable and healthy OR en-

vironments. Also, they learned to recognize new and emerging HVAC technologies that can maintain precise OR comfort control while also helping minimize the risk of Surgical Site Infections (SSI) and Hospital Acquired Infections (HAIs).

Don't miss the ASHRAE Miami Holiday Social: A Time to Come Together in Celebration. It is held at GastroPub Miami on December 3, 2025, from 7:00 PM to 10:00 PM.



Jeff Stano of Tom Barrow Company with Manny Diana and Nicolas Dicaidano of FSD Engineering



Guest speaker David Schurk and Ruben Abreu, ASHRAE Miami president, (center) surrounded by the chapter members, and University of Miami ASHRAE students



Alfredo Sotolongo of Protek, Inc. with guest speaker David Schurk of Innovative Air Technologies



ASHRAE Miami chapter president Ruben Abreu welcomed members to the ASHRAE Technical Lunch



Speaker David Schurk spoke on how minimum code requirements for temperature and relative humidity align with the expectations of the OR surgeon and staff



Speaker David Schurk explained the limits of existing hospital HVAC systems in producing the desired results



Lineth Prats and Alejandro Gutierrez of Integrity Controls And Test & Balance Inc. (ICTB)



Speaker David Schurk revealed why Doc's and Nurses are so rarely comfortable in the OR, even in modern (and expensive) healthcare facilities



Daniella Woodbridge and Danielle Beihar of University of Miami with Haleh Moghaddasi ASHRAE Miami chapter president elect



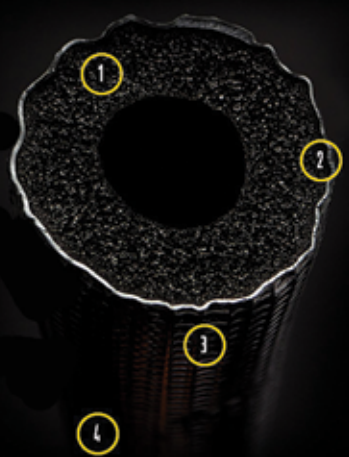
THE K-FLEX TITAN. THIS CHANGES EVERYTHING

The K-FLEX TITAN coated pipe insulation is a whole new level of durable. It's tear resistant. UV resistant. You can push it, pull it, even yank it through walls. That means quicker installations and more jobs done in a day.

1-800-765-6475 / info@kflexusa.com / www.kflexusa.com

THE COMPETITION'S PIPE INSULATION IS STARTING TO SWEAT

- 1. ULTIMATE INSULATION**
Flexible elastomeric foam insulation with low thermal conductivity and high resistance to moisture vapor intrusion.
- 2. DURABLE PROTECTION**
The most durable polymeric jacket we've ever created. Resistant to UV and equipment maintenance. Plus, it has a 5-year warranty.
- 3. CODE COMPLIANCE**
Meets the outdoor exposure requirements of the 2012 / 2015 IECC Residential & Commercial Codes. Plus, it's ASTM E84 25/50 rated.
- 4. 1-STEP INSTALL**
No field-applied protective coating or jacketing required.



Tropic Supply Hosts Master the Torch: Best Practices for Gas Flame Tools & Aluminum Coil Repair

Throughout November Tropic Supply hosted Master the Torch: Best Practices for Gas Flame Tools & Aluminum Coil Repair Training from 7:30 AM to 9 AM at select Resource Centers with light breakfast included.

Attendees learned essential safety protocols and best practices for operating gas flame tools—including oxyacetylene, acetylene, and MAP/propane hand torches. The training also included a dedicated segment on proper techniques for working with and repairing aluminum coils to ensure quality, efficiency, and long-term reliability.

Meet The Instructors:

Gil Ledoux - PED Associates - Gil Ledoux brings 35 years of industry experience, with over 29 years dedicated to representing Uniweld. Throughout his career, he has worked closely with distributors, contractors, and schools across the Southeastern United States. Gil has also conducted training sessions for leading organizations, including NATE, RSES, ACCA, and multiple regional technical schools. He currently serves as a sales representative for Uniweld Products.

Sal Hamidi - PED Associates - Sal Hamidi brings a strong background in the welding supply industry, with six years of experience working with

leading manufacturers and three years dedicated specifically to Uniweld products. He holds a bachelor's degree in engineering and has built over seven years of combined expertise in sales, marketing, and operations. Throughout his career, Sal has served as an independent sales representative, manufacturer's factory representative, and national sales manager—giving him a well-rounded perspective of the industry. Today, he leverages this extensive experience as a sales representative for Uniweld Products.

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



Gil LeDoux at Tropic Supply Ft. Lauderdale North, reviewing key safety topics for operating gas flame tools.



It was an action-packed training at Tropic Supply Fort Myers as Sal Hamidi of PED Associates delivers hands-on brazing instruction for aluminum coil and micro-channel leak repairs.



Gil Ledoux of PED Associates giving a brazing demonstration using a heat sink to protect equipment components.



Attendees learned proper techniques for working with and repairing aluminum coils to ensure quality, efficiency, and long-term reliability.



Gil LeDoux at Tropic Supply North Miami showcased the various torch tips available for different applications.



Gil LeDoux of PED Associates explains how these best practices help save time, reduce costs, minimize callbacks, and increase profits.

Women In HVACR Celebrates New President, Award Winners At Its Bet On Yourself Conference



ENGLEWOOD, Colo., Oct. 30, 2025 / PRNewswire/ -- Women in HVACR (WHVACR), a non-profit organization dedicated to empowering women in the heating, ventilation, air conditioning and refrigeration

trades, recently hosted its Bet on Yourself conference in Las Vegas, where it introduced its new president, honored award recipients and presented the organization's new annual magazine.

Women in HVACR gathered in Las Vegas earlier this month for their annual conference, where members celebrated new leadership, honored award recipients and connected through workshops and keynote sessions.

Women in HVACR gathered in Las Vegas earlier this month for their annual conference, where members celebrated new leadership, honored award recipients and connected through workshops and keynote sessions.

Current Women in HVACR Executive Board Vice President Jane Sidebottom was named as the group's new president for the upcoming year. She is the president and founder of Applied Marketing Knowledge, LLC, a marketing and management

consulting company that works with manufacturers, distributors and service companies to grow their businesses.

Outgoing Women in WHVACR President Kristin Gallup said as vice president of the organization throughout 2025, Sidebottom is uniquely prepared to lead the organization in 2026.

"As Jane steps into the role of president, I'm confident she'll continue to build on the incredible momentum we have experienced throughout 2025," she said. "This momentum also culminated into a remarkable conference that was incredibly energizing. The caliber of speakers, the engaging workshops and the meaningful conversations throughout the exhibition hall exceeded expectations. This conference showed the power of women supporting women in this industry."

Women in HVACR also took the opportunity to celebrate three outstanding leaders with its inaugural Pillar Awards. These awards recognize women who embody excellence in mentorship, education and networking within the industry:

Stephanie Postell, co-owner and chief operating officer of Anchor Heating & Air, was selected as the Mentorship Pillar Award winner for building her business around mentorship. Postell continually shares her expertise and empowers women to enter the trades while guiding entrepreneurs across the country to launch their businesses with confidence.

Nasim Rahman, senior product manager at Lennox, received the Education Pillar Award for her leadership in large-scale trainings, mentoring programs and advancements in electrification.

Jessica Slaughter, marketing manager at Rapid

Locking Systems (RLS), earned the Network Pillar Award for her outstanding work fostering partnerships through live events, digital communities and national training initiatives.

The group also unveiled its first-ever magazine, "Empowered," an annual publication celebrating women who are shaping the HVACR industry as mentors, market makers, boardroom leaders and rising stars. The debut issue featured the Women to Watch recognition program, "Powering Progress: Influential Women in HVACR for 2025." While the magazine was handed out at the conference, digital copies can be viewed at <https://www.womeninhvacr.org/empowered> and hard copies can be ordered from the organization's Swag Store at <https://whvacrswag.worrellstore.com/plwtjpR/Store/Browse/Page/HOME>.

Other highlights from the event include keynote speeches from Angela Gaffney, a leadership coach and the best-selling author of "Feel Good, Look Good, For Life" and Erin Hatzikostas, a recognized leader on the impact of authenticity in the workplace; a presentation honoring the ACHR News' Top Women in HVAC; and a range of workshops and after-hour networking events.

Since 2002, Women in HVACR has worked to increase the number of women in the Heating, Ventilation, Air Conditioning and Refrigerant (HVACR) industry and empower women to succeed by providing members with a variety of opportunities to network and develop a professional environment through education and mentorship. For more information about Women in HVACR, visit <https://www.womeninhvacr.org/>.

Nexstar Network and SkillCat Announce Expanded Partnership

November 19, 2025 - Nexstar Network today announced an expanded partnership with SkillCat, a trades industry innovator and Nexstar Strategic Partner. The collaboration brings together Nexstar's member-driven training through its NexTech Academy platform and SkillCat's mobile-first workforce development platform to create the industry's first fully scalable, accessible, and affordable training ecosystem for the skilled trades.

By combining Nexstar's trusted technical training with SkillCat's modern delivery tools, the partnership aims to lower barriers to entry, improve upskilling pathways, and introduce more people into the trades – supporting long-term industry growth through increased workforce accessibility and retention.

SkillCat will lead the future development and expansion of NexTech Academy, allowing Nexstar to continue its focus and refinement of delivering best-in-class business, leadership, and front-line coaching, training, and proven services for its membership.

"This innovative partnership enables Nexstar and SkillCat to focus on what we each do best while more deeply serving our members and our trades," said Julian Scadden, President and CEO of Nexstar Network. "SkillCat provides a dynamic and scalable experience that helps learners succeed at every stage of their career – from entry-level, to apprenticeship, to accreditations. Combining our strengths, this partnership offers expanded training access to the broader trades community while continuing to provide a seamless experience for our members."

What Nexstar Members Can Expect

Members with a NexTech subscription will continue to fully access the same proprietary and relevant technical training platform during the transition, Scadden noted, as well as added benefits powered by SkillCat including:

- Access to 300,000+ active job seekers on SkillCat's network;
- Added accessibility to essential certifications (EPA 608/609, NATE, OSHA-10/30) through SkillCat's mobile-first training platform;
- 500+ additional hours of technical training content;
- SkillCat's mobile learning app for flexible, on-the-go training;
- Custom learning plans and pre-hire assessments;
- On-demand videos, manuals, error codes, and troubleshooting guides.

"Our founding vision is to help over a million people build successful careers in the trades," said Ruchir Shah, CEO and Founder of SkillCat. "Partnering more deeply with Nexstar allows us to accelerate our mission. As we enhance our technology with NexTech's unmatched expertise and independent member community, together we're excited to open more pathways into the trades and support more success stories with every interaction."

Scadden estimates by mid-2026 NexTech Academy and SkillCat will have completed their effort to combine the member-owned organization's proven training content with SkillCat's innovative delivery model and enhanced educational offering. Proprietary Nexstar coaching and training events outside of NexTech will remain available exclusively to Nexstar members.

"This is an exciting evolution as two of our industry's top technical training programs build something stronger, better, and well-suited for the future," added Scadden. "Our members will continue to receive the exclusive content and support they depend on through a platform built to scale their success."

Minnesota-based Nexstar Network was founded as a member-owned company in 1992 to help owners of PCHE home service businesses discover their own success through education and sharing.

The Malco Group Selects 2025 Counterperson of the Year

ANNANDALE, MINN. (Nov. 3, 2025) — The Malco Group, a leading manufacturer and distributor of high-quality solutions for the HVACR and building construction trades based in the Americas, today announced that Guy Galbraith of Johnstone Supply in Mount Laurel, N.J., has received the company's 2025 Counterperson of the Year award. The award recognizes exceptional counter service at U.S. wholesale distribution locations.

Galbraith was selected for exemplifying Malco's core values including dedication to excellent customer service, and going above and beyond to ensure contractors have The Malco Group tools and products needed to get the job done. He received a \$500 gift card, along with a Malco hat.

"Guy always goes the extra mile to find a part or confirm the proper matching of specific components," said John Demree, Galbraith's nominator.

"He has been monumental in educating several generations of HVACR technicians."

"We are excited to recognize Guy for delivering excellent customer service to ensure builders, HVACR technicians and other trade professionals have the tools and solutions from The Malco Group that they need to succeed at their jobs," said Rebecca Talbot, vice president of marketing for The Malco Group. "Guy's tenure at Johnstone Supply is a testament to his dedication to the industry and his customers."

For more information, follow The Malco Group on LinkedIn. With a focus on innovation, precision engineering, and field-tested performance, The Malco Group powers the success of trade

pros and businesses across the continent. Its portfolio includes ACE Chemical, Aspen Pumps, Beckett, Big Foot Systems, C&D Valve, HydroBalance, Malco Tools, Unilite and Veto Pro Pac.



Guy Galbraith of Johnstone Supply

Preventing Drain Line Clogs

DRAINLight UV™

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

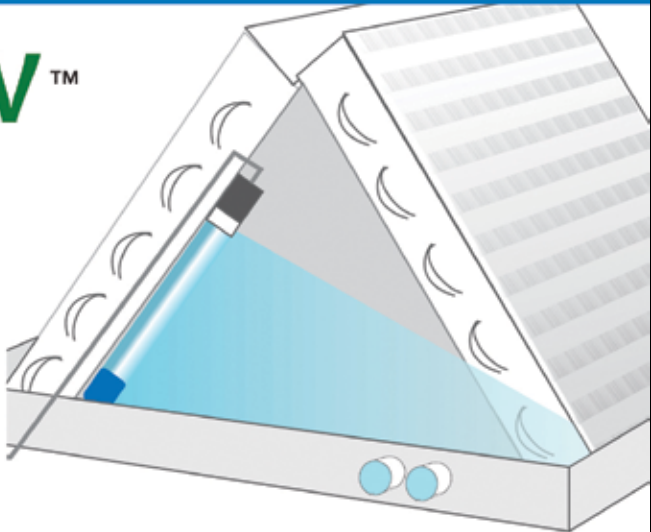
UV-C light is highly effective against **Zoogloea** — the bacteria that causes drain line clogs

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, 2009) clause 6.2, emissions 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



ESCO Institute Introduces An Introduction to R-744 (CO₂) Refrigeration

An Introduction to R-744 (CO₂) Refrigeration, a comprehensive educational resource designed to help technicians, instructors, and students navigate one of the most exciting and sustainable developments in the HVACR industry, is now available from ESCO Institute.

Refrigeration Reimagined: The Return of CO₂

Long before synthetic refrigerants took over, carbon dioxide (known as R-744) was among the first refrigerants ever used. Today, as the industry shifts toward environmentally responsible solutions, CO₂ is making a major comeback. Natural, abundant, non-ozone-depleting, and with a global-warming potential of just 1, R-744 stands at the forefront of sustainable refrigeration technology.

The new ESCO manual explores how advances in CO₂ system design and controls have made it a high-performance alternative for modern refrigeration and heat-pump applications. From supermarket systems and industrial freezers to ice rinks and high-efficiency heat pumps, R-744 is being embraced for its safety, reliability, and environmental advantages.

More Than Just Valves and Compressors

This book goes beyond the nuts and bolts. It challenges readers to rethink refrigeration in terms of sustainability, safety, and innovation. Through clear explanations, illustrations, and procedures, it introduces the fundamentals of high-pressure systems, critical and Transcritical cycles, and the unique thermodynamic properties that make CO₂ a refrigerant worth mastering.

A Collaborative Industry Effort

An Introduction to R-744 Refrigeration was developed in partnership with a national committee of experts from equipment manufacturers, contractors, training organizations, and educational institutions.

Empowering the Next Generation of Technicians

ESCO Institute continues its mission to elevate HVACR education by equipping instructors and professionals with high-quality learning materials. This manual complements ESCO's suite of training programs, certifications, and eLearning tools—preparing technicians to safely handle, install, and service R-744 systems with confidence.

Refrigerant Training Has Never Been Simpler

No matter what refrigerant path you're on, ESCO has you covered: A2, A2, A3, or Natural Refrigerants. Availability

An Introduction to R-744 (CO₂) Refrigeration manual is now available through ESCO Institute's website at www.escogroup.org by clicking the shop button, or by contacting customer service at (800) 726-9696.







Distributor Benefits:

- Low wholesale pricing
- Proven Contractor product
- Oakridge Nat'l Lab tested
- Free Store Front displays

Needs only 27" x 19" Floor Space

Contractor Benefits:

- Installs in 10 mins. or less
- Improves HVAC efficiency
- Stops Air Infiltration year round
- Make **\$100.00** profit per install

Sold at your local distributor!

If not, call:

(704) 892-5399 or

www.attictent.com



Always get the best!

LG Helps to Upgrade America's Homes Through Comprehensive Unitary HVAC Solutions

ALPHARETTA, Ga., Nov. 19, 2025 – Global HVAC technology leader LG Electronics is supporting the modernization of America's aging homes, leveraging its comprehensive suite of unitary (ducted) residential HVAC solutions designed to meet the evolving needs of the housing market. The company's offerings – from proven electric inverter heat pump solutions and vertical air handling units to all-new gas furnaces – helps address the need for energy-efficient and connected living spaces, providing a bridge between existing infrastructure and modern technology.

"The American housing market is at a pivotal moment where this period is defined by slowing home construction and an aging inventory, leaving millions of outdated air conditioning units requiring repair or replacement and creating an opportunity for a new generation of advanced heating and cooling solutions," said LG Electronics USA Senior Vice President Steve Scarbrough, general manager of LG Air Conditioning Technologies USA. "LG's comprehensive suite of ducted products is specifically engineered to help meet this demand, offering homeowners energy-efficient options and comfort-focused features while providing HVAC professionals with versatile tools to grow their businesses and serve their customers effectively."

Expanding its ducted solutions, LG has unveiled a line of multi-position gas furnaces, featuring models with Annual Fuel Utilization Efficiency ratings of 96 and 80 percent. Delivering comfort and energy-efficient performance, these furnaces (the LNAVE and LNAEA series, respectively) seamlessly integrate into LG's complete dual-fuel heating and cooling solutions.

For HVAC professionals, LG's lineup of innovative ducted heat pump products deliver robust solutions for all continental U.S. climate zones. These systems support contractors in offering energy-efficient heating and cooling options that may help homeowners reduce utility usage, lower environmental impact, and improve home comfort when properly installed and maintained.

Beyond its new furnace, other highlights of LG's integrated ducted solutions include:

- **Multi-Position Air Handling Unit:** An ENERGY STAR® certified solution, this versatile unit features wide capacity ranges and flexible installation

(vertical, downflow, horizontal). Advanced LGRED® technology helps support optimal year-round temperature control, while R1 compressor technology helps deliver comfort and cost savings.

- **A-Coil:** Created for efficient performance, easy installation and long-term reliability, the LG A-Coil is an effective option for upgrading a home heating and cooling system. It is compatible with existing gas furnaces and suitable for a variety of climates. The LG A-Coil's compact, multi-position configuration simplifies installation and allows for easier maintenance.

- **Inverter Heat Pump Outdoor Unit:** LG's award-winning heat pump inverter technology supports high efficiency performance and temperature control

for year-round comfort. The outdoor unit operates quietly and provides heating performance in colder months and cooling performance in warmer seasons. LGRED® Technology: For colder climates, select LG models offer enhanced heating performance at temperatures down to 5°F and continued operation down to -13°F,

helping address* a common misconception about heat pump performance in extreme temperatures.

- **Smart Home Integration:** LG ThinQ® application functionality, available with Multi-Position Air Handling Unit models via an optional Wi-Fi module, allows remote monitoring and control. Additionally, an embedded 24V transformer in the Multi-Position Air Handling Unit support compatibility with third-party smart home devices**, enhancing the connected living experience.

LG Electronics USA's Air Conditioning Technologies business is based in Alpharetta, Ga. LG is a leading player in the air conditioning market, manufacturing both commercial and residential air conditioners and building management solutions. From consumer and individual units to industrial and specialized air conditioning systems, LG provides a wide range of products for heating, ventilating, air conditioning, water heating, and building controls. Eleven-time ENERGY STAR® Partner of the Year, LG Electronics USA (based in Englewood Cliffs, N.J.), is the North American subsidiary of LG Electronics Inc., a smart life solutions company with annual revenues of more than \$60 billion. Learn more about LG's HVAC offerings at lghvac.com or follow on social: LinkedIn, YouTube, X (Twitter), Facebook and Instagram.



FRACCA 2026

CONFERENCE HIGHLIGHTS

This year's program features an exciting lineup of Keynote Presentations, a Contractor Panel Discussion, The Anticipated Legislative Update, 14 CEU Credits, SPECIALTY Classes offered on April 8th, Interactive Exhibits, and SPECIAL Hosted Receptions.

Attendees will explore pressing challenges, emerging trends, and groundbreaking solutions in the HVACR Industry.

B-I-N-G-O is BACK along with the FRACCA Olympics.

In addition, we are pleased to announce Special Events, such as, the 25th Anniversary Dinner Celebration & After Party, an Amazing Expo Floor Happy Hour and starting it all OFF is the 1st Annual Golf Tournament.



2026Conference@fraccaair.com

www.fraccaair.com



TruTech Tools Announces Leadership Transitions to Support Continued Growth

Mogadore, OH – November 2025 – TruTech Tools, Ltd., a leading e-commerce distributor of HVAC and building performance tools, has announced several key leadership changes as part of a long-term succession and growth plan.

In October 2024, company CEO Bill Spohn Sr. acquired full ownership of TruTech Tools and promoted Sue Bertsch to Vice President and General Manager, recognizing her leadership in operations and customer experience.

In August 2025, Bill Spohn Sr. transitioned to serve solely as Chief Executive Officer, focusing on strategic vision, education and mentorship, while Billy Spohn Jr. was promoted to President as part of the company’s planned succession process. The company also welcomed Ginny Hebert as Senior Marketing Manager, strengthening TruTech Tools’ marketing and brand strategy capabilities.

“These transitions ensure TruTech Tools remains strong and forward-thinking as we continue to grow with our customers and partners,” said CEO Bill Spohn Sr. “With a talented leadership team in place, we’re building on a foundation of education, service, and trust that has guided us since our founding.”

Founded in 2007, TruTech Tools has become one of the largest online distributors of professional-grade HVACR and building performance tools in North America. The company is committed to supporting technicians, contractors, and educators with quality tools, technical expertise, and educational resources that help elevate the HVAC industry.

International Comfort Products Celebrates Excellence and Innovation at the 2025 Elite Dealers and Principals Meeting

Carlsbad, CA – November 20, 2025 – International Comfort Products (ICP) hosted its annual Elite Dealers and Principals Meeting at the Omni La Costa Resort & Spa, uniting more than 550 top dealers, distributors, staff, and vendors for a week of growth, recognition, and transformation. The meeting focused on three strategic pillars: Embrace What’s Possible, encouraging innovation and turning challenges into opportunities; Explore New Markets, promoting proactive growth and alignment with evolving customer needs; and Execute with Ease, streamlining operations through enhanced ordering systems, customer service, and support tools. ICP is a part of Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions.

The event delivered an exceptional experience for attendees, combining advanced training, strategic insights, and industry celebration. Dealers engaged in comprehensive Elite Dealer Factory Training. This year’s program featured 19 classes, delivering a total of 3,052 training hours to 293 students representing 179 dealerships, a testament to the event’s impact and reach. The Women in HVAC Luncheon highlighted the importance of diversity and inclusion, reinforcing the industry’s commitment to progress.

Inspiration continued at the awards dinner, featuring a keynote speaker who challenged and motivated attendees to pursue excellence. The event concluded with the Principals General Session and breakouts, equipping leaders with actionable strategies to drive success in their organizations.

2025 ICP Elite Dealer Awards

ICP honored outstanding dealers in four categories, each representing the best-of-the-best in their markets:

Excellence in Training Award: Madd Air Heating & Cooling (Porter, TX)
Elite Citizen Award: Luxury Air (Martinsville, IN)
All-In Award: Adams Air Conditioning and Heating Services (Marrero, LA)
Elite Dealers of the Year:
Air Source Systems (Brampton, ON), Spann’s Heating & Air Conditioning (Trenton, FL), and Steady Air (Graham, WA)

Distributor of the Year Awards

ICP also recognized 13 distributors for exemplary performance in 2024, including:

United Refrigeration – Carolinas (Arcoaire)
First Supply (Comfortmaker)
Ferguson – Utah (Day & Night)
Cumberland Trading Company (Heil)
Sid Harvey Industries (KeepRite)
Habegger – Tennessee (Tempstar)
Baker Mid-Atlantic (Multi-Branch, Multi-Brand)
Snow & Jones and Dunphep Smith (Tier 1)
Epting Distributors (North American Commercial & FAST Partner)
Enertrak, Inc. (Ductless & Tempstar Canadian Distributor)
Carson’s Supply (KeepRite Canadian Distributor)

The event’s overarching message: transformation is not just inevitable; it’s an opportunity. By embracing change, fostering innovation, and collaborating across the channel, ICP and its partners are unlocking new potential and building lasting trust with customers. To learn more about International Comfort Products, visit <https://www.icpusa.com/en/us/>.

Elite Software

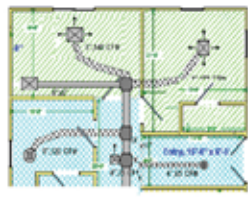
Over 20 Hvac Design Programs!

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



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

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



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



800-648-9523
Download free demos
www.elitesoft.com





Keep Up-to-Date with myNATE

Track certifications, CE hours, C3 listings, or update your information anytime at the [MyNATE portal](#).

Toll Free: 877-420-6283 (NATE) asknate@natex.org

For the Son of Man came to seek and to save the lost.

Luke 19:10



UPCOMING EVENTS



Your place to
DEMO

Get hands-on with the latest tools and learn tips from expert-led training and education sessions. Engage with pros from across the industry and discover cost-effective and cutting-edge solutions to real-world problems.

AHR is your place to expand beyond your day-to-day.

 **AHR** FEB 2-4 2026
VEGAS ASHRAE AIA

CLASSIFIEDS



POSITIONS AVAILABLE

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

Please email your resume to careers@tropicsupply.com.

BLACKS SUPPLY
POSITIONS AVAILABLE

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

Advertisers
in this Issue

AccuAir	13
AHR Expo Las Vegas	B10
A&R Supply	23
AMP Strategic	5
Arco Supply	12
ATTIC TENT	B8
Baker FCS	10
Blacks Supply	B11
Cain Sales Company	22
Cooper&Hunter	15
Duke Energy	6
Elite Software	B9
Gemaire	24
Hamilton & Associates	20
iFLO Pro	4
Johnstone Supply / Florida	B12
Johnstone Supply / Ware Group	2
K-Flex	B5
Leone Green & Associates	16
McDaniel Metals	8
Oldach USA	9
Pipe Prop	B3
RCD Corporation	B4
RGF Environmental	11
Ron McLaughlin & Associates	18
Saez Distributors	17
Shearer Supply	19
SmartSnakes	8
Source 1 / York	7
The Metal Shop	3
Tropic Supply	B1
Ultravation	B7
Venstar Thermostats	B2
Winsupply	21

TODAY'S **A/C** NEWS

December 2025
Volume 37 / Number 5
Today's A/C & Refrigeration News
is published monthly,
(12 times a year)
by Today's A/C & Refrigeration News
P0 BOX 451821,
Ft Lauderdale, FL 32170
Ph: 954-674-1580
E-mail: jeff@todays-ac.com
Application to mail at periodicals postage
rates is pending at Longwood, FL
and additional mailing offices.

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

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

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

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

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



*Wishing all our valued
Customers, Suppliers,
and Friends a very
Happy Holiday Season
and a
Prosperous New Year!*

Delivering Your Expectations!

BLACKS  SUPPLY

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

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

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

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

COUNTER INTELLIGENCE.



Johnstone Supply Ware Group Tallahassee
 Front - Brooke Behnke, Shana Underwood, Rena Langley,
 Roland Mercado, Shane Lockard Back - Matthew Swords, Kevin McCarty,
 Chris Kinsey, Ken Mello, Lori Ford, Chris Ferris, Sidney Banks



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



Johnstone Supply Ware Group Doral
 Max Castellon, Fernando Burgos,
 Geo Porras, Oscar Feijoo



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



Counter Intelligence to Meet Your Needs!

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

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



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

Cape Coral (239) 242-8796
 Fort Myers [239] 275-3533
 Sarasota (941) 753-8491
 Port St Lucie [772] 468-0211
 Tallahassee [850] 576-5922
 Clearwater [727] 561-9309
 Deerfield Beach (754) 218-9667
 Sanford (407) 324-8003
 Lakeland (863) 665-4045

Jacksonville South [904] 641-2282
 Kendall (786) 249-4828
 Miami Lakes (786) 476-7340
 Stuart (772) 781-0102
 Jacksonville [904] 354-0282
 Dania Beach [954] 921-8070
 Daytona Beach (386) 265-6400
 Pensacola (850) 436-2008
 Ft Walton Beach (850) 362-6880
 Brandon (813) 424-3180