

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region



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North Carolina, South Carolina



AHR Expo at the Las Vegas Convention Center (see page B11)



RGF Hosts Contractors Appreciation Event at PopStroke in Las Vegas (see page 22)



Gemair Hosts Open House at their Ft Myers Location (see page B4)



Refricenter Celebrates National Pizza Day at all Locations (see page 20)



Oldach Hosts Ducane Awards Night 2026 at Drive Shack in Orlando (see page 6)

Ductless Products Focus Issue

Compact, Smart, Efficient Ductless are Solving HVAC Challenges



Jeff Schlichenmeyer
Publisher

As South Florida continues to grow and evolve, so does the demand for smarter, more efficient ways to stay comfortable in a year-round cooling climate. From new residential developments to renovated condos and expanding light commercial spaces, property owners are seeking HVAC solutions that deliver performance, flexibility, and long-term value. Ductless mini-split technology has quickly become the answer—and ComfortStar is leading the way.

Unlike traditional systems that depend on bulky ductwork, inverter-driven mini-splits provide a streamlined, modern approach to climate control. ComfortStar systems are engineered for precise temperature management, energy-conscious operation, and dependable performance in high heat and humidity. The result is consistent comfort tailored to each individual space.

A major advantage of today's ductless technology is intelligent control. ComfortStar units feature built-in Wi-Fi capability, allowing homeowners and property managers to monitor and adjust indoor conditions

from virtually anywhere. Through smartphone access, users can fine-tune temperatures, set schedules, and track system performance in real time. In a region where air conditioning operates most of the year, this level of control supports greater efficiency and reduced operating costs. Advanced inverter compressors automatically adjust output to match real-time demand, minimizing energy waste and maintaining steady indoor comfort without constant cycling.

Design flexibility further explains the growing popularity of ductless systems throughout Southeast Florida. ComfortStar's sleek indoor units integrate seamlessly into living rooms, bedrooms, offices, and retail spaces, while compact outdoor condensers simplify installation in tight or urban environments. Whether installed in a home addition, condominium renovation, or professional suite, these systems adapt easily to diverse layouts. Multi-zone options provide independent temperature control in separate areas, improving overall comfort while reducing unnecessary energy use.

Efficiency and sustainability remain central to ComfortStar's innovation. By utilizing modern refrigerant technology and high-efficiency inverter systems, the brand supports environmentally responsible performance without sacrificing durability. Even during peak summer conditions, ComfortStar systems deliver quiet, reliable cooling designed for long-term performance.

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RGF® Environmental Group Continues to Advance in their Vertical Manufacturing Capabilities

Unlike many small manufacturers that rely on a traditional keystone pricing model—doubling product costs to offset outsourced labor and overhead—RGF performs the majority of its operations in-house. By eliminating dependence on outside vendors, RGF avoids unnecessary mark-ups and maintains greater control over quality, timelines, and costs. This vertically integrated approach allows the company to offer competitive, fair pricing without sacrificing performance or craftsmanship.

RGF's in-house capabilities extend well beyond manufacturing and include a dedicated legal department, an internal print shop supporting its Private Label and Printing Programs, and multiple specialized companies operating across its campus. This multi-company, verti-

cally integrated structure strengthens efficiency, reduces external costs, and reinforces RGF's ability to deliver high-quality, American-made products at a reasonable price point.

The expansion also enables RGF to transition products previously coated with solvent based paint to powder coating, improving both sustainability and performance.

"Vertical integration is central to our strategy," said Walter Ellis, Executive VP/GM of RGF® Environmental Group. "By bringing more manufacturing processes in house, we ensure consistent quality, reduce supply chain delays, and maintain the competitive pricing that supports our market leadership."

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A ChatGPT Horror Story

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.

A bookkeeper, who should have known better, didn't like the profit number on the financial statements that she produced. So, instead of asking the owner or someone like me who knows the financial health of the company, she uploaded these confidential statements into ChatGPT.

ChatGPT's answer was that the company was bankrupt (which it wasn't) and that it would not be in business much longer. This bookkeeper went to all the employees and told them to start looking for other jobs since the company was going out of business.

The owner fired her. The company is still not bankrupt over a year later. She was new, didn't know the industry, and it was a slower month for revenue. ChatGPT should NEVER be used to analyze financial statements. Three reasons why:

First, ChatGPT is a text based large language model and is not good with analyzing numbers. Second, it doesn't know the trends of the financials. If the company had a slow month, is this typical for this time period? What did the financials look like a month ago, two months ago, etc.? Are the trends heading in the right direction?

And most important, third, do you really want to upload confidential financial information into a large language model which makes this information public? Beware!

If you want to ask ChatGPT about the definition of a term, that's fine. If you want to ask ChatGPT to analyze your financial statements – you will probably not get an accurate answer and you're making your confidential financial information public.

To my knowledge, I am the only person worldwide, with the help of our programming team, who has taught AI to read a small business financial statement – and we didn't use ChatGPT as our large language model.

Small business statements are messy. No two statements look alike. That's why it took us more than a year to get it right. ChatGPT, Gemini, and other large language models are great for many things. They are NOT great for analyzing financial statements. Financially Fit Business, the software we developed is (www.financiallyfit.business).

Next Topic: The Top 10 Reasons you WANT to Look at Your P&L and Balance Sheet

"I need to clean up my books."

This was a comment a contractor made to me at AHR last week. He didn't look "thrilled" about doing this so I asked him, "Do you need to or WANT to clean up your books"? No answer. Needing to and wanting to are different.

Here are the top 10 reasons to WANT to look at your company's P&L and Balance Sheet:

1. I want to see how profitable I am.
2. I want to see the trends for my business and make sure they are headed in the right direction (Financially Fit Business software instantly gives you the trends).
3. I want to spot profitability, productivity and cash flow issues before they become a problem.
4. Looking at financial statements helps keep me on track. They are my score card.
5. It only takes 10 minutes a month.
6. I want to keep my bookkeeper on her toes knowing that I am looking at the statements and asking questions.
7. I want to see whether I'm headed for a collections or accounts payable issue.
8. I want to make sure my gross margin is staying within the range I set.
9. I want to know that my working capital is headed in the right direction.

10. I want to sleep better at night.

The Good news - Looking at your business P&L and balance sheet doesn't have to be about the numbers anymore.

You can have your bookkeeper update the graphs when she prepares your financial statements – you don't even have to do the work – you look at the results.

You DON'T have to look at numbers anymore. With Financially Fit Business you can watch the graphs and see the business trends – no more looking at numbers unless your trends are going the wrong way. www.financiallyfit.business

And, we can help along the way. Look at your financial statements. Operate your business profitably. Have an asset that significantly impacts your

life and the lives of your family and employees.

Come see me at:

ACCA – Las Vegas, NV – March 18, 2026 – The 10 Rules of Profit and the 10 Rules of Wealth - <https://www.accaconference.com/>

FRACCA - Orlando, FL - April 8, 2026 - The 10 Rules of Profit and the 10 Rules of wealth - 2026 FRACCA Conference - 25th Anniversary!

2026 In Person Class Schedules

Building Profit and Wealth - Save \$700 when you subscribe to Financially Fit Business - February 19-20, 2026 - Jacksonville, FL

Field Manager's Survival School - February 17-18, 2026 - Jacksonville, FL

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Celebrating 10 Years of Excellence with Johanne Bueno

It is with great pride that we celebrate Johanne Bueno's 10 year anniversary at J Nichols & Associates, Inc. Over the past decade, Johanne's dedication to our customers and Principals have been instrumental in our growth as a premier Manufacturer's Rep firm.

Johanne's strong work ethic, and unwavering commitment to excellence have made a lasting impact on our team, Manufacturer's and customers.

Johanne always goes above and beyond, combining outstanding customer service with deep technical knowledge, and she does it all with care and professionalism.

We are extremely grateful for all of Johanne's contributions, but also for the reliability, integrity, and positive attitude she brings every day. Johanne

is a valued part of our success, and we are lucky to have her on our team.

Congratulations on your 10 year work anniversary! Your tenacity and passion have been instrumental to our team's growth. Thank you for an amazing decade of service."

Respectfully,
Jim & Candace Nichols



Johanne Bueno

About J. Nichols and Associates
Established in 1998, J. Nichols & Associates is a leading HVAC/R manufacturer representative sales agency with over 75 years of combined experience. The Nichols team

covers Florida and the Caribbean. We are proud to provide quality representation, education, and exceptional customer service to both our manufacturers and wholesale distributors.

iFLO Pro Launches Its Groundbreaking iFLO Pro Mini At The 2026 AHR Expo In Las Vegas



iFLO Pro®, the experts in condensate management, launched its newest innovative product, the iFLO Pro Mini®, a compact, automatic air conditioner drain cleaning system designed specifically for ductless mini-split, PTAC, VTAC and pancake HVAC systems — the fastest-growing segments of the global

HVAC market. This debut took place at the 2026 AHR Expo at the Las Vegas Convention Center from February 2 through 4, 2026, the industry's largest trade show.

As buildings increasingly shift away from traditional central air systems, a critical reliability gap has emerged. Unlike central HVAC systems, ductless, PTAC, VTAC and compact systems typically do not include float switches or secondary condensate safety shutoffs. When drain lines clog, condensate backs up without warning, leading to water damage, mold and mildew growth, system shutdowns and costly emergency service calls.

These failures have become a persistent and expensive problem for hotels, universities, schools, multifamily buildings, healthcare facilities, the hospitality industry and homeowners, particularly in high-humidity environments.

A Purpose-Built Solution for Compact HVAC Systems - iFLO Pro Mini® was engineered specifically to address this condensate management gap. The system provides continuous, automatic drain line maintenance, preventing the buildup of algae, biofilm and debris that cause blockages and overflows.

iFLO Pro Mini® prevents condensate drain clogs before they occur, reduces water damage, mold and odor issues, minimizes emergency service calls and HVAC downtime. This innovative solution extends equipment life and improves system reliability, while operating automatically with no ongoing labor.

Its compact form factor allows installation in tight spaces common to ductless, PTAC, VTAC, and pancake HVAC applications, making it ideal for new construction and retrofit projects.

Designed for High-Risk, High-Density Environments - iFLO Pro Mini® is purpose-built for facilities where condensate failures create outsized risk and cost, including: Hotels and hospitality properties; schools and universities; multifamily and mixed-use buildings; condominiums and apartments; healthcare and senior living facilities; and residential ductless HVAC installations. Commercial PTAC, VTAC, and compact systems. By proactively addressing condensate issues, iFLO Pro Mini® helps contractors reduce callbacks, facility managers protect assets, and owners lower maintenance and remediation costs.

Built on Proven iFLO® Technology - iFLO Pro Mini® expands on iFLO®'s proven condensate management platform, trusted across hundreds of thousands of HVAC installations. The Mini delivers that same preventive protection to systems that historically lacked any built-in safeguard against drain failures.

Global Expansion and Distributor Opportunities - As part of the iFLO Pro Mini® launch, iFLO Pro® is actively seeking international distribution partners. Territory opportunities are now available by country and region for qualified distributors, OEM partners and service organizations.

Availability - iFLO Pro Mini® will be available through HVAC distributors, professional contractor channels, OEM partnerships and select retail programs, with international rollouts underway.

For more information or distributor inquiries, please visit www.iFLOpro.com or email global@iflo.com.



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Oldach Hosts 9th Annual Ducane Dealer Meeting 2026 at Drive Shack in Orlando

Oldach hosted their 9th Annual Ducane Awards Meeting 2026 at Drive Shack in Orlando on February 12th from 6-10pm. What a nice event it was! The weather was perfect. When you arrived you were greeted by Oldach staff who directed you to grab a cool refreshment, and take part in the golf experience at Drive Shack. What a perfect time to unwind, test your golfing skills, speak with the Oldach team, and

other industry friends too. The food was terrific, and everyone enjoyed the evening.

Sergio Sanjenis and Felix Campos of Oldach, along with Glenn Paetow of Allied, thanked all the Ducane dealers and presented the 2025 sales increases, dealer support programs, marketing incentives, and financing that are available to them. After the presentation, the award ceremony was underway. Over

20 awards were presented by Oldach at the Dealer Meeting.

Oldach is committed to support their valued customers with quality products with the latest advancements in technology, aggressively addressing the needs of the HVAC industry with complete support of the manufacturers they represent, and inspiring confidence in every purchase their customers make.



Yelitza Rodriguez, Lynnette Alvarez, and Marivette Gonzalez of Oldach welcomed all the Award Winners



Jesus Quiles, Glenn Paetow, Jose Medina Guillermo Campos, Jose Ramos, and Rene Rivera



Oldach managers and customers coming together for a large group photo at Drive Shack in Orlando



Sergio Sangenis of Oldach and Glenn Paetow of Allied Air discussing some new golf techniques



Hector Dominicci of Ferran Air Conditioning with Sergio Sangenis and Jose Ramos of Oldach



Wayne and Denic Thomas, Juana Santos, Mark Desouza, Dawn Peters, and Joe Worrie of Thomas Air Conditioning



Drive Shack in Orlando provided a delicious Mexican buffet for Oldach's hungry contractors!



Before the awards got started, everyone came together for a fun group picture



Jesus Quiles of Oldach with Johanne Teran of Teran AC Solutions, strategically preparing their golf swing



Sergio Sangenis announcing the award recipients at the 9th Annual Ducane Dealer Awards Hosted by Oldach



Felix Campos of Oldach thanked all the Ducane Dealers in attendance for another great year!



Glenn Paetow of Allied Air shared the sales increases and achievements for 2025



Felix Campos of Oldach speaking some humor and encouragement with the managers who put the dealer event together



Over 20 Awards were presented by Oldach at the 9th Annual Ducane Dealer Meeting at Drive Shack in Orlando. Some of the award recipients gathered together for a group photo

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RGF® Environmental Group Continues to Advance in Their Vertical Manufacturing Capabilities

Continued from Cover Story



The powder coating department joins a series of recent expansions, including RGF's in house UV lamp production line, polypropylene extrusion capabilities, and the launch of the Lucidium Class 1+ Clean Room Bulb Manufacturing Facility. The 6,200 square foot clean room was designed to meet future supply demands and features advanced HEPA filtration, REME air treatment, and RGF's proprietary clean room entry system.

"As a proud American manufacturer, we remain committed to producing high quality, American made products while continuously investing in our people,



our technology, and our vertical manufacturing model," said Tony Julian of RGF® Environmental Group.

RGF's 10 acre headquarters includes 220,000 square feet of manufacturing, warehouse, R&D, and office space. The facility houses advanced machining, injection molding, welding, plasma cutting, UL compliant panel production, and dedicated engineering and research laboratories staffed by engineers.

With more than 500 products and over 40 years of innovation, RGF® continues to deliver industry leading solutions that improve air, water, and food quality worldwide.



ACCA Adds Refrigerant Technology Innovator Solstice to Strategic Partner Program

Alexandria, VA -- The Air Conditioning Contractors of America (ACCA) has partnered with Solstice Advanced Materials, a global leader in low-GWP refrigerant technology.

Solstice has invested over \$1 billion in research, development, and manufacturing capacity for its Solstice® HFO refrigerant portfolio — technology designed to help contractors transition to lower-carbon solutions while delivering superior performance. The company's refrigerants serve critical HVACR applications, including supermarkets, cold storage, food processing, chillers, heat pumps, and comfort cooling and heating systems.

"As contractors navigate A2L requirements and GWP limits, they need partners who understand both the science and realities of refrigerant transitions," said Barton James, ACCA president and CEO. "We applaud Solstice's support of our contractor members, and are excited to see how they will bring proven refrigerant solutions and technical expertise to help our members comply with regulations without sacrificing system performance or profitability."

Solstice's refrigerant lineup includes solutions for new installations and retrofits alike. Products like Solstice® L40X (R-455A) and Solstice® N40 (R-448A) offer contractors lower-GWP alternatives that demonstrate improved energy efficiency and system performance compared to the higher-GWP refrigerants they replace. The company's portfolio is backed by over 5,700 patents and pending applications and supported by approximately 4,000 employees serving customers in more than 120 countries. Solstice was created through the 2025 spin-off of the former Advanced Materials business of Honeywell International Inc.

"Contractors are on the front lines of the refrigerant transition," said Chad Holzer, VPGM Refrigerants at Solstice Advanced Materials. "Our partnership with ACCA connects us directly with the professionals who need safe, reliable and compliant refrigerant solutions combined with the technical support to implement them successfully."

Through its Strategic Partner Program, ACCA connects industry leaders with contractors to advance the HVACR profession and support business growth.

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 Tallahassee, FL 32304
 Richard Harsany
 ph: 850-575-3755

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 114 Park St
 Jacksonville, FL 32204
 Cody Smith
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SFACCA Monthly Meeting on Virtual Inspections

The SFACCA Monthly Meeting was held on February 11th, at 5:30pm. at a new location... The Uncommon Path Brewing, at 710 Northwest 5th Avenue, Fort Lauderdale, FL 33311. Mark and Robin Worren of State Energy were the sponsors for the meeting. The guest speaker was Ian Cohen of Inspected, who spoke about Virtual Inspections, what contractors need to know, and how this impacts them.

Virtual inspections are now approved in Broward County, and now supports virtual HVAC inspections

for contractors, allowing remote, video-based approvals for faster permitting, with providers like Inspected.com and Freedom Code Compliance streamlining the process, reducing delays, and letting crews work more efficiently. These services use live video, photos, and digital reports to meet Florida Building Code requirements, often providing same-day turnaround and improved project flow for AC replacements and other trades. Inspected has partnered with SFACCA to offer a members-only discount on virtual inspection

services - a significant savings for HVAC contractors. For more information, email director.sfaca@gmail.com With our reduced 2026 membership rate of \$649 and this discount from Inspected, membership practically pays for itself.

Don't miss the upcoming March 4th SFACCA meeting at TopGolf in Pompano Beach from 5:30 - 8pm. It will be a hands-on training designed for HVAC contractors to save time & money using Duro Dyne products.



Mark & Robin Worren of State Energy, Mathew Grower of Blue Frontier, Kelly Dexter, SFACCA president, Viviana Maguire of LGE, and Steve Price of CFM



Ed Lawton and Kyle Smith of Enterprise Leasing



Ian Cohen of Inspected sharing great news that Broward County, Florida, now supports virtual HVAC inspections for contractors



Mark and Robin Worren of State Energy with Kelly Dexter, SFACCA president, listening to Ian Cohen speak about Virtual Inspections



Speakers Lance Nossen, Martin Hebert and Ian Cohen of Inspected



Rodrigo Neira of Service Edge, Rick Neet and Arthur Freville of Engineering Express



There was a good attendance for the SFACCA meeting on Virtual Inspections



Ian Cohen of Inspected revealed how to maximize your labor through faster inspection turnaround, which could mean more jobs you're able to take and complete



Tony Ferrera of Dang it's Hot Cooling and Bob Lafortune of Marco Supply



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HARDI Distributors Report 2.4% Revenue Increase in December

COLUMBUS, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 2.4% during December 2025. The annual sales growth for the 12 months through December 2025 is an increase of 2.8%.

“It was nice to see 2.4% sales growth during December against a challenging prior year, but that growth was helped by one more billing day than last year,” said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. “We estimate for the month sales would have declined by 2.3% 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 December was less than 39 days which is close to the 38 days one year ago,” said Loftus. “The recent DSO for December is a bit quicker than the 43 days during December for 2021, 2022 and 2023.”

“The modest sales growth is consistent with the depressed existing home sales, weak consumer confidence, and struggling ABI index,” said Loftus. “Hopefully inflationary pressure can ease this year and we can see some benefits from the six rate cuts.”

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

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

A non-profit association, HARDI serves its members through government affairs and advocacy efforts, market intelligence and benchmarking, training programs, and world-class events. HARDI proudly represents more than 570 distributor members and their 5,000+ branch locations, and close to 600 suppliers, manufacturer representatives, and service vendors. HARDI Affiliate members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts, and supplies.

Transform Your Mini-Split Installation and Service Business with the Boldr Pro Pack



Running a successful HVAC business today means more than just installing equipment, it’s about delivering efficiency, reliability, and smarter service.

Imagine being able to monitor every mini-split system you have installed. Being able to monitor system health and performance in real time, eliminate

costly nuisance calls, and resolve multi-zone mode conflicts automatically, all while strengthening your connection with clients.

The Boldr Pro Pack is purpose-built with contractors for contractors. It gives contractors the tools to modernize their business model, from installation to ongoing servicewith intelligent control, remote monitoring, and built in customer engagement features.

With the Boldr Pro Pack, you don’t just provide your customers with a thermostat, you give them a

Wi-Fi-enabled smart control that delivers a true connected experience.

Our end-user app, the Boldr Energy App, goes far beyond standard OEM Wi-Fi controls. It’s packed with intelligent features that deliver real value and transparency for your customers:

1. Energy Monitoring - Customers can see exactly what their ductless system costs to run — hourly, daily, weekly, or monthly, with 99% accuracy in-app.

2. Fault Reporting - When a fault code appears, customers can instantly upload a photo through the end-user app, allowing you to diagnose issues remotely before arriving onsite.

3. Automations for Effortless Comfort and Efficiency - With the Boldr Energy App, customers can create unlimited automations and triggers based on time of day, occupancy, temperature, or humidity.

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DEMO DAY

ZOOM WEBINAR

ZOOM WEBINAR



Reduce Callbacks and Improve Customer Satisfaction with FloXtreme 24/7 Automatic A/C Drain System Protection

WHEN Wednesday, March 4, 2026
8:00am - 11:00am

WHERE T-18 Jacksonville Resource Center
6631 Executive Park Ct. N Suite 101
Jacksonville, FL 32216
(904) 332-0990

FREE EVENT
NO Registration Required!
Coffee & donuts will be provided.

- **Better & More Profitable Installs** – Increase profits by positioning FloXtreme as a value-added solution with every system sale.
- **Better System Reliability** – Learn how FloXtreme helps prevent system downtime by keeping A/C drain lines clear of clogs 24/7.
- **Better Maintenance & Profitable Upsells** – Increase profits by positioning FloXtreme as a value-added preventative maintenance solution.



AIG–Fernwood Webinar: Commercial Financing & Extended Warranties

WHEN Friday, March 6, 2026
8:00am - 9:30am

FREE EVENT
Registration IS Required!
Win 1 of 3 giveaways by answering quiz questions correctly!

- **Better Proposal Selling & Financing** – Learn how commercial financing helps you win larger projects without delaying decisions and increase project scope by presenting flexible cash flow solutions.
- **Dealer ROI & Profitability** – Learn how investing in commercial labor warranties helps contractors win financially through stronger proposals, increased customer trust, and long-term revenue opportunities.
- **Better Maintenance & Profitable Upsells** – Use commercial labor warranties as a long-term value solution that supports maintenance conversations and creates additional revenue opportunities.



Trinity Extended Labor Warranties Webinar: A Competitive Advantage for Contractors

WHEN Tuesday, March 17, 2026
8:00am - 9:30am

FREE EVENT
Registration IS Required!
Win 1 of 3 giveaways by answering quiz questions correctly!

- **Better Proposal Selling & Financing** – Learn how extended labor warranties strengthen installation proposals, helping contractors differentiate their offerings and build customer confidence during the sales process.
- **Better Installs & Customer Assurance** – Understand how extended labor warranties support quality installations while helping contractors establish trusted, long-term service relationships from day one.
- **Product Demo: Orders & Claims** – Learn how to get started, place orders, and manage claims quickly and efficiently.

TROPIC SUPPLY LOCATIONS:

T11 Cape Coral	785 NE 19th Pl, Cape Coral, FL 33909	239-989-0088	T10 Naples	4325 Domestic Ave, Naples
T19 Daytona Beach	475-D Fentress Blvd, Daytona Beach, FL 32114	386-258-8337	T22 Ocala	3420 SW 7th Street, Suite 2
T9 Delray Beach	1203 Poinsettia Dr, Delray Beach, FL 33444	561-279-2710	T17 Orlando	4528 36th St, Orlando, FL 3
T2 Ft. Lauderdale N.	4321 NE 12th Terrace, Oakland Park, FL 33334	954-565-4803	T12 Port Charlotte	20100 Veterans Blvd, Port C
T4 Ft. Lauderdale S.	3200 SE 6th Ave, Ft Lauderdale, FL 33316	954-522-2874	T14 Sarasota	7533 Claxstrauss Dr, Saras
T8 Fort Myers	6450 Arc Way, Fort Myers, FL 33912	239-278-1117	T23 St. Petersburg	12395 S. Belcher Road, Suit
T6 Fort Pierce	903 South Market Ave, Fort Pierce, FL 34982	772-465-4707	T20 Sunrise	1001 Sawgrass Corporate Pa
T18 Jacksonville	6631 Executive Park Ct. N Ste 101, Jacksonville, FL 32216	904-332-0990	T21 Tallahassee	111-2 Hamilton Park Drive, Ta
T1 Miami N.	151 NE 179 Street, Miami, FL 33162	305-652-7717	T15 Tampa E.	5120 East Adamo Dr Suite A
T3 Miami S.	10776A SW 190 St, Miami, FL 33157	305-255-0438	T16 Tampa W.	7735 Anderson Rd, Tampa,
T7 Mid Miami	3770 NW 21st St, Miami, FL 33142	305-638-9673	T5 West Palm Beach	1880 Old Okeechobee Rd, V





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- 1**

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- 2**

BETTER MAINTENANCE & PROFITABLE END-USER VALUE UPSells
- 3**

BETTER DIAGNOSIS & REPAIRS
- 4**

BETTER PROPOSAL SELLING & FINANCING

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Master Mini-Split Systems with Proficiency Through Hands-On Training

- **Better Installs** – Apply proper installation techniques that reduce errors, minimize callbacks, and improve system performance.
- **Better Maintenance & Profitable Upsells** – Understand system operation and field considerations while identifying upgrade opportunities that drive additional revenue.
- **Better Proposal Selling & Financing** – Strengthen sales conversations by clearly communicating system value, options, and return on investment.

WHEN Tuesday, March 17, 2026

WHERE T-18 Jacksonville Resource Center
6631 Executive Park Ct. N Suite 101
Jacksonville, FL 32216
(904) 332-0990

Only 25 seats available! 9am-12pm

WHEN Wednesday, March 18, 2026

WHERE Hampton Inn - Daytona Speedway-Airport
1715 W Int'l Speedway Blvd
Daytona Beach, FL 32114
(386) 257-4030

Only 30 seats available! 9am-12pm

WHEN Thursday, March 19, 2026

WHERE Hilton Garden Inn at PGA Village/Port St. Lucie
8540 Commerce Centre Dr.
Port St. Lucie, FL 34986
(772) 871-6850

Only 30 seats available! 9am-12pm

WHEN Tuesday, March 24, 2026

WHERE DoubleTree by Hilton Hotel - Palm Beach Gardens
4431 PGA Blvd.
Palm Beach Gardens, FL 33410
(561) 622-2260

Only 30 seats available! 9am-12pm

WHEN Wednesday, March 25, 2026

WHERE Fairfield by Marriott Inn & Suites Delray Beach I-95
910 W Atlantic Avenue
Delray Beach, FL 33444
(561) 279-2900

Only 30 seats available! 9am-12pm

WHEN Thursday, March 26, 2026

WHERE DoubleTree by Hilton Hotel Sunrise - Sawgrass Mills
13400 W Sunrise Blvd
Sunrise, FL 33323
(954) 851-1020

Only 30 seats available! 9am-12pm

FREE EVENTS
Registration IS Required!
Breakfast will be provided for morning sessions.

WHEN Tuesday, March 31, 2026

WHERE Lively Technical College, PTC Lab, Building 9
500 N. Appleyard Drive
Tallahassee, FL 32304
(850) 487-7555

Only 30 seats available! 1pm-4pm

WHEN Wednesday, April 1, 2026

WHERE Hilton Ocala
3600 SW 36th Avenue
Ocala, FL 34474
(352) 854-1400

Only 30 seats available! 9am-12pm

FL 34104	239-643-7118
02, Ocala, FL 34474	352-512-6980
2811	407-219-3255
Charlotte, FL 33954	941-255-8330
ota, FL 34240	941-378-0910
e 320, Largo, FL 33773	727-373-4003
arkwy, Sunrise, FL 33323	954-835-6020
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National Inservice For HVACR Educators

In just a few weeks, something uncommon will happen in the HVACR industry. Manufacturers that normally compete for market share will stand side-by-side with one shared goal: strengthening HVACR educational programs. They are uniting for what has become a true National Inservice for HVACR educators, the HVAC Excellence National HVACR Education Conference.

This event is intentionally different. It is not built around sales. Equipment is not simply displayed; it is opened, examined, and used as a teaching tool. Sessions are not product pitches; they are instructional discussions centered on what belongs in today's classrooms and labs, and what your students must understand before they enter the workforce.

The reason is clear. What we often describe as "emerging technology" is already standard in the field. The systems students will encounter on day one are more advanced, more connected, and more performance-driven than ever before. If instructors are not trained on modern equipment, students graduate unprepared. When students are unprepared, contractors struggle. When contractors struggle, manufacturers struggle. The entire workforce pipeline is connected, and education sits at its foundation.

At this year's conference, you'll find more than inspiration, you'll find substance.

- Over 100 educational sessions will focus on real-world application and instructional relevance.
- A dedicated Manufacturers Summit will highlight how leading equipment producers want to collaborate with HVACR educators.
- You will have direct access to the people designing the systems your students will install and service.
- You will gain practical strategies to keep your curriculum current, relevant, and future-ready.
- And you will collaborate with more than 1,000 peers who are committed to strengthening HVACR education nationwide.

For administrators and directors, sending instructors to a National Inservice is not simply approving travel, it is making a strategic investment in student success, workforce readiness, and the long-term strength and credibility of your program.

For educators, this is an opportunity to engage directly with the manufacturers driving innovation, ask the hard technical questions, and return to your classroom with knowledge you can immediately implement. This isn't a trade show. It's a coordinated effort to break down barriers between manufacturing and education, elevate our programs, and prepare the workforce for the future of HVACR.

The industry is changing rapidly. The question is not whether change is coming, it is whether your program will be ready. Join your peers, strengthen your program, and prepare your students for what's already here. Learn more at <https://www.escogroup.org/> then click the conference link.

2026 Women in ASHRAE Leadership Symposium

ATLANTA (January 12, 2026) – ASHRAE announced a dynamic technical program for the 2026 Women in ASHRAE Leadership Symposium, taking place April 13-14, 2026, in Los Angeles, California. Following a sold-out inaugural event in 2025, the symposium returns with an expanded agenda designed to empower women and allies across the HVAC&R and built environment industries.

"This event offers professionals at every career stage, from students and early-career practitioners to seasoned executives, the opportunity to enhance leadership skills, grow their professional networks, and explore inclusive strategies for advancing women in the industry," said Karine Leblanc, Symposium Chair.

Featured keynotes include:

- Gail Brager, Ph.D., Distinguished Professor of Architecture, University of California, Berkeley. Brager will share insights from her leadership in building science and sustainability research and mentorship of emerging leaders.
- Sara Safari, Ph.D., Empowerment Activist and Author.
- Safari will speak from her own personal experiences in overcoming challenges and how those principles can inspire peak performance in technical teams.

Key breakout sessions include:

- Building Future Makers: How to Inspire the Next Generation into the Trades: Explores strategies to empower young talent and expand pathways into HVAC&R and related technical careers.
- Smarter Buildings Start with You: AI and IoT in HVAC: Provides practical insights into how artificial intelligence and the Internet of Things technologies are being applied to improve building performance and commissioning.
- Executive Presence Without Pretending: Focuses on developing authentic confidence, clear communication and personal influence in both technical and leadership roles.
- Inside the Walls of Net-Zero: Women Designing the Future: Highlights real-world case studies showcasing women leading decarbonization, electrification and net-zero building projects.
- Managing Technical Teams with Emotional Intelligence: Offers tools and approaches for effective leadership across varying backgrounds, roles and experience levels.

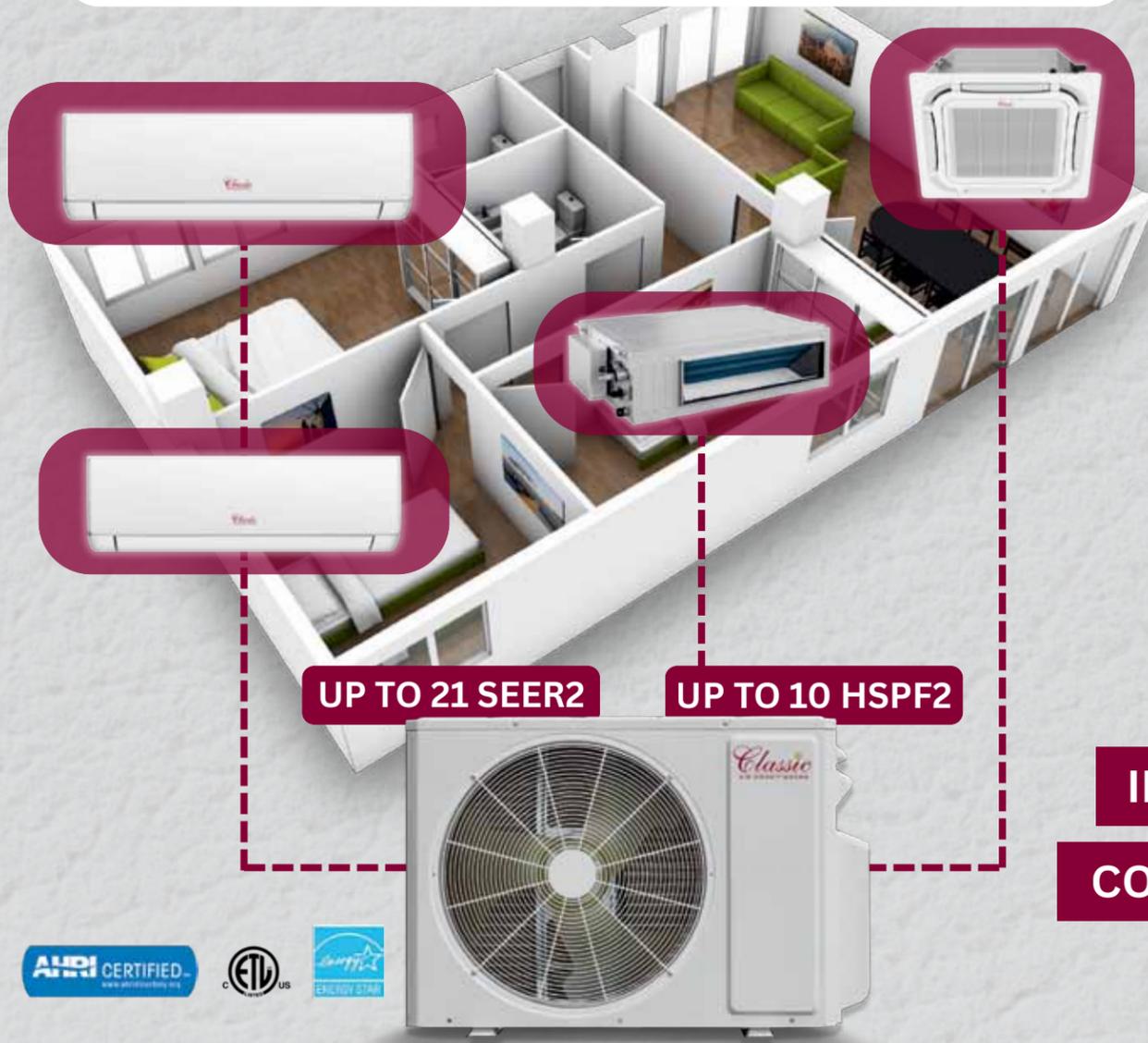
For the full technical program, registration and additional information, visit ashrae.org/2026WIA.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 408,244 units in December 2025, decreased -21.4 percent compared to 519,326 units shipped in December 2024. U.S. shipments of air conditioners decreased -35.9 percent, to 188,715 units, compared to 294,336 units shipped in December 2024. U.S. shipments of air-source heat pumps decreased -2.4 percent, to 219,529 units, compared to 224,990 shipped in December 2024.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased -20.0 percent, to 7,749,529, compared to 9,681,770 units shipped during the same period in 2024. Year-to-date shipments of central air conditioners decreased -26.2 percent, to 4,104,933 units, compared to 5,559,766 units shipped during the same period in 2024. The year-to-date total for heat pump shipments decreased -11.6 percent, to 3,644,596, compared to 4,122,004 units shipped during the same period in 2024.

ACCA Endorses Employer-Directed Skills Act To Strengthen HVACR Workforce

Alexandria, VA -- The Air Conditioning Contractors of America (ACCA) today announced its support for the Employer-Directed Skills Act, bipartisan legislation introduced in the U.S. Senate on February 11 by Senator Ted Budd (R-NC) and in the House by Representative Elise Stefanik (R-NY) that would reimburse employers for up to 50% of workforce training costs.

The bill directly supports ACCA's 2025-26 policy priority to strengthen the HVACR workforce by making federal workforce development funds more accessible to contractors' in-house training programs.

"Our members consistently tell us that attracting and retaining skilled workers is their top priority," said ACCA president and CEO Barton James. "The Employer-Directed Skills Act addresses this challenge by making Workforce Innovation and Opportu-

nity Act funds more accessible, flexible, and effective for employers and workers alike. We are immensely grateful to Senator Budd and his team for their work on this bill and their commitment to strengthening and modernizing the skilled trades workforce."

Under current workforce programs, government agencies determine who receives training and what programs they attend, often resulting in a mismatch between training and employer needs. The Employer-Directed Skills Act shifts control to employers, allowing them to select candidates and direct their training in critical skills.

With too few career-ready graduates from trade schools, contractors are investing millions in their own training programs to address the critical labor shortage. The legislation would reimburse companies with 50 or fewer employees for 50% of training costs, with scaled reimbursements for larger companies.

Participating employers would work with local workforce boards to establish training accounts and receive reimbursement upon completion of training.

Contractors can support the legislation by signing the association's action alert, "Employer Directed Skills Act: Federal Support for Contractor-Led Training," which urges their representatives to co-sponsor the bill.

ACCA's advocacy team will continue tracking the legislation as it moves through Congress and will provide members with updates on opportunities to support the bill.

The Air Conditioning Contractors of America (ACCA) is the nation's premier trade association for heating, ventilation, air conditioning, and refrigeration contractors.

ACCA's member companies provide quality service in heating, air conditioning, refrigeration, building and home performance, solar, hydraulics, and plumbing.

ACCA has created the nationally-recognized and industry-endorsed standards needed to ensure HVACR systems are properly installed and maintained. Learn more at acca.org.

We provide our 60,000 professionals - over 3,000 company members - from the indoor environment and energy services community with networking opportunities, education, and advocacy services that support their business development interests while championing the national health of the HVACR industry.

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Heatcraft Refrigeration Products Showcases Solutions to Support Future of Refrigeration at AHR Expo 2026

STONE MOUNTAIN, Ga. – Feb. 2, 2026 – At AHR Expo 2026, Heatcraft Refrigeration Products – a manufacturer of commercial refrigeration equipment and systems as part of Lennox International – demonstrates a strong readiness to support the evolving future of refrigeration and set up contractors for success.

From CO2 and A2L equipment to packaged systems and intelligent controls, booth C3338 showcases a broad range of refrigeration solutions designed to help contractors meet both current and long-term application needs.

Meeting evolving low - GWP refrigerant regulations

As refrigerant regulations evolve at both the national and state level, Heatcraft continues to optimize and expand its portfolio of solutions that use low-GWP refrigerants to help companies remain compliant and profitable. AHR booth highlights include:

- The new 90bar CO2 low profile unit cooler reduces refrigerant venting in food retail and restaurant applications compared with 45bar CO2 evaporators. The unit improves charge retention and enables faster restarts after outages or maintenance, reducing downtime.

- A 15horsepower CO2 vertical condensing unit is the first in a new line of smaller CO2 condensing units. Available later in 2026, it provides a low-GWP option for commercial processes and cold storage where large rack systems aren't necessary, improving performance and total cost of ownership.

- A2L half-through six (HTS) and low profile (LOP) unit coolers deliver compliant, high efficiency performance for next generation A2L refrigerants. A proprietary early warning leak detection and mitigation technology, along with protective grilles and subcovers, helps maintain safety and performance across operating conditions.

Streamlining installation and gaining greater application flexibility

Proper equipment sizing and installation play a critical role in long-term system performance, efficiency and total cost of ownership. The Heatcraft booth highlights the breadth of the company's capacity range and its ability to address a wide spectrum of applications. Featured models also reflect Heatcraft's focus on faster, simpler installation, including:

- Fractional air-cooled condensing units (CDUs) deliver a compact, modular solution for smaller commercial refrigeration applications, offering energy efficiency, installation flexibility and scalability. Compatible with R134a, R404A, R448A/449A, R407C, R450 and R513, the units include standard installation and protection components and feature unit bearing fan motors for improved reliability.

- The PRO3 packaged system offers a fully integrated, pre-engineered design that reduces installation time and onsite labor. Available in R290 for small cabinets and R455A for medium and large cabinets, all models meet minimum AWEF standards.

In addition to its systems, the Heatcraft booth highlights proprietary controls and aftermarket parts designed to optimize performance and long-term operation:

- intelliGen™ and the intelliGen™ Field Mount (iFM) Kit deliver intelligent refrigeration control and system connectivity through advanced monitoring, diagnostics and automation. Features include a full text display, color-coded lightbar, email and text alerts for A2L early warning and mitigation, and free remote monitoring with add-on cards.

- Interlink® OEM Parts offers a complete line of certified commercial refrigeration parts, accessories and electronic controls, including components for all Heatcraft Refrigeration Products brands, supported by dedicated customer service and industry leading lead times.

HARDI LATAM and AHRI Form Partnership to Expand Value of Certified HVACR Products in Latin American Markets

Columbus, OH — February 11, 2026 — HARDI LATAM, a regional initiative of Heating, Air-conditioning & Refrigeration Distributors International (HARDI), announced a new partnership with the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) to promote the differentiating value of AHRI certification across Latin American HVACR markets.

The partnership will help HARDI LATAM members better understand and communicate the competitive advantage of AHRI certification in Latin American markets, where product differentiation is critical in highly price-competitive environments.

“This partnership supports HARDI LATAM distributors, especially those who own their own brands, by helping them stand out with verified product performance and trusted certification,” said Guitze Messina, Executive Director of HARDI LATAM. “At the same time, it helps AHRI expand the reach and recognition of its certification program throughout the region.”

The partnership is designed to benefit both orga-

nizations by strengthening the value proposition of certified HVACR products while supporting broader awareness and adoption of the certification in the LATAM marketplace. “AHRI Certified products also enjoy a growing recognition by regional government regulators, such as in Central America, for compliance with energy efficiency regulations. This is another important benefit for AHRI Certified manufacturers”, said Michael LaGiglia, AHRI Senior Director of Global Services.

Looking ahead, HARDI LATAM and AHRI will collaborate on educational initiatives and market outreach to support distributors and manufacturers as demand for energy-efficient, high-performance HVACR products continues to grow across the region. By aligning certification, education, and industry advocacy, the partnership reinforces a shared commitment to elevating product standards and strengthening confidence in HVACR solutions throughout Latin America.



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ASHRAE Miami Technical Lunch on ASHRAE Standard 15 and 34

ASHRAE Miami's Technical Lunch on ASHRAE Standards 15 was held on February 10th, 2026, at 12pm, at the 94th Aero Squadron in Miami.

The Guest Speaker was Douglas T. Reindl, Ph.D., P.E. - Professor of Mechanical Engineering at the University of Wisconsin-Madison who spoke about Standard 15 and 34 (Safety Standard for Refrigeration Systems) which is one of ASHRAE's oldest standards dating back to 1919. The purpose of Standard 15 is

to specify safe design, construction, installation, and operation of refrigeration systems.

All engineers that work with building mechanical systems should have a basic understanding of this Standard and for those engineers that work closely with refrigeration or chilling systems must have a deeper understanding of this standard and its requirements. This presentation provided a review of Standard 15 and highlight recent changes to the standard.

Common misapplications of the standard were also presented and discussed.

Don't miss the upcoming Women in ASHRAE Miami Breakfast, a morning dedicated to connection, conversation, and professional community building within ASHRAE. It will be held on March 10, 2026, from 9:30 to 11:30 AM at CalaMillor Gourmet, 4000 SW 57th Ave, Miami, FL, 33155. Registration is free for women and men are \$30.



Linette Prats and Tulia Rios of ASHRAE Miami with Speaker Douglas Reindl, Sonia Arranaga and Luis Prats of ASHRAE



Sonia Arranaga of Daikin, and ASHRAE Miami past president, Alfredo Villamizar and Roger Perez of PSI Engineering Miami



Carmen Zambrano of Lennox, Rodrigo Neida of Service Edge, Carl Thomason of Mount Sinai Medical Center and Jose Martinez of JMM Consulting



FIU Students with Piero Palacios, Rafael Palacios and Jimmy Otisa of Tropic Mechanical



A great turnout for the ASHRAE Miami Technical Lunch on ASHRAE Standard 15 and 34



Elisa de Fernandez, Lester Dopico and Alberto Ramirez of Shamrock Engineering



Tulia Rios of Stan Weaver, and ASHRAE Miami Treasurer, recapping some previous ASHRAE Miami events



Luis Prats of ICTB and ASHRAE Miami Secretary, welcomes the members to the ASHRAE Miami Technical Lunch



Douglas Reindl spoke on the purpose of Standard 15 which is to specify safe design, construction, installation, and operation of refrigeration systems



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Compact, Smart, Efficient Ductless are Solving HVAC Challenges

Continued from Cover Story

As South Florida comfort needs continue to expand, ComfortStar stands at the forefront of ductless mini-split solutions—bringing together smart technology, flexible design, and reliable efficiency in one cohesive system built for the region's climate and future.



Daikin OTERRA single-zone heat pumps bring convenience and flexibility to contractors while delivering quiet, high-performance, high-efficiency comfort even in challenging spaces.

Available in convenient 115V models, Daikin OTERRA features the new SIGNA flareless adaptor for faster, easier installation versus traditional flared connections. With 115V models, Daikin OTERRA solves indoor comfort applications unable to accommodate a 208/230V circuit.

These compact, lightweight, ductless heat pumps are powered by Daikin inverter technology, delivering impressive energy efficiencies up to 20 SEER2 and 9 HSPF2. The variable-speed inverter compressors handle a wide range of outside temperatures, cooling from 50° F - 115° F and heating from 5° F - 65° F. Importantly, for sound-sensitive applications, Daikin OTERRA 115V operates quietly – as low as 25 dB(A) for indoor units and 46 dB(A) for outdoor units.

To expedite installation, Daikin's SIGNA flareless adaptor allows for simple and fast copper pipe connections, while a 15A circuit breaker occupies only one slot in the main breaker.

Maintenance is simplified with contractor-friendly features, including easily detachable drain pans; cooling coils with anti-corrosion treatment to help with cleanliness and lifespan; an automatic defrost cycle; and Daikin ONE home app compatibility for delivering error and service notifications.

Indoor units feature a wipe-clean flat panel, washable filters and wide-angle louvers designed for outstanding airflow. Customizable functions include

Quick Warming, Program Dry, ECONO Mode and Powerful Operation. For seamless indoor comfort control, the Daikin OTERRA 115V is Wi-Fi capable with mobile app connectivity, and includes an easy-to-use infrared, wireless control.

Using low-GWP R-32 refrigerant, Daikin OTERRA 115V systems provide contractors choices. They can easily top off the pure, single-component refrigerant, clean and reuse it onsite, or reclaim and recycle it.

Available in 0.75 to 1 ton with 9,000 to 12,000 BTU/h heating capacities, Daikin OTERRA 115V systems come pre-charged to support up to 50 feet of refrigerant piping. The system is backed by Daikin's outstanding 12-Year Parts Limited Warranty*. Learn more at daikincomfort.com



Discover comfort and efficiency with the Fujitsu AIRSTAGE Altair 300 Series inverter heat pump. Designed for everyday needs, this wallmounted system combines compact functionality with advanced fan technology for consistent performance and quiet

operation. The slim outdoor unit and extended line set lengths allow for easy and versatile installation in a variety of spaces.

Fujitsu General has chosen R-32 refrigerant for its environmental performance, offering a significantly lower Global Warming Potential (GWP) compared to other refrigerants. Additionally, R-32 models require less refrigerant while delivering the superior performance and quality you have come to know.

Ductless Technology - AIRSTAGE mini-splits are easy to install, require little or no ducting, and can provide comfort for any room or the entire home.

Year-Round Comfort - AIRSTAGE systems offer both heating and cooling to keep you comfortable year-round.

Revolutionary Controls - Compatible with a wide

range of optional controllers.

Inverter Technology - Enjoy quick temperature adjustments and consistent comfort as the system adjusts its performance based on your needs.

Energy Efficient - Save up to 30% on energy bills with AIRSTAGE H-Series systems. Take advantage of local rebates and save even more.

Quiet & Flexible - With a range of sizes and styles, AIRSTAGE systems offer a smaller footprint, ideal for installations in compact spaces. Furthermore, both indoor and outdoor units feature ultra-quiet operation, providing discreet and efficient comfort.

Features INDOOR UNIT:

- Available in both 115V and 208-230V power options, ideal for applications with limited or standard electrical service

- Compact wall-mounted indoor indoor unit providing superior comfort and a premium aesthetic

- Indoor unit with ProCore™ (High Corrosion Resistant Copper) coils for long-lasting protection against corrosion Whisper-quiet operation with sound levels as low as 20dB

- Multiple fan speeds: Auto, High, Med, Low, and Quiet

- Wireless Remote Controller provided with the indoor unit

Special Operation modes available:

- Economy Mode/ Energy Saving Mode / Powerful Mode / Minimum Heat Mode (accessible through WLAN only) / Auto Changeover / Auto-restart function

Enhanced controls platform for seamless, intuitive operation:

- Wi-Fi connectivity with Airstage Mobile App monitoring and control via compatible USB WLAN adapter

- Extended connectivity with support for third-party interface options

Features OUTDOOR UNIT:

- Low GWP R-32 systems for reduced environmental impact

- INVERTER-driven compressor that offers superior performance, comfort, and energy savings

- Compact outdoor unit with extended line set lengths up to 82ft (25m) (208-230V)

Fujitsu's commitment to quality and reliability is based on more than 60 years of experience in heating and air conditioning as well as technological development and research conducted according to the strictest and most rigorous standards.

Economic Electric Motors Recognized as Top-Growth Distributor with 2025 Johnson Controls Open Globe Award



Pompano Beach, FL—February 26, 2026—Economic Electric Motors is proud to announce that the company, along with Executive Vice President Felipe Florentino, has been recognized by Johnson Controls at the 2025 Open Globe Awards as one of its highest-growth distributors within the HVAC division.

The Open Globe Awards honor top-performing distributor partners who demonstrate exceptional growth, performance, and commitment to advancing Johnson Controls' HVAC solutions. This recognition reflects the strong partnership between Economic



Electric Motors and Johnson Controls, as well as the trust customers place in the company to deliver dependable, high-performance HVAC equipment and support.

“This award represents the dedication of our entire team and the relationships we've built with our customers and partners,” said Felipe Florentino, Executive Vice President of Economic Electric Motors. “We're committed to providing HVAC solutions that emphasize efficiency, reliability, and long-term value on every project.”



Economic Electric Motors continues to focus on strategic growth, operational excellence, and strengthening manufacturer partnerships while supporting contractors and industry professionals across its markets. The company looks forward to continued collaboration with Johnson Controls to help advance smarter, more sustainable HVAC technologies in the years ahead.

For more information about Economic Electric Motors, visit eemotors.com or contact info@eemotors.com.



Refricenter Celebrates National Pizza Day at all Locations



The Refricenter Team in Pompano celebrating National Pizza Day!

Refricenter celebrated National Pizza Day on February 9th, at all of their locations. It is one of America's all-time favorite foods. Refricenter had a nice selection of toppings including, Cheese, Pepperoni, Sausage, and Ham. Refreshments were available also. Thanks Refricenter for thinking inside the box!

Refricenter International has long been committed to being one of South Florida's leading stocking distributors of HVACR equipment, parts and supplies.



This is great...plenty of slices at Refricenter Tamiami



Shane Mooyoung and Chris Sainteus of Andy's Appliance & AC having a pizza break from a busy day!



Michael Grant of Florida Mechanical Building Solutions with Xavier Sanchez of Cold Air Mechanical getting a slice



Glenn Romero of Cold Kingdom Air Conditioning being a ham while enjoying some ham on his pizza



Alan Parker of Air Around the Clock with Santiago Jarramillo of Refricenter enjoying some Pepperoni Pizza



Refricenter West taking care of customers after consuming some Little Ceasars Pizza of course



Liz Fernanda Iriarte of Refricenter with Krystopher Lawrence and Douglas Batts of Doug's Heating & Air



So much Pizza, so little time at Refricenter West



Edgar Chavez of Refricenter, Miguel Colon of Duck Duck Cool Air Conditioning, and Randy Chromy of SJS Mechanical



Variety is spice of life... and Pizza! at Refricenter Tamiami

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House Passes Fix to Regional Standards Installation-Date Requirement, More Action Needed to Pass Senate Requirement

This week, the U.S. House of Representatives passed the Don't Mess with my Home Appliances Act by a vote of 217–190 with bipartisan support. The legislation repeals the use of the date of installation as the compliance deadline for regional energy efficiency standards, an important change that HARDI has been advocating for years at our Congressional Fly-in, lobbying visits, and through our grassroots portal.

HARDI has always opposed using the date of installation as a compliance deadline because installation often occurs months after equipment is purchased. Businesses can find themselves holding inventory that was legally manufactured and acquired before a deadline but becomes noncompliant solely because it is installed after that deadline. This has complicated inventory planning, increased compliance risk, and created unnecessary disruption throughout the HVACR supply chain.

HARDI has consistently pushed for reform of this flawed compliance framework. Through meetings with lawmakers, coalition engagement, regulatory comments, and ongoing education efforts on Capitol Hill, we have worked to ensure policymakers understood the real-world impact of installation-date enforcement.

This week's House vote is the result of sustained engagement and persistence. Most importantly, it reflects the strength of HARDI's grassroots advocacy.

At last year's Congressional Fly-In, HARDI members held more than 150 meetings with House and Senate offices to advocate for repealing the installation-date provision. Those meetings gave distributors the opportunity to explain directly how the current policy affects their businesses, their contractor customers, and the communities they serve.

In addition, HARDI members sent more than 300 messages to Congress urging repeal of the provision. These coordinated grassroots efforts reinforced our message and demonstrated broad indus-

try support for a legislative fix.

When lawmakers hear directly from employers and job creators in their districts, it makes a difference. The House vote shows that sustained, member-driven advocacy works.

Keep the Pressure On: Join Us April 20–21 in Washington - While House passage is a major milestone, the job is not finished. The legislation must move to the Senate, and continued engagement from HARDI members will be critical to maintaining momentum.

That is why we are urging members to attend the HARDI Congressional Fly-In on April 20–21 in Washington, DC.

The Fly-In is our most important advocacy event of the year. Participants receive policy briefings, updates on key legislative priorities, and guidance on communicating effectively with lawmakers. Members then meet directly with their elected officials and their staff to advocate for policies that support wholesale distribution and the broader HVACR industry. Article by Alex Ayers, Vice President of Government Affairs for HARDI.

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

A non-profit association, HARDI serves its members through government affairs and advocacy efforts, market intelligence and benchmarking, training programs, and world-class events. HARDI proudly represents more than 570 distributor members and their 5,000+ branch locations, and close to 600 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. HARDI Affiliate members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts, and supplies.

Smardt AIR Enters the North American HVAC Market

PHOENIX, AZ— Smardt AIR, a manufacturer of custom and semi-custom Made-in-America HVAC air handling products, announced today it's entering the North American HVAC market at the AHR Expo in Las Vegas, NV

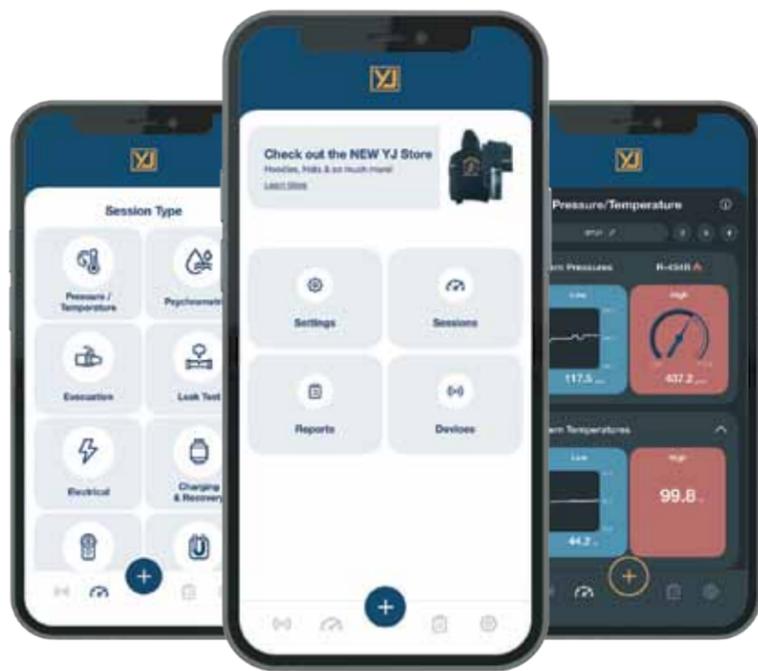
The new company is now setting up its customer service, engineering and internal sales department to begin shipping custom and semi-custom commercial air handling products in the third quarter of 2026 from its newly acquired Phoenix, AZ headquarters.

Smardt AIR is the latest new segment of the renowned Smardt Chiller Group (www.smardt.com), Montreal, a 21-year-old international manufacturer of HVAC chillers. The Smardt AIR brand has formed a completely separate corporate infrastructure, but will complement its sister company's liquid cooling offerings with custom and semi-custom airside HVAC equipment. Smardt AIR will adopt internationally-proven air handling technology, but custom design all equipment specifically for the North American market and engineering specifications. Smardt AIR is tapping into American manufacturing's rebirth will design, manufacture and assemble all equipment in Phoenix.

"The Smardt AIR launch addresses a U.S. HVAC market that has outgrown legacy solutions," said Nick Agopian, Director of Sales. "The semi-custom and custom commercial air-handling segment is demanding higher efficiency, faster delivery, smarter controls, and real sustainability versus incremental upgrades. Therefore, Smardt AIR brings proven global technology, modular engineering, and a design philosophy built for where the North American market is going, not where it has been."

Smardt AIR is building its own manufacturer's representative network with specializations in education, hospitality, healthcare, data centers and other large commercial projects. The company's futures comprehensive lineup of air handling equipment, such as rooftop units, fan arrays, variable refrigerant flow (VRF), coolant distribution units (CDU) and unitary equipment can supply the complete air handling requirements backed by single source responsibility to any large project. Visit either www.smardt.com,

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AHR 2026 Contractor Appreciation Event at POPSTROKE in Las Vegas



On Monday evening, February 2nd, during the AHR Expo, RGF Environmental hosted a Contractor Appreciation Event at PopStroke in Las Vegas from 6-9pm. A great time was had by all who attended the event.

From the time you arrived, you were warmly welcomed by RGF staff. A nice selection of

delicious foods were prepared by PopStroke for all the hungry appetites. Plenty of refreshments were appreciated after a long day walking at the AHR Expo. Customers and RGF staff were testing out their putting abilities during the event.

PopStroke features two 18-hole putting courses meticulously designed to replicate a

traditional golf course, with synthetic turfs that incorporate fairways, bunkers, and rough that captivates players of all ages and skill levels.

RGF® manufactures over 500 environmental products and has a 40+ year history of providing effective solutions that improve air, water, and food quality without the use of chemicals.



Rachel Derderian, Paul Siegl, Demitria Shroba, and Angela Solland of RGF Environmental Group



Enjoying some refreshments at the RGF Contractor Appreciation Party at PopStroke in Vegas!



Mary North and Fletcher North with Tony Julian of RGF Environmental Group



PopStroke prepared some delicious foods for many hungry contractors at the RGF Appreciation Event in Las Vegas



Damien Hendricks of Build Products with Kevin Scoffield and Jose Zapata of Pacific Air Control, Inc.



The 18-hole putting course was really cool, as it was a replica of a traditional golf course



Brittany Vieling of Texas Reps with PJ Buch of RGF Environmental Group



Kari Zapata and Wesley Metcalfe of Pacific Air Control, Inc. with Scott Miller of Build Products



Having a great time relaxing at the RGF Contractors Appreciation Party after the first day at the AHR Expo



It was great to meet industry friends at the RGF Contractor Appreciation Party at PopStroke



(center) Natalie Dee of Palmetto Sales & Marketing, mingles with McCall's Supply at PopStroke during the RGF AHR Party in Las Vegas



We were able to test our golf putting skills while enjoying some tasty food and beverages at the RGF Event in Vegas



The RGF party was like an Oasis after walking around all day at the Convention Center - AHR Expo



Rodrigo, Fernando, and Luciano of Dannenge International having a great time at PopStroke



It sure was nice to sit back and enjoy some ice cold refreshments. Thanks RGF, for your great hospitality!

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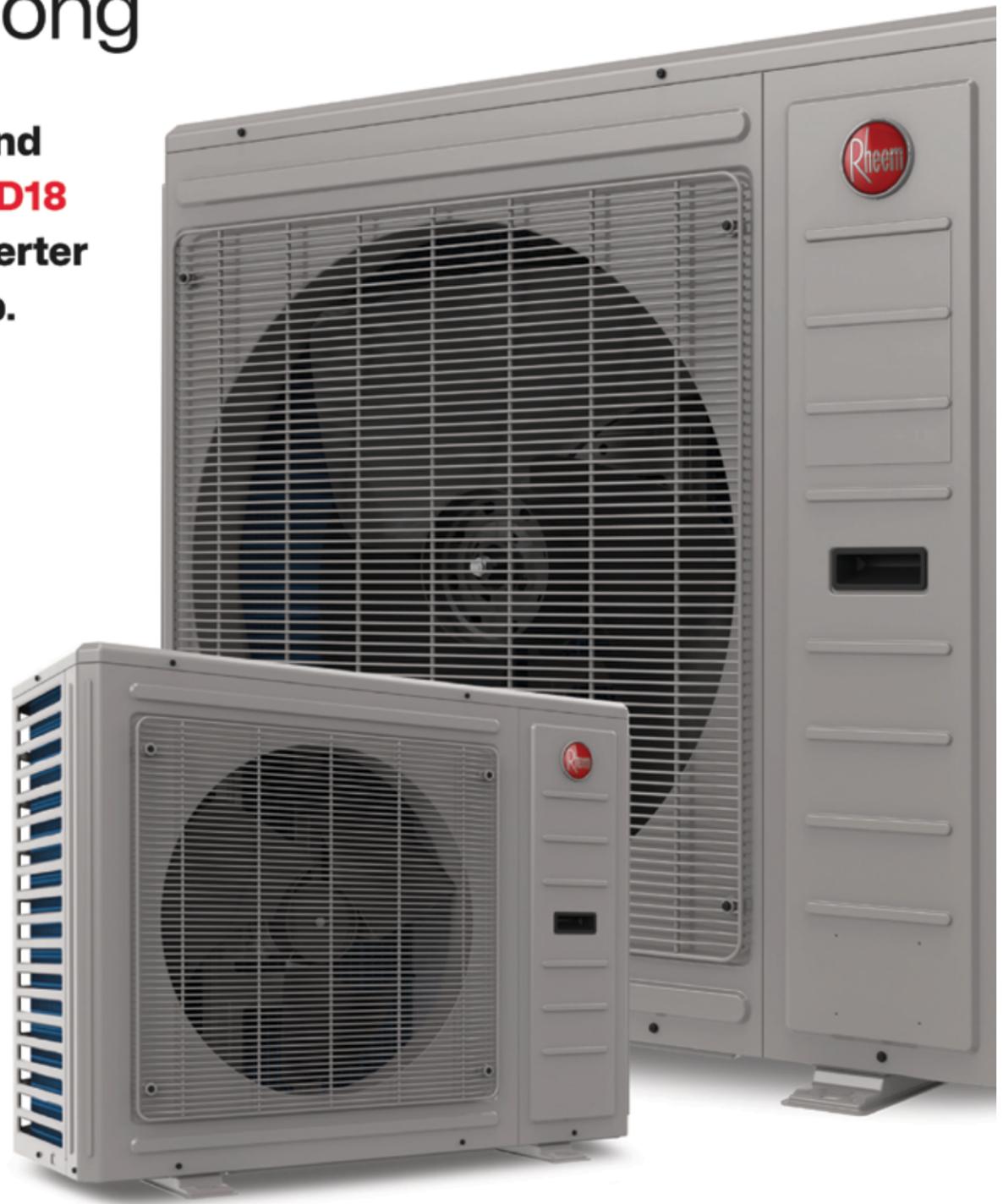


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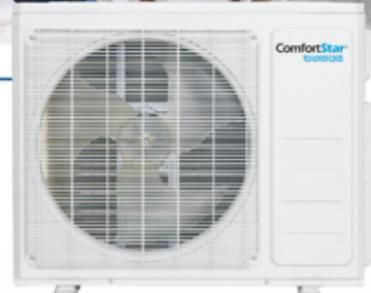
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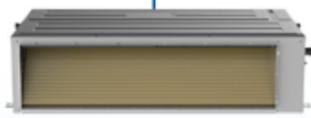
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PBACCA Hosts their General Meeting at Stadium Grill in Jupiter

PBACCA hosted their General Meeting on February 5th, at 6:30 PM, at the Stadium Grill located in Jupiter, FL. Guest speaker John Fama, Field Service Team Lead for Trane Florida Region, Residential HVAC & Supply, provided a high-level overview of Trane's Technician App and Dealer Remote Diagnostics, sharing insights on how today's tools are shaping HVAC service and support.

With 44 years of experience in the HVACR

industry, John brought a wealth of knowledge to the discussion. John's extensive career combines hands-on contracting, technical expertise, and industry leadership, making this presentation a unique opportunity to gain practical insights and see the future of HVAC diagnostics in action.

In addition, FRACCA representatives were in attendance to provide the latest updates on legislative issues impacting your business, a great opportunity

to stay informed and ask questions with them in person.

Don't miss the upcoming PBACCA Clay Tournament on March 7. This event provides valuable exposure for our sponsors while supporting PBACCA's mission and initiatives. A special thank-you to Sea Coast Curbs and Curb Adaptors for returning as our Title Sponsor and our Lunch Sponsor, RGF Environmental Group.



Alexa Lee, Executive Director, and Sean Caplan, President, PBACCA, Erica Mattis, Executive Director, and Paula Huband, Executive Team, FRACCA



Jason Toda of Gulfstream Cooling, Travis Menghini of Simple Action, and Andy Taylor of Leone Green



Austin Reyes, Ian Finnegan, Kenneth Ottaway, and Sean Caplan of EDS AirConditioning



Richard Rodriguez of CBiz, Greg Hilbert of Bank United, and Brandon Walsh of NLG



A nice turnout for the February PBACCA General Meeting at Stadium Grill in Jupiter



John Fama of Trane Technologies, Alexa Lee, Executive Director, PBACCA, and Sean Caplan, President, PBACCA



Erica Mattis, Executive Director, FRACCA, spoke to PBACCA members about the latest legislative updates



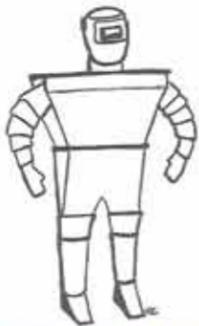
John Fama, Field Service Team Leader for Trane, spoke about gaining insight on the future of HVAC diagnostics



Patrick Raney, HVAC/R Instructor at Royal Palm Beach High School with John Fama of Trane Technologies

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Gemaire Distributors Ft. Myers Hosts Hawaiian Theme Open House February 17th, 2026

On February 17th, from 4pm-7pm, Gemaire Distributors Fort Myers Branch, hosted a fun filled Hawaiian themed evening filled with many great Prize Raffles and Giveaways. The Grand Prize was a \$1000 Carnival Cruise Gift Card..

Two Food Trucks were on-site. The Big Smoke Food Truck served up some delicious Spicy Ribs, Chicken, or Brisket, with Mac & Cheese, and

Coleslaw. Also, The Nickel City Red Hots Food Truck offered The Billy, not The Philly, Cheesesteak Sandwich and Buffalo Chicken Tenders with Buffalo Fries! Gemaire Ft Myers had several vendors on-site showcasing their products. Many product specials were available to take advantage of at the Open House.

Gemaire Ft Myers is located at 11803 Metro Parkway Fort Myers, FL 33966. Randy Ross is the

branch manager. Stop by to see Randy, or any of his experienced staff to assist you with your product selections. Whether your needs are product, technical training, sales training, marketing tools and resources, Gemaire wants your business to be as successful as possible. Gemaire.com is a full-scale HVAC online store designed to make your product ordering process faster, simpler and better organized.



The Gemaire Ft. Myers Hawaiian Theme Open House Team who made it all happen!



Jeanette Delgado and Vivian Ochoa of Gemaire welcoming everyone to the Open House



Todd Ramella of Famco, Adam Jameson of Shupe Carboni, Robinson Pierre, Perry Desmangnes of Grace Cooling & Heating



Gabriel Vecin of Gemaire, Scott Behanna of AHR Sales, and Rafael Corea of Gemaire



Matt Freeman of Gemaire, Michael Williams of BSG, Al Lendino and Jay Freitas of Gemaire Distributors



Ron McLaughlin of Ron McLaughlin & Associates with Albert Mendez and Epi Maldonado of Central Air Conditioning



Norman Sorel of Hamilton & Associates with Joseph Degurre of Grace Heating & Cooling



Kristina Poakeart of Gemaire, Heather Martin and Roldolfo Rodriguez of OnCallair, and Tamara Tolley of Gemaire



Neil Crawford of US Motors with Jordan Miller and Alex Suazo of Chris Miller Air Conditioning



Nick MacFee of J. Nichols & Associates, Payton Botsford of Catalyst AC, Brian Hoskins of FloExtreme, Paul Botsford of Catalyst AC



Matt Freeman, Lizbeth Torres, Lindsey Fose, and Randy Ross of Gemaire serving up Virgin Pina Coladas



TJ Miller of EWC Controls with Frank Tipton of Leone Green and Gilbert Menina of Always Honest Air



Kenneth and Monica Freeman, Michelle and Zach Hatch of Freeman Air Conditioning, Sal Hamidi of PED Associates



Big Smoke BBQ served up some delicious Spicy Ribs, Chicken, or Brisket, Mac & Cheese, and Coleslaw



Bill Swensen of Gemaire Distributors with Jackie Tutko of The Metal Shop



The \$1000 Carnival Cruise Grand Prize Gift Card was awarded to Cristmery Vazquez of Father and Son Cool Air by Randy Ross of Gemaire



Nickel City Red Hots offered The Billy, not The Philly with Buffalo Fries!



Jim Lindsay, Sam Lindsay, Dominic Mecchella, Dillan Cabral, and Mandy Findley of Rapid Response, with Matthew Maucieri of ProDev Reps



HVAC School
For Techs by Techs

The EPA's 15-Pound Refrigerant Threshold in 2026

By Ty Branaman

As of January 1, 2026, refrigerant regulations in the United States have undergone YET ANOTHER big shift. Per Subsection H of the American Innovation and Manufacturing (AIM) Act, which was passed by Congress and signed into law in December 2020, the Environmental Protection Agency (EPA) has officially expanded leak repair and recordkeeping requirements to a much broader range of equipment.

The most critical change for facility managers and HVAC technicians is the new 15-pound threshold, which effectively replaces the long-standing 50-pound limit for many systems.

What is the 15-Pound Rule?

For years, EPA Section 608 focused primarily on “large” appliances containing 50 or more pounds of ozone-depleting substances, like R-12 and R-22. However, the new regulations target hydrofluorocarbons (HFCs) and their substitutes with a Global Warming Potential (GWP) greater than 53. That includes R-410A and most A2L refrigerants, including R-32 and R-454B.

If a system contains 15 pounds or more of these refrigerants, it is now subject to federal leak repair, inspection, and reporting mandates. This includes:

- Comfort Cooling: Standard office and commercial HVAC systems.
- Commercial Refrigeration: Walk-in coolers, reach-in freezers, and supermarket racks.
- Industrial Process Refrigeration (IPR): Sys-

tems used in manufacturing and cold storage. Key Requirements Under the New Rule Compliance is no longer just about fixing a leak; it is about rigorous documentation. According to the EPA's official regulatory updates, facility owners and operators must now adhere to the following:

1. Mandatory Leak Rate Calculations: Every time refrigerant is added to a system (above 15 lbs), a leak rate must be calculated and recorded.

2. Strict Repair Timelines: If a system exceeds the allowable leak rate (e.g., 20% for commercial refrigeration or 10% for comfort cooling), owners generally have 30 days to conduct a verified repair.

3. Chronic Leak Reporting: A new and vital requirement is the reporting of “chronically leaking” appliances. If a system leaks 125% or more of its full charge in a single calendar year, it must be reported to the EPA by March 1 of the following year.

4. Automatic Leak Detection (ALD): For massive systems containing 1,500 pounds or more, the EPA now mandates the installation of automatic leak detection systems to catch emissions in real-time.

Using Technology to Stay Compliant

The complexity of these new rules makes manual paper logs nearly obsolete. A digital solution with the app FMHero was developed to fill the gap for facility teams; so many of them are currently unprepared for the sheer volume of data tracking required.

FMHero's specialized platform helps contractors

and owners automate these new requirements by:

- Auto-calculating leak rates based on refrigerant additions.
- Flagging chronic leakers before they hit the 125% reporting threshold.
- Storing 3 years of records in an “audit-ready” digital format, as required by law.

Why This Matters Now

The drop from 50 pounds to 15 pounds isn't just a minor adjustment—it's a huge expansion in the sheer amount of equipment with those leak rate regulations, 70%! Small to medium-sized businesses that were previously exempt now face the same federal scrutiny as industrial plants.

To avoid steep fines and ensure environmental compliance, facility managers should immediately conduct an inventory of all equipment between 15 and 50 pounds and implement a digital tracking system to manage the 2026 requirements.

While the EPA does not have a history of fining individual techs, it does have a history of fines levied against businesses. While the recordkeeping may be an annoyance to us technicians, it can be costly to customers in the future.

I just want to make it clear that I have no part in the laws passed by Congress nor the EPA regulations. I am simply passing on information.

Have a great day and never stop learning.

—Ty Branaman

The Countdown Is On – NFACCA Clay Shoot Is Almost Here!

Mark your calendars for Friday, March 13, 2026, and join us for the Annual NFACCA Clay Shoot! Whether you're an experienced shooter or a beginner, this event promises a full day of fun, networking, and friendly competition — complete with breakfast to kick off the morning, lunch provided, and awards to follow the tournament.

A special thank you to our Title Sponsor,

Shearer Supply, for helping make this event possible.

Don't miss out — registration is open now! Visit the Events tab at www.nfacca.com to secure your spot. Registration begins at 8:00 AM with 9:00 AM Start at Jacksonville Clay Target Sports – 12125 New Berlin Rd. Shooters must bring their own guns and ammunition.

If you're considering joining the North Florida

Air Conditioning Contractors Association in 2026, we'd love to connect with you. NFACCA membership provides valuable networking opportunities, industry advocacy, education, and meaningful relationships that support the growth of your business.

Call us at 904-536-8453 or email mail@nfacca.com to learn more about the benefits of membership and how to get involved.

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Message from FRACCA President Paul Stehle



Hello Contractors

April 8th Begins Our 2026 Fracca 25th Anniversary Educational Conference In Orlando, FL at the Rosen Centre. The very FIRST Annual Golf Tournament will take place on April 8th at Eagle Creek Golf Course.

Ruth King will be presenting a morning and afternoon class on the 8th, as well as, Mr. Edward Janowiak from ACCA will be presenting a Manual J in one day Class. These Special classes are at an additional cost.

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 lobbyist.

Our Lobbyist, Edward Briggs, from B & B Capitol Strategies will be headlining the Legislative Lunch on April 10th, 2026, You will have a Full Legislative Update, and also be introduced to several of our Florida Legislative Representatives. Following this lunch will be the Afternoon Expo where you can meet and greet those Legislative Representatives.

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 of March 9th.. For 2026, we are celebrating 25 years of FRACCA, and will celebrate in style on Saturday evening with an Anniversary Dinner & Party! . This is an opportunity to not only get the required continuing education credits for your License, but to also interact with your peers and stay in front of industry changes. You will also enjoy great food, Live Entertainment and the FRACCA Olympics with Bingo are a must!

Conference Registration

Golf Registration



Please reach out to us with any ideas, suggestions or questions. We want to hear from you! All the best to a successful year!

Paul Stehle, President
Office: (407) 676-0031

Fellowes and HVAKR Partner to Make Performance-Based Ventilation Effortless in HVAC Design

ITASCA, Ill., Feb. 2, 2026 /PRNewswire-PRWeb/ -- Fellowes, a leading provider of commercial air quality management (AQM) systems, today announced a strategic partnership with HVAKR, a cloud-based HVAC design platform, to advance Performance-Based Ventilation in building system design. The companies are collaborating on an innovative cloud-based approach to applying the Indoor Air Quality Procedure (IAQP) outlined in ASHRAE Standard 62.1, transforming what has historically been a complex and unreliable manual process into a practical, repeatable application framework for engineers.

Although IAQP has been part of ASHRAE 62.1 for more than four decades, it remains underutilized because engineers have lacked the tools that make calculations easy and defensible. This collaboration aims to remove those barriers, enabling professionals to confidently apply IAQP as an alternative to the traditional Ventilation Rate Procedure (VRP).

“Through our strategic partnership with HVAKR, we strive to provide a platform that empowers teams to deliver cleaner indoor air and measurable energy and cost savings without added complexity.” – Jason Jones, Director of Air Quality Management

By tying IAQP calculations to proven air quality solutions, Fellowes and HVAKR will allow engineers to model, document and deliver meaningful energy and cost savings through reduced dependency on outdoor air, while maintaining optimal indoor air quality. The resulting tool will also enable right-sized HVAC systems, lowering upfront equipment costs and long-term energy use.

“As energy prices climb and environmental factors intensify, reliance on a ventilation-heavy approach is both costly and compromises indoor air quality,” said Jason Jones, Director of Air Quality Management at Fellowes. “IAQP offers a timely, practical way to address both challenges simultaneously. “We love the craft of building exceptional engineering software that has real-world impact,” said Andrew Krippner, CEO and co-founder of HVAKR.

Johnson Controls named to Clean200 for 11th Consecutive Year

MILWAUKEE, Feb. 19, 2026 – Johnson Controls (NYSE: JCI), a global technology leader in energy efficiency, decarbonization, thermal management and mission-critical performance, has been named to the Clean200 list by Corporate Knights and As You Sow for the 11th consecutive year, underscoring its long-standing commitment to making energy-efficiency and sustainability core to its business and providing market-leading decarbonization innovations.

“At a time when energy costs are rising rapidly, we are thrilled to be recognized for products and services that help our customers cut energy costs and carbon at the same time,” said Katie McGinty, Vice President and Chief Sustainability and External Relations Officer at Johnson Controls. “Smart sustain-

ability solutions are proving their value in bolstering the bottom line as well as in accelerating effective climate action.”

The Clean200 companies are ranked by portions of their revenue earned from sustainable business. Of more than 8,000 global companies evaluated, only 200 were selected for generating a significant share of revenue from sustainable business activities.

Across industries, organizations are using Johnson Controls technologies to accelerate progress toward their climate and energy goals. In Germany, Johnson Controls heat pumps at the Energie Baden-Württemberg plant capture waste heat to supply heating to 10,000 households while reducing emissions equivalent to taking 3,200 cars off the road for a year.

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Trane Technologies Hosts 24v Installation and Service Product Training in Pompano



Stefan Ellis, Anthony Bongelli, Bill Sandage of Trane, Howard Pearl of Pride AC, John Fama, and Nicholas Farrell of Trane

Today's AC attended the 24v Installation and Service Product Training, which was held for Pride Air Conditioning, on February 11th, at Trane Technologies in Pompano.

It was a packed house! The training was facilitated by John Fama and Bill Sandage. Many topics were covered: Installation, Start Up, and Troubleshooting Tips.

A large segment of the training was focused on the use of the Trane Tech App. John Fama stated, "Technology is moving ahead, embrace it."



Bill Sandage and John Fama of Trane Technologies were the facilitators of the product training



Stefan Ellis of Trane Technologies in Pompano welcomed Pride Air Conditioning to the Installation and Service Product Training



Pride Air Conditioning filled the Training Room at Trane Technologies in Pompano



John Fama of Trane discussed all of the benefits of using the Trane Tech App



The training touched on A2L Installation/Service Procedures and Requirements



John Fama of Trane gave an overview of the refrigerant piping program



John Fama of Trane spoke about wiring and configuration of the thermostat on single as well as multi-speed products



A technician from Pride AC inspects a sample of insulation from a Trane Air Handler



A segment of the training was identifying and troubleshooting 16-Pin ECM and 4-Pin VS blower motors as well as metering components



Pride AC technicians experienced hands-on testing with their own meters to diagnose and troubleshoot electrical issues



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RGF® Environmental Group unites specialized brands to deliver comprehensive products for air, water, and industrial environmental challenges. Guided by a commitment to innovation and environmental responsibility, each division brings deep expertise to solving complex real-world problems.



As a global leader in environmental solutions, RGF® manufactures more than 500 products that improve air, water, and food quality. With over 40 years of experience, ISO 9001:2015 certification, and numerous patented systems and technologies, RGF continues to advance cleaner, safer environments for future generations.



RGF Environmental Systems is the foundation of RGF Environmental Group, dedicated to building a cleaner world today and for generations to come. The company focuses on delivering innovative technologies that provide clean air, water, and food without the use of chemicals. By creating fresh and safe environments through advanced purification and environmental solutions, RGF helps make healthier living and sustainable progress possible worldwide.



Element Air® is RGF's Indoor agriculture division focused on advanced air purification solutions designed to protect controlled-environment cultivation facilities by mitigating airborne microbes, mold, bacteria, yeast, and odors at the source. Their systems use high-intensity UV light and patented oxidation technologies to continuously treat and purify air throughout grow spaces, supporting healthier crops and cleaner facility environments.



ChemCote™ is RGF Environmental Group's powder coating division dedicated to delivering premium, durable, and environmentally friendly surface finishing services. ChemCote provides custom powder coating, Cerakote/ceramic coatings, and specialized surface preparation for a wide range of applications, enhancing product durability, corrosion resistance, and aesthetic quality. Operating under ISO 9001 quality standards, the division supports both RGF's internal manufacturing needs and external customers.



AFL Industries® is RGF Environmental Group's division specializing in innovative, dependable oil-water separation and spill containment solutions engineered to support environmental compliance. Its corrosion-resistant oil water separators, oil stop valves, spill stop drains, and related containment systems are designed for demanding industrial, aviation, transportation, and stormwater applications, helping facilities manage hydrocarbon discharge and minimize environmental risk.



RGF's China Division is a Beijing-based sales office serving customers throughout Asia, providing regional support, technical guidance, and market development. While all RGF products are proudly engineered and manufactured in the United States, the China Division facilitates international distribution and customer relationships across the Asian market. By combining a strong local presence with trusted American technology and "Made in the USA" manufacturing, the division reinforces RGF's global reputation and international growth.



RGF Marine is the company's marine division providing advanced environmental solutions for maritime applications, including water purification, odor control, cruise ship virus and bacteria control, and bilge filtration systems designed to meet U.S.C.G. and IMO standards. These engineered systems help vessel owners and operators maintain regulatory compliance while improving onboard water quality and operational performance.



RGF-BioControls® is RGF's specialized healthcare division delivering advanced air purification and infection control solutions designed for hospitals and medical environments. Its suite of FDA 510(k)-compliant products—including mobile air purifiers, HEPA filtration systems, pressure monitors, and isolation solutions—helps reduce the risk of airborne pathogen transmission and supports regulatory compliance and infection prevention protocols.



RGF's Lucidium CUV® systems are customized, "specified solutions" that utilize germicidal UV-C technology to prevent mold and microbial growth on commercial HVAC air conditioning coils. Each system is engineered specifically for a facility's HVAC configuration, helping maintain clean coils, improve indoor air quality, enhance energy efficiency, and reduce long-term maintenance costs.



RGF's Legal Eagles department manages the company's intellectual property portfolio, overseeing copyrights, patents, trademarks, and related filings in-house. The team works closely with engineering, manufacturing, and marketing to protect RGF's innovations and ensure compliance across domestic and international markets, safeguarding the technologies and brand assets that drive RGF's industry leadership.



RGF Print Shop is the company's in-house printing division, producing high-quality marketing materials, product literature, brochures, private labels, packaging components, signage, trade show displays, and internal documents. By managing print production internally, the division ensures brand consistency, faster turnaround times, and cost-effective support across all RGF divisions. The Print Shop also prints on specialized sound-absorbing materials used throughout the factory to enhance the work environment while reinforcing brand presence.

Performance Pointers

By James Ball



Preparing Your HVAC Business for a Successful Sale

Most HVAC business owners eventually reach a point where they begin thinking about what comes next. At some point, every business will either be sold, transferred, or closed. For many owners, that realization comes after years of long hours, physical fatigue, mounting responsibilities, and the daily stress of keeping everything running. Others begin thinking about slowing down, spending more time with family, or finally enjoying the retirement they have worked so hard to earn. Whether driven by exhaustion, frustration, health concerns, or simply the desire for a different lifestyle, the question eventually becomes unavoidable: What is my business really worth, and how do I prepare it for a successful transition?

Most owners assume the value of their business will simply be there when they are ready. Unfortunately, that is rarely the case. Businesses do not sell based on how hard you worked to build them. They sell based on how predictable, transferable, and low risk they appear to a buyer. Having been both a buyer and a seller, I want to share some practical insights that simply make sense, even if you have no immediate desire to sell your business. The good news is that with intentional planning, business owners can dramatically improve both the value of their company and the quality of life they experience while still owning it.

Why Getting Ready Early Makes Life Easier (and More Profitable) - Many business owners believe that preparing for a sale is something that happens only when retirement is near. The truth is, the earlier you start preparing, the easier and more profitable ownership becomes. Businesses that are organized, systemized, and financially disciplined consistently outperform those that operate reactively.

Early preparation allows you to strengthen systems, build leadership, improve margins, and reduce daily stress. Instead of constantly putting out

fires, you can focus on growth, strategic planning, and long-term stability. Over time, this creates smoother operations, more predictable profits, and greater control over workload.

Perhaps most importantly, early preparation creates options. When the business is ready to be transferred, you, the owner can choose whether to sell, recapitalize, bring in partners, or continue operating. Without preparation, decisions are often rushed and reactive. With preparation, they are strategic and deliberate — and that almost always leads to better outcomes.

Start With the End in Mind — What Do You Really Want? - Before making changes, define what success looks like...Ask yourself the following:

- When do I want the option to sell? (1 year, 3 years, 5+ years)
- What financial outcome do I need?
- Do I want a full exit, a partial sale, or gradual transition?

Your goals and timeline determine your strategy. A five-year plan allows you to methodically build systems, leadership, and profitability. A one-year timeline focuses on financial cleanup and operational stabilization.

Get Your Numbers Clean, Clear, and Credible -Nothing impacts the valuation of your company more than clean, reliable financial statements.

Key priorities to consider include separating personal expenses from the business, moving toward accrual-based accounting, maintaining at least three years of accurate and well-documented financial records, and eliminating one-time or discretionary expenses from core operations so the company's true performance is clearly reflected.

Buyers typically value HVAC businesses based on EBITDA (earnings before interest, taxes, depreciation, and amortization). Inflated expenses, unclear accounting, and poor documentation reduce

EBITDA and increase the risk to potential buyers, both of which lower valuation.

Just as important, your company's consistent revenue growth and stable gross margins significantly increase the confidence of a potential buyer.

Build Systems That Let the Business Run Without You - If your business cannot run without you, it isn't sellable.

Documented systems reduce risk, increase efficiency, and allow smoother ownership transitions. Here are some key areas to account for:

- Dispatch and scheduling
- Service procedures
- Installation workflows
- Sales processes
- Accounting and billing
- Customer communication.

Standard operating procedures (SOPs) allow a buyer to quickly understand how the company operates. SOPs also reduce employee dependence on tribal knowledge and help maintain consistency.

Article to be continued in the April issue of Today's AC & Refrigeration News

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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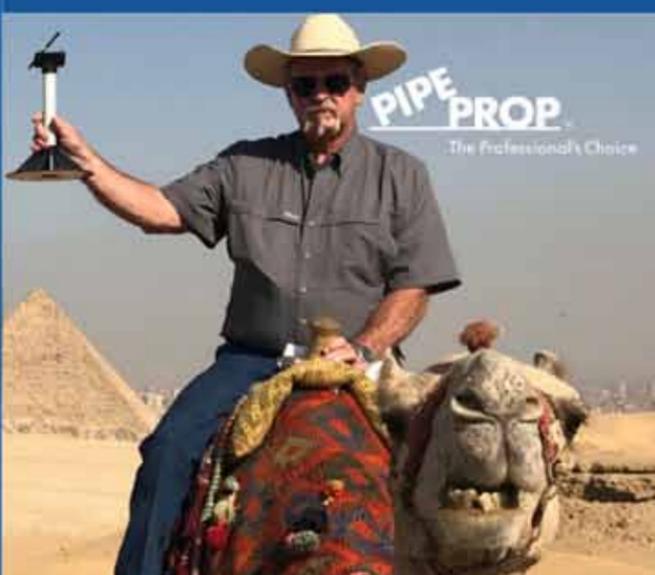






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2026 AHR Las Vegas | FEB 2-4 | LAS VEGAS CONVENTION CENTER

The AHR Expo was a monumental week in Vegas, taking over the Central and South Halls at the Las Vegas Convention Center February 2-4.

53,315 professionals – including engineers, sales channel partners, owners, contractors, installers and more – came together to experience the latest offering from 1,956 exhibitors over 578,980 sq. ft. of show floor.

“This industry just keeps getting more exciting,” said Show Manager, Jeff Stevens. “We’re proud to serve as the place where HVACR professionals come together to tackle emerging challenges and discover new opportunities. As the pace of change continues to accelerate, our work together is more important than

ever in shaping a built environment that is comfortable, safe, and efficient. AHR gives our industry the opportunity to connect with the technologies, ideas, and partnerships that move us forward.”

The HVACR industry continues to dive ahead into smarter ways to provide heating, cooling and refrigeration to the built environment. The steadfast application of legacy technologies all the way through the introduction of novel products and practices allows professionals to converge and refresh their knowledge, discover new paths and expand a network to help align and achieve goals.

“AHR Expo is three days of productive engagement with valued customers, suppliers and

partners,” said Steve Ribaud, VP & GM, Commercial HVAC Americas at Carrier. “We wrapped up a truly energizing week in Las Vegas, where the team at AHR Expo and our incredible team put on an amazing show and customer reception.”

This week in conversation we heard about data centers, methods to strengthen workforce development initiatives, discussions of steadying refrigerant shortages coupled with a push in direction to new refrigerants, updated regulations, and more.

AHR Expo will return to Chicago January 25-27, 2027. Registration is expected to open in summer. For more information about AHR Expo please visit ahrexpo.com.



Brad Barksdale, Ashley Lupo, Chris Mueller, and Katie Upton of Mueller Streamline



Malco Tools attends the AHR Expo in Las Vegas with Innovative Tools for Professionals



The iFloPRO Team “Smart Condensate Management”



Linda Rodriguez, Candace Ralston, and Kelly Martinez of Quietflex Manufacturing Inc.



Oscar Lopez, Preston Collier, Tom Muncey, Paul Dachota, and Dave Madden of JB Industries



Cooper&Hunter was in full force providing quality support to customers and technicians alike



The Boldr booth was very busy the entire show!



Andrew Powell, Eric Gordon, Michael Struthers, and Sal Fasanella of Carlisle HVAC Brands



Amanda Young, Ron Saunders, Anthony Saunders, Jennifer McKinnon, and Scott Behanna of ProIAQ



Michael Lonis, William Venegas, Kristin Finneran, Howard Williams, and Bobby Cupp of NAVAC



Roy Johnson, Jay Ramos, and Aldo Santori of K-Flex USA



The entire Bard Manufacturing Team coming together for a group photo



Jennifer Castricone of Carrier, Meghan Millard and Jane Sidebottom of Women In HVACR



The Uniweld Team: Arun Sharma, Jeffrey Bottiger, Ricard Apodaca, Earl Miller, Angel Coleman, Matthew Foster, and Diego DaSilva



Lou LaRoche of MarketAir displaying their Rough In Box

HARDI Releases 2026 State of the Channel Report

Columbus, OH — February 18, 2026 — Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has released its 2026 State of the Channel Report, providing critical insights into the forces shaping wholesale HVACR distribution and manufacturing.

Now in its sixth edition, the report delivers a concise but comprehensive view of market performance, competitive shifts, and forward-looking demand trends—built on HARDI's proprietary data, industry surveys, and expert analysis.

"This report continues to evolve alongside the channel," said Tim Fisher, HARDI Research Director. "Each year, we refine our analysis to focus on the intelligence that matters most to decision-makers. Our goal is to equip distributors and suppliers with practical insights they can apply across sales, marketing, finance, and product strategy."

The 2026 edition provides:

Residential and Nonresidential Market Outlooks – Updated projections for contractor business purchase activity and the macroeconomic factors driving HVACR demand. Highlights in the 2026 report include residential unitary sales trends, by region, and a detailed update on the data center market.

Distribution Channel Performance Benchmarks – An assessment of the competitive dynamics at play among competing retail and distribution channels, and the threat these competing channels pose to traditional wholesale distributor businesses.

Contractor Business Purchasing Trends – Insights into needs and preferences of contractor businesses, as well as emerging market opportunities for wholesale distributors.

Legislative & Regulatory Developments – Updates on the most pertinent government actions and implications for the channel.

Voice of Contractor and Voice of Supplier Survey Results – The 2026 report includes the response summaries for both of HARDI's key annual survey initiatives, the results of which are woven throughout the report.

For HARDI members, the report serves as a strategic tool to align teams around customer-driven insights, while also offering outlooks – down to the regional level – of sales expectations for the year. HARDI encourages member companies to share the report across sales, marketing, finance, and product development teams to inform decision-making and long-term planning.

State of the Channel 2026 is available to HARDI member companies at exclusive member pricing and is also available for purchase by non-members. In addition to distributors and manufacturers, the report serves as a valuable resource for private equity firms and investors evaluating HVACR distribution and manufacturing opportunities, research and advisory firms conducting market analysis or benchmarking, and strategic planners, consultants, and suppliers seeking credible data to inform forecasting, due diligence, and channel strategy.

Whether used to support a specific transaction, inform a strategic initiative, or build a broader market research framework, the report provides credible, channel-specific intelligence not available in broader construction or macroeconomic reports.

For more information or to purchase the 2026 State of the Channel Report, visit www.hardinet.org. HARDI (Heating, Air-conditioning, and Refrigeration Distributors International) is the single voice of wholesale distribution within the North American and Latin American HVACR markets.

A non-profit association, HARDI serves its members through government affairs and advocacy efforts, market intelligence and benchmarking, training programs, and world-class events. HARDI proudly represents more than 550 distributor members and their 5,000+ branch locations, and close to 500 suppliers, manufacturer representatives, and service vendors. HARDI Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staff.



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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.



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Ice C Cool Air Conditioning Rebrands to AirNifty, Signaling New Era of Growth

The transition to AirNifty represents more than a name change. It underscores the company's continued investment in advanced HVAC technologies, streamlined service systems, and enhanced client experience. Most importantly, it sets the basis for the foundation to open more offices across the state of Florida. The rebrand aligns with leadership's long-term growth strategy and positions the company for broader regional recognition in the competitive AC market.

Owner Sean Daly emphasized that while the name is new, the company's foundation remains unchanged. "We continue to provide excellent service for all of our HVAC clients in South Florida. The name change was something we feel amplifies our brand as we continue our strong growth trajectory. Additionally, it serves as a foundation for our ambitions to grow across all of Florida," Daly said.

AirNifty will maintain its full range of services, including system installation, maintenance, emergency repairs, indoor air quality solutions, and energy-efficient upgrades. Existing customers can expect the same technicians, management team, and service standards they have relied on, now operating under a refreshed brand identity built for the future.

The company's leadership notes that the rebrand is part of a broader initiative to modernize its digital presence, expand service capabilities, and reinforce its reputation as a dependable HVAC partner for homeowners and businesses across South Florida.

Hitachi Launches R-32 Commercial VRF Heat Pump



DALLAS – Today, Bosch Home Comfort Group launched the next-generation Hitachi air365 Max, a top-flow variable refrigerant flow (VRF) commercial heat pump that uses R-32 refrigerant and delivers exceptional comfort, best-in-class energy efficiency and seamless A2L compliance and management. With models providing reliable cooling and heating operation from -22 F to 122 F, the system is ideal for build-

ing owners across many climate regions looking to reduce operational costs with a higher return.

In commercial buildings with zone-based heating and cooling needs, such as hotels, offices and mixed-use properties, VRF systems can provide as much as 30-45% energy savings compared to traditional ducted systems. By using R-32, which has a low global warming potential (GWP), the latest air365 Max models help reduce environmental impact, meet refrigerant regulations, support project decarbonization and lower initial costs due to reduced refrigerant charge.

"Backed by over 35 years of VRF innovation, the latest Hitachi air365 Max helps commercial projects thrive," said Enes Uzel, VRF product portfolio manager at Hitachi. "The system's advanced technology, application flexibility and low-GWP R-32 refrigerant make it a smart investment for long-term growth while professional tools make it simple to specify, install, operate and maintain."

The air365 Max offers flexibility across a variety of applications. Single chassis units up to 20 tons save on space and labor, and outdoor units are offered as both universal heat pump and heat recovery. Heat recovery systems save energy by reusing excess heat or cool air from one room to another, allowing simultaneous heating and cooling with minimal compressor use.

The air365 Max with R-32 is an end-to-end solution that simplifies compliant design, installation, operation and maintenance. The airCloud Select Web design platform ensures accurate VRF planning by performing instant safety evaluation, helping to select safety shut-off valves, automatically calculating the required A2L mitigation devices, and automating regulation-compliant piping and wiring diagrams.

For refrigerant safety and A2L readiness, all indoor units come standard with a built-in R-32 Refrigerant Detection Sensor with a 10-year lifespan for lasting peace of mind. An integrated R-32 Safety Manager monitors refrigerant leakage alarms without an additional central controller or BMS integration for greater simplicity. The systems are also classified as enhanced tightness refrigeration systems (ETRS), demonstrating advanced engineering and rigorous performance testing.

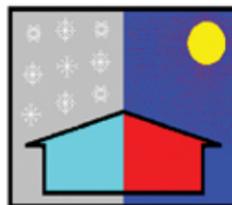
The mobile application airCloud Tap further simplifies air365 Max installation, configuration and equipment diagnostics. With contactless communication technology and access to more than 200 system parameters, the app enables contractors to fine-tune operation and complete setup 30-50% faster.

The Bosch Home Comfort Group is a global provider of efficient HVAC solutions. 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®.

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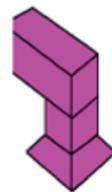
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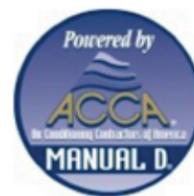
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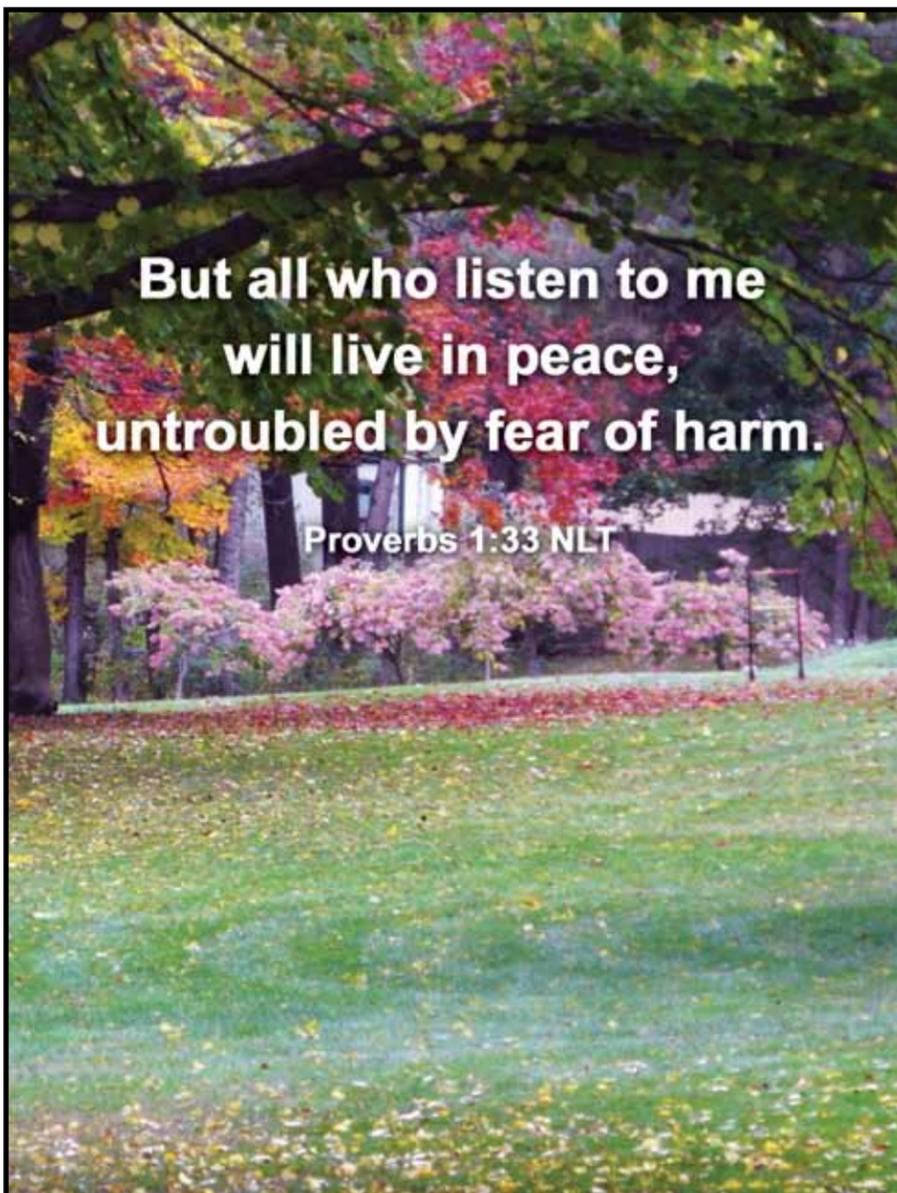


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