

TODAY'S A/C

& REFRIGERATION NEWS

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SFACCA Hosts Duro Dyne Hands-On Training at Top Golf in Pompano (see page 12)



ASHRAE Miami Technical Lunch at 94th Aero Squadron in Miami (see pages 18)



PBACCA 2026 4th Clay Shoot at the Okeechobee OK Corral Gun Club (see page B4)



Tropic Supply Hosts Cooper & Hunter Master Mini Split Systems Training (see page B3)

RefriAmericas Names Today's A/C as Official English Language Periodical



Jeff Schlichenmeyer
Publisher

MIAMI, FL — Latin Press, Inc., organizers of RefriAmericas, the premier HVAC/R exhibition and conference for the Latin American and Caribbean markets, is proud to announce a new strategic partnership with Today's AC & Refrigeration News.

Under this new agreement, Today's AC & Refrigeration News has been designated the Official English Language Periodical for RefriAmericas. This collaboration aims to bridge the gap for English-speaking professionals and manufacturers looking to expand their footprint in the region.

As part of this partnership, a special RefriAmericas Supplement will be featured in the July edition of Today's AC & Refrigeration News. This comprehensive guide is designed to be the definitive resource for attendees and exhibitors alike. The supplement will feature essential event content, including:

- The Official Exhibitor List and Floorplan for easy navigation.
- Conference Proceedings and educational session schedules.
- Social Activities and exclusive site visit details.

• Official Welcome Letters from industry leaders.

In addition to its wide circulation in the July print and digital editions, the supplement will receive bonus distribution on-site at RefriAmericas. Every attendee will have access to this English-language guide, providing exhibitors with unparalleled visibility to a concentrated audience of decision-makers.

"This partnership represents a significant bridge between the Latin American HVAC/R market and the English-speaking industry here in Florida and beyond," said Max Jaramillo, Managing Director of Latin Press. "By naming Today's A/C & Refrigeration News as our official English periodical, we are ensuring our exhibitors and conference speakers reach the widest possible audience of decision-makers and technicians."

Jeff Schlichenmeyer, Publisher of Today's A/C & Refrigeration News, added: "We are thrilled to join forces with RefriAmericas to provide our readers with high-value content directly from the source. This supplement isn't just a guide; it's a powerful marketing platform."

Latin Press, Inc. is a leading B2B media and events company based in Miami, specializing in the HVAC/R, building automation, and security industries across Latin America.

Today's AC & Refrigeration News is a premier trade publication providing the latest news, trends, and technical insights to HVAC/R professionals throughout Florida and the Southeastern United States.

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There's a New Manufacturer's Representative in Town!

AHR Sales was made official in November 2025 when Ron Saunders posted on social media, "Hey, I'm a Rep!". Ron and Scott Behanna got together to create a new Rep Agency and go "old school" and do "Florida right", focusing on contractor calls AND distributor calls to best support their customers and their lines. In addition to Ron and Scott, the AHR sales team so far includes Anthony Saunders, Nick Dorsey and Zach Copeland as well as an inside sales support team.

Ron Saunders, a former owner of Fresh-Aire UV – one of the top selling and innovators in HVAC IAQ – has been

in the industry going back to roughly, 2002. An engineer by Trade but a Sales and Marketing guy by heart. In addition to HVAC, Ron has been active with the Cystic Fibrosis Foundation for many years, Sponsor of Women in HVAC and more.



Scott's entry in HVAC/R goes back to National Sales Manager at TIF Instruments (who had many firsts including the digital clamp-on ammeter, battery operated halogen leak detectors, refrigeration scale), McAllister & Assoc, Gemaire Distributors and most recently Behanna & Associates.

Key products lines to start include ProIAQ, iCOOL, Red Devil, REFCO, CHAMflex and more...Feel free to contact AHR Sales at 954-422-2016 or AHRsales.com

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

Reach her at ruthking@hvacchannel.tv.

"We didn't make money last year. What should I do?" If you ask your CPA this question, the answer is usually "raise prices" because that is generally their standard answer. However, that might not be the right answer.

The answer can be found in financial analysis – what happened to overhead, raises, productivity, and more. Unless your CPA has been providing you with monthly financial reports AND financial analysis of those reports, then he or she is not equipped to answer this question.

That's the difference between finance and accounting. The old joke, accountants match debits and credits and finance people care what those debits and credits mean.

You need both – the accounting to produce the financial statements and the financial analysis to ensure the statements are headed in the right direction.

Numbers don't tell the story – graphs do. You should see pictures of what each of the 14 graphs I've written about over the years. Know that your business is headed in a financially healthy direction.

Do the financial analysis yourself. Read a book. Take a class. Use Financially Fit Business software – either self-directed or expert-directed analyses.

It doesn't matter which tool you use – just analyze your financial statements every month. Make sure the trends are headed in the right direction.

Next Topic: Subtle Changes in Your Gross Margin Mean A Lot - "It's just a little bit so I don't have to worry about it." A little change in the trends on a trailing basis means a lot.

You should be concerned if the trend is going the wrong way. Investigate why. Your company's gross margin has dropped from about 45% to 30%. Not a good trend. Why did it drop 15% - on a trailing basis? Yes, there are some months where gross margins can fluctuate depending on the type of work you are doing that month. Generally, the gross margins of maintenance are lower than the gross margins of service, projects, etc.

Direct costs are increasing – usually either suppliers have increased costs and prices have not been increased accordingly or productivity has decreased.

Check your supplier invoices to make sure that there hasn't been a subtle price increase. Sometimes it is hard to see a 2% or 3% increase. However, that increase causes your profit to be lower.

If you have given raises, this could also be an explanation of the decreased gross margin. Remember that if you give the field a 5% increase in wages, the increase to your prices needs to be at least 6.5%. This covers, for most states, the increase in payroll taxes, worker's comp, and other benefits. Raising staff wages increases the overhead trend line. These increases will also increase your prices to your customers.

Another place to look is job costing. If jobs are consistently taking longer than estimated, this could be a reason for the drop in gross margins. Do you have inexperienced crews who are taking longer to get the jobs done?

A slower revenue month is not the answer if your pricing is consistent in slower and busier months (gross margin should remain the same). However, if the company gave discounts in slower months, this could explain the drop in gross margin.

What about different mixes of business? For example, if you are doing more maintenance work in specific months and more repair/replacement work in other months, the monthly gross margin trends can fluctuate. However, the trailing trend lines take out all seasonality (these lines are 12 months of data taken a month at a time. For example, March 2026 gross margin trailing data point is April 2025 through March 2026 gross margins added together and the sum is divided by 12).

If you need to raise prices, then it would be best to raise them in busier times. Customers are less likely to shop when it is busy since they need the work done immediately to get and stay comfortable in their homes and offices. However, a 1% or 2% increase would not be as noticeable.

"The team is productive – I don't have to worry about them." The team is productive until they aren't. A little change in the trends on a trailing basis means a lot. The productivity ratio is a counterintuitive ratio – increasing is the wrong trend. Increasing means the company is spending more on payroll and payroll taxes for each dollar of revenue. The trend should be constant or decreasing.

Monthly graphs generally are more "up and down" because of seasonality, business product mixes and type of work performed. Looking at the trailing data you see the trend is headed in the wrong way.

Places to look:

1. Did you give raises without increasing prices? This will affect the productivity ratio and overall P&L graphs.

2. Are jobs taking longer than estimated? Are these several team members who are not productive? You can get the answer to this question by looking at job costing and weekly billable hours (email me if you would like these templates).

3. Did a seasoned person retire or quit and you have less experienced personnel doing the same work? If so, the newer people are probably not as efficient as the person who retired.

4. Is the average revenue per job/ticket/person decreasing? If so, why?

Turning this trend around will take time, once you find the issues. These will be subtle changes in the right direction.

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Beyond IAQ: The Next Preventative Service Opportunity for HVAC Contractors

For the past decade, HVAC contractors have focused on Indoor Air Quality upgrades. UV lights, filtration systems, and air purifiers became standard talking points during service calls and equipment replacements. But many contractors are starting to experience something new: IAQ fatigue.

Homeowners have heard the pitch, and contractors are increasingly looking for a different type of service opportunity; one that solves a real problem they encounter every day while creating additional revenue and stronger customer relationships.

That opportunity may already exist inside every HVAC system... The condensate system.

The Hidden Failure Point in HVAC Systems

Every contractor has seen it, a clogged condensate line shuts down a system in the middle of summer, or a backed-up drain pan leads to ceiling damage. A homeowner calls in frustration because their relatively new system suddenly stopped working. In many cases, the root cause isn't equipment failure at all, it's **condensate buildup and drain line blockage**.

As high-efficiency systems run longer and produce more condensation, proper condensate man-

agement has become increasingly important. Yet in many homes, condensate systems receive attention **only when something goes wrong**. From a contractor perspective, that creates a reactive service model instead of a preventative one.

A Shift Toward System Protection

Contractors are beginning to rethink condensate management.

Instead of treating drain line cleaning as a nuisance task during seasonal maintenance, they are beginning to view condensate management as part of a **broader system protection strategy**. That shift reframes the conversation with homeowners.

Instead of explaining why a drain line clogged, contractors can now explain how to prevent the problem before it happens. This approach aligns with what contractors already want:

- Fewer emergency calls
- More proactive service offerings
- Stronger maintenance programs
- Better protection for customer homes

A New Service Category

For years, contractors have built service offerings

around filtration, airflow, and comfort.

But condensate management is increasingly being recognized as another critical component of system health. When contractors begin positioning condensate management as **system protection**, homeowners immediately understand the value:

- Protection against water damage
- Improved system reliability
- Reduced emergency service calls
- Cleaner system operation

For contractors, it also creates something valuable: **a new service category that can be integrated into maintenance agreements and system upgrades**.

Turning the Concept Into a Practical Solution

As this category begins to emerge, manufacturers are starting to introduce solutions specifically designed to help contractors manage condensate systems more proactively.

One example is **iFLO Pro™**, a 24-volt condensate management platform designed for integration directly into the HVAC system. Rather than relying solely on manual drain cleaning or chemical treatments, the system helps address condensate buildup automatically as the equipment operates. For contractors, this type of technology represents a shift away from reactive service calls toward **built-in system protection**.

And because it integrates with the HVAC system's low-voltage controls, it fits naturally into both new installations and system upgrades.

A Service Conversation Customers Understand

Contractors who introduce condensate protection during maintenance visits often find the discussion is surprisingly straightforward.

· Homeowners understand the risk of water damage.

· They understand preventative maintenance.

When contractors explain that the condensate system can cause shutdowns or overflow damage if neglected, the conversation shifts from a technical explanation to a simple question:

"Would you like to prevent this problem before it happens?"

Why This Matters for Contractors

In an industry where most conversations revolve around efficiency ratings and air quality accessories, condensate management offers something different. It solves a problem contractors already deal with every day, while providing a clear value proposition for homeowners.

And it opens the door for contractors to introduce a new service offering that supports long-term customer relationships.

The Opportunity Ahead

Every HVAC system produces condensate, yet very few systems include any form of active condensate management.

For contractors looking for a fresh service conversation, one that focuses on system protection, reliability, and homeowner peace of mind, this represents a meaningful opportunity.

Solutions like iFLO Pro™ are beginning to give contractors the tools to turn that opportunity into a practical part of their service offering.

A Simple Question for Your Next Service Call

The next time your team performs maintenance on a system, ask one simple question:

"How are we protecting the condensate system?"

If the answer is clearing the drain line after it clogs, it may be time to rethink the approach.

As more contractors begin to recognize the importance of condensate management, the industry may be witnessing the early stages of an entirely new service category, HVAC system protection.

Interested in offering condensate system protection to your customers? Contractors can become an iFLO Pro™ Contractor and add a new service category that protects HVAC systems while generating additional revenue.

Visit www.iflopro.com to learn more and sign up.

For questions about training, distribution, or becoming an authorized contractor, contact our **Inside Sales Team at (888)-443-IFLO**.

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New York Appellate Court Prevents Enforcement of Key Refrigerant Ban Provision

Albany, NY— March 27, 2026 — The Appellate Division of the New York State Supreme Court, Third Department, has issued a ruling that temporarily prevents the New York State Department of Environmental Conservation (NYSDEC) from enforcing a ban on two refrigerants utilized in the maintenance of commercial refrigeration systems employed by numerous businesses throughout the state. The court has granted an Order to Show Cause in the ongoing legal challenge to the state's refrigerant regulations brought by Heating, Air-conditioning, & Refrigeration Distributors International (HARDI).

As part of the court's decision, the existing enforcement discretion pertaining to R-404A and R-507A set to expire on March 31, 2026, is extended, and the NYSDEC is enjoined and restrained from enforcing the prohibition contained in Part 494-1.4(f)(1) pending a determination on HARDI's request for a preliminary injunction.

This action provides immediate and critical relief to businesses across New York that rely on refrigerants to maintain safe and reliable food storage, distribution, and retail operations. A recent study by HARDI found that an estimated 18,130 refrigeration systems rely on the refrigerants protected by this court order, and that if the prohibition ultimately is allowed to take effect, it will cost the state \$106.2 million in economic output. The court's decision ensures that the current supply of refrigerants can continue to be used while the request for a preliminary injunction is decided.

"HARDI thanks the court for recognizing there is a critical issue with the refrigerant prohibition in Part 494," said Alex Ayers, Vice President of Government Affairs. "The court recognized the urgency of the situation and the need to prevent disruption while these serious legal and practical concerns are fully considered."

HARDI and industry stakeholders have consistently warned that the refrigerant restrictions in Part 494, particularly the prohibition on commonly used refrigerants, are not aligned with current market realities. Supply constraints and limited alternatives have raised significant concerns about businesses' ability to comply without jeopardizing operations.

Without relief, HARDI warned that the regulation would lead to refrigerant shortages that could disrupt food supply chains, increase costs, and impact consumers statewide.

By granting the Order to Show Cause and temporarily blocking enforcement of the prohibition, the court has preserved market stability and provided time for a determination on the request for a preliminary injunction.

"This decision reinforces what we have been saying all along: the timeline and structure of Part 494 are unworkable," Ayers added. "We remain committed to pursuing a durable solution that protects the environment, ensures viability of essential refrigeration, and prevents unnecessary cost increases for consumers."

The case will now proceed as the court considers whether to grant a preliminary injunction. In the meantime, HARDI is urging the New York State Legislature to take action to address the underlying issues with Part 494 and ensure a more practical, coordinated approach that aligns with federal standards and avoids unnecessary harm to consumers and businesses.

Start The Season Out Right

Now is the time to make sure your leak detection tools are ready to go. Spectroline helps contractors find leaks faster, diagnose with confidence, and avoid wasted time chasing the wrong problem.

Whether you're preparing for A/C service calls, preventive maintenance, or general system start-ups, having reliable UV leak detection on hand helps you work smarter and deliver better results from the start.

A Few Ways You Get Ahead With GLO Seal!

- Finds leaks earlier! GLO Seal helps contractors spot small leaks before they lead to bigger problems, refrigerant loss, or downtime.
- Pinpoint leaks faster. The UV dye creates a clear visual under UV light, helping technicians confirm leak locations quickly and with less guesswork.
- Reduces refrigerant loss. By finding and handling leaks quicker, GLO Seal reduces repeated top-offs and delayed repairs.
- Reliable, convenient leak detection and repair support. GLO Seal offers both UV dye and sealant in one solution, making it a practical option for fast, efficient service calls.
- Improves technician efficiency and confidence. It gives contractors a simple way to find and address leaks without as much trial and error, showing what is going on easily to the customer.
- Provides ongoing visibility. Because GLO Seal can remain in the system, technicians can inspect again later without starting over.
- Perfect preventive maintenance tool. GLO Seal catches issues early, protects system performance, and reduces repeat failures.

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Venstar Skyport Cloud Services Deliver Powerful Remote HVAC Management for Dealers and Contractors

WEST HILLS, Calif., March 9, 2026 — Venstar, a leading thermostat and energy management solutions provider, today announced the continued expansion and adoption of Venstar Skyport™ Cloud Services and the Skyport Mobile App, delivering HVAC dealers and contractors a powerful platform for remote thermostat management, proactive service and improved customer satisfaction.

Skyport delivers a centralized HVAC management platform, delivering real-time visibility and control across all locations from a single, intuitive dashboard viewable from virtually any screen. With the Skyport platform or mobile app, contractors can monitor system performance, make instant adjustments and respond to alerts before comfort issues escalate. From one to thousands of thermostats, Skyport scales effortlessly, simplifying HVAC management.

“With Skyport, HVAC contractors gain the ability to stay connected to their customers’ comfort systems long after installation,” said Scott Agnew, national sales director of Venstar. “Remote management empowers dealers to provide faster service, reduce truck rolls and deliver a higher level of ongoing support.”

The Venstar Skyport Cloud Services platform enables HVAC professionals to monitor, control and troubleshoot connected thermostats from virtually anywhere. Through the secure Web dashboard or Skyport Mobile App, contractors can remotely access system status, adjust settings and receive email alerts, enabling them to quickly identify and potentially solve issues before they become costly service calls.

Key Benefits for HVAC Dealers and Contractors

- **Instant System Visibility.** Remotely monitor and adjust temperatures on compatible Venstar thermostats across multiple locations through the

cloud-based Skyport platform and mobile app.

- **Real-Time Service Alerts.** Receive email notifications about system performance or operational issues in real time, enabling technicians to respond quickly and often resolve problems remotely.
- **Global Changes.** Make global changes to remote thermostats using Skyport Cloud Services or the Skyport Mobile App.



- **No Fees or Subscriptions.** Maximize your business with free Skyport Cloud Services and Skyport Mobile App.

- **Single Dashboard Control.** Remotely manage thousands of thermostats from your desktop, laptop or mobile device.

- **Fewer Truck Rolls, Faster Fixes.** Manage thousands of customer sites, including residential and light commercial installations, from a single dashboard.

• **Enhanced Customer Value.** Provide your customers with advanced connectivity and responsive service, strengthening long-term relationships and service agreements.

Powerful Mobile Access

The Skyport Mobile App extends the Skyport Cloud Services capabilities directly to smartphones and tablets, giving contractors the flexibility to check system performance, adjust thermostat settings and receive alerts while in the field.

For HVAC dealers managing multiple installations, the combination of Skyport Cloud Services and the mobile app provide a centralized platform for maintaining comfort systems efficiently and proactively for multiple locations. As more customers expect connected comfort solutions, Venstar’s Skyport platform helps contractors stay competitive while delivering smarter, faster service.

Placing Your HVACR Students with Leading Employers



As the school year comes to a close, your students are standing at the edge of their careers. You have done the hard work of preparing them with the knowledge and skills they need. Now it is time to help them take the

next step into the workforce.

There is no shortage of job opportunities in the HVACR industry. In fact, there are more openings than there are qualified graduates. The real question is not whether your students will get hired, but whether they will connect with the right employers who can offer long term careers, training, benefits, and advancement.

The Mechanical Service Contractors of America in collaboration with the United Association represent over 1,400 of the most respected mechanical contractors in the industry. These companies include organizations such as Carrier Commercial, EMCOR, Trane Commercial, and Johnson Controls.

During a session at the 2026 National HVACR Education Conference they discussed their needs and the many opportunities they offer. In addition, they stated they are prioritizing graduates from programs accredited by HVAC Excellence understanding the importance of accreditation and a stringent vetting process.

This is your opportunity to make a direct impact on your students’ futures. Encourage every eligible student to complete an application today by visiting <https://ua.org/join-the-ua/>.

If your program is accredited, make sure your students know about the articulation agreement between the United Association and HVAC Excellence.

You have done the hard work, now help them land a career with an employer that offers great benefits, advancement opportunities, and a clear path to a successful future.

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Weds., April 8	8am - 10am	Sarasota, FL
Weds., April 8	8am - 10am	West Palm Beach, FL
Thursday, April 9	8am - 10am	Delray Beach, FL
Thursday, April 9	8am - 10am	Fort Myers, FL
Tuesday, April 21	8am - 10am	Sunrise, FL
Weds., April 22	8am - 10am	Miami N., FL
Thursday, April 23	8am - 10am	Mid Miami, FL
Tuesday, April 28	8am - 10am	Miami S., FL
Weds., April 29	8am - 10am	Cape Coral, FL

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- **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.

DEMO DAY



Monday, April 6	10am - 1pm	Tampa W., FL
Tuesday, April 7	10am - 1pm	Sarasota, FL
Tuesday, April 14	10am - 1pm	Port Charlotte, FL
Tuesday, April 14	8am - 12pm	Miami S., FL
Weds., April 15	10am - 1pm	St. Petersburg, FL
Thursday, April 16	8am - 12pm	Mid Miami, FL
Thursday, April 16	10am - 1pm	Tallahassee, FL
Monday, April 20	8am - 12pm	West Palm Beach, FL
Tuesday, April 21	8am - 12pm	Fort Pierce, FL
Tuesday, April 21	8am - 12pm	Jacksonville., FL
Friday, April 24	8am - 12pm	Ocala, FL
Tuesday, April 28	8am - 12pm	Sunrise, FL
Thursday, April 30	8am - 12pm	Delray Beach, FL

FREE EVENT
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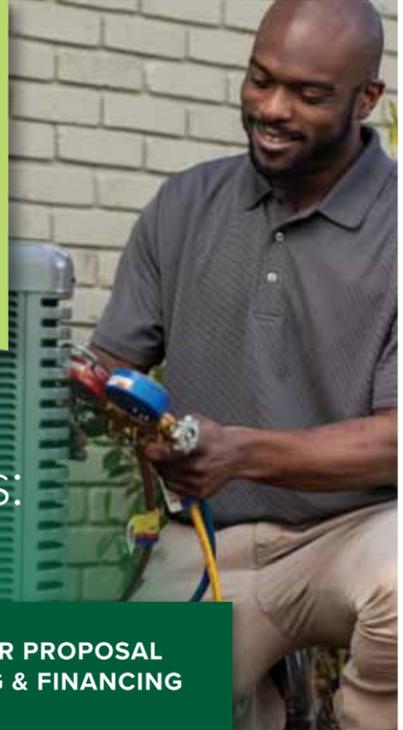
Refreshments will be provided.

- **Better Installs** – Learn how cleaning evaporator coils with Evap Foam No Rinse to remove factory residues so systems start clean and run efficiently.
- **Better Maintenance & Upsells** – Use PowerZyme, PurCool Strips, Gel Tabs, and Evap Fresh to support maintenance plans and extend equipment life.
- **Better Diagnosis & Repairs** – Improve first-time fixes with RX11 Flush, Acid Scavenger, A/C Renew, and Easy Seal.
- **Better Proposal Selling** – Increase conversions with upgrades like iWave, NuStart soft starters, and maintenance plans.

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
BETTER INSTALLS
- 2
BETTER MAINTENANCE & PROFITABLE END-USER VALUE UPSells
- 3
BETTER DIAGNOSIS & REPAIRS
- 4
BETTER PROPOSAL SELLING & FINANCING

LUNCH & LEARN

Lunch & Learn with **Nu-Calgon**

Thursday, April 2	11:30am - 1pm	Fort Myers, FL
Friday, April 3	11:30am - 1pm	Cape Coral, FL
Tuesday, April 7	11:30am - 1pm	Miami N., FL
Weds., April 8	11:30am - 1pm	Ft. Lauderdale N., FL
Weds., April 8	11:30am - 1pm	Tampa E., FL
Weds., April 22	11:30am - 1pm	Daytona Beach, FL
Thursday, April 23	11:30am - 1pm	Orlando, FL

FREE EVENT

Limited Seating - Registration is Required!

Lunch will be provided.

- Better Installs** – Learn how cleaning evaporator coils with Evap Foam No Rinse to remove factory residues so systems start clean and run efficiently.
- Better Maintenance & Upsells** – Use PowerZyme, PurCool Strips, Gel Tabs, and Evap Fresh to support maintenance plans and extend equipment life.
- Better Diagnosis & Repairs** – Improve first-time fixes with RX11 Flush, Acid Scavenger, A/C Renew, and Easy Seal.
- Better Proposal Selling** – Increase conversions with upgrades like iWave, NuStart soft starters, and maintenance plans.

LUNCH & LEARN

Lunch & Learn with **ALLIED**

Weds., April 15	11am - 1pm	Orlando, FL
Thursday, April 16	11am - 1pm	Tampa E., FL
Friday, April 17	11am - 1pm	Tampa W., FL
Tuesday, April 21	11am - 1pm	St. Petersburg, FL
Weds., April 22	5pm - 6:30pm	Sarasota, FL
Thursday, April 23	11am - 1pm	Port Charlotte, FL

FREE EVENT

Limited Seating - Registration is Required!

Lunch will be provided.

- Profitable Upsells** – Allied's SystemShield™ Labor Concession program offers contractors the ability to protect homeowners from unexpected, expensive labor costs associated with warranty repairs.

TRAINING *(go to events calendar for location details)*

Mars Azure ECM Motor Training



Tuesday, April 28	8am - 10am	Sarasota, FL
Weds., April 29	8am - 10am	Naples, FL
Thursday, April 30	8am - 10am	Ft. Myers, FL

FREE EVENT

Limited Seating - Registration is Required!

Breakfast will be provided.

- Better Installs** – Learn best practices for installing and replacing motors using solutions that simplify setup, reduce callbacks, and help ensure consistent performance on every job.
- Better Diagnosis & Repairs** – Discover how Azure ECM motors reduce truck stock, speed up troubleshooting, and allow technicians to complete repairs faster by replacing multiple motor types with fewer SKUs.



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Port Charlotte, FL 33954	941-255-8330
Orlando, FL 32824	941-378-0910
Sebring, FL 33870, Largo, FL 33773	727-373-4003
Fort Lauderdale, FL 33323, Parkway, Sunrise, FL 33323	954-835-6020
Fort Lauderdale, FL 33304	850-300-6595
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SFACCA Hosts Duro Dyne Hands-On Training at Top Golf in Pompano

The SFACCA Monthly Meeting was held on March 4th, at TopGolf in Pompano Beach from 5:30 - 8pm. It was a hands-on training designed for HVAC contractors to save time & money using Duro Dyne products. William Sanchez of DuroDyne was the speaker, who gave several solutions as practical examples on how small adjustments in product selection and installation technique can: 1) Reduce labor time 2) Minimize material waste, and 3) Improve system durability.

Duro Dyne continually expands its product portfolio with recent launches such as the Dyna-Tite Equipment Suspension Kits and the FPP5 Bulk Feed Conversion Platform, indicating strong capabilities and ongoing innovation that can meet diverse HVAC and ductwork needs.

Operating within the wholesale building materials industry with a focus on HVAC components, Duro Dyne targets key segments like air handling units, humidifiers, and evaporators, offering tailored solutions

that present opportunities for OEM partnerships and direct sales.

Don't Miss SFACCA Vendor Night - Get ready for a fun evening at SFACCA Vendor Night! Join us on April 8, 2026 at 5:30 PM at TopGolf in Pompano Beach for a great chance to connect with awesome vendors and discover cool products. Whether you're looking to network or just have a good time, this in-person event is the place to be. Don't miss out on the excitement and good vibes!



Kelly Dexter, president, SFACCA, with William Sanchez of DuroDyne, and Stacey Miller, Executive Director of SFACCA



Volph Lafortune and Dustin Petty of Macone with Viviana Maguire and Scott Stout of LG



Claudio Rubiera of Brown and Brown Insurance with Kyle Smith of Enterprise Leasing



Windsor Montez, Nayiry Yenikomshian and Joe Yenikomshian of Joe & Joe Air Conditioning



TopGolf prepared some tasty finger foods for all to enjoy!



It was a nice turnout for the SFACCA March Monthly Meeting at TopGolf in Pompano



Everyone came together for a SFACCA group photo at Top Golf in Pompano



William Sanchez of Duro Dyne spoke to SFACCA members on how to save time and money using their products as HVAC contractors



William Sanchez of DuroDyne gave contractors hands on demonstrations of their products on display

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Message from FRACCA President Paul Stehle



Hello Contractors - With the Conference being less than two weeks away...we welcome any last minute attendees and techs that want to attend the expo. We have a special individual and table rate for the Anniversary Dinner & Party.

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, and make sure they know you are with FRACCA.. For 2026, we are celebrating 25 years of FRACCA, and will celebrate in style on Saturday evening with an Anniversary Dinner & Party including live music! 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

ACCA and PHCC Poised to Pursue Strategic Collaboration

ALEXANDRIA, VA (March 4, 2026) — The leading organizations representing HVACR and plumbing contractors in the United States have launched a strategic collaboration as a part of their shared mission to strengthen the contracting industry.

As the two most established trade associations in the plumbing, heating, and cooling contracting industry, the Air Conditioning Contractors of America (ACCA) and the Plumbing-Heating-Cooling Contractors Association (PHCC) have collaborated for years to help advance the interests of businesses and professionals in their industry.

While the two organizations have defined roles and niche offerings, they also share many similarities, including an overlap of membership and advocacy agendas.

This new strategic relationship will allow ACCA and PHCC to deliver enhanced value propositions for their respective memberships and identify new opportunities to position the plumbing and heating/cooling contractor sectors for long-term growth and success.

"ACCA's job is simple—we work every day to make contractors' lives better," said ACCA President and CEO Barton James. "Collaborating with PHCC just makes sense. When two strong associations align, we amplify our voice, expand our reach, and deliver more practical value to the people in the field. This collaboration means more resources, stronger advocacy, and fewer headaches for our members. And that's what it's all about—helping contractors succeed, lead, and build better businesses."

A Steering Committee composed of volunteer leaders from both organizations is evaluating opportunities for the strategic collaboration. The organizations are exploring ways they can collaborate in key areas including events, education, workforce development, and legislative partnerships.

The Steering Committee includes key leaders from both ACCA and PHCC:

ACCA

Brian Stack – Co-Chair, Stack Heating, Cooling, Plumbing and Electric (OH)

Tim Cropp, CroppMetcalf Services (VA)

Martin Hoover, Empire Heating & Air Conditioning, Inc. (GA)

Eric Knaak, Kennedy Mechanical Contractors (NY)

Barton James, President and CEO ACCA

PHCC

Joel Long -- Co-Chair, GSM Services (NC)

Dan Callies, Oak Creek Plumbing and Remodeling (WI)

Brett Kaltvedt, Midwestern Mechanical (SD)

Ken Smith, RPG Plumbing Services (VA)

Rocco Fana, Chapter Executive, PHCC & ACCO (OH)

Cindy Sheridan, CEO PHCC

"This strategic collaboration with ACCA will support growth for the plumbing and HVACR industry," said PHCC CEO Cindy Sheridan. "Because we share a similar mission and strategic goals, it makes sense to work more closely together and use our resources more strategically and effectively, while preserving our independent identities and strengths."

In the near term, ACCA and PHCC are collaborating to maximize events and legislative efforts. ACCA and PHCC members will be eligible for special registration discounts to attend the other organization's major events. PHCC members received a special discount off the ACCA 2026 conference and ACCA members are also eligible for a reduced rate to attend the May 5-6 PHCC Legislative Conference.

Additionally, ACCA's advocacy leaders will take an active role in joining and participating in the PHCC legislative fly-in both in 2026 and in 2027.



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AHRI Releases January 2026 U.S. Heating and Cooling Equipment Shipment Data

U.S. shipments of central air conditioners and air-source heat pumps totaled 440,819 units in January 2026, decreased -29.2 percent compared to 622,901 units shipped in January 2025. U.S. shipments of air conditioners decreased -39.3 percent, to 210,862 units, compared to 347,357 units shipped in January 2025. U.S. shipments of air-source heat pumps decreased -16.5 percent, to 229,957 units, compared to 275,544 shipped in January 2025.

Industry data is aggregated from the information supplied by AHRI member companies that participate in the Statistics Program and can be subject to revision. Published year-to-date data is inclusive of all revisions. No other AHRI data (e.g., by state or region) is available to the public other than that published. AHRI does not conduct any market forecasting and is not qualified to discuss market trends. BTUhs of 64.9 and below are for residential units; 65.0 and above for commercial.

Annual Conference Marks Transition For ACCA Board Leadership

LAS VEGAS, NV. (March 18, 2026) — The Air Conditioning Contractors of America (ACCA) is proud to announce its 2026-2027 Board of Directors Executive Committee, who officially assumed their roles during the ACCA 2026 conference in Las Vegas, Nevada.

ACCA's volunteer contractor leaders bring a wealth of experience, insight, and dedication to the HVACR community. Together, they help guide ACCA's mission to support contractors, champion professional standards, and advance the HVACR industry across the nation.

Kurt Hudson of LC Anderson, Inc. has stepped into the role of chair from senior vice chair. Hudson takes over for 2025-2026 Chair Eddie McFarlane of Sila Services, LLC.

"Serving alongside this board has shown me firsthand what ACCA members are made of. I'm

grateful for the opportunity to lead and energized by what we can accomplish together — for contractors, for the industry, and for the customers we serve," said Kurt Hudson, chair of the 2026-2027 Board of Directors.

The 2026-2027 ACCA Board of Directors Executive Committee includes the following contractor leaders:

- Kurt Hudson, Board Chair, LC Anderson, Inc. (Boston, MA)
- Eddie McFarlane, Immediate Past Chair, Sila Services, LLC (Lititz, PA)
- Matt Marsiglio, Senior Vice Chair, Flame Heating, Cooling, Plumbing, and Electrical (Warren, MI)
- Tim Cropp, Secretary/Treasurer, CroppMetcalfe (Fairfax, VA)
- Vince Gillette, Vice Chair, Gillette Air Conditioning Company, Inc. (San Antonio, TX)

ACCA recognizes and thanks outgoing board members Ed Lehr and Martin Hoover for their service and commitment to advancing the organization's vision of quality and professionalism.

For more information about ACCA's Board of Directors or its work to support the HVACR industry, visit acca.org/tions, Venstar's Skyport platform helps contractors stay competitive while delivering smarter, faster service.

The Air Conditioning Contractors of America 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, hydronics, 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.

ACCA has roots that stretch back to the early part of the 20th century, and incorporated in its present form over 50 years ago.

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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Performance Pointers

By James Ball



Preparing Your HVAC Business for a Successful Sale

Continued from the March Issue of Today's AC & Refrigeration News

Stop Being the Bottleneck

Many HVAC businesses are still built around a heroic owner model. The owner is the top salesperson, lead technician, problem solver, and decision maker. Potential buyers don't pay premiums for heroic owners, no matter how valuable they are. However, they will pay premiums for management teams with repeatable processes in place.

If you haven't started to develop leadership depth in your company, start with your service manager, installation manager, and operations or office manager. Remember, your goal is to remove yourself from the company's daily operations. If you're still heavily involved in daily dispatch, pricing decisions, customer issue resolution, and other routine approvals, it's time for a new strategy.

When a buyer sees that the company performs well without owner involvement, valuation increases significantly.

Create Steady, Predictable Revenue

Recurring revenue stabilizes cash flow and reduces buyer risk. Businesses with strong maintenance agreement programs consistently command higher multiples. If you don't have a maintenance agreement program in place, start building one now.

Some areas to focus on include:

- Residential maintenance agreements
- Commercial service contracts
- Planned replacement programs
- Subscription-style service offerings.

The more predictable and repeatable your revenue streams are, the more attractive your company becomes.

Measure – Don't Guess

Potential buyers analyze performance metrics

carefully. Strong operational data demonstrates control and scalability. Following are some of the key metrics you'll want to track:

- Revenue per technician
- Billable efficiency
- Callback rates
- Closing percentages
- Maintenance agreement penetration
- Customer retention

Improving these numbers boosts profitability and makes the company easier to operate for a new owner.

Reduce Stress by Reducing Risk

Every risk a buyer identifies lowers your company's value or complicates the sale process. More importantly, unmanaged risk creates daily stress for owners long before they ever consider a sale. Licensing issues, safety problems, insurance gaps, customer concentration, and vendor dependency can all quietly undermine business stability and profitability.

So where should you start? First, ensure all licensing, permitting, and regulatory requirements are current and properly documented. Compliance problems are immediate red flags for buyers and can delay or derail transactions. Also, strong safety programs, consistent training, and proper documentation not only protect employees but also reduce insurance costs and liability exposure.

Next, you should review insurance coverage regularly to confirm that policies properly reflect your operations, fleet size, and employee count. Underinsured businesses represent a major financial risk that buyers take very seriously. At the same time, you need to evaluate customer concentration. No single customer should account for a large percentage of total revenue, especially in commercial service. A diversified customer base protects cash flow and improves business stability.

Finally, try to avoid becoming overly dependent

on any single supplier or subcontractor. Strong vendor relationships are important, but flexibility matters even more. By diversifying supply chains, you will improve pricing leverage, prevent material shortages from crippling operations, and reduce vulnerability during ownership transitions.

Clean Up the Shop, Trucks, and Warehouse

First impressions matter. A clean, well-maintained fleet signals professionalism and operational discipline. If a potential buyer were to unexpectedly stop by your business, what would they see if they looked at your operation?

If they focused on the following, what would a potential buyer think?

- Vehicle appearance and maintenance
- Organized warehouse and shop
- How inventory is tracked
- Amount of obsolete inventory.

Operational organization reduces buyer concerns and supports higher valuations.

Don't Do This Alone-Build Your Advisory Team

Selling or transitioning a business is one of the most complex financial events most owners will ever experience. Attempting to navigate it without professional guidance often leads to missed opportunities, unnecessary risk, and costly mistakes. Building the right advisory team early allows owners to plan strategically and avoid problems before they occur.

Your core team should include a CPA (certified public accountant) who understands HVAC businesses and transaction accounting, an attorney experienced in business sales, and a financial advisor who can help align exit strategies with long-term personal goals. When the time comes to sell, an experienced business broker or M&A advisor can provide market insight, buyer access, and negotiation support.

go to page B6

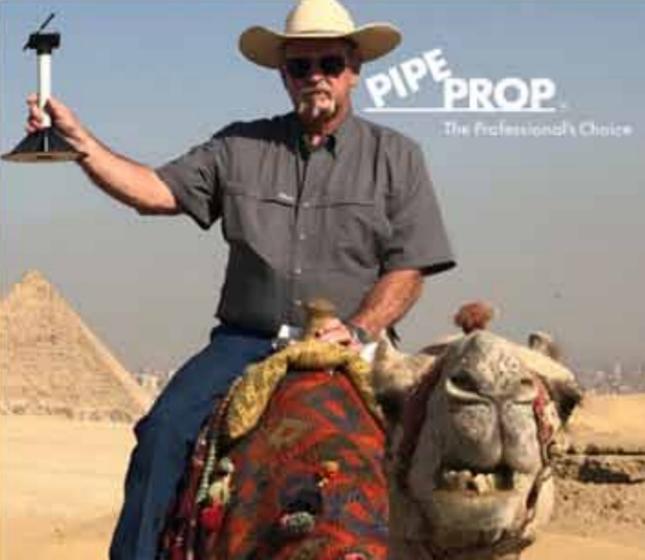


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ASHRAE Miami Technical Lunch on A2L Refrigerant Line Shaft Ventilation & Enclosure Requirements

ASHRAE Miami's Technical Lunch on A2L Refrigerant Line Shaft Ventilation and Enclosure Requirements was held on March 10th, 2026, at 12pm, at the 94th Aero Squadron in Miami. John Kim was the speaker.

A2L refrigerants represent a key step in reducing HVAC-related greenhouse gas emissions. While mildly flammable, updated safety standards, code revisions, and improved system designs support their

safe integration into residential and commercial applications. John Kim is a highly accomplished and respected professional in the field of chimney and gas vent design, boiler room combustion air systems, laundry room exhausts, multi-story bathroom, kitchen hood, and clothes dryer exhaust, generator exhaust systems, stairway & elevator hoist way pressurization controllers and A2L ventilation systems. He is actively involved in advancing industry stan-

dards through his roles on ASHRAE's TC 6.10 Fuels and Combustion committee, UL Standards Technical Panel 378 for Draft Equipment for Combustion Appliances, and UL Standards Technical Panel 103 for Chimney and Venting.

Don't miss the upcoming ASHRAE Miami's Technical Lunch on Energy Storage and the Grid on April 14th, 2026, at 12pm, at the 94th Aero Squadron in Miami.



John Harrell and Trevor Slade of Lennox



Biktor Kintsurashvili and Royo Ferreiro of Statewide Mechanical with Jaime Bernat of Saez Distributors



Jose Docampo and Daniel Magruza of Luis Aguirre and Associates with Luis Prats of ICTB



Adrian Sanchez and Christian Guzman of Protec, Inc.



A great turnout for the ASHRAE Miami Technical Lunch on A2L Refrigerant Line Shaft Ventilation & Enclosure Requirements



Rolando Soto, Chief Mechanical Code Compliance Officer at Broward County, speaks to ASHRAE members



ASHRAE Miami guest speaker John Kim updated safety standards, code revisions, and improved system designs



Ruben Abreu ASHRAE Miami chapter president with Tulia Rios of Stan Weaver and Chapter Treasurer



ASHRAE Miami Chapter board members with ASHRAE life members



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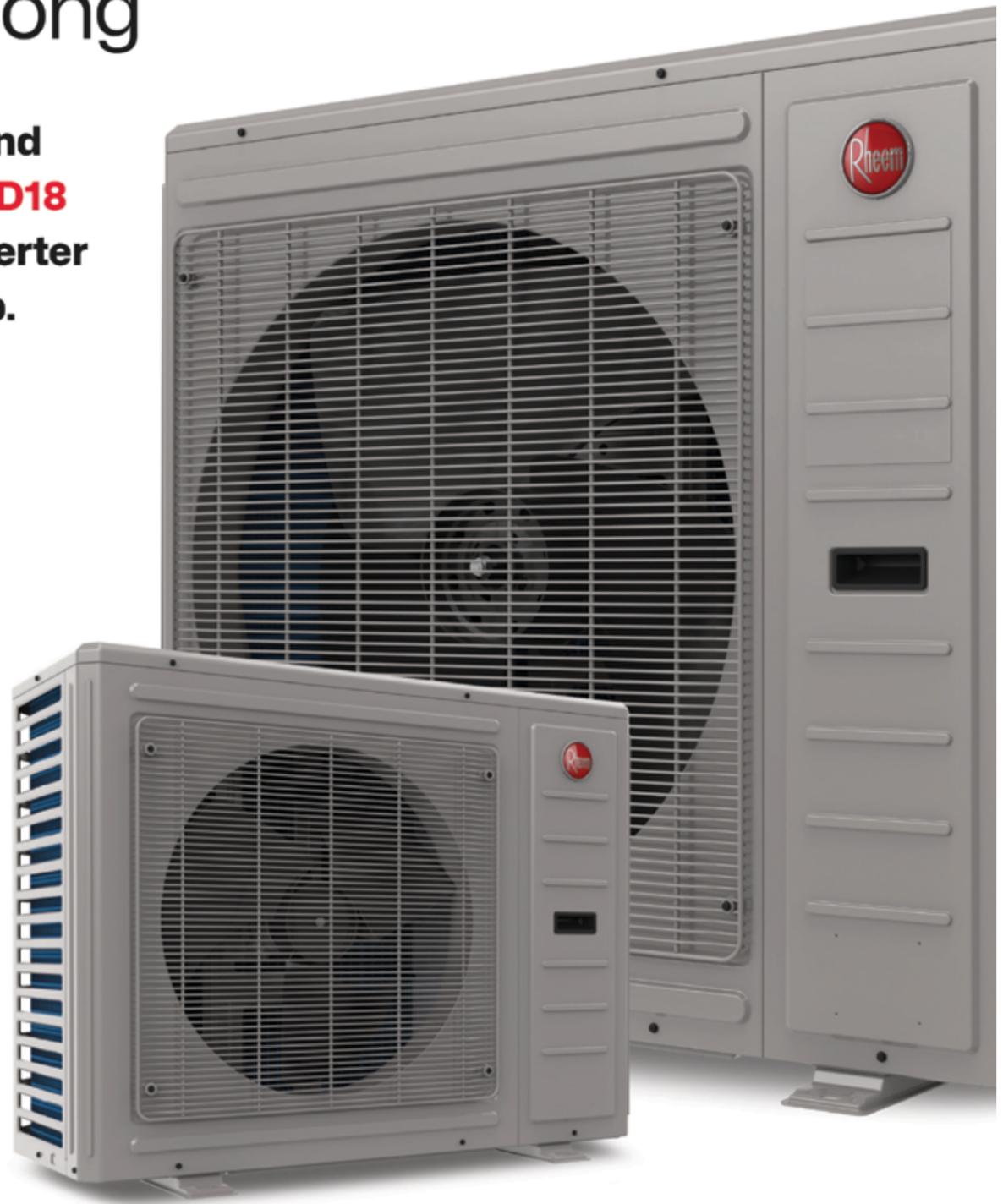


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Tropic Supply Hosts Cooper&Hunter Master Mini-Split Systems with Proficiency Through Hands-On Training

During the month of March, Tropic Supply hosted Cooper&Hunter: Master Mini - Split Systems with Proficiency Through Hands -On Training.

The Learning Objectives:

- 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.

Meet the Instructors:

Kostiantyn Kukhar is a Lead Engineer with dual master's degrees in Mechanical and Electrical Engineering. He brings over 13 years of installation experience across Europe and the United States, specializing in advanced HVAC systems. With a strong background in both technical expertise and product development, Kostiantyn ensures a high level of precision, innovation, and reliability in every project he

undertakes.

Edwin Velez is the National Account Manager for Cooper&Hunter. With over nine years at Cooper&Hunter USA, Edwin has played a key role in strengthening the company's presence in the U.S. market as a National Account Manager. He focuses on building and nurturing strong vendor relationships with reputable companies to establish Cooper&Hunter as a household name in ductless mini-splits. Through collaboration with cross functional teams, he ensures timely and successful product delivery while upholding the company's commitment to quality, innovation, and excellence in HVAC solutions.



Edwin Velez, Kostiantyn Kukhar, and Brian Michael of Cooper&Hunter with Rob Mayhew of Tropic Supply.



Edwin Velez of Cooper&Hunter demonstrating how easy it is to disassemble a Astoria ductless wall unit.



The Cooper&Hunter training at the Hilton Garden Inn in Port St. Lucie was a packed house!



Edwin Velez of Cooper&Hunter spoke about their excellent technical support. They stock a complete inventory of replacement parts.



Derrick Collins and Remi Khorn of Marx Commercial Air Conditioning attending the Cooper&Hunter Training at the DoubleTree Hotel in Palm Beach Gardens.



Vielka Escobar of Tropic Supply, Kostiantyn Kukhar of Cooper&Hunter, Joe Zvolenski and Aaron Romig of Tropic Supply, Edwin Velez of Cooper&Hunter.



Edwin Velez of Cooper&Hunter was able to remove the blower wheel in under 30 seconds.



A group photo of the Tropic Supply Cooper&Hunter attendees at the Hilton Garden Inn in Port St. Lucie.



Gilbert Hernandez, Derek Aguila, and Jose Lopez of DebonAir attending the Cooper&Hunter training at the DoubleTree Hotel in Sunrise.



Matthew Edelstein of FHP AC Service registers for the Cooper&Hunter training with Jennifer Concepcion of Tropic Supply.



Kostiantyn Kukhar (right) of Cooper&Hunter discussed the 2026 Equipment Catalog with all the different models and features.



Kellen Speegle, Eric Harmes, and Joe Picciolo of Kilbourne Air Conditioning at the Fairfield Inn & Suites in Delray Beach.



Carlos Cardines and Mario Alvarez of Airworx Air Conditioning attending the Cooper&Hunter training in Palm Beach Gardens.



Daniel Riviera of Air For You, getting some hands on experience, to fix the drain line from Edwin Velez of Cooper&Hunter.



Joe Zvolenski of Tropic Supply, Kostiantyn Kukhar and Edwin Velez of Cooper&Hunter, Aaron Romig and Jennifer Concepcion of Tropic Supply.



PBACCA 2026 4th Clay Shoot at the OK Corral Gun Club Okeechobee, FL March 7th, 2026

PBACCA hosted their 4th Clay Shoot on March 7th, at the OK Corral Gun Club in Okeechobee, FL. Registration started at 8:45am, and 145 shooters participated. There was a safety meeting just before the tournament began at 10am. At 12:30pm a delicious BBQ Lunch was provided. After lunch, all the great Raffle Prizes were awarded, and then everyone celebrated their hard-earned victories at the Award Ceremony.

The Title Sponsor was Sea Coast Curb Adapters & Curbs. A delicious lunch buffet was sponsored by RGF Environmental Group and Trane Technologies. The Awards Sponsor was Ultravation. Special Thanks to all the Tournament Sponsors

Clay Shoot Winners - First Place: EDS Air Conditioning - Sean Caplan, Nick Davis, Christian Campus, and Tony Kiser. Second Place: Gulfstream Cooling - Steve Tota, Wayne Ripple, Anibal Fong,

Rob Kruger, Third Place: Tew and Taylor (not pictured) - Jack Rouch, Henry Rouch, Pete Hineman, Gabriel Hineman, Best Male Shooter: Steve Tota, Gulfstream Cooling. Best Female Shooter: Angela Solland, RGF Environmental Group. Best Junior(s): Playing on Tropic Supply, Twin brothers, Joseph and Jacob Collard

PBACCA has marked March 6, 2027 as the date for the next Clay Shoot Tournament.



Everyone who entered the PBACCA Clay Shoot Tournament attended a brief safety meeting



The 4th Annual PBACCA Clay Shoot was a full event. Custom Air Systems had a great time at the OK Corral



Teams were excited to compete for best score and take home the 1st place trophy!



Joe Westbrook, Miles Westbrok, Alfredo Fuente and Jonathan Torres of Arco Supply



Tyler Rush and Christian Bhim of Gemaire, Andres Ponce of AMP Strategic, and Tom Sullivan of Rectorseal



Chris Rhodes, Kelly McCann, Sal Miciotta and Bau Lamb of CMI Air Conditioning



Sean Caplan, current PBACCA president, Christian Campos, Nick Davis, and Tony Kiser of EDS Air Conditioning



Ryan Ring, Justin Bassing, Brian Goldstein and Ronnie Lauch of Custom Air Systems



Seth Robbins, Eric Burgos, Ken Ottaway and Adrew Hofstrand of EDS Air Conditioning



Jordan Diaz, Arturo Brewer, and Matt Daniele of Ferguson, with Vincent Leo of Seacoast Service Partners



Luke Juriga, Mat Charles, and Angela Solland of RGF Environmental Group, with Cody Herring of Pro Dev Reps



Robert Calhoun of Ferguson, Alexis Terzado of Nu-Calgon, Hisham Madi of Ferguson and Ryan Clapp of CMI



Chris Erickson and Alyssa Erickson with Heather Taylor and Andy Taylor of Leone Green & Associates



First Place: EDS Air Conditioning Sean Caplan, Nick Davis, Christian Campus, Tony Kiser



Second Place: Gulfstream Cooling Steve Tota, Wayne Ripple Anibal Fong, Rob Kruger



Best Junior Shooters: Joseph and Jacob Collard with their Dad Josh



Best Female Shooter: Angela Solland, RGF Environmental Group



Best Male Shooter: Steve Tota, Gulfstream Cooling



Maintenance During Major Repairs

By Bryan Orr

Every contractor is different. I get that.

We don't all need to do everything the same way or include the same services with repairs, but there are some "best practices" that can save you a lot of heartache before, during, and after you make a big repair.

Catch It During Diagnosis

Let's say you find a failed, shorted compressor on a 7-year-old system that still has manufacturer parts coverage. If you simply quote the compressor and leave, you may be missing many other maintenance-related issues that can affect operation once the compressor is replaced. A shortlist of items to check would be:

- Look at the accumulator for signs of corrosion.
- Perform an acid test to see if a burnout protocol should be employed.
- Check the air filter.
- Inspect the condenser coil's cleanliness.
- Look at the underside of the evaporator coil.
- Perform a static pressure test on the system to check for duct issues.
- Check the crankcase heater (if it has one).
- Inspect the contactor.
- Check the condenser fan and blower motor amps.
- Test all capacitors.
- Visually inspect wires and cap tubes.
- Check high-voltage electrical connections.

And this is just for cooling side issues. If the system is a fuel-burning appliance, you will inspect every part of the furnace operation:

- Venting
- Condensate drainage
- Burners
- Flame proving
- Safeties
- And much more...

Testing all of these things is commonplace AF-TER a repair. Still, it makes so much more sense

to do it beforehand so that you can either charge appropriately for any of these items that need to be addressed or let the customer know you are including those items to differentiate yourself from the competition.

Things to Do Along With Major Repairs

There are a few things you need to do during major air conditioning or refrigeration repairs because they just make good sense to prevent callbacks. You can include them in the price or not, but either way, it will save you more than it costs to do it.

Visually inspect the entire system for wiring damage, poor connections, excessive corrosion, and refrigerant oil

- Clean the drain line and condensate pan.
- Wash the condenser coil
- Clean the blower wheel if it is dirty
- Change the air filter
- Test all modes of operation
- Ensure system airflow is correct (at a minimum, look at blower settings and static pressure)
- Measure compressor and evaporator superheat
- Measure subcooling and ensure a proper refrigerant charge

Do these things, along with all the standard tests you perform, to ensure that you have no issues and that whatever caused the fault in the system has been rectified. Being thorough will save you a lot of problems. When the customer spends a lot of money getting a system fixed, they don't want to turn around and have it fail for an "unrelated" reason.

While this list is clearly tailored to the residential and light commercial air conditioning market, every piece of equipment has its common maintenance items. So, what do you do whenever you make a major repair?

—Bryan

AIRSTAGE R-32 Floor-Mounted Indoor Units



GENERAL HVAC Solutions America, Inc. (formerly Fujitsu General America, Inc.) has introduced all-new R-32 Floor-Mounted indoor units compatible with AIRSTAGE H-Series mini-splits.

The new indoor units are designed to seamlessly integrate with both single-zone (Centauri) and multi-zone (Aquila) outdoor units, providing increased application flexibility. Floor-mounted indoor units are available in 9,000, 12,000, and 15,000 Btu/h capacities.

Engineered for standard or recessed installation, the new units feature dual fans for optimized airflow and efficient heating and cooling, built-in Wi-Fi, and an integrated Leak Detection Sensor. These systems are designed to exceed ENERGY STAR®, Cold Climate, and Most Efficient certification criteria. Units feature ProCore™ (high corrosion resistant copper) coils for long lasting protection.

Select existing Centauri (Single-Zone) and Aquila (Multi-Zone) outdoor units will be updated to Version "B". The updated version "B" will be compatible with all existing non-wall mounted indoor units and the new floor-mounted units.

For more information or any questions regarding the new R-32 floor-mount systems, please contact your local AIRSTAGE Rep/Distributor or your AIRSTAGE Regional Sales Manager.

Amazon and Walmart Fined for Selling Banned Refrigerant in WA

USA: Amazon and Walmart have received penalties totalling over \$1.1m in the USA for illegally selling R134a to the general public in Washington state.

The two major retailers had continued to sell R134a motor vehicle air conditioning recharge cans, despite the Washington state legislature passing a series of laws in 2019 and 2021 banning their use.

Consumers must now find an EPA-certified mechanic to fix their car's air conditioning system if it starts leaking.

The Washington Department of Ecology began notifying businesses about the new laws in November 2021, and most businesses stopped selling restricted products to Washington customers. However, despite "repeated warnings and extensive efforts" over the course of several years to help companies comply, Amazon and Walmart are said to have continued sales.

As a result, Amazon now faces a penalty of \$800,068, and Walmart must pay \$383,388. The companies have 30 days to pay the penalty or appeal to Washington's Pollution Control Hearings Board.

"Industry is already shifting towards more climate-friendly refrigerants, and we need to make sure that there is a level playing field as we go through this transition," said Joel Creswell, manager for Ecology's Climate Pollution Reduction programme.

Despite supposedly strict F-gas regulations restricting commercial refrigerant sales, the sale of cans of R134a for car air conditioning for DIY use are still permitted in the UK and parts of Europe.

NAVAC Introduces Digital Manifold Designed to Simplify HVAC Diagnostics and Service Workflows

Lyndhurst, NJ – NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, recovery units, instruments and industry-specific items has announced the launch of the NEXUS 2, a next-generation digital manifold engineered to simplify HVAC diagnostics and service workflows through an intuitive interface. Designed around real-world technician demands, NEXUS 2 delivers plug-and-play simplicity while offering advanced digital performance for modern refrigerant systems.

At the heart of NEXUS 2 is an aviation-inspired interface that gives technicians a clearer view of system performance and service progress. The HD touchscreen presents data through intuitive visualizations across Manifold, Leak Test, and Evacuation modes—making it easier to interpret readings and move confidently through each stage of the job. Four customizable display themes, including a high-visibility Daylight Mode, ensure clarity in any lighting condition.

NEXUS 2 supports 100 refrigerants, from legacy R22 to emerging low-GWP options like R454B and remains future-ready through updates delivered via the myNAVAC App. Precision is anchored by Class

0.4 accuracy and enhanced by smart wireless connectivity and MeasureQuick integration, giving technicians real-time data confidence across every application. With true connect-once operation, technicians can move between core service functions without reconfiguring their setup, saving time and reducing jobsite friction.



Built for demanding environments, the manifold features a rugged protective shell that shields its HD touchscreen and internal sensors from daily wear. Quarter-turn ball valves and swivel hose ports further improve speed and maneuverability, helping technicians work efficiently even in tight mechanical spaces.

"NEXUS 2 reflects our commitment to advancing HVAC service tools through thoughtful technology and user-focused design" said Keith Keller, Vice President of NAVAC HVAC. "We set out to create the iPhone of digital manifolds—a tool that combines powerful capability with an intuitive user experience. By integrating precision measurement, smart connectivity, and a highly visual interface, NEXUS 2 helps technicians better understand system performance and approach diagnostics, charging, and evacuation with greater confidence."

Portable Generator Manufacturers' Association Urges Safe Usage on Construction Sites

March 17, 2026—On today's construction sites, portable generators are often essential. From early-stage developments where permanent power has not yet been installed to temporary power needs that keep crews productive and projects on schedule, generators play a critical role in meeting demanding timelines across the building trades.

Because these units are used daily in rugged, fast-moving environments, job site safety must remain a top priority. The Portable Generator Manufacturers' Association (PGMA) encourages contractors, equipment managers, rental companies, and safety professionals to be aware of its safety and performance standard for portable generators.

PGMA reminds professionals that CO-shutoff technology is a cornerstone of portable generators which comply with the ANSI/PGMA G300 (2018 revision or later) standard and helps to reduce the injury risks associated with improper use in an enclosed space.

The latest update to the standard builds upon the life-saving CO-shutoff sensor technology introduced in 2018—which is credited with a 99% reduction in fatalities—by lowering the carbon monoxide shut-off thresholds. Generators which comply with the ANSI/PGMA G300-2023 standard can further reduce the risk of injury and ensure that occupant cognition remains unaffected during instances of accidental misuse in enclosed or partially enclosed spaces.

PGMA remains committed to promoting the safe use of portable generators across construction, rental, and industrial applications. Generators should always be operated outdoors and never inside buildings, trailers, truck beds, tents, or partially enclosed areas. Exhaust must be directed away from occupied structures and, when possible, downwind. Operators should always read and follow the manufacturer's instructions and safety guidelines.

If anyone on a jobsite feels sick, dizzy, or weak while a generator is operating, they should move to fresh air immediately and call 911 for emergency medical attention. Generator safety is not just a compliance issue — it's a critical part of protecting crews, maintaining productivity, and ensuring every worker goes home safely at the end of the day.

From Threat to Action: Home Depot's Explicit Launch into HVACR Distribution

Home Depot's ambitions to expand into specialty trade distribution are no longer just a long-term possibility, but a full-fledged reality. In HARDI's recently released 2026 State of the Channel Report, we highlighted how large home improvement retailers like Home Depot represent a growing competitive threat to HVACR wholesale distributors.

Beyond the frequently stated priority on the "Pro" customer, Home Depot has been incorporating operating models that increasingly resemble traditional wholesale distribution.

Most obviously, Home Depot's acquisition of SRS Distribution in 2024 and subsequent acquisition of GMS Inc. in September 2025 through SRS Distribution highlight the intent to expand the trade distribution network.

GMS and SRS operate large branch networks with locally stocked inventory, outside sales teams, job-site delivery facilities, and credit terms tailored to professional accounts.

"We have had a number of big steps on pro... but identified real opportunity to bring increased value proposition to that pro space by building out wholesale-esque type capabilities to capture more share of wallet with that customer... But we're very, very happy with all the initiatives and the organic investments we've made to build out those capabilities. And then, we've augmented that with two acquisitions of very, very strong wholesale platforms, with each of SRS and GMS. Ted Decker, President & CEO, Home Depot"

Through its acquisitions of SRS Distribution and GMS Inc., Home Depot has inherited extensive networks of branches and distribution centers spanning a wide range of building materials categories. SRS is primarily focused on roofing, exterior building products, and landscape and irrigation supplies, while GMS serves both commercial and residential markets, with a core focus on gypsum wallboard alongside complementary products such as steel framing, insulation, and acoustical ceilings.

Home Depot has indicated that it intended to build on the growth platforms already in place at both companies. According to CEO Ted Decker,

SRS and GMS each plan to expand at a pace of approximately 40 to 50 new branches per year, consistent with their expansion strategy since the SRS acquisition. This growth has largely been driven by "tuck-in" acquisitions, ranging from single-branch purchases to small regional operators with a handful of locations.

Home Depot started actively applying this model, targeting small and mid-sized distributors for acquisition—an approach that aligns closely with the historical growth strategies of both SRS and GMS and further accelerates Home Depot's entry into wholesale-style distribution. Now, Home Depot has fully reached HVACR wholesale distribution with its acquisition of Mingledorff's through SRS Distribution.

"We are thrilled to welcome Mingledorff's to the SRS family, establishing another vertical that allows us to serve new Pro contractors while enhancing our product offering to our existing builder, general contractor and multifamily customers more holistically than ever before. By adding a quality HVAC platform alongside our premier roofing, interior and exterior building materials, landscape and pool businesses, we can offer our customers unmatched product options and streamlined fulfillment—all from a single, trusted distribution partner. Dan Tinker, CEO of SRS"

For independent distributors the implication is clear, what once looked like a longer-term possibility is now fully tangible. Home Depot continuously outlines their intent to ramp up wholesale style operations and better serve the residential pro customer across all household aspects.

They will continue to expand distribution networks across the country and into more verticals, becoming an increasingly large competitor in the HVACR distribution space.

Take a Dive Deeper With the State of the Channel Report, which explores this dynamic in greater detail, outlining threats, opportunities, and outlooks for the HVACR distribution landscape.

Article by Grace Helser, a Research Analyst on HARDI's Market Intelligence team.



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Performance Pointers

By James Ball

Article continued from page 17,
Preparing Your HVAC Business
for a Successful Sale

Engaging these professionals early allows you to structure financials, compensation, tax strategies, and growth plans in ways that maximize long-term value. More importantly, said professionals provide you with clarity and confidence throughout the entire process, replacing uncertainty with informed decision-making.

Costly Mistakes That Shrink Business Value

One of the biggest mistakes HVAC business owners make is waiting too long to prepare. Many begin thinking seriously about selling only after burnout, health concerns, or major frustration sets in. By that point, options are limited, timelines are compressed, and negotiating leverage is reduced. Preparation takes years, not months, and early action consistently leads to better outcomes.

Poor financial recordkeeping is another common problem. Incomplete financial statements, personal expenses mixed with business costs, and inconsistent accounting practices make it difficult for buyers to accurately assess performance. When buyers cannot clearly understand financial results, they assume higher risk and lower their offers accordingly.

Excessive owner dependency also erodes business value. When the owner is the primary salesperson, decision-maker, problem-solver, and technical authority, buyers see a fragile operation that may struggle after ownership transition. Businesses with strong leadership teams and documented systems are far more attractive and command higher valuations.

Finally, the lack of documented processes and performance tracking creates operational uncertainty. Without clear systems, training programs, and performance metrics, buyers question whether success can be replicated. This uncertainty often leads to lower valuations, unfavorable deal structures, or lost opportunities altogether.

Bringing It All Together

Preparing your HVAC business for sale is not about leaving. It is about building a company that is profitable, efficient, and resilient. You want your name to endure in a positive way.

The irony is that owners who prepare early often find they enjoy their business more. Systems improve, stress decreases, profitability increases, and their lifestyle improves. Many ultimately delay selling because their business finally works for them instead of the other way around.

Whether you sell in one year or 10, building a business that is ready to be sold is simply good management.

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.

Daikin Solves Historically Complex Process Facing HVAC Contractors

WALLER, Texas, March 12, 2026 – Daikin Comfort Technologies North America, Inc. has streamlined a historically complex process that frustrated HVAC contractors and limited high-efficiency equipment sales.

A myriad of state, local and utility energy-efficiency rebates are available to help accelerate sales of high-efficiency HVAC equipment and lower costs for homeowners, but contractors often struggle with complex program rules, availability and requirements, explains Doug Widenmann, Senior Vice President of Marketing for Daikin. Some contractors are not using these available energy-efficiency rebates and potentially missing an opportunity to incentivize customer sales, he says.

“The Daikin Energy Rebate Center addresses this challenge head-on by removing the complexity,” says Widenmann. “It gives contractors the power to up-sell to inverter side discharge systems more effectively by lowering upfront costs and eliminating the hassle of paperwork and delayed payments commonly encountered with utility and government rebate programs.”

Using a unified, easy-to-use process, the new Daikin Energy Rebate Center, Powered by Rock Rabbit, helps Daikin, Goodman and Amana brand HVAC contractors quickly identify energy-efficiency rebates nationwide, conveniently submit applications and immediately verify if they meet the requirements, or are missing vital information.

“By reducing complexity, we’ve made it simple for contractors to find and apply for available incentives that can help customers move forward with a purchase decision,” Widenmann says. “The process helps identify all available incentives that support affordability of high-efficiency products. It also minimizes overhead for contractors who complete forms on behalf of the consumer.”

Find. Submit. Get Paid.

Daikin’s solution is robust, covering energy-efficiency rebates with more than 150 programs, currently available in 37 states with more to come soon. The states not currently available include AK, AR, DE, HI, KS, MT, ND, PA, SD, TN, VA, WV and WY.

Focusing on high-efficiency products like side-discharge, inverter heat pumps, Daikin Energy Rebate Center uses granular, address-level data to identify available rebates, then provides a simplified application process that checks to ensure eligibility.

“You don’t have to know what energy rebates are available, what the SEER2 requirements are, you don’t even need to visit the programs’ websites,” says Matt Baker, National Manager, Energy Efficiency and Electrification Programs for Daikin. “We determine

all that on the backend. Contractors just go in and tell us, ‘This is what I’m selling, what do I get?’ It’s very, very simple.

“We’re going to walk you through everything, help you collect the information, determine if it qualifies, then let you submit, all in one place,” Baker says.

Target: 0% Denial Rate

Complex rules surrounding many rebate programs can result in rejected applications, a source of frustration that discourages contractors from participating and potentially missing out on sales, explains Baker.

“Our goal is a zero-percent denial rate,” Baker says. “Using DERC, contractors get real-time feedback on the status of their application. Before an application ever goes to a rebate program, you’re notified instantly if there’s a problem. Missing a model number, receipt or photo of the existing system? You’ll know immediately.”

Baker says DERC currently has a 100% acceptance rate for their contractors’ applications. They’ve achieved this, he explains, by “automating the process using very advanced software and some fantastic AI on the backend to make the experience seamless and convenient.”

Driving High-Efficiency Comfort

Baker says Daikin developed this effort to help contractors support electrification, address affordability challenges and expose homeowners to products that deliver true comfort and energy efficiency.

“We’re focused on inverter, side-discharge products such as Daikin FIT, Goodman SD and Amana brand S-series,” Baker explains. “DERC is a tool designed to make it simple for contractors to sell these high-performing systems and help homeowners enjoy long-term energy savings, comfort and inverter-driven benefits like humidity control.”

Any Daikin-affiliated contractor in the United States – regardless of size or brand affiliation – who buys from the Daikin network of company-owned, Daikin-owned, or independent distributors can use DERC.

Widenmann says Daikin is not asking contractors to do something new, different, or challenging.

“This is about simplifying something that was unapproachable, too difficult or time-consuming for many even though energy rebates can help make a sale,” says Widenmann. “Ultimately, we want to make it easy for our valued Daikin contractors to drive adoption of inverter systems and help homeowners enjoy high-performing, energy-efficient indoor comfort.”

For more, visit daikincomfort.com.

Ft Myers HVAC Heat Pump Best Practices - Workshop

Boost Your Skills and Knowledge in Energy-Efficient HVAC Solutions

This workshop was RESCHEDULED for April 16, 2026 with a 7:30am Check-In, running from 8:00am - Noon at Ferguson Enterprise, 6165 Tri-County Commerce Way, Ste. 300, Ft. Myers, FL 33905. Continental Breakfast Sponsored by Ferguson

Workshop Topics:

- Principles of Heat Transfer
- Heat Pump Fundamentals
- Inverter Operation and Balance Point
- Thermostats and Understanding Controls
- Heat Pump Installation Best Practices

This workshop will cover the essentials of modern heat pump systems, including how they operate across different system types like air-source and ductless mini-splits. HVAC technicians will gain an understanding of inverter-driven compressor technology, smart thermostat integration and strategies for maximizing system efficiency. The session also includes best practices for outdoor unit placement, ductwork design, refrigerant charging, and proper installation in the field.

What You Will Gain:

- Practical tips from an industry expert
- Real-world insights into efficient system design
- Knowledge of installing and configuring high-performance heat pumps

Cost is \$249/person. The Instructor is Bob Feathers, of HVAC/R Specialties. Bob has 45 years industry experience including Senior Technical Training Specialist and Curriculum Developer at Copeland Industries.

NATE CEU’s are available and registration is required with limited seats available This workshop is professionally managed by Construction Resources Group (CRG, Inc.). Please contact by email to charris@cragnet.net or call 727-578-1962.

Cancellations must be received in writing no later than one week before the event. All reservations not cancelled by cancellation date will be billed; no refund to no shows. CRG Office - 4669 4th Ave. N., St. Petersburg, FL 33702. T:727-578-1962. email charris@cragnet.net.

New Certified Master HVACR Educator

HVAC Excellence is pleased to confer the title of Certified Master HVACR Educator (CMHE) upon: Ivor Fairweather of Palm Beach State College in Lake Worth, FL.

HVAC Excellence Educator Credentialing Examinations are designed to validate both an instructor's mastery of HVACR subject matter and their ability to teach that material effectively in classroom and laboratory environments.

Unlike technician certifications, which focus on field performance and job-site skills, educator credentialing confirms that an instructor possesses a deeper level of technical understanding appropriate for instruction, and the pedagogical knowledge required to support student learning, retention, safety, and success.

These nationally recognized examinations provide institutions with a consistent, objective, third-party method for evaluating and validating instructional competency across HVACR programs, regardless of institution type, delivery format, or geographic location.

The CMHE designation represents the highest level of credentialing HVAC Excellence can bestow upon an instructor. It is a terminal certification that shows a person has mastered the retained knowledge necessary to teach most HVACR educational programs.

In passing the seven specified credentialing exams, it immediately communicates both the depth of an individual's technical knowledge and the verification of their instructional capabilities. As a result, instructors holding this credential may teach across institutions and regions with confidence that their qualifications are uniformly recognized and respected.

The seven exams required to earn the CMHE designation represent an established standard that is widely accepted and understood by educational institutions, accrediting bodies, and workforce agencies.

We hope you will join us in congratulating these new Certified Master HVACR Educators, for their hard work, and dedication to the students they serve.

HARDI Distributors Report 5.9% Revenue Decline in January

COLUMBUS, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors declined by 5.9% during January 2026. The annual sales growth for the 12 months through January 2026 is an increase of 2.3%.

"A sales decline of more than 5% is a disappointing way to start the year, but this year has one less billing day than January of 2025," said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. "We estimate the sales decline would have been closer to 1.4% with the same number of billing days."

The monthly sales survey also calculates distributor's Days Sales Outstanding, which is a measure of how quickly customers pay their bills. "The DSO for January was 39.4 days versus the 43-day area for January 2022, 2023 and 2024," said Loftus. "The recent DSO trends are not raising any red flags, which is a relief after the Fed has cut rates six times during the past eighteen months."

"The early months of the year are the sleepy time for our industry where demand has been treading water," said Loftus. "There have been some early signs that the rate cuts are helping to wake our economy. Hopefully, those economic green shoots keep growing, like seeing leaves on trees during the next couple of months."

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.





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FRACCA 2026

CONFERENCE HIGHLIGHTS

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

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

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



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www.fraccaair.com



Johnson Controls Named to Inaugural USA 25 Most Sustainable Companies List

MILWAUKEE, March 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 inaugural USA 25 Most Sustainable Companies list by Corporate Knights and As You Sow. The recognition highlights Johnson Controls' leadership in making energy-efficiency and sustainability core to its business, delivering market-leading solutions that help customers reduce energy costs, cut emissions and improve operational performance.

"As energy costs rise and demand continues to grow, our customers are looking for solutions that deliver real results," said Katie McGinty, Vice President and Chief Sustainability and External Relations Officer at Johnson Controls. "Investing in smart sustainable solutions is powering the bottom line for companies across industries. Especially in times of uncertainty, efficiency and decarbonization are proving to be powerful drivers of resilience and growth."

The USA 25 Most Sustainable Companies are ranked by portions of their revenue earned from sustainable business. Of nearly 1,500 U.S. companies evaluated, only 25 were selected for generating a significant share of revenue from sustainable business activities.

Customer success is central to Johnson Controls' approach. Organizations across sectors are using the company's technologies to accelerate progress toward climate and energy goals through a trifecta of technologies: efficiency, electrification and digitalization. For example, Stanford University used Johnson Controls heat pumps combined with OpenBlue's AI-powered solutions to cut energy costs by \$500,000 and greenhouse gas emissions by 68%. A major healthcare institution leveraged OpenBlue to cut energy costs by 40% for each operating room while maintaining precise conditions required for patient care. These solutions are transforming operations, lowering costs and helping customers operate more sustainably across mission-critical industries like hospitals, advanced manufacturing, higher education and data centers.

Johnson Controls' commitment to sustainable business practices is also recognized through inclusion on the following lists:

- 2026 Ethisphere World's Most Ethical Companies list, for the 19th time
- 2026 Clean200 list for 11th consecutive year
- 2026 EcoVadis Gold Medal
- 2025 CDP 'A List'
- Financial Times Climate Leaders 2025
- ISS ESG Prime Corporate Rating
- MSCI Leadership ESG Rating AA
- Sustainalytics Top Rated 2025 List

Carrier Celebrates Dealer Excellence at the 2026 Carrier Factory Authorized Dealer Meeting



LOS ANGELES, CA – Mar. 18, 2026 – Last week, Carrier hosted the 2026 Carrier Factory Authorized Dealer (CFAD) Meeting, bringing together over 900 top dealers, distributors, trainers, and partners for a high-energy week focused on innovation, connection, and performance. Held in Los Angeles,

the event underscored Carrier's commitment to building smarter, connected solutions that elevate dealer success and enhance homeowner comfort, all aligned to this year's "Built to Lead" theme.

"Our dealers are the engine behind Carrier's momentum," said Nick Arch, Vice President and General Manager of Residential Solutions at Carrier. "CFAD is more than a meeting, it's a powerful reminder of what happens when the best in the business come together to share ideas, strengthen capabilities, and raise the bar for our entire industry."

This year's awards celebration honored standout leaders whose excellence continues to shape the future of HVAC. Among the top recipients recognized were:

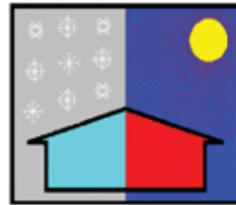
- Tom's Heating Service: the only dealer to receive the President's Award 20 consecutive times, earning the honor every year since program's inception.
- Roger Saylor, Roger's Plumbing and Heating, Inc.: celebrated for leadership, customer commitment, and consistent operational excellence by being inducted into the Carrier Dealer Hall of Fame.
- Jim Morelli, Morelli Heating & Air Conditioning: inducted into the Carrier Dealer Hall of Fame for his lasting contributions to the industry.
- Skip Mungo, Temperature Equipment Corp.: honored for distinguished impact, leadership, and dedication across the Carrier network.

Throughout the week, dealers and Carrier leaders engaged in collaborative sessions, hands-on demonstrations, and forward-looking discussions focused on strengthening operations and accelerating growth. The event also featured a robust lineup of training sessions, with over 3,644 hours of education delivered, underscoring attendees' strong commitment to continuous learning and performance excellence. As the industry continues to shift toward smarter, more energy efficient solutions, Carrier remains committed to equipping its dealer network with the innovations, training, and support needed to lead with confidence. To learn more about Carrier visit www.carrier.com/residential.

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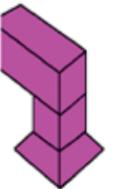
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John 11:25-26

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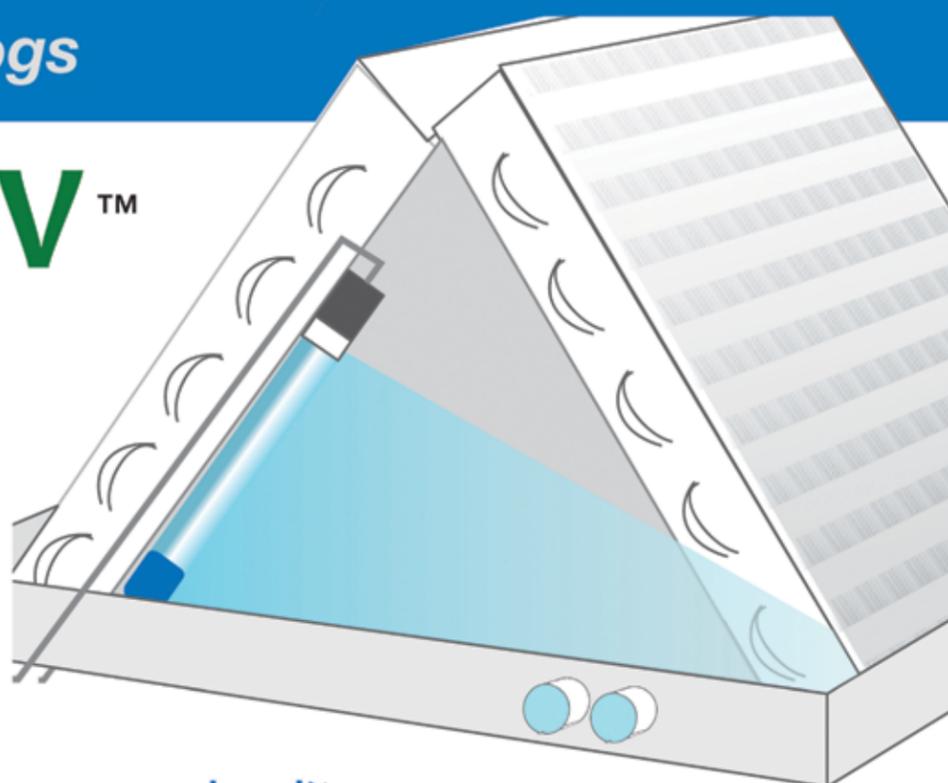
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