

TODAY'S A/C

& REFRIGERATION NEWS

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Tropic Supply Hosts Master the Ruud Furnace: Installation, Service & Troubleshoot (see page 12)



Starting off 2026 with SFACCA at TopGolf sponsored by Gemaire (see pages 10)



ASHRAE Miami Hosts Technical Meeting on Hydronic Balancing (see page 18)



The 7th Annual HVACR Training Symposium at Ocoee Lakeshore Center (see page B3)

The Main Event For HVACR Is Happening In Las Vegas This Month



Jeff Schlichenmeyer
Publisher

We are a few days away from the 2026 AHR Expo which is taking place in Las Vegas, Feb. 2-4 at the Las Vegas Convention Center. The AHR Expo is the world's premier HVACR event, attracting the most comprehensive gathering of industry professionals from around the globe each year. The show provides a unique forum where manufacturers of all sizes and specialties, whether major industry brand or innovative start-up, can come together to share ideas and showcase the future of HVACR technology under one roof.

Since 1930, the AHR Expo has remained the industry's best place for OEMs, engineers, contractors, facility operators, architects, educators and other industry professionals to explore the latest trends and appli-



cations and to cultivate mutually beneficial business relationships.

More than 1800 manufacturers and suppliers from around the world will unveil the latest additions to their product line-ups, demonstrate what is new and innovative about the technologies, provide product details, and answer questions. In addition to the latest products and technology, you will be able to explore trending topics in all sectors of the industry including AI and controls, decarbonization, plumbing & hydronics, heat pumps, refrigerants, workforce development, business and professional growth, and much more.

Led by experts, the Education Program features 100+ free sessions on today's best practices, industry trends, tips for improved ROI, and ways to boost your professional growth. Sit in on rapid-fire 20-minute presentations of new products and tech directly from manufacturers booth.

The AHR Expo is co-sponsored by ASHRAE and AHRI and is held concurrently with ASHRAE's Winter Conference.

AC SpeedStick: Revolutionizing Ductless and Unitary A/C System Protection



Marketair Inc. introduces the AC SpeedStick, the first Wi-Fi-enabled electronic float switch designed for ductless systems (WS-100) and unitary air handlers (WS-101). This innovative device uses a patent-pending water sensing probe to detect condensate drain

line blockages, helping prevent property damage from overflow—without requiring disassembly for ease of installation.

Key Features

- Fast, Non-Invasive Installation:** The electronic probe pushes directly into the evaporator coil's secondary drain pan outlet, providing a secure, leak-proof fit. No need to open the air handler casing.

- Wi-Fi Alerts:** When a blockage is detected, the AC SpeedStick can send instant notifications to HVAC technicians, dispatchers, and optionally homeowners. This enables rapid response and eliminates the need for customers to call for service.

- Automatic System Shutdown & Reset:** The device shuts down the A/C system when a blockage is sensed and automatically resets once the drain pan clears. A 10-second delay prevents false triggers.

- Service Confirmation:** After the blockage is cleared, the system sends a follow-up alert confirming restoration.

- Universal Compatibility:** Fits most 120V/240V ductless systems (WS-100) and unitary air handlers (WS-101). A 4-foot wiring harness is provided for larger coils.

- Visual Status Indicators:** The control module displays green/red LEDs for operational status and a blue LED for Wi-Fi connectivity.

- Power Outage Recovery:** Automatically reconnects to Wi-Fi when power is restored.

- Compliance & Warranty:** UL-listed, compliant with the International Mechanical Code, and backed by a 2-year warranty.

- Support Resources:** Installation videos and app instructions are available at <http://www.acspeedstick.com>. QR Code decals are included for easy future service access.

Benefits for HVAC Technicians and Customers

- Proactive Service:** Technicians receive real-time alerts, allowing them to address issues before customers experience discomfort or require after-hours service.

- Efficient Repairs:** Many blockages can be cleared from outside the residence, minimizing disruption and expediting system restoration.

- Customer Satisfaction:** Homeowners avoid unexpected breakdowns and costly emergency calls, while service companies benefit from repeat business and streamlined workflows.

- Cost Savings:** Prevents damage to ceilings, walls, flooring, and finishes, saving hundreds of dollars in potential repairs.

Visit <http://www.marketair.com> or <http://www.acspeedstick.com> for more information.



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Is 10% Net Profit Enough?

Ruth King's Contractors Cents



Two owners were comparing notes. Each was bragging that they earned a 10% net profit that year. When I looked behind the percentages, one owner had a net profit per hour of \$10 per hour, the other a net profit per hour of \$50 per hour. Who was kidding whom?

Reality: Sales matter. Profits matter most. One of my favorite lines: Volume is vanity. Profits are Sanity. If you don't know what your company is earning for each hour that you produce products and services, then you're clueless about profitability; the thing that matters most to sustaining your business for the long term.

Why is this important? The way this industry generates revenues is through billable hours. No billable hours, no service sales, no project sales, no maintenance sales, etc. Tracking billable hours is essential to profitability.

So, how do you really see how profitable you are? By calculating your net profit per billable hour. Here's how to do it:

Net profit per billable hour = net operating profit
total revenue producing or billable hours

Many times it's a "slap in the face" when you calculate this number for the first time. We calculated it in a recent class and the highest net profit per hour was \$3.60. The lowest was less than \$1. At least they were positive. (A negative net profit per hour means that you are paying your customers to provide products and services to them).

When you calculate this number, you really see what you are taking home. You're not looking at sales. You're not looking at gross profit. You're including all of your business expenses, including overhead, to see the true bottom line. You're not fooling yourself with gross profit per man day or

any other calculation based on gross profit. Here are the three most frequent questions that I get about calculating net profit per hour:

Question #1 - Why should I look at my profits this way? You should be looking at your bottom line - it's the most important part of your business. The top line is important. The gross profit line is important. But the most important line is your bottom line profit. What are you making each hour that an employee bills to produce your products and services? Start managing your business from the bottom up - and you will soon experience more profit and more profitable sales.

Question #2: What should my net profit per hour be? The answer is whatever you are comfortable with. I really don't care about key performance indicators (KPI's) with respect to profitability because they give you a false sense of security. If you're above KPI for net profit per hour you relax and may not pay as much attention to your bottom line as you should. The most important thing is the trend - is your net profit per hour increasing?

Even if you are below the net profit per hour KPI, as long as it is increasing, you are headed in the right direction. If you are above the KPI but your net profit per hour is decreasing, then you are headed the wrong way and should take action to correct the downward trend.

Question #3: What hours should I include in the calculation? Only include billable or revenue producing hours. For example, you may pay your field employees for 2080 hours per year. However, some of those hours are vacation, holiday, sick time, meeting time, and training time. Only include those hours that your employees actually worked producing revenue for your company.

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.

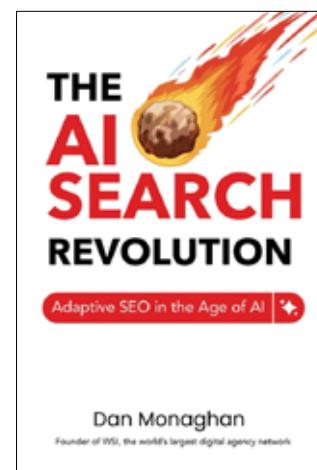
Start thinking bottom line - rather than gross profit line or sales. Managing your business by net profit per hour will truly help you generate more profitable sales.

I challenge you to calculate your company's net profit per hour. What is it? Are you comfortable with it? Are you shocked by it?

If your net profit per hour is not enough, from your perspective, then change it. What will it take to get to the level that makes you comfortable?

If you are comfortable with your net profit per hour. Congratulations. Just keep it there or grow it even further.

Books/Audios that Could Help Your Business and You



AI Search Revolution describes the next phase of search. Google is no longer enough. If you don't want to read it, give it to your marketing team and make sure that they are following the suggestions so that your company doesn't get lost in the AI search world. This is my Amazon affiliate link. I get a small commission. You do not pay extra for the book.

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HVACR School and Industry Recruitment Tools

We all know the HVACR industry offers outstanding career opportunities, careers that are in high demand, essential to everyday life, and resilient in an era of increasing AI and automation. In times of uncertainty, these qualities matter more than ever.

While those of us in the HVACR industry understand the value of these opportunities, what is often missing are the tools that help others see the same potential.

To help bridge that gap, ESCO Institute has developed a series of educational videos designed to provide students, parents, counselors, and technicians with clear, factual information about careers in HVACR and the pathways available within the industry.

Despite the industry's rapid evolution, outdated myths and misconceptions still persist. Together, we

can replace those perceptions with real-world examples of innovation, stability, and long-term career growth.

If you are looking for additional resources focused on recruitment, training, and the future of HVACR education, we invite you to visit our YouTube channel, where you'll find a growing library of videos to support your program, outreach, and education efforts.

ESCO provides standardized training, certifications, curriculum, and professional development to ensure technicians, instructors, and organizations stay aligned with evolving standards and regulations.

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Introducing the iFLO PRO Mini: The Long-Awaited Solution for Drain Line Maintenance



NEW iFLO PRO® MINI
(For Mini Splits & PTAC units)

The wait is over! The iFLO PRO Mini is here—and it's about to redefine how HVAC professionals and homeowners approach drain line maintenance. Until now, our flagship iFLO PRO system has been protecting homes and improving customer satisfaction by preventing costly water damage caused by clogged condensate drain lines. Now, we're bringing that same innovation to a compact, versatile solution: the iFLO PRO Mini.

Why the iFLO PRO Mini?

The HVAC industry has been asking for a smaller, easier-to-install option that delivers the same reliable protection and recurring revenue potential as the iFLO PRO. The iFLO PRO Mini answers that call. Designed specifically for applications where space is limited, the iFLO PRO Mini is perfect for mini-split systems and other tight installations without compromising performance.

What Makes It Special?

- Compact Design:** Ideal for installations where every inch matters.
- Easy Integration:** Works seamlessly with existing systems, reducing install time.
- Advanced Protection:** Just like the PRO, the Mini is engineered to prevent clogged drain lines—one of the leading causes of water damage and warranty claims.
- Proven ROI:** Reduce callbacks, protect your reputation, and offer your customers peace of mind.

The Future of Drain Line Maintenance

This isn't just another product—it's the future of HVAC preventive care. Homeowners want solutions that eliminate the hassle of maintenance and avoid unexpected repair bills. Contractors want products that drive revenue and customer loyalty. The iFLO PRO Mini does both.

The launch of the iFLO PRO Mini is more than a release—it's a response to the industry's demand for smarter, smaller, and more efficient solutions. As the HVAC landscape continues to evolve, iFLO remains committed to innovation that protects homes and grows your bottom line.

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An HVAC System's Performance Isn't Controlled by the Thermostat!

As energy costs continue to rise, the value of a properly functioning HVAC system has never been greater. Today's high-performance equipment is engineered to meet strict efficiency standards, but its actual performance depends on proper application, installation, and startup. Once a system is installed, how can you be sure it's operating as designed?

All homes have heating and cooling systems working quietly behind the scenes. Yet, many of these systems are not performing as designed. They may turn on and off and appear to function normally, but often they waste energy, struggle to maintain comfort, and wear out much too soon.

Industry studies reveal that most residential systems are installed incorrectly. Small installation mistakes can lead to big problems: undersized or oversized equipment, leaking ductwork, and improper airflow or fan settings force systems to work harder than necessary, driving up energy bills, increasing service calls, and shortening equipment life.

Even minor mistakes matter. A refrigerant charge that's slightly off can raise energy use by 18-25%. Furnaces can lose 18-20% efficiency when their air-fuel mixture isn't properly adjusted. These hidden issues quietly increase utility bills month after month.

Poor airflow and moisture control also compromise comfort. When moisture stays in the air, rooms feel sticky and uncomfortable. Homeowners typically lower the thermostat repeatedly, consuming more electricity and even risking mold growth in the home.

Airflow, refrigerant charge, initial furnace setup as well as heating and cooling fan settings are critical to HVAC System Performance. Verifying that HVAC systems are installed and adjusted cor-

rectly has never been more important, especially as equipment and material costs soar. Delivering true value to consumers means ensuring installed systems operate at peak performance.

ESCO Institute saw this growing problem and knew something needed to be done. That is why ESCO created the new 2nd Edition System Performance Program. This program was designed to teach technicians how to properly test, measure, and adjust HVAC systems to run the way manufacturers intended, and it does so in a simple to comprehend way.

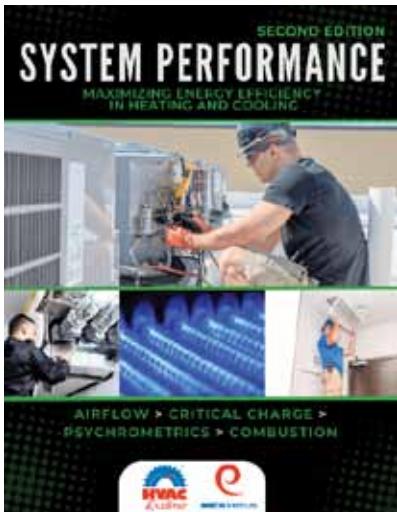
Instead of guessing, technicians learn how to check airflow, properly charge refrigerant, measure temperature and humidity, and safely analyze furnace combustion.

When these steps are done correctly, systems use less energy, last longer, and in addition to saving money it protects indoor air quality, improves comfort, and helps families breathe easier in their own homes.

To support classrooms and training programs, ESCO provides a complete training manual along with a PowerPoint presentation that includes speaker notes. After training, technicians can take a four-part certification exam that measures their knowledge of real-world system performance testing.

Technicians who earn the System Performance certification prove their retained knowledge to reduce energy waste, lower callback rates, improve comfort, and protect equipment life. These skills help contractors save money while helping homeowners enjoy safer, more efficient homes.

For more information about the System Performance Training and Certification Program, contact ESCO Institute at 1-800-726-9696 or visit esco-group.org



ACCA And Bosch Home Comfort Group Forge Partnership To Advance Contractor Success

Alexandria, VA -- The Air Conditioning Contractors of America (ACCA) proudly welcomes Bosch Home Comfort Group as a Premium Strategic Partner.

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 company offers contractors tankless, point-of-use, and heat pump electric water heaters, floor-standing and wall-hung boilers, geothermal systems, and controls and accessories for every product line. Their smart products work together as integrated systems that deliver performance and efficiency.

"Bosch's engineering excellence and commitment to quality craftsmanship align perfectly with what ACCA members need," said Barton James, ACCA president and CEO. "Their product line and focus on innovation give contractors the tools to deliver exceptional service and grow their businesses."

With roots dating back to 1886, Bosch has built a reputation for developing products that enhance the quality of life through smart technology and efficient performance. From the trusted Buderus boiler line to advanced heat pump systems, Bosch provides contractors with the technical support and product reliability their customers depend on.

"We are excited to partner with ACCA and support the contractors who bring comfort to homes across North America," said David Budzinski, deputy CEO global, president Americas, Bosch Home Comfort Group. "This partnership deepens our connection with HVACR professionals and reinforces our commitment to delivering the product innovation, support, and technical expertise that move their businesses forward."



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Performance Pointers

By James Ball



Creating Customer Peace of Mind Through Measured HVAC Performance

This article concludes a four-part series focused on High-Performance HVAC™ maintenance. Throughout this series, we've examined how measured service improves system efficiency, extends equipment life, and reduces breakdowns and repair costs. The final benefit — customer peace of mind — ties all those technical outcomes together. Peace of mind isn't a soft benefit; it's the result of verified performance, documented results, and a professional process.

When contractors stop guessing and start measuring, customers gain confidence in both their system and the company maintaining it.

Redefining Peace of Mind

Homeowners don't expect perfection — they want predictability. Peace of mind comes from knowing their system will operate reliably, especially during extreme weather, and that problems will be identified before they turn into emergencies. That confidence isn't created by reassurance alone; it's built through proof.

High-Performance HVAC maintenance delivers that proof by replacing assumptions with measurements. When you verify system operation instead of assuming, you remove uncertainty from the ownership experience.

Why Homeowners Feel Uncertain About Their HVAC Systems

Most homeowners have no idea how their HVAC system performs. They rely on contractor statements like "everything looks good" or "it's operating normally," often without any supporting data. Conflicting opinions from different service companies only increases doubt.

Breakdowns tend to reinforce this uncertainty. A system that fails without warning leaves the customer questioning whether it could have been prevented — and whether their maintenance program is providing real value.

How Measured Maintenance Builds Confidence

The fact is, measured maintenance directly ad-

dresses these concerns. When contractors verify airflow, static pressure, temperature change, and electrical performance, they establish objective benchmarks for system health.

- **Airflow testing** confirms the system can deliver rated capacity.
- **Static pressure measurement** verifies the duct system isn't overstressing equipment.
- **Temperature rise and drop** confirm proper heat transfer.
- **Electrical readings** validate safe motor and component operation.

These measures provide clarity. Customers don't need to understand every number — they just need to see that their system is being tested, documented, and managed.

Documentation and Transparency

Performance reports transform maintenance from a service task into a professional process. Written documentation written in layman's terms show customers what was measured, what was corrected, and how their system is performing compared to design expectations.

Over time, trend data becomes especially powerful. Stable readings year after year demonstrate system health. When readings drift, customers understand why corrective action is recommended. Transparency eliminates suspicion and replaces it with trust.

Confidence During Extreme Conditions

Peace of mind matters most when systems are under maximum load. Verified performance gives customers confidence that their system will handle extreme heat or cold.

Maintenance agreements backed by performance testing shift the customer mindset from reactive worry to proactive assurance. Instead of waiting for failure, they know their system is being monitored by a professional who understands how it performs.

The Contractor's Role as a Trusted Advisor

Contractors who measure and document performance naturally become trusted advisors. Recommendations are based on data, not fear. Repairs and upgrades are justified by operating conditions, not age alone.

This approach strengthens relationships, improves maintenance agreement customer retention, and reduces disputes. Customers who trust the process are more comfortable investing in corrective work — and far less likely to shop based on price.

Conclusion: The Value of High-Performance HVAC Maintenance

This article concludes a series built on a simple idea: HVAC systems perform best — and last longest — when maintenance is based on measurement, not assumption. Efficiency, longevity, reliability, and peace of mind all stem from the same foundation: verified system performance.

For contractors, High-Performance HVAC maintenance elevates the profession. For customers, it delivers something every homeowner values — confidence. When systems are measured, documented, and managed, peace of mind is no longer promised. It's proven.

Measure for your customers and 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 to become High-Performance HVAC professionals using lessons learned from NCI. If you would like to learn more, take a look at NationalComfortInstitute.com or call 800-633-7058.

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SFACCA Starts Off the New Year at TopGolf in Pompano



Zac Linde, Kristina Poakeart, Mike D'Ottavio, John Grindle, Eddie Abreu, and Christian Bhim of Gemaire Distributors

In January, SFACCA celebrated the New Year at Top Golf in Pompano on January 7th, from 5:30-8:30pm. The event was sponsored by Gemaire Distributors. Members came out to try out their long drive and short golf game skills. The new SFACCA board was also installed.

Don't miss the SFACCA Monthly Meeting to be held on February 11th on Virtual Inspections at a new location... Uncommon Path Brewing, 710 Northwest 5th Avenue, Fort Lauderdale, FL 33311. Virtual Inspections are now approved in Broward County. Learn more about how this impacts HVAC contractors.



Carlos and Carolina Romero of Panther AC, Anthony Saunders of Pro IQ, Howard Pearl of Pride AC, and Denis Sinevnikov of Million Dollar HVACR



Topgolf helps golfers experience the game in different way. SFACCA members could relax, enjoy some food, refreshments, and friends!



Rudy Fernandez, Zack Fraley, Roger Prendergast and Matt Paladino of Edd Helms Electric and Air Conditioning



There was a great turnout for the SFACCA Top Golf event sponsored by Gemaire Distributors



Christina Block, Mary Smith, Ray Ratliff and Betty Martinez of Pride Air Conditioning



Mathew Brower of Blue Frontier, Andres Ponce of AMP Strategic and Matthew Alrick of Dusty's Air Duct Cleaning



A SFACCA member takes aim at the giant outfield targets and uses a high-tech ball which will score their driving ability



Zac Linde and Mike D'Ottavio of Gemaire having a great time at the SFACCA members event at TopGolf in Pompano



John Grindle and Christian Bhim of Gemaire with Stacey Miller of SFACCA, and Mike D'Ottavio, Eddie Abreu and Kristina Poakeart of Gemaire



SFACCA members were able to practice their golf skills and also compete to get their best score

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Tropic Supply Hosts Master the Ruud Furnace: Installation, Service and Troubleshooting Training

In January Tropic Supply hosted three training classes on Mastering the Ruud Furnace, a comprehensive session covering installation, service, and troubleshooting. Attendees enjoyed breakfast and had the opportunity to earn four (4) hours of NATE continuing education credits upon completion.

Attendees learned:

- **Installation Best Practices:** Proper installation and startup to save time and ensure a seamless setup.



Joe Hulsey of Ruud covered proper installation and startup practices to save time and ensure a seamless setup.

- **Diagnostic Skills:** Industry-standard troubleshooting to reduce costs and improve service.
- **Ruud App Training:** Hands-on updates and programming to boost performance and reduce callbacks.
- **Key Components:** Essential parts for time-saving workflows that help cut costs.
- **EcoNet Setup:** Proper control integration to minimize service issues and increase profits.

Meet The Instructor: Joe Hulsey - District Technical Representative - Ruud

Joe has spent over 20 years in the HVAC/R industry, with experience in commercial



The Ruud Master the Furnace training seminar in Tampa kicked off with the Tropic Supply team welcoming everyone before training began.

installation, building operations, residential and light commercial contracting, and education. Before joining Rheem, he served nearly a decade as Lead Instructor and Program Director for the HVAC program at Gadsden State Community College's Ayers campus. A past president of ACARE, Joe also holds an Alabama HVAC Contractors License and multiple NATE and industry certifications, bringing extensive training experience to students, contractors, and HVAC professionals.

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



Joe Hulsey of Ruud shared industry-standard furnace troubleshooting tips designed to reduce costs and improve service efficiency.



In Tallahassee, Joe Hulsey of Ruud led part of the training session outdoors, where attendees enjoyed a hands-on class while taking advantage of the cool weather.



Hands-on learning in action—attendees stepped outside in Tampa for a live, real-world furnace training session with Ruud.



In Ocala, Joe Hulsey of Ruud informed attendees how to set up EcoNet with proper control integration to minimize service issues.



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NAVAC to Showcase New Digital Manifolds, Cordless Tool Upgrades and Daily Training Sessions at AHR Expo 2026



Lyndhurst, NJ — NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, recovery units, instruments and industry-specific items, will exhibit at AHR Expo 2026, taking place February 2–4, 2026 at the Las Vegas Convention Center in Las Vegas, Nevada. Attendees can visit NAVAC at Booth SL255 to experience a full slate of 2026 product launches, hands-on tool demonstrations, expert-led training sessions, and interactive booth engagement designed to help contractors and technicians elevate field performance.

At AHR Expo 2026, NAVAC will showcase its latest innovations with an emphasis on improving efficiency and confidence during installation, service, and commissioning. The booth will highlight NAVAC's latest introductions, including the NEXUS 2 and FLEX 1 Graphic Digital Manifold Gauges, along with recently launched support tools such as a manometer, low loss hoses, and tank pump. NAVAC will also feature new upgrades to its PowerT3™ series of cordless tubing tools, delivering enhanced performance for technicians who demand speed, precision, and consistency. A new Box Storage System will also be featured as part of NAVAC's continued investment in better organization and jobsite readiness.

Throughout the show, NAVAC will host live demonstrations and interactive experiences that allow attendees to get hands-on with new tools, see real-world workflows in action, and evaluate performance features designed specifically for the field. In-booth sessions will cover practical and in-demand topics such as gas ballast technology, tubing and bending best practices, psychometrics applied in the field, and vacuum pump rebuilding for high-vacuum applications. These daily live demonstrations and on-site training sessions will be lead by NAVAC's Director of Customer Experience, Andrew Greaves. NAVAC will welcome respected industry educators throughout the event, including Jim Bergmann, original owner of TruTech tools and President of MeasureQuick, to deliver insight-driven training that technicians can apply immediately on the job.

In addition to product innovation and training, Booth SL255 will offer engaging booth activities aimed at creating meaningful interaction with attendees. This includes a PowerT3 Fast-Tubing Contest, along with giveaways, scavenger hunt experiences, and interactive games throughout the three-day show. Influencers and educators will also appear at the booth during AHR Expo, giving attendees opportunities to connect with well-known voices within the HVAC community while exploring NAVAC's newest solutions.

NAVAC will also host a dedicated press office session on Monday, February 2, 2026, providing invited media and industry editors with an in-depth overview of the company's history and growth, its ongoing investment in product innovation and R&D, and a detailed look at the new products launching for 2026.

PHCC Releases 2026 Industry Environmental Scan Highlighting Key Trends and Opportunities

January 26, 2026 — The Plumbing-Heating-Cooling Contractors Association (PHCC) has published its Environmental Scan: 2026 Outlook for the P-H-C Industry, offering a strategic overview of critical forces shaping the plumbing, heating, and cooling sectors in the year ahead.

"This report helps PHCC and our partners stay ahead of trends affecting our industry," said PHCC President Jason Pritchard. "We rely on insights like these to guide our education and workforce initiatives and help our contractor members succeed."

The report identifies ongoing labor challenges, projecting slower employment growth in 2026 even as skilled talent remains in high demand due to retirements and a tight worker pipeline. Construction activity is expected to grow modestly and unevenly, with strength in data centers, infrastructure programs, and residential remodeling, while broader new construction remains cautious.

Technological adoption continues to rise, with many contractors exploring AI tools to boost efficiency in marketing, scheduling, and operations. Market consolidation driven by private equity and strategic buyers is forecast to persist as interest rates decline.

Amid these trends, PHCC emphasizes that resilience, strategic planning, and engagement with emerging technologies will be essential for contractors navigating cost pressures, supply volatility, and uneven demand. For the full article visit: <https://www.phccweb.org/news/environmental-scan-2026-outlook-for-the-p-h-c-industry/>

The PHCC National Association, formed in 1883, provides legislative advocacy, education, and training to approximately 3,500 plumbing and HVACR businesses and 65,000 technicians. Members of PHCC have access to a wide variety of services designed to increase their professionalism, grow their business, and improve profitability. For more information about PHCC, visit [phccweb.org](https://www.phccweb.org). An online version of the press release is available here: <https://www.phccweb.org/news/phcc-releases-2026-industry-environmental-scan-highlighting-key-trends-and-opportunities/>



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In Loving Memory

Cirilo Hernandez

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Cirilo Hernandez

Founder of Refricenter, Cirilo Hernandez, passed away peacefully at the age of 95 on December 18, 2025. A respected and influential business leader in the South Florida air conditioning and refrigeration industry, Cirilo began his career in Cuba and eventually expanded his vision to Puerto Rico, Florida and the Dominican Republic.

Born on December 31, 1929 in Pinar Del Rio, Cuba, Cirilo spent his early years on a tobacco farm. Once he was an adult, he moved to Havana for his education and eventually opened what was the original "Refricentro" in 1957. Due to the changing political climate in Cuba during the early 1960s, he left Cuba with nothing to his name and set out to reestablish the business off the island. With the help of close friends, he first re-established Refricentro in Puerto Rico - with its first store opening in Hato Rey, San Juan in 1964.

Due to the success that Refricentro experienced after its transition to Puerto Rico, Cirilo decided that it was time to expand the company to the United States under the name "Refricenter". In 1971, he moved his family to Miami, founded Refricenter of Miami and opened its first warehouse. Originally, this warehouse was used as a hub to consolidate orders from various vendors in an attempt to reduce freight costs to Puerto Rico. Out of that very warehouse, the first sales counter was opened to the Miami market. That first warehouse has now expanded to 11 branches serving the HVAC contractor market in the State of Florida.

In 1972, Refricenter further expanded its operations into the Dominican Republic, founding the company "Refrípartes S.A." Today, Refricenter and its sister companies, Refricentro and Refrípartes, have over 400 employees and 48 locations spread across Florida, Puerto Rico, and the Dominican Republic.

Cirilo was not just a successful businessman, but a man who loved the family he built. This included his wife, his sister, his 6 children, 3 stepchildren, 8 grandchildren and 4 great grandchildren, as well as nieces and nephews who also considered him a father. He will not only be remembered by his loving family, but also by the countless friendships he made in the industry and all those he helped along the way.

Refricenter is now managed by his son, Jose Cirilo Hernandez and grandson, Christian Cirilo Hernandez - both working to ensure the vision that Cirilo created continues on.

HARDI Distributors Report 2.9% Revenue Decline in November

COLUMBUS, OH – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors decreased by 2.9% during November 2025. The annual sales growth for the 12 months through November 2025 is an increase of 3.8%.

"Heating season is off to a slow start with the 1% sales decline during October and then a 2.9% decline during November," said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. "October was a difficult comparison and November had one less billing day. We estimate there was sales growth of 2.3% during November."

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 November was less than 40 days. That is comparable to the pace we saw one year ago," said Loftus. "While the recent sales results may raise concerns about the market health, we are pleased to see the DSO remains steady at a healthy rate."

The annual sales growth rate of HARDI distributors remained near 4% during 2025, after price increases in the 5% area. "Unit demand has been flat-to-down this year along with flat existing home sales and an uncooperative cooling season in much of the country," said Loftus. "We are encouraged to see the sales-to-inventory ratio improving in most of our regions despite the sluggish demand."

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

A non-profit association, HARDI serves its members through government affairs and advocacy efforts, market intelligence and benchmarking, training programs, and world-class events. HARDI Affiliate members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts, and supplies.



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

U.S. shipments of central air conditioners and air-source heat pumps totaled 379,470 units in November 2025, decreased -46.4 percent compared to 707,436 units shipped in November 2024. U.S. shipments of air conditioners decreased -53.7 percent, to 181,223 units, compared to 391,531 units shipped in November 2024. U.S. shipments of air-source heat pumps decreased -37.2 percent, to 198,247 units, compared to 315,905 shipped in November 2024.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased -19.9 percent, to 7,341,285, compared to 9,162,444 units shipped during the same period in 2024. Year-to-date shipments of central air conditioners decreased -25.6 percent, to 3,916,218 units, compared to 5,265,430 units shipped during the same period in 2024. The year-to-date total for heat pump shipments decreased -12.1 percent, to 3,425,067, compared to 3,897,014 units shipped during the same period in 2024.

Nidec To Launch Three New HVAC Products At AHR Expo

ST. LOUIS – Jan. 26, 2026 –Nidec is pleased to unveil at this year's AHR Expo several new products for the HVAC and refrigeration industries. The new products cater to residential applications for central ducted air conditioners, as well as commercial applications like cold rooms, heat pumps, and rooftop chillers. Tailored for both OEMs and the aftermarket, these offerings are engineered to meet diverse market needs while complying with strict international regulations.

Nidec's Embraco brand is introducing a new line of scroll compressors that deliver superior refrigeration temperature stability and enhanced energy efficiency. Under its U.S. MOTORS® brand, Nidec is launching a cooling tower motor that helps keep industries like data centers operating at peak performance, and a premium efficiency inverter duty closed coupled pump (CCP) motor for energy savings in data centers, commercial buildings, and other applications.

"Reliability and integrity are at the heart of every motor and compressor we engineer and manufacture, and we continue to focus on providing the highest efficiency solutions in order to minimize energy costs and contribute to sustainability goals for the HVAC industry," said Tom Bourquin, Vice President – Climate Technology, Nidec Global Appliance. "We look forward to engaging with industry professionals at AHR and showcasing our latest technologies."

Nidec Global Appliance provides high-performance solutions for commercial and residential applications. Its diverse portfolio features Embraco's refrigeration technology, Nidec motors for residential laundry and dishwashers, and FIR motors and pumps for the food service and medical industries. Additionally, the company offers U.S. MOTORS® and Rescue solutions tailored for the HVAC sector.

The new Embraco Pulse Scroll compressor line ranges in size from 2HP to 15HP. The compressor adapts its cooling capacity output from 10% to 100%

for superior temperature stability, reducing refrigerated product loss. It operates quietly and delivers enhanced energy savings during low-load operation. The compressor is suitable for refrigeration, such as multideck reach-ins and cold rooms, as well as heating applications.

Nidec's new World Motor® Cooling Tower Motor is designed for use not only in cooling towers but also in evaporative condenser and other commercial and industrial applications requiring protection from harsh operating conditions with high humidity. This totally enclosed fan-cooled motor is a premium efficient, inverter duty offering, delivering energy savings.

The new variable speed CCP motor features Nidec's INVERTER GRADE® insulation system, which allows it to withstand spike and transient voltages induced by variable frequency drives (VFDs), for longer motor life and dependability.

At AHR, Nidec will also display high efficiency motors and controls that significantly reduce carbon emissions for both residential and commercial HVAC applications. For example, the PrecisionFlow™ electronically commutated motor (ECM) offers up to 85 percent efficiency, an improvement of up to 30 percent over common PSC motors. These energy savings apply to both residential and commercial HVAC applications. The motor is available in both ventilation and pumping versions. For more info, visit www.nidec.com

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Message from FRACCA President Paul Stehle



Hello Contractors

I'm honored to be your current President of FRACCA. First, I would like to sincerely thank BJ Lingerfelt for his future service as the Incoming President for 2026-2027. I have known him and his family for over 30 years, and am so proud of him for stepping up to lead the organization. BJ has been a long standing member of the Board and both the RACCA and FRACCA organizations and we are grateful for his time and commitment. I am looking forward to passing the baton at the 2026 FRACCA Educational Conference in April of this year.

I was there when we started this organization 25 years ago. It was intended to serve as a grass roots organization and has grown to over 350 members and affiliate members. FRACCA is committed to listening to our Contractors, bringing issues to the forefront, and working side by side to resolve problems with the board, the membership and our lobbyists.

Some of the major disrupters we faced in the early 90's was the utility intrusion. With our lobbyist, we were able to stop that. We were also able to get our own worker's compensation code to better align with the work that was being performed and not put in along with other industry groups. One of the latest developments has been taking the Notice of Commencement from \$7,500 to \$15,000 to better serve our contractors and customers alike. Please check our website for the end of the year Wrap Up and January Legislative updates from our FRACCA Lobbyist, Edward Briggs, B & B Capitol Strategies.

For reference, this is an active bill that affects FRACCA Contractors:

HB 431 Advances: Clarifying HVAC Contractor Authority for Pool Heat Pump Replacement

Today, the House Industries & Professions Sub-

committee favorably passed HB 431, a common-sense clarification sponsored by Representative Albert that brings much-needed certainty to Florida's contractor statutes.

HB 431 allows **licensed HVAC and mechanical contractors** to perform **like-for-like replacement of existing pool and spa heat pump heaters, without any changes to plumbing, hydraulics, or circulation systems**. If modifications are required, the work must still be performed by a licensed pool contractor—maintaining clear and appropriate professional boundaries.

For years, unclear statutory language and inconsistent enforcement have created confusion, delays, and unnecessary costs for consumers. HVAC contractors are already:

- Licensed and tested by the state
- Federally certified to handle refrigerants
- Routinely called to diagnose and repair pool heat pumps

This bill **does not expand scope, does not allow new installations, and does not compromise safety**. Instead, it puts clarity into statute, improves consumer choice, and reduces duplicative contractor costs—while preserving pool contractor authority where system changes are involved.

FRACCA was proud to speak in support of HB 431 and appreciates the Legislature's thoughtful consideration of real-world impacts on consumers and licensed professionals.

HB 431 now moves forward in the House process. We will continue to advocate for clear, fair, and safety-focused policies for Florida's HVAC industry.

#FRACCA #FloridaLegislature #HB431 #HVAC #Contractors #PublicSafety #ConsumerProtection #WorkforcePolicy

For those of you who will attend this year's State Conference in Orlando from April 8 - 12th, we want to encourage you to register and book your hotel rooms before the deadline. For 2026 we are celebrating 25 years of FRACCA, and will celebrate in style on Saturday evening. This is an opportunity to not only get the required continuing education credits needed but to network and stay in front of industry changes. You will also enjoy great food, entertainment and the FRACCA Olympics with Bingo are a must!

Did I mention that we also are having the very 1st Annual FRACCA Golf Tournament, that will take place on April 8th, prior to the normal classes. During the Golf Tournament, there will also be specialty classes being conducted at the Venue if you do not golf.

As President I will continue to work for the betterment of the HVAC industry. We have an amazing Board of Directors helping bring all the chapters together and work for the membership. None of this would be possible without the hard work, dedication and passion that Erica Mattis and Paula Huband bring to FRACCA.

Over the next year, you may find Chapter Events listed on the main FRACCA website. Don't forget if you are in another area, attend a Chapter event nearby. This will promote collaboration amongst FRACCA members and hearing about what success and struggles that may be discussed and a solution discovered.

Please reach out to us with any ideas, suggestions or questions. We want to hear from you!

Office: (407) 676-0031

All the best to a successful year.

Paul Stehle, President

2026 Women in HVACR President, Jane Sidebottom



President's message:

Dear WHVACR Members and Supporters, 2026 will be a year that will go down in history...for our country and our organization.

As I write this letter, I am overwhelmed with the possibilities that 2026 presents Women in HVACR... in a very good way. This platform I have been asked

to lead, has done so much to raise awareness for the opportunities and advancement of women in the HVAC industry and the trades as a whole. Our 2025 was packed full of growth in our mentorship, membership and content creation under Kristin Gallup's strategic leadership. We were able to double the number of scholarships awarded and revamp our sponsorship program that resulted in growth in our sponsor and partner support. And our conference showcased so many accomplished women in our industry. I am grateful to Kristin and the retiring board of directors for helping to construct these great building blocks.

The attention on the trades is at an all-time high level, and we must capitalize on this energy now. This will involve amplifying what WHVACR and our partners are doing to demonstrate successful career paths for women in our industry. I believe firmly that career success starts with career vision at a young age. Our Ambassador Program will be a major priority to equip our members, partners and communities with the messaging and resources to guide both young women and women seeking a new profession, into this industry. Women often need to see what success looks like, and our Ambassadors are powerful and passionate ad-

vocates of career success.

Career vision is not enough. We must continue to provide the leadership development and resources necessary to support success. Whether a member chooses leadership in the field, the front office, or the corner office, I want her to find the knowledge resources, relationships and mentorship to support her success.

As speaking of that success, I am thrilled to announce that we will be launching a comprehensive mentor training program designed for women in the HVACR industry. This builds on the enormous success of our Navigator Mentor program that we launched in 2024. Our goal is to give every woman not just mentor support, but the training to be a mentor and carry that through into her business environment. The first module will be launched to a pilot audience in Q1/2026.

Our Contractor Advisory Council has been instrumental in guiding our thinking and we will selectively add additional advisors, with other backgrounds to guide our content development and delivery in 2026. These advisory roles are critical to helping the WHVACR board understand the needs of our members and industry. Staffing of these roles will be made with select thought leaders from across the industry and membership.

Our members have asked for the opportunity to network and learn on a regional basis. We look forward to launching two substantial regional events to compliment and build off our national conference. These events will focus on education/development, networking and we will look for opportunities to engage in the local community either through a coordinated Ambassador or Navigator session.

We look forward to partnering with other organizational partners to deliver opportunity, development and support for women across our industry. As I men-

tioned at our 2025 conference, 1+1 can equal 3 if we work closely with Women in ASHRAE, WHVACR Canada, women focused and/or led influencer groups or communities to share the message and networks. Together we can help fill the skills gap and reinforce that this industry holds the keys to a fantastic career for women and girls across North America.

Developing and reinforcing women leaders just makes good business sense. Continuing to offer scholarships to get women into the industry and then providing the development, networks and mentorship to help them be successful, equips our industry with the talent and knowledge to meet the growing demand for HVACR.

So,

- Mark your calendars for our 2026 national conference in Indianapolis, September 27-29th
- Get set to participate in all the great programs and opportunities we have planned!
- And Drive your professional development forward through WHVACR.



2026 WHVACR Board of Directors



ASHRAE Miami Technical Lunch on Hydronic Balancing

ASHRAE Miami's Technical Lunch on Hydronic Balancing was held on January 13th, 2026, at 12pm, at the 94th Aero Squadron in Miami.

The Guest Speaker was Kirk Phipps – VP of Key Accounts for Hays Fluid Controls. Starting with Hays Fluid Controls in 2009, Kirk Phipps has now spent over 15 years dedicating his time to ensuring projects of all types have proper distribution of flow.



Speaker Kirk Phipps, VP of Key Accounts, for HAYS Fluid Controls, with ASHRAE students of the University of Miami



Alejandro Gutierrez, Luis Prats and Alex Gonzalez of ICTB

Having been in a variety of roles, he is currently the VP of Key Accounts providing consultation within the market segments of Commercial HVAC, Plumbing, Industrial Process, and onboard systems for both the US Navy and private marine vessels.

This technical session was on why hydronic balancing is important, with an overview of balancing methods and how they relate to both the TAB process as well as operating efficiencies.

Being mindful of how balancing directly impacts start up, long term pump/unitary performance, and occupant comfort is crucial to total system success.

Special announcement to all ASHRAE members. Don't miss the 2026 Winter Conference, January 31-February 4, at the Caesars Palace in Las Vegas. Advanced registration is required to attend the conference.



Andrew Abinader and Alfredo Sotolongo of Protec, Inc. enjoying the ASHRAE Technical Meeting in Miami



Antonio Bravo of CAVH with Jose Docampo of Luis Aguirre and Associates



Speaker Kirk Phipps, gave an overview of balancing methods, and how they relate to both the TAB process as well as operating efficiencies



Carlos Jimenez of Trinity Institute and Mercy Benitez of CBT Technologies



Tulia Rios, ASHRAE Miami Treasurer, welcomed members to the Technical Lunch



Kirk Phipps spoke about being mindful of how balancing directly impacts start up, long term pump/unitary performance, and occupant comfort



ASHRAE Students of the University of Miami, along with ASHRAE Miami chapter came together for a photo with speaker Kirk Phipps

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Ready to Make an Impact on HVACR Education



Manufacturers consistently report that many graduates entering the HVACR workforce are not fully prepared to properly install, commission, troubleshoot, and service today's advanced equipment. This skills gap is no longer a minor challenge, it directly affects warranty claims, callbacks, brand reputation, product performance, customer satisfaction, and the adoption of next-generation technologies.

One of the fastest and most effective ways to close this gap is manufacturer participation in local Program Advisory Committees (PACs).

The PAC is required by accrediting bodies and state agencies, provide industry partners with a formal voice in evaluating curriculum relevance, instructional quality, and workforce readiness. For manufacturers, PAC involvement is not about oversight; it's about alignment.

A program typically offers these twice a year, and the meetings are often held early in the morning, meaning you have time to learn about the program, without interrupting your busy schedule.

When manufacturers engage:

- Classroom instruction reflects real-world installation and service expectations
- Technicians enter the field better prepared to protect product performance
- Improper installations, callbacks, and warranty risks are reduced
- Brand familiarity and preference begin in the training lab
- The future workforce pipeline aligns with current and emerging technologies

Simply put, what is taught in classrooms today becomes standard practice in the field tomorrow.

Manufacturers who participate in PACs help ensure that education keeps pace with innovation, protecting their products, their reputation, and the long-term success of the HVACR industry.

Interested in meeting instructors from across the country, then make sure you join us for the National HVACR Education Conference, an event created for HVACR educators and trainers.

DENIOS Spill Containment Trays Catch Drips and Spills to Enhance Workplace Safety

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dents. A wide variety of sizes, shapes, and capacities are available in various materials to resist hazardous, corrosive, or aggressive chemicals. With capacities from 4- to 36-gallon capacities, with or without grates, DENIOS Spill Containment Trays are ideal for a wide range of industries and applications, including manufacturing, warehousing, laboratories, food and beverage processing, automotive or equipment servicing, and more.

All DENIOS Spill Containment Trays are stocked in DENIOS' Louisville factory for immediate availability. For additional information visit https://bit.ly/DENIOS_Spill_Containment_Trays.

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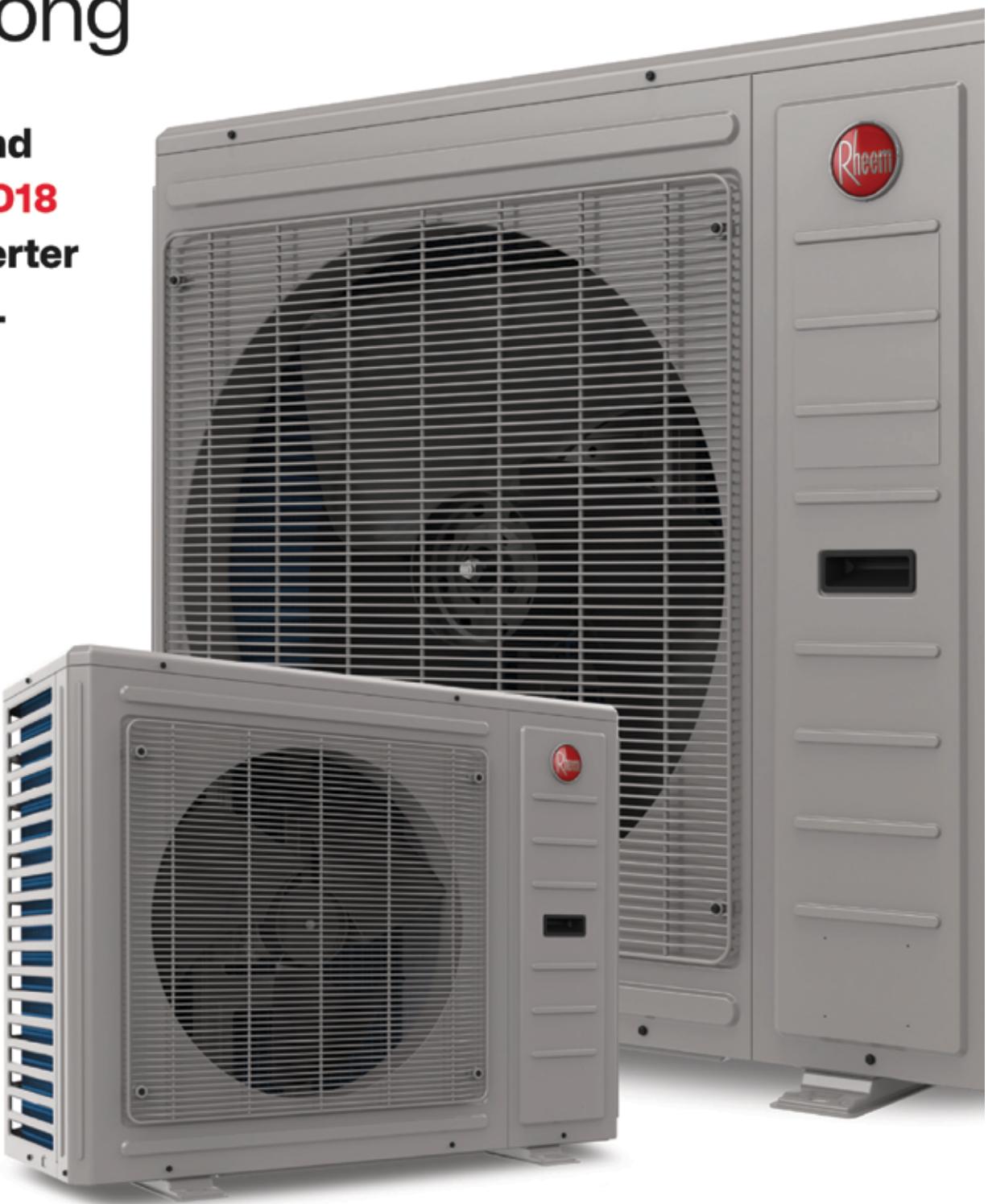
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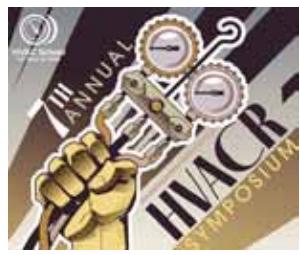
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7th Annual HVACR Training Symposium at the Ocoee Lakeshore Center

January 22-23, 2026

The 7th Annual HVACR Training Symposium returned to the Ocoee Lakeshore Center and featured a mix of longtime speakers, including the return of Jim Bergmann, and several new faces. Many of those new faces debuted on our new Bry-X stage, which featured intense 20-minute sessions.

While the speakers and training sessions were the highlight of the event, we can't forget our sponsors. They're the ones who helped make the symposium



Bryan Orr welcomed everyone to the 7th Annual Training Symposium at the Ocoee Lakeshore Center

possible. Whether they sponsored the symposium itself (TruTech Tools), made the virtual access possible (Santa-Fe Indoor Air Quality Solutions), sponsored one of the after-hours events (Refrigeration Technologies), provided raffle prizes, or set up a booth to teach others about their products and services, the sponsors are the reason why so many people were able to come together at the symposium.



TruTech Tools just announced a brand new app to better serve their customers at the opening of the Training Symposium

Planning for the 8th Annual HVACR Training Symposium is already underway. It will be held at the same location, and we hope to have a similarly diverse array of speakers and topics.

You can still purchase a virtual ticket to catch these sessions in full at hvacrschool.com/symposium. All sessions have been recorded and can be viewed at any time if you are logged in to an account with a linked ticket.



Some of the previous symposiums at Kalos had a podcast space, but this year was the first time they brought it to Ocoee



Ed Janowiak discussed ACCA Manual T and other Important Duct Stuff



HVAC Trainers of the Torch and Uniweld Manufacturers Representatives were Sal Hamidi and Gil Ledoux of PED Associates



The 7th Annual Training Symposium returned back to the Ocoee Lakeshore Center



Building Resiliency Panel with Nikki Krueger, Kimberly Llewellyn, Sophie Ashley, and Bill Spohn discuss their perspectives on some of the issues



Nick Dorsey, Ron Saunders and Anthony Saunders of ProIAQ showing their whole-house UV lights and activated carbon air purifiers



A dunk tank for the GRIT Camps was present, to help young people to work alongside industry professionals and explore real-world skills



Rob Rickman and Bob Sparks of Mitsubishi Electric answer questions about their Heating and Cooling Technology



Aaron Miller and Jesse Stewart of NAVAC, empowering technicians with cutting-edge vacuum pumps, recovery units, tubing tools, and testing instruments



Alexis Rajdl of Malco, displaying a wide range of innovative tools, from cutting and bending, to fastening and gripping



David Richardson gave a blueprint how to add High Performance Heat Pump Retrofits to your product offerings and avoid the most common pitfalls



Many vendors were present for the 7th Annual Training Symposium at the Ocoee Lakeshore Center



The Technical Support Team: Chuck Parks, John Mitchell, and Michael Rogers of Johnstone Supply JAXSouth Region

HVAC Manufacturer's Summit Brings Global Industry Leaders Together to Confront the Growing Workforce Readiness Gap

HVAC Excellence

The National HVACR Education Conference will host a landmark session this March designed to redefine how the next generation of HVACR professionals are trained. The HVACR Manufacturer's Summit: Preparing the Workforce for the Systems of Tomorrow will unite the world's leading HVACR manufacturers on one stage with a shared mission: to confront the growing disconnect between modern HVACR technology and workforce preparedness.

Panel Participants Include:

Bosch Home Comfort Group

Daikin Comfort Technologies

Fujitsu General

Lennox Industries

LG Electronics

Midea

Mitsubishi Electric Trane HVAC US

Rheem Manufacturing

This is not a future-tech discussion. It is a readiness check. The HVACR industry is undergoing the most significant technological transformation in its history. Low-GWP refrigerants, inverter-driven and variable-speed systems, intelligent controls, connected diagnostics, and high-performance heat pumps are no longer emerging. They are the new standard, and the pace of change is accelerating faster than educational systems can adapt.

Across Europe, R-290 monobloc heat pump systems are already standard. In commercial refrigeration, CO₂ (R-744) systems are now the dominant growth technology. These are not experimental technologies; they represent the direction of the global HVACR industry today. The question is not if these systems will become part of the U.S. market, but how many will be installed this month, and how prepared our workforce is for this change.

Yet a growing disconnect exists between what manufacturers are engineering, manufacturing, and selling through HVACR distribution today, and what many training programs HVACR facilities are teaching. While legacy equipment will remain in the field for years, new equipment requiring entirely new skill sets is now the standard.

Manufacturers and employers consistently report that most graduates entering the workforce today are unprepared for the systems they encounter on day one. To confront this challenge, a group of the world's leading HVACR manufacturers; companies that normally compete fiercely for market share, are uniting on one stage with a single shared mission: To ensure the next generation of HVACR professionals is equipped with the foundational skills that the future demands.

This landmark summit brings together global manufacturing leaders to deliver a unified, candid call to action for HVACR education. Together, these industry leaders will share real-world insights on how today's equipment is being designed, what skills technicians are lacking, and what educators must prioritize to close the growing readiness gap. Expect open, candid dialogue about what is working, what is not, and what must change.

This is more than a panel. It is a turning point. If you are an instructor, trainer, or program decision-maker responsible for preparing the next generation of technicians, this session will challenge assumptions, clarify priorities, and equip you with the insights needed to future-proof your program.

Attend this summit, because the systems your students will be working on tomorrow are already being built and installed today.



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Copeland to Showcase Its Award-Winning Technologies at 2026 AHR Expo

ST. LOUIS (Jan. 26, 2026) – Copeland, a global leader in compression technologies and controls solutions, announced its participation in the 2026 AHR Expo, which will take place Feb. 2-4 at the Las Vegas Convention Center. Copeland will showcase numerous technologies across commercial and industrial, residential and cold chain applications, reinforcing its commitment to sustainability in heating, ventilation, air conditioning and refrigeration (HVACR).

The International Energy Agency (IEA) projects that achieving net-zero emissions by 2050 will require annual clean-energy investments to more than triple by 2030, reaching an estimated \$4 trillion worldwide. As climate policies, regulations and international agreements continue to mature, the HVACR industry stands at a defining inflection point. Original equipment manufacturers (OEMs), wholesalers and end users are increasingly expected to deploy sustainable, high-performance technologies that meet evolving standards. This transition extends well beyond regulatory obligations — it is central to advancing global net-zero objectives and enhancing long-term energy resilience.

Copeland's presence at the AHR Expo will highlight its latest technologies and solutions designed to help customers manage energy use and sustainability-related initiatives. From solutions that help to reduce carbon emissions through electrified heating to advanced refrigerant-optimized systems with lower global warming potential (GWP), Copeland will demonstrate its focus on innovation, showcasing efficient and reliable technologies that support the energy and refrigerant transition and the protection of perishable goods.

At the AHR Expo, Copeland will exhibit its compression technologies and controls solutions in the following areas:

Electrification of heating: A suite of innovative solutions optimized for air-to-air systems leveraging Copeland's enhanced vapor injection (EVI) technology.

Next-generation, variable-capacity technology: Copeland's new KF compressor platform features industry-first technologies to provide applied value to system designers.

Data center cooling solutions: Technologies designed to meet the growing demand for energy-efficient cooling in data centers.

Lower-GWP refrigerant solutions for CO₂, R-290 and A2Ls: Copeland will highlight its portfolio of low-GWP and natural solutions, including integrated CO₂ systems, R-290 (propane) solutions

and A2L refrigerants, which support customers in achieving regulatory compliance and sustainability objectives.

Food retail and connected controls: Holistic food retail solutions, including compression, individual case-level solutions, facility-level controllers and multi-store controls. The fully connected ecosystem offers deep insights and controls to drive energy efficiency, compliance and profitability.

Two of Copeland's AHR Innovation Award-winning products will also be on display at the show, including the transcritical CO₂ scroll compressor with dynamic vapor injection (DVI) technology, which won in the refrigeration category, and the heating-optimized modulating vapor injection portfolio, which won in the heating category. Both products support the energy and refrigerant transition across heating, cooling and refrigeration applications.

Additionally, Copeland's industry experts will participate in several informative sessions during the AHR Expo, providing attendees with valuable insights into emerging technologies:

Feb. 2 at 1:45 p.m. PST in Theater A – “Copeland Next-Gen KF Variable-Speed Scroll Compressor Platform” with Josh Souders, product marketing manager.

Feb. 3 at 9 a.m. PST in Room S231 – “Cool Under Pressure: Preventing Compressor Failure in HVACR” with Lenny Diaddario, manager of contractor relations.

Feb. 3 at 11:15 a.m. PST in Theater A – “Transcritical CO₂ Scroll Unlocks Scalable, Sustainable and Flexible Solution” with Justin Miles, senior product manager, CO₂.

Feb. 3 at 2:30 p.m. PST in Room S230 – “Refrigerants and Decarbonization: Industry Trends and Impacts” with Eric Strausbaugh, director of residential product marketing, and Jennifer Butsch, senior director regulatory affairs.

Feb. 4 at 11:30 a.m. PST in Room S231 – Workforce Development Panel with Lenny Diaddario, manager of contractor services.

Visit Copeland at the AHR Expo in Booth C3607 or at Copeland.com to learn more about how the company is shaping the future of compression technologies and controls solutions.

Copeland is a global leader in compression technologies and controls solutions, with more than 200 million installations worldwide. We deliver reliability and innovation across heating, ventilation and air conditioning (HVAC), cold chain and industrial applications. Learn more at copeland.com.

Johnson Controls Showcases Technical Innovation For Mission Critical Industries At AHR 2026

MILWAUKEE, Jan. 14, 2026 — Johnson Controls (NYSE: JCI), the global leader for smart, healthy and sustainable buildings, will showcase advanced innovations at the AHR Expo in Las Vegas, Feb. 2–4, enabling mission-critical customers to accelerate decarbonization and gain a competitive edge through smarter energy management, superior thermal performance and precise environmental control. At the event, Johnson Controls will unveil its latest groundbreaking thermal management solutions engineered to address water, energy and space constraints in data centers and other mission-critical facilities.

"High-stakes environments demand precision and bold efficiency outcomes achievable through technology leadership," said Lei Schlitz, president, Global Products and Solutions at Johnson Controls. "Building on 140 years of innovation, Johnson Controls combines deep expertise in HVAC, controls and digital solutions to address today's most pressing energy and infrastructure challenges — empowering the organizations the world depends on to thrive."

Across industries, businesses are deploying Johnson Controls connected HVAC systems, advanced controls and digital building solutions to improve energy efficiency, cut carbon emissions and unlock critical operational efficiencies. A recent Accenture report finds that nearly 90% of organizations now tie energy efficiency and decarbonization efforts to measurable business results.

At AHR booth C2925, Johnson Controls will showcase its industry-leading energy efficient, HVAC and digital technologies that deliver measurable impact. The Johnson Controls flagship Metasys open building management system provides unified control across HVAC, chillers, fire, lighting, security and more. Version 15.0 supports 1,000 IP devices per server — 60% more than similar systems — and 50,000 objects, enabling large campus and multi-site deployments without costly hardware upgrades. It also includes an Energy Management suite for real-time emissions tracking, benchmarking and budgeting to speed decarbonization.

With Metasys as the foundational digital layer, OpenBlue elevates performance enterprise wide, applying predictive analytics to accelerate sustainability goals and maximize utility savings. From helping large universities like Stanford University save \$500,000 in annual energy costs to optimizing hospital OR energy use by 40%, OpenBlue makes proactive energy savings recommendations and enables precise, automated control with over 1,000 integrations.

Among the fastest growing mission-critical industries, data centers face evolving cooling demands from soaring performance requirements and diverse site conditions. From air to liquid to hybrid solutions, operators need flexible strategies that deliver efficiency and reliability without compromise. Johnson Controls addresses these challenges with a comprehensive portfolio of thermal management technologies that can cut non-IT energy consumption by more than 50% while safeguarding uptime and resilience. At AHR Expo, Johnson Controls will showcase its full suite of data center solutions, including the YORK YVAM air-cooled magnetic bearing centrifugal chiller, which consumes 40% less power annually while still delivering the same cooling capacity as other available solutions, zero on-site water consumption and low-noise performance.

Johnson Controls will debut its latest thermal management innovations at AHR during a press breakfast. These advanced solutions are designed to help data centers and other crucial facilities overcome water, energy and space challenges, while delivering superior efficiency and resilience.

Beyond data centers, Johnson Controls delivers reliability and precision for fast-growing sectors where failure is not an option, such as bioproduction and healthcare. At AHR, Johnson Controls will highlight its full suite of HVAC, control and digital solutions designed to support the accelerated growth of these sectors and their world-changing missions. Such products on display include:

YORK Air Handling Units: Available in custom and semi-custom options, these units meet airflow, energy recovery and noise requirements for each space. Patented technology reduces sound levels by 44% while using less space than traditional solutions. Ideal for critical environments like hospitals, the design also includes backup features, such as redundant fan systems, to keep operations running smoothly.

PENN System 550: Integrates temperature, humidity and pressure control with A2L refrigerant leak detection and adaptive defrost algorithms. These algorithms monitor real-time conditions to trigger defrost only when needed, reducing annual energy consumption by 10% or more, improving system reliability and lowering carbon impact. This system is ideal for food retail, health care and pharmaceutical environments where precision and safety are paramount.

At Johnson Controls (NYSE:JCI), we transform the environments where people live, work, learn and play. As the global leader in smart, healthy and sustainable buildings, our mission is to reimagine the performance of buildings to serve people, places and the planet.

Building on a proud history of 140 years of innovation, we deliver the blueprint of the future for industries such as healthcare, schools, data centers, airports, stadiums, manufacturing and beyond through OpenBlue, our comprehensive digital offering. Visit www.johnsoncontrols.com for more information and follow @Johnson Controls on social platforms.

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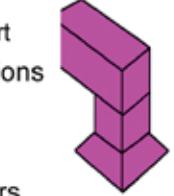
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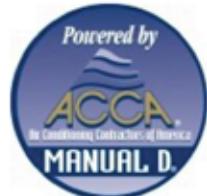


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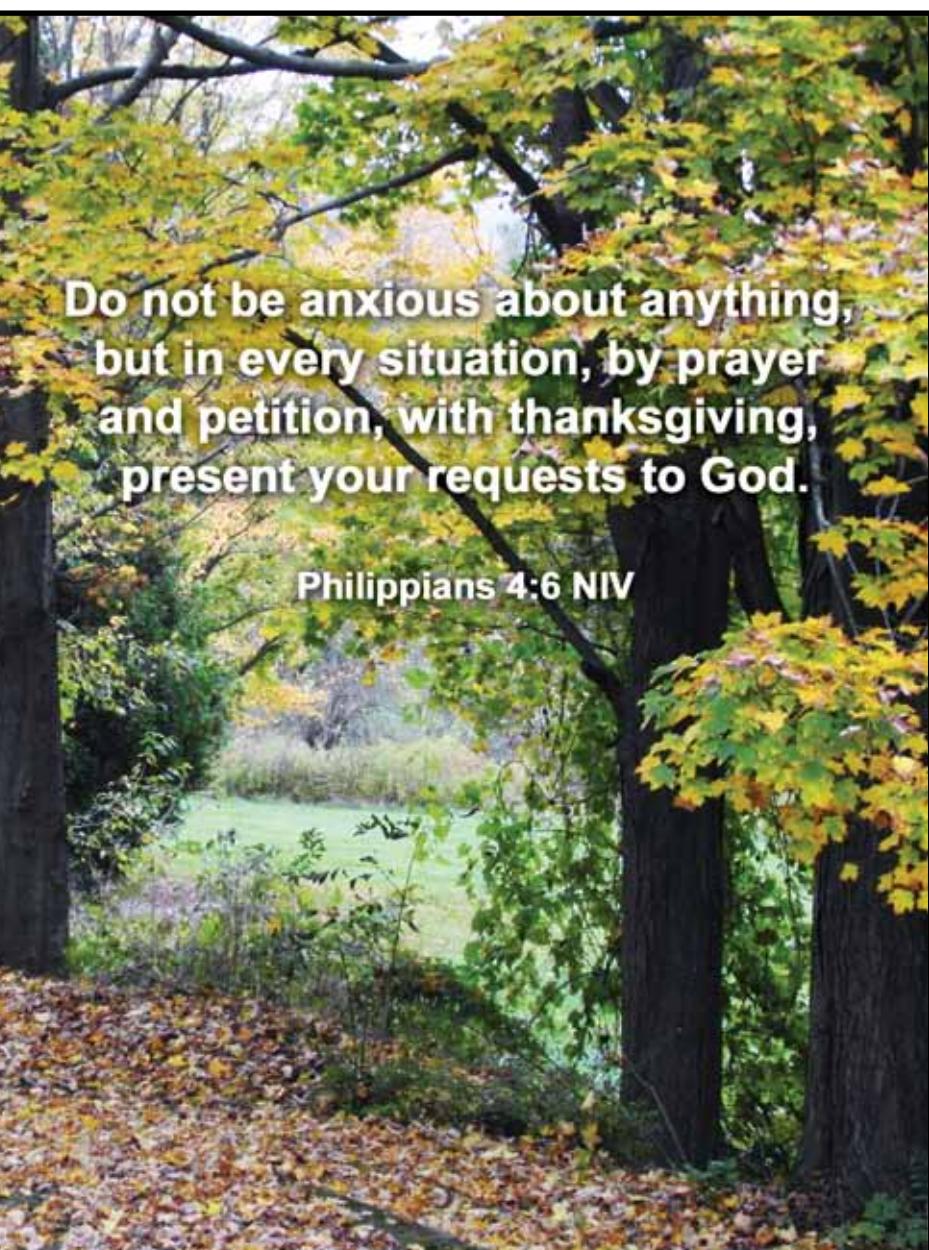


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CONFERENCE HIGHLIGHTS

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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.


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Drain Solve

4165-24/4165-08

Ideal for condensate pan drains, Drain Solve saves time and money with its ease of use. It eliminates application concerns associated with more reactive, fuming drain openers. Simply pour it down the drain and let it work without fear of noxious fumes or reactions. Does not contain sulfuric acid.



Bio-Fresh cd®

4126-38

Bio-Fresh cd is a ready-to-use bacteriostat, fungistat and deodorizer based upon chlorine dioxide technology. It is recommended for control of bacteria, mold, mildew, fungi and yeast in IAQ applications. Its EPA registration includes application in HVACR ventilating equipment, including coils, condensate pans, filters and duct-work.



AC Drain Sucker®

61038

A/C condensate drain pan overflow is caused by slime and sludge that builds up and clogs the drain line. The A/C Drain Sucker quickly removes the clog and the excess water, resolving the overflow problem. The kit includes a PurCool® Green 3 ton tablet to provide months of preventive treatment and free flowing drains, as well as all fittings and hoses for suction or pressure applications.



Gallo Gun™

4179-01

The Gallo Gun is a heavy duty CO₂ powered tool that quickly and easily clears condensate drain lines with 800psi of oil free air! The Gallo Gun has a strong and rugged design, built with ergonomic finger grips, and comes equipped with a flexible hose assembly and tapered fitting to fit up to a 1" drain opening. The Gallo Gun utilizes a revolutionary dual fit cartridge base that can quickly and easily fit either a 16g or larger 20g cartridge for 25% more clearing power.

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