

# TODAY'S A/C

## & REFRIGERATION NEWS

### Serving the Southeast Region

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



Tropic Supply Hosts Nu-Calgon and FloXtreme Rebound Events in Florida (see pages 10 & B3)



Blacks Supply Hosts 35th Bass Fishing Tournament at Hickory Creek (see pages 22-23)



Cousins Air Hosts Employee Appreciation Event at TopGolf in Pompano (see page B8)



FRACCA's 1st Annual Golf Tournament at Eagle Creek in Orlando (see page B14)



Johnstone Supply Hosts Open House Events in Florida (see pages 15, B5, & B13)

## 2026 FRACCA Conference Celebrating 25th Anniversary at the Rosen Center Orlando



Jeff Schlichenmeyer  
Publisher

The Florida Refrigeration and Air Conditioning Contractors Association (FRACCA) conducted its 2026 Educational Conference at the Rosen Centre in Orlando Florida from April 8th - 12th. Wow, what a celebration of Keeping it Cool in Florida for 25 Years!

FRACCA also launched their first Annual FRACCA Golf Tournament at Eagle Creek and ended with an outstanding 25th Anniversary Dinner Party with Cocktail Hour, Awards, and Entertainment by

Felix & Fingers on Dueling Pianos.

The conference had so many great speakers: Ruth King, Ed Janowiak, Tray Batchter, Robert Cochell Ross Kelley, and many more.

The Keynote speaker Bryan Dodge, had two great messages: How to Re-Ignite Your Unstoppable Passion, and How to Master the Language of Successful Leadership.

The Exhibitors Expo Hall was filled with vendors and everyone having fun, seeing new products, getting refreshments, and enjoying many delicious foods.

There was an amazing Legislative Luncheon, with Edward Briggs, FRACCA Lobbyist, facilitating a Fireside Chat.

The 2026 FRACCA 25th Anniversary Conference was really first class! See pages B10, B11, & B14.

## Trump Makes Changes to Metals Tariffs, Creates Concern for HVAC Products

APRIL 10, 2026 UPDATE: A critical change that will impact some HVACR equipment suppliers is the change in treatment of steel and aluminum sourced from the United States. Prior to the latest change, all U.S.-origin steel and aluminum were exempt from Section 232 tariffs to incentivize domestic suppliers of steel and aluminum. The latest change removes that exemption, making it significantly harder to receive preferential tariff treatment for using U.S. metals.

If we look at import data from late 2025 from Mexico, the largest exporter of HVACR products to the U.S., imports faced an effective tariff rate of roughly 8%. Because HVACR products were largely exempt

from IEEPA tariffs, nearly all of the tariffs paid were under Section 232. To pay an 8% tariff, that meant that 84% of the metal content was of U.S. origin. Under the new rules, a product that is 84% U.S.-origin metal would not qualify for the 10% tariff but would instead face the 25% tariff on the entire value of the product.

Because the tariff change applies to the entire value of the product and no longer exempts the value of U.S.-origin metal, the effective tariff rate for products made in Mexico will increase significantly, approaching 25%. This will certainly be passed through the supply chain and likely result in significant price increases.

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## Johnstone Supply Hosts Open Houses with Specials, Vendors, and BBQ Too!

Johnstone Supply hosted their annual Open Houses as a customer and vendor appreciation. The April Open Houses in Florida included Dania Beach, Orlando, and Tallahassee.

A focus of each Open House is providing an environment where contractors can learn and interact with the industry's latest and greatest. Johnstone Supply Open Houses feature over 40 vendor exhibitors with product information and hand's-on displays.

Some of Open Houses also featured training classes. A Johnstone Supply Open House wouldn't be complete without a registration goody bag, product specials, great door prizes, and Hill's famous BBQ.

Open House Specials included: Refrigerant Specials, and 10% off Parts and Supplies. A full Hill's BBQ lunch of Ribs and Chicken was served from 11:00 am - 1:00 pm, including banana pudding and brownies too!

In this issue, see event photos and article for the Dania Beach, Orlando, and Tallahassee Open Houses, that took place in April.

Johnstone's core mission—Making it Easy for the HVACR Contractor to do Business—emphasizes product selection, availability, and eCommerce.

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# May's Top Deals ProPicks



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2



**Blue-Tube UV Object Purifiers Blue-Tube UV**



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**Rx11-Flush**



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4



**FocusPRO® P200 Programmable Thermostat 1H/1C**



L51-911  
Mfg. #TH2110U4004/U

5



**Tri-Pow'r® HD**



B82-551  
Mfg. #4371-88

6



**Blackhawk 18oz Aerosol Coil Cleaner**



B86-383  
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Valid May 1 - 31, 2026 at participating Johnstone Supply locations.

# This Habit is As Important as Brushing Your Teeth

**Ruth King's Contractors Cents**



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

Reach her at [ruthking@hvacchannel.tv](mailto:ruthking@hvacchannel.tv).

It takes less than 5 minutes. Make this a daily habit: Go on-line and check your bank accounts... all of them. This also includes your Paypal and other accounts like this. The bad guys can steal from your savings and Paypal accounts too!

This has become a habit for me. What prompted me to write this was that someone tried to hack our Paypal account. We caught it before they got the money. You never know who is watching and who is using random number generators to see whether your accounts are valid.

Another reminder story: A bookkeeper notices two little deposits, less than \$1 each, in the company operations account one day. He assumes that the owner had set up a new account with PayPal or someone else and forgot to tell him.

The thief was verifying that the account was active. When the two little deposits went through he knew it was a valid account. The next day he tried to withdraw \$50,000 from their account. The bank called to verify the withdrawals. They were not legitimate and the account was shut down. This is why you look at your bank account every day.

Make sure you know who all of the ACH withdrawals go to as well as the deposits and checks. You never know who is stealing:

A few years ago I wrote about nuns who had embezzled from a Catholic School bank account. They used the money to go gambling in Las Vegas. Yes, nuns went gambling.

They did it by using an account that was not active for a long time but was still open. If someone had looked on-line at all of the school's bank accounts, they would have seen the account they were using and perhaps she would have been caught before they took a lot of money from the school. They were convicted recently.

Cash is the lifeblood of your business. Protect

yours. Take a mere five minutes to go on-line and check your accounts...all of them. Make this a habit!

Next Topic: How to Buy Materials for \$1 and Sell them for \$0.95...and Survive

This is ultimately a recipe for business disaster and bankruptcy. However, you can survive doing this for years as long as your company keeps growing.

Here's the story: Two partners start a business. Each year the business increased their total revenues. After 12 years the business had reached \$2 million in revenue.

They never paid attention to the financial side of their company. They felt that as long as they had cash in the bank to pay their bills, payroll, and take their discounts, they were happy.

The partners didn't paid attention to profits or looked at the tax returns that the accountant compiled from their financial statements. When the accountant asked them for their inventory value, they guessed. They didn't have a clue what it really was.

The only thing that mattered to them was that they had enough cash to operate and do the things they needed and wanted to do.

When the company hit \$2 million in revenues, growth stopped. Soon problems began to appear. Occasionally they couldn't take their discounts. They didn't always have the cash to make payroll.

They knew something was wrong. After all, they grew the company to \$2 million in revenue without problems. Why, now, at \$2 million were they having cash flow issues?

They were smart enough to get help. I analyzed their financial operations and determined that they were losing a nickel for every dollar they took in

the door for 12 years.

Because it was "just a nickel" the cash flow masked the problem since cash increased as the company grew. Since they never paid attention to profits and profitability they never knew the company was unprofitable. The cash received from one project funded the next. As long as the number of projects kept increasing, the increasing cash flow kept the company alive.

When growth stopped the lack of profits was exposed: lack of proper cash flow due to prices being too low...at least a nickel too low.

What happened? They raised their prices 10%, started earning a profit, and positive cash flow. The company didn't lose customers. In fact, many wondered how they could provide the quality of work they did as inexpensively as they did! Cash matters. Profit turned into cash matters more.

This Week's Contractor Cents Podcast Subject

What Happens if You Train Your People and they Leave? The answer to this statement was an old Lennox reply that is still true: What happens if you don't train them and they stay?

Training is an essential component of our businesses. My guest, Gregg Holladay from Bradford White, is passionate about heat pump water heaters. Bradford White, the only US manufactured heat pump water heater, is helping you prepare for the installation of Federally mandated heat pump water heaters in 2029. Greg discusses how to do this.

Visit here to listen: <https://podcasts.apple.com/us/podcast/contractor-cents/id1373322977>

Only about 20 minutes...listen in your vehicle in between calls. Subscribe on iTunes, Podbean, Stitcher and more.

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## ASHRAE Announces Retirement of Executive Vice President Jeff Littleton



Atlanta (April 27, 2026) — ASHRAE today announced that Jeff Littleton will retire as Executive Vice President in early 2027.

Littleton has served as ASHRAE's chief staff officer since 2004, overseeing a period of sustained organizational growth, global expansion and increased technical impact. During his tenure, ASHRAE strengthened its position as a worldwide authority in building technology, sustainability and the development of critical standards for the built environment. He also successfully led the Society through the challenges of the COVID-19 pandemic, maintaining consistent operational continuity through one of the most disruptive economic and social periods of recent history.

"Jeff's leadership has played a central role in navigating ASHRAE through decades of industry

evolution, while advancing our global mission to serve humanity," said 2025-26 ASHRAE President Bill McQuade, P.E., CDP, Fellow ASHRAE, LEED AP. "His steady guidance and strategic vision has helped to ensure that ASHRAE remains a trusted resource and leader in the building services industry. We are grateful for his service and the strong foundation he leaves for the future."

Littleton's legacy is defined by a focus on organizational alignment, collaboration between staff and volunteer leadership and continued advancement of ASHRAE's technical and educational programs. Among his many accomplishments, Littleton was instrumental in supporting the Society's selection, renovation and relocation to its net-zero energy global headquarters building in Peachtree Corners, Georgia.

The ASHRAE Board of Directors has established a selection committee to guide the search for the Society's next Executive Vice President. ASHRAE will share additional details regarding the leadership transition in the coming months.

## Keep It Simple. Keep It Flowing. Meet iFLO Basic.



As we continue to push innovation in condensate management, we know one thing remains true across the field: not every job needs complexity—but every job demands reliability. That's exactly where iFLO Basic comes in.

Designed specifically for HVAC professionals who want a **simple, effective, and dependable drain line management solution**, iFLO Basic delivers automatic treatment without the need for connectivity, configuration, or callbacks.

**Why iFLO Basic?** iFLO Basic is built for speed, simplicity, and scalability:

- **No Wi-Fi. No Network. No Headaches.** Install and commission without connecting to an app or network. It works right out of the box.
- **Automatic Dispensing** Consistent, controlled delivery of treatment solution helps prevent buildup and keeps drain lines clear.
- **Quick Installation** Straightforward setup means your techs can install efficiently and move on to the next job.
- **Lower Price Point** A cost-effective alternative to our flagship iFLO Pro 24V system, making it easier to offer drain line protection on every install.

### Built for the Real World

We understand that many contractors are looking for solutions that can be deployed at scale, across residential and light commercial applications, without adding time or complexity to the job.

iFLO Basic is your answer when:

- The homeowner wants protection without added tech
- The install needs to stay fast and efficient
- You want to reduce callbacks related to clogged drains
- You're looking to introduce recurring revenue opportunities

### Don't Forget the Full Lineup

While iFLO Basic is the perfect entry point, it's part of a broader ecosystem designed to elevate your business:

- **iFLO Pro (24V)** – Our flagship smart solution with monitoring, alerts, and homeowner connectivity
- **iFLO Mini** – Designed specifically for ductless systems
- **iFLO Basic** – Simple, standalone protection with automatic dispensing
- **iFLO Battery**– Connected smart device powered only batteries

Each product serves a purpose—but together, they give you a **complete strategy for condensate management and customer retention**.

### Your Next Step

If you're not already offering iFLO across your installs, now is the time to start. Visit [www.iflopro.com](http://www.iflopro.com) to:

- Learn more about iFLO Basic and the full product line
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# New 'State of the Air' Report Finds Air Quality Worsened Slightly in Several Florida Cities

*Federal actions threaten progress in protecting Florida children from air pollution, according to the American Lung Association's "State of the Air" report*

MIAMI – (April 22, 2026) – Today, the American Lung Association released its 27th annual "State of the Air" report, which finds nearly half of the children in the U.S. are breathing unhealthy levels of air pollution. The report focuses on the health consequences of air pollution, with a focus on children, including the risks facing Florida's 4.5 million children. Research shows air quality in the Greater Miami area declined slightly, exposing residents to more unhealthy ozone pollution and placing the region as the 132nd most polluted in the nation for ozone.

The Lung Association's "State of the Air" report analyzes air quality data from 2022-2024 to grade counties on unhealthy levels of ozone (smog) and particle pollution (soot) and ranks counties and metro areas among the cleanest and most polluted. Both pollutants are linked to premature death and serious health impacts, including asthma attacks, heart disease, stroke, preterm birth, cognitive impairment, and lung cancer.

For the Greater Miami area, the report finds:

- Ground-level Ozone Pollution in the Miami-Port St. Lucie-Fort Lauderdale metro area:
  - National Ranking: 132nd out of 226 (147th worst in 2025 report)
  - Number of Unhealthy Days Per Year: 1.2 days per year (0.8 days per year in 2025 report)
  - Grade: C, Miami-Dade County, worst in metro area (B in 2025 report)

Short-term Particle Pollution in the Miami-Port St. Lucie-Fort Lauderdale metro area:

- National Ranking: 110th worst out of 224 (125th worst in 2025 report)
- Number of Unhealthy Days Per Year: 1.5 days per year (1.3 days per year in 2025 report)
- Grade: C, Broward County, worst in metro area

(C in 2025 report)

Year-Round Average Level of Particle Pollution in the Miami-Port St. Lucie-Fort Lauderdale metro area:

- National Ranking: 57th worst out of 211 (83rd worst in 2025 report)
- Grade: Passing grade, pollution levels below the federal standard, Broward County, worst in region

Nationally, the report finds that 33.5 million children in the U.S., or 46% of people under 18 years old, live in an area that received a failing grade for at least one measure of air pollution. In total, 44% of people of all ages in the U.S. (152 million people in total) live in a county that received a failing grade for at least one measure of air pollution. 32.9 million people live in counties with failing grades for all three measures.

Infants, children and teens as a group are more susceptible to the health impacts of air pollution. Their lungs are still developing; they breathe more air for their body size than adults and they are frequently exposed to outdoor air. Air pollution exposure in childhood can cause long-term harm, including reduced lung growth, new asthma cases and increased risk of respiratory diseases.

"Clean air is essential to the health and wellbeing of families across Florida. Children deserve to breathe air that won't make them sick," said Ashley Lyerly, senior director of advocacy for the American Lung Association. "Clean air takes work. Unfortunately, the U.S. Environmental Protection Agency's (EPA) rollbacks of critical healthy air rules are impacting our residents. We urge Florida's policymakers to take action to improve our air quality, and we are calling on everyone to tell EPA that our kids' health counts."

Other notable findings across Florida include:

Tampa-St. Petersburg-Clearwater metro area ranked 100th worst in the nation for ozone pollution, earning a C grade. The metro area received a B grade for short-term particle pollution and ranked 154th worst nationally. For year-round particle pollution the area ranked 138th worst nationally and received a passing grade.

Orlando-Lakeland-Deltona metro area ranked 143rd worst in the nation for ozone pollution, earning a B grade. The area ranked 154th nationally for short-term pollution and received a B grade. For year-round pollution the area ranked 152nd worst nationally and earned a passing grade.

Jacksonville-Kingsland-Palatka metro area ranked 169th worst in the nation for ozone pollution, earning a B grade. The area ranked 180th worst nationally for short-term particle pollution and received a B grade. For year-round particle pollution the area is ranked 132nd worst in the nation and received a passing grade.

The Lung Association is calling on everyone to urge the EPA to value the health of America's kids. Historically, the EPA has played an essential role in protecting people's health from air pollution. The current EPA has retreated from its public health foundation by rolling back clean air protections. This EPA has also taken the recent step of eliminating health-related information from its economic analyses, meaning that the costs of pollution to kids, families and communities will not be counted as policies are undone. The EPA must not devalue kids' health.

See the full report results and take action at [Lung.org/sota](http://Lung.org/sota).

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## In Loving Memory Kenneth A. Bodwell

Kenneth A. Bodwell, a widely respected HVAC industry leader, advocate, and mentor, passed away on April 15, 2026, at AdventHealth Riverview in Florida. He was 78.

For more than four decades, Ken Bodwell was a driving force in the HVAC industry, known for his leadership, direct voice, and unwavering commitment to advancing the professionalism of contractors nationwide. His influence extended across business, education, and industry advocacy, leaving a lasting imprint on those who worked alongside him and those who followed his guidance.

Ken began his career in the early 1970s as an apprentice controls engineer, launching a lifelong dedication to environmental systems, service, and business leadership. Over the course of his career, he built and led successful mechanical operations and became known for developing high-performing organizations and mentoring future industry leaders.

Later in his career, he partnered with his son, Richard, to help build Innovative Service Solutions (ISS Mechanical), a Central Florida-based mechanical service company. Through this partnership, Ken remained deeply engaged in the growth of the business while mentoring the next generation of leadership—reinforcing his belief that long-term success in the HVAC industry is built on discipline, training, and accountability.

Ken's impact extended well beyond his own companies. He served in key leadership roles within the Air Conditioning Contractors of America (ACCA), including as past president of ACCA Florida, and remained actively involved in industry initiatives, education, and advocacy throughout his career. He was also a frequent speaker at industry events, where he shared his insights on business development, leadership, and contractor accountability.

A recognized voice in the industry, Ken authored the widely read column From Ken's Pen, published in

trade publications including Today's A/C and HVAC Insider. Through his writing, he challenged contractors to think critically about their responsibilities—to their customers, their employees, and the industry as a whole. His articles, known for their candor and practical insight, consistently emphasized professionalism, ethical conduct, and the importance of personal accountability in business.

His philosophy was grounded in principles he carried throughout his life and career. As he wrote, "Honesty is the first chapter in the book of wisdom," a standard he expected of himself and those he mentored.

Ken is survived by his wife, Elizabeth Bodwell; his sons, Richard Bodwell (spouse Erika) and Nicholas Bodwell (spouse Janie); and his grandchildren, Ethan, Macy, Nicole, Karolyn, Kyle, and Wyatt.

Beyond his professional accomplishments, Ken was a devoted husband, father, and grandfather. He took great pride in introducing both of his sons to the HVAC industry, a legacy they continue today. Outside

of work, he had a deep passion for fishing and cherished the time he spent with his grandchildren.

Kenneth A. Bodwell's legacy is defined not only by the businesses he helped build or the roles he held, but by the standards he set and the expectations he raised for an entire industry. He believed that contractors had a responsibility to lead, to improve, and to elevate the trade—and he dedicated his life to pushing the HVAC industry forward. His influence will continue through the professionals he mentored, the ideas he shared, and the enduring commitment to excellence he instilled in those who carry his work forward.

His sons Richard and Nicholas remember all of the time their father had invested in their life to help them become the best that they could be. Kenneth said, "The service technician is of equal stature as the salesman, engineer, or any other professional inside and outside the industry."



**Kenneth A. Bodwell**

## HARDI Distributors Report 4.6% Revenue Increase in February

COLUMBUS, OH – Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 4.6% during February 2026. The annual sales growth for the 12 months through February 2026 is an increase of 2.4%.

"4.6% sales growth was a welcome sight after low single digit sales declines during December and January," said Brian Loftus, Macroeconomic and Residential Market Analyst at HARDI. "January and February have not been good indicators of the year ahead because they are low volume, seasonally insignificant months of the year."

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 February was near 38 days like last February. "The modest annual sales growth may be a concern, but customer's paying their bills without delay indicate the market challenges are contained."

"Distributors had to accumulate extra inventory to accommodate the A2L transition. That was evident last spring when the sales-to-inventory ratio dipped below four-times," said Loftus. "It is tough to work-off inventory in these low volume months, but baseball season has started, so cooling season is almost here. The warmer temps will help trim the remaining excess inventory."

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region.

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

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

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

During the month of April, Tropic Supply hosted FloXtreme Demo Days: 24/7 Automatic A/C Drain System Protection.

**The Learning Objectives:**

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

- Better Maintenance & Profitable Upsells– Increase profits by positioning FloXtreme as a value-added preventative maintenance solution.

**Meet our Expert: Johanne Bueno, J. Nichols & Associates**

Johanne has been a valuable member of J. Nichols & Associates, Inc. for nine years, where she covers the South Florida and Caribbean markets. With over 20 years of experience in the HVAC/R industry, both at the distributor and contractor levels, she brings a

wealth of knowledge and expertise to her role. Johanne holds a Class B Air Conditioning Contractor License in the State of Florida, which further enhances her credentials. Her extensive background provides her with a unique insight into the industry, she is dedicated to continuously expanding her knowledge and delivering exceptional customer service.

Visit [www.tropicsupply.com/eventscalendar](http://www.tropicsupply.com/eventscalendar) to explore all of the upcoming events—and make plans to join us!



Samuel Peters and Nicholas Rizzo of Flash Aircare with Johanne Bueno of J. Nichols & Associates.



Johanne Bueno of J. Nichols & Associates, with Bill Allgair and Jordon Fowler of Just Air, and Brian Hoskins of FloXtreme.



Jose Morales of HYVAC with his CLEARSHOT drain cleaner sample, provided by Johanne Bueno of J. Nichols & Associates.



Tropic Supply Demo Day team at the T-20 Sunrise Resource Center location.



German Barbosa of JCI Development Corp with Johanne Bueno of J. Nichols & Associates.



Stephen Grasell and Todd Poirier of Tropic Supply, Johanne Bueno of J. Nichols & Associates, and Belen Cabrera and Hector Colon of Tropic Supply.



Brian Hoskins of FloXtreme, David Bachman of InStyle AC, Renaldo Marques and Guillermo Rivera of Clima Bliss, Johanne Bueno of J. Nichols & Associates.



Brian Hoskins of FloXtreme with Johanne Bueno of J. Nichols & Associates and Thomas Santana of Scott Air.



Trista Robinette and Richard Roehm of Roehm Air Conditioning received samples from Johanne Bueno of J. Nichols & Associates.

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DEMO DAY



Trinity Warranty Solutions Demo Days: A Competitive Advantage for Contractors

Tuesday, May 5	8am - 10am	Fort Pierce, FL
Tuesday, May 5	8am - 10am	Cape Coral, FL
Thursday, May 7	8am - 10am	West Palm Beach, FL
Thursday, May 7	8am - 10am	Sarasota, FL
Tuesday, May 12	8am - 10am	Delray Beach, FL
Tuesday, May 12	8am - 10am	Fort Myers, FL
Thursday, May 14	8am - 10am	Naples, FL
Thursday, May 14	8am - 10am	Orlando, FL

FREE EVENT

NO Registration Required

Refreshments will be provided.

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

DEMO DAY

CPS® Achieve Better Installs with CPS Products

Weds., May 6	8am - 12pm	Tallahassee, FL
Thursday, May 7	8am - 12pm	Jacksonville, FL
Friday, May 8	8am - 12pm	Daytona Beach, FL
Weds., May 13	8am - 12pm	Miami N., FL
Thursday, May 14	8am - 12pm	Sunrise, FL
Friday, May 15	8am - 12pm	Delray Beach, FL
Weds., May 20	8am - 12pm	West Palm Beach, FL
Thursday, May 21	8am - 12pm	Fort Pierce, FL
Tuesday, May 26	8am - 12pm	Sarasota, FL
Tuesday, May 26	8am - 12pm	Tampa E., FL
Weds., May 27	11am - 3pm	Cape Coral, FL
Weds., May 27	8am - 12pm	Port Charlotte, FL
Thursday, May 28	11am - 3pm	Orlando, FL
Thursday, May 28	11am - 3pm	Ocala, FL

FREE EVENT

NO Registration Required

Refreshments will be provided.

- **Better Installs** – Learn how the CPS BlackMax VPBM6V 6 CFM Sparkless Vacuum Pump and CPS MT69 Molecular Transformer Sub Cooler help ensure proper vacuum and recovery practices, remove moisture, and reduce future callbacks.



T11 Cape Coral	785 NE 19th Pl, Cape Coral, FL 33909
T19 Daytona Beach	475-D Fentress Blvd, Daytona Beach, FL 32114
T9 Delray Beach	1203 Poinsettia Dr, Delray Beach, FL 33444
T2 Ft. Lauderdale N.	4321 NE 12th Terrace, Oakland Park, FL 33334
T4 Ft. Lauderdale S.	3200 SE 6th Ave, Ft Lauderdale, FL 33316
T8 Fort Myers	6450 Arc Way, Fort Myers, FL 33912
T6 Fort Pierce	903 South Market Ave, Fort Pierce, FL 34982
T18 Jacksonville	6631 Executive Park Ct. N Ste 101, Jacksonville, FL 32216
T1 Miami N.	151 NE 179 Street, Miami, FL 33162
T3 Miami S.	10776A SW 190 St, Miami, FL 33157
T7 Mid Miami	3770 NW 21st St, Miami, FL 33142

TROPIC SUPPLY LOCATIONS:

239-989-0088	T10 Naples	4325 Domestic Ave, Naples, FL
386-258-8337	T22 Ocala	3420 SW 7th Street, Suite 202
561-279-2710	T17 Orlando	4528 36th St, Orlando, FL 328
954-565-4803	T12 Port Charlotte	20100 Veterans Blvd, Port Cha
954-522-2874	T14 Sarasota	7533 Claxstrauss Dr, Sarasota,
239-278-1117	T23 St. Petersburg	12395 S. Belcher Road, Suite 3
772-465-4707	T20 Sunrise	1001 Sawgrass Corporate Park
904-332-0990	T21 Tallahassee	111-2 Hamilton Park Drive, Talla
305-652-7717	T15 Tampa E.	5120 East Adamo Dr Suite A, T
305-255-0438	T16 Tampa W.	7735 Anderson Rd, Tampa, FL
305-638-9673	T5 West Palm Beach	1880 Old Okeechobee Rd, Wes

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  - 2**
  - 3**
  - 4**
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INSTALLS**

**BETTER MAINTENANCE  
& PROFITABLE END-USER  
VALUE UPSELLS**

**BETTER  
DIAGNOSIS & REPAIRS**

**BETTER PROPOSAL  
SELLING & FINANCING**

**DEMO DAY**

**Discover the Advantages of Spectroline Leak Detection Products**

Tuesday, May 5	8am - 10am	Ocala, FL
Weds., May 6	8am - 10am	West Palm Beach, FL
Weds., May 6	8am - 10am	St. Petersburg, FL
Thursday, May 7	8am - 10am	Delray Beach, FL
Thursday, May 7	8am - 10am	Tampa W., FL
Friday, May 8	8am - 10am	Cape Coral, FL
Friday, May 8	8am - 10am	Port Charlotte, FL
Tuesday May 12	8am - 10am	Miami N., FL
Tuesday, May 12	8am - 10am	Jacksonville, FL
Weds., May 13	8am - 10am	Sunrise, FL

**FREE EVENT**  
**NO Registration Required**

*Refreshments will be provided.*

- **Better Installs** – Learn how Spectroline leak detection products help technicians quickly identify refrigerant leaks, making repairs more efficient and accurate.
- **Better Maintenance & Profitable Upsells** – Learn how adding Spectroline leak detection to your company's maintenance program can help technicians identify leaks before they become problematic and avoid future callbacks.

**LUNCH & LEARN / DEMO DAY**

Lunch & Learn with **ALLIED** Air Enterprises

Tuesday, May 26	5pm - 6:30pm	West Palm Beach, FL
Weds., May 27	11am - 1pm	N. Fort Lauderdale, FL
Thursday, May 28	11am - 1pm	Miami N., FL

**FREE EVENT - Limited Seating - Registration Required!**

Demo Day with **ALLIED** Air Enterprises

Tuesday, May 26	8am - 10am	Fort Pierce, FL
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**FREE EVENT - NO Registration Required**

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

**LUNCH & LEARN / WEBINAR**

Lunch & Learn with **Regal Rexnord** ECM Motors

Tuesday, May 5	11:30am - 1pm	Orlando, FL
Weds., May 6	11:30am - 1pm	Tampa E., FL
Tuesday, May 26	11:30am - 1pm	Cape Coral, FL

**FREE EVENT**  
**Limited Seating - Registration is Required!**

Regal Rexnord **ECM Motors Training Webinar**

Friday, May 1	8am - 9:30am	ZOOM WEBINAR
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**FREE EVENT - Registration is Required!**

- **Better Installs** – Learn Regal ECM motor features, applications, and installation best practices.
- **Better Diagnosis & Repairs** – Troubleshoot smarter and see how stocking five motors can solve up to 98% of field failures.
- **Better Maintenance & Profitable Upsells** – Discover the advantages of the new dual-voltage ECM condenser motor and the added value it offers customers.

L 34104	239-643-7118
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11	407-219-3255
Charlotte, FL 33954	941-255-8330
FL 34240	941-378-0910
20, Largo, FL 33773	727-373-4003
wy, Sunrise, FL 33323	954-835-6020
hassee, FL 32304	850-300-6595
ampa, FL 33619	813-514-1198
33634	813-514-9939
st Palm Beach, FL 33409	561-684-3997

**Don't miss out this May for Demo Days, Lunch & Learns, and Webinar events at select Tropic Supply locations.**

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## HARDI's 2026 Congressional Fly-In Brings HVACR Industry Voice to Capitol Hill

Washington, D.C.— April 23, 2026 — Heating, Air-conditioning & Refrigeration Distributors International (HARDI) convened more than 65 industry leaders in Washington, D.C., on April 20–21 for its 2026 Congressional Fly-In, engaging directly with lawmakers on policies critical to the HVACR supply chain and the customers it serves.

The delegation, composed primarily of wholesale distributors and manufacturers, held more than 130 meetings with members of Congress and their staff to discuss legislative and regulatory priorities impacting the HVACR sector.

“Our members are on the front lines of delivering essential HVACR systems to communities across the country, and their perspective is critical as Congress considers energy, workforce, and tax policy,” said Talbot Gee, CEO of HARDI. “The fly-

in is an excellent opportunity for our members to come together, use their collective voice, and make sure legislators understand how federal decisions impact supply chains, small businesses, and consumers.”

During the fly-in, HARDI members advocated for the alignment of federal efficiency compliance with manufacture dates rather than installation dates and called for modernization of the Energy Policy and Conservation Act. Among other key priorities, members also urged Congress to protect consumer choice in energy use, support workforce development initiatives, and grant relief from

Section 232 tariffs to prevent increased costs across the HVACR supply chain.

The 2026 Congressional Fly-In supports HARDI's ongoing efforts to ensure distributors remain effectively represented in federal policy discussions.



Jeff Walker and Nick Ballard of Geary Pacific Supply, Congresswoman Dina Titus of Nevada, and Stella Keane of HARDI.

## ASHRAE Highlights Industry Priorities in 2026 Annual Conference Technical Program

ATLANTA (April 15, 2026) – ASHRAE released its technical program for its 2026 Annual Conference, taking place June 27–July 1 in Austin, Texas. The conference will bring together industry professionals, researchers and practitioners from around the world for a week of knowledge-sharing, technical exploration, professional development and peer engagement.

The complete schedule is now available online and through ASHRAE 365, enabling attendees to build personalized conference itineraries in advance.

This year's technical program features a comprehensive range of sessions across eight distinct tracks, highlighting both foundational principles and emerging directions in the HVAC&R industry:

- Fundamentals and Applications
- HVAC&R Systems and Equipment
- Research Summit
- Workforce Development
- Ground Source Heat Pumps
- Hot Climate Building System Design, Operation and Resilience
- AI in Building Design and Construction
- Building Decarbonization

“The ASHRAE Annual Conference brings together established practices and new ideas that are reshaping how we design, build and operate buildings,” said 2025-26 ASHRAE President Bill McQuade, P.E., CDP, Fellow ASHRAE, LEED AP. “Attendees will find opportunities to deepen their expertise, discover innovative approaches and connect with peers tackling similar challenges.”

With sessions led by subject matter experts from around the globe, the program offers a mix of research-driven presentations, interactive discussions and collaborative opportunities designed to support professionals at every stage of their careers.

Key sessions include:

- AI, Cloud and Cybersecurity: Why Do They Matter for Smart Building Design?
- Integrated Modeling and Optimization of Data Center Cooling and Waste Heat Reuse
- Minding Your Business: Preparing for Tomorrow's Workforce Today
- Resilience, Affordability, and Regulation: The Future of Community Energy Systems
- Achieving Healthier Buildings with Lower Cost and Energy Use
- Engineering the Backbone of AI Cooling: TCS Design and Commissioning

The ASHRAE Learning Institute (ALI) will also offer 10 continuing education courses, all approved for continuing education credits toward maintaining P.E. licensure.

New and updated courses being offered are:

- Laboratory Controls - Devices and Strategies for Proper Airflow
- Basic Concepts for Demystifying Dehumidification
- Understanding Design and Installation Requirements for A2L Refrigerant Systems
- Advanced Dehumidification System Design
- Decarbonization Tactics: Making Buildings Grid-Interactive
- Starting the Path to Net Zero Buildings Using ASHRAE 90.1 – Featuring 2025 Updates

The conference will feature a plenary session with Society updates and the farewell address from President McQuade. During the President's Luncheon, ASHRAE will install its new officers and directors, and incoming 2026–27 ASHRAE President Sarah Maston will deliver her inaugural address on the Society's new theme: “Changing the Game: Retrofitting for Resilience.”

Attendees are encouraged to register by April 27 to take advantage of early bird rates. In-person rates start at \$885 for ASHRAE members and \$1,160 for non-members, which includes a complimentary one-year ASHRAE membership. Virtual attendance options are also available for individuals and organizations. Additional pricing details can be found on the conference website.

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# OPEN HOUSE 2026

April 14th, Dania Beach

**JAXSouth Region**  
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Johnstone Supply JAXSouth Region held three 2026 Florida Open Houses starting on April 14th in Dania Beach, April 16th in Orlando, and April 23rd in Tallahassee.

The events began at 11:00 a.m. and finished at 1:00 p.m. Hills BBQ cooked Ribs, Chicken, and all the fixins right on site. Their reputation goes with them after 30 years ...Tasty and delicious!

More than 40 Manufacturers Representatives were on-hand highlighting all of the newest products, performing demonstrations, and discussing

industry trends. Many of the vendors had samples, information, and some nice giveaways.

Upon registration, Open House attendees each received a bag of goodies. There were also some great product specials like 10% off parts and supplies with discounts on select refrigerants.

Valuable training opportunities were available to Open House Attendees. Attendees registered in advance online or with their local branch manager to attend. This was Johnstone Supply JAXSouth Region's way of saying Thank You!

Johnstone Supply is a wholesale distributor serving professional HVACR contractors. Johnstone has the largest selection of equipment and genuine OEM parts in the industry. They have replacements for nearly every major brand and an extensive cross reference that makes sourcing hard-to-find parts easy. Their selection is continually expanding to meet the needs of our contractors and to ensure they have the best brands and technology to get the job done. Johnstone's core mission—Making it Easy for the HVACR Contractor to do Business



**William Jones, Esme Reifsnider, Michael Weber and Ramone Soto of Johnstone Supply Dania Beach**



**Ramon Delgado and Gonzalo Azpurua of Johnstone Supply Colin McCue and Bradley Viveros of Silver Air at the registration table**



**Danny Gago and Lordes Negron of Johnstone Supply, Tate Rust of Daikin, and Javier Mayor of Johnstone Supply**



**Javier, Fonzie, Irving, and Giancarlo of Air Concepts Air Conditioning with Angela Garcia of Shupe Carboni & Associates**



**Julian Orjuela of Cooling Resources with Fidel Martinez and Brad Popejoy of Copeland**



**Hills BBQ, simply the Best! Chicken, Ribs, Baked Beans, Cole Slaw, Mac & Cheese, Rolls, and Banana Pudding too!**



**Tony Ferrara of Dang It's Hot Cooling with Andres Ponce of AMP Strategic**



**The Johnstone Supply BBQ serving team showing appreciation to every customer with a big Thank You!**



**Erik Johns of Resideo, Renier Portieles of EMP3 Solutions, and Dani Barbar of Resideo**



**Don Ross of Efficient Air & Heating with Jim Shaylee and Ken Darin of Regal Rexnord**



**Ryan Reynolds of EV Dunbar with Shaughnessy Harms of Johnstone Supply**



**Wesley of OnPoint AC, Nathan Adams - McAllister Group, Heidi Bauer of iFloPro, Evelio Mata - McAllister Group, and Norman Baker of Thermal Concepts**



**Gil Ledoux of PED Associates with Anderson Laportilla and Thomas Pagaa of The City of Hollywood**



**Michelle Walter and of Adam Guerrieri of Johnstone Supply at the registration table**



**Chris Erickson of Leone Green, Gary Gustafson of Johnstone Supply, Andy Taylor of Leone Green, and Adonis Dallais of Ft Lauderdale Parks & Recreation**

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 638,841 units in February 2026, increased +0.4 percent compared to 636,302 units shipped in February 2025. U.S. shipments of air conditioners decreased -4.2 percent, to 328,145 units, compared to 342,542 units shipped in February 2025. U.S. shipments of air-source heat pumps increased +5.8 percent, to 310,696 units, compared to 293,760 shipped in February 2025.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased -14.3 percent, to 1,079,660, compared to 1,259,203 units shipped during the same period in 2025. Year-to-date shipments of central air conditioners decreased -21.9 percent, to 539,007 units, compared to 689,899 units shipped during the same period in 2025. The year-to-date total for heat pump shipments decreased -5.0 percent, to 540,653, compared to 569,304 units shipped during the same period in 2025.

## Trump Makes Changes to Metals Tariffs, Creates Concern for HVAC Products

(Continued from Cover Story)

For products made in other countries that are less likely to use U.S.-origin metals, see the original post below for possible tariff changes. HARDI has reached out to the Administration on the change in treatment of U.S.-origin metals.

APRIL 3, 2026 UPDATE: President Trump signed a proclamation changing how Section 232 tariffs on steel, copper, and aluminum products are calculated. Section 232 tariffs have been among the most impactful on HVACR and water-heating products. Here is the summary of the changes released by the White House:

- Articles made entirely or almost entirely of aluminum, steel, or copper will pay a flat 50% on their full value — for example, steel coils and aluminum sheet.
- Derivative articles substantially made of steel, aluminum, or copper will pay a flat

25% on their full value.

- Certain metal-intensive industrial equipment and electrical grid equipment will pay 15% through 2027, to accelerate the massive industrial base buildout currently underway across the United States.
- Products made abroad but entirely with American steel, aluminum, and copper will be subject to lower tariffs of 10%.
- Products made of 15% or less steel, aluminum, or copper will no longer be subject to Section 232 metals tariffs.

HVACR products are considered derivative products, and if the total product content exceeds 15% aluminum, 15% copper, or 15% steel (it appears to be each, not cumulative), the product faces a 25% tariff on the value of the entire product. If the product contains no more than 15% aluminum, copper, or steel, it is exempt from the tariff.

The bottom line is that the metal's value is important in determining whether the product's payable tariff will increase or decrease under the new rules. If we assume that most HVACR products have high metal content as a percentage of the import value, the payable tariff is likely to decrease. For example, if 80% of the import value is derived from the metal content, under the previous Section 232 tariff system, the payable tariff would be 40% of the unit's total cost (80% value x 50% duty = 40% payable). Under the new tariff system, the payable tariff would be 25% of the value, a significant reduction from the theoretical 40% payable tariff. For products in which the value of the metal accounts for less than half of the product's value, the new system would result in an increase in the payable tariff. For example, if 40% of the value is metal, the previous payable amount was 20% of the total value, but under the new system, it is 25%, an increase.

Urge Congress and the administration to exempt HVACR products from Section 232 tariffs and restore policies that support domestic sourcing without increasing costs.

Article is by Alex Ayers, Vice President of Government Affairs

Alex is HARDI's lead lobbyist and regulatory expert, with over a decade of experience in Washington, DC.

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# Performance Pointers

## By James Ball



## Responding to HVAC Storms: Lessons Learned When Systems Fail

*From fuel shortages to communication breakdowns, real-world strategies to serve customers after a hurricane.*

August 2005 marked 20 years since my family, friends, co-workers, and customers endured Hurricane Katrina. That same year, I also underwent surgery for a brain bleed. Those experiences reinforced a simple truth: preparation and response matter. I feel a responsibility to share what our business learned so others can prepare before the next storm arrives.

Most contractors focus on protecting their business. That's important, but customers remember what you do after the storm. The biggest challenges are rarely technical. They're operational.

### Keep it Simple

Preparation should be simple but intentional. Make sure to stock common repair parts, fuel and stage vehicles, and ensure access to customer records and dispatch systems if your office is offline.

After Katrina, we learned that losing power was only the beginning. Cell service, landlines, cable, and internet were down for weeks. We relocated dispatchers to an area with internet access, forwarded phones to cell lines, and relied on slow, inconsistent texting to coordinate work. It wasn't efficient, but it kept us operating.

Fuel quickly became a limiting factor. Local gas stations had no power or ran out of fuel immediately. We found four 55-gallon drums and twice a week drove two hours to refuel — timing our arrival with fuel deliveries because stations often ran dry soon after. Without that effort, our trucks would have been parked.

Preparation isn't about perfection: it's about staying operational when normal systems fail.

When service calls begin, safety must come first. Flooded equipment should never be energized before inspection, outdoor units may be compromised, and gas appliances must be checked before

operation. Slowing a customer down to prevent damage or danger builds trust quickly.

Most post-storm failures follow predictable patterns: water-damaged air handlers and controls, debris-clogged outdoor units, electrical issues, and compromised duct systems. Explaining these conditions helps customers understand the problem and trust the solution.

### Prioritization is Critical

Some customers can wait; others cannot. Elderly occupants, medical needs, young children, and homes with complete system failure or water intrusion should move to the top of the list.

Timing also matters. After Katrina, power restoration brought entire neighborhoods online at once. We began contacting the power company daily to identify where service was being restored and staged trucks in those areas ahead of time. That adjustment allowed us to respond faster and serve more customers. If you wait for the phone to ring, you're already behind.

### Communication Defines Your Reputation

Delays are unavoidable, but silence creates frustration. Customers can handle waiting if they know what to expect. Even when systems are down, consistent updates — even slow text messages — help maintain trust. Make use of local media to inform customers that you are working and there for them. Publish public service announcements to be sure homeowners stay safe and have their system evaluated before returning to operation.

Operational challenges extend beyond customers to your team. After Katrina, banks were closed, electronic payments were unavailable, and we relied on handwritten invoices. At the same time, our technicians needed income to begin repairing / replacing their homes.

We paid our co-workers in cash, even when it meant driving hours to access banking services. It wasn't convenient, but it was necessary. If your team can't function, neither can your business.

### The Power of Temporary Solutions

Not every service call requires a complete repair. Temporary solutions like restoring airflow, reducing humidity, or providing partial cooling can stabilize conditions and reduce stress until full repairs are possible. Those small wins matter.

Storms test HVAC systems, but more importantly, they test HVAC companies. Customers remember who showed up prepared, communicated clearly, and helped them through a difficult situation. Contractors who plan for operational challenges, take care of their teams, and focus on service under pressure build trust that lasts long after the storm passes.

The next storm will come. The question is whether your company will be ready to serve.

*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](http://NationalComfortInstitute.com) or call 800-633-7058.*



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# ASHRAE Miami Technical Lunch on Energy Storage and the Grid Building Capacitance Together

ASHRAE Miami's Technical Lunch on Energy Storage and The Grid: Building Capacitance Together was held on April 14th, 2026, at 12pm, at the 94th Aero Squadron in Miami. Mark MacCracken was the speaker. Mark has over 30 years working with CALMAC/Trane Manufacturing Corporation, he has been involved in all aspects of the company including R&D, contracts, patents, manufacturing, marketing and finance.

Whether the reason is Energy Independence, National Security or Sustainability, managing peak electrical load will be critical to our society's future growth. The Grid in the US has essentially no energy storage on it now, so all electric loads must be met instantaneously. This necessitates massive oversizing of the Grid's generation and transmission capacity to meet only a few hours of the year. And with the dramatic growth of data centers, the need for more

electrical capacity is accelerating. Energy Storage, on both sides of the electric meter, which can free up large amounts of peak electrical capacity, will be covered, along with their application in buildings and large federal Investment Tax Credit incentives.

Don't miss the upcoming ASHRAE Miami's Golf Tournament being held on May 7, from 12:00 PM to 6:00 PM at the Miami Beach Golf Club, 2301 Alton Rd, Miami Beach, FL, 33140.



Guest speaker Mark MacCracken of Trane with ASHRAE Miami chapter board members



Alan Clayton of Trane with Raymond Urgelles of Dunham and Bush



Renat Kashapov of Ryan and Julian Falgons of Clean Air Miami



Ruben Abreu ASHRAE Miami chapter president spoke about the upcoming Golf Tournament at the Miami Beach Golf Club



Mark MacCracken of Trane pointed out that the Grid in the US has essentially no energy storage on it now, so all electric loads must be met instantaneously



Guest speaker Mark MacCracken of Trane emphasized that managing peak electrical load will be critical to our society's future growth



A great turnout for the ASHRAE Miami Technical Lunch on Energy Storage and The Grid Building Capacitance Together



Mark MacCracken of Trane shared that with the dramatic growth of data centers, the need for more electrical capacity is accelerating



ASHRAE Miami Chapter board members with ASHRAE life members



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## From Clicks to Booked Jobs: MediaSpark Achieves ServiceTitan Certification, Connecting Marketing to Revenue

OMAHA, Neb., April 16, 2026 /PRNewswire-PRWeb/ -- The phones are ringing, trucks are rolling, jobs are getting booked. And the marketing report? "Great news—leads are up 37%!"

But the question is, which of those leads turned into a \$12K HVAC install and which ghosted the call center? That's exactly the gap MediaSpark can help close.

"Clicks don't pay the bills. Booked jobs do," said Dana Nuzum, Senior Director of Growth Marketing at MediaSpark. "ServiceTitan lets us see the full journey—from ad click to call center to dispatched job to revenue. That's where smarter decisions happen."

Marketers with vast experience in the home services industry, MediaSpark is now officially a ServiceTitan Certified Marketer, one of just 24 agencies nationwide. They now can connect marketing directly to booked jobs, real revenue and what's happening across the call center, dispatch board and techs in the field.

"With this certification, we're not just helping clients generate demand, we're helping them understand exactly how that demand turns into revenue," said Patsy Sumner, Owner and CEO of MediaSpark. "That level of visibility changes everything, from how budgets are allocated to how businesses grow."

With plumbing, HVAC, roofing and beyond, that looks like:

- Tracking what turns into revenue (not just form fills).
- Seeing which campaigns book jobs—and which ones waste budget.
- Analyzing call booking rates, ticket size and real ROI.
- Aligning marketing between the call center, dispatch board and sales team.

Most companies are already paying for ServiceTitan; MediaSpark helps them utilize it to the full extent—proper tracking, smarter tagging, better automation and marketing that doesn't stop once a lead comes in. Because converting a call into a repeat customer, a great review and a referral or more is where the money lies.

## NAVAC Launches Flex 1 Compact Digital Manifold



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 introduces Flex 1, a compact digital manifold solution designed for technicians who want modern performance in a streamlined, easy-to-use form.

Palm-sized yet reliable, Flex 1 replaces multiple analog gauges with fast, precise digital capability built for everyday field work.

At the core of Flex 1 is a vivid HD color graphic display paired with rapid real-time re-

sponse and Class 0.4 accuracy, providing technicians with dependable measurement confidence. Its customizable interface includes six visual themes, allowing users to tailor the display to their working environment and preferences. The result is a modern, efficient tool that brings digital precision into a compact footprint without adding learning curves.

Flex 1 features a rugged aluminum body protected by an impact-resistant rubber cover and IP54-rated construction to withstand demanding jobsite conditions. A rechargeable battery supports extended operation, while simple one-knob control and quarter-turn knobs keep functionality intuitive and efficient.

"Flex 1 is the manifold gauge every modern technician deserves," said Keith Keller, Vice President of HVAC for NAVAC. "Designed for the next generation, it replaces outdated tools with speed, clarity, and simplicity required by today's advanced systems."

## 30+ Scholarships Available for HVAC Students Nationally - Help Us Spread the Word

The HVAC industry is in need of passionate and skilled workers to meet the growing demand for services.

The EGIA Foundation's HVAC HERO Scholarship has been a beacon of hope for young individuals looking to enter the HVAC industry. By offering financial assistance, we have enabled students to pursue their education and build promising careers. And for the first time ever, we are now offering scholarship for a purely online training pathway, as well as our traditional in-classroom scholarships!

Since 2018, we've awarded:

**165 scholarships**

**\$407,000 to cover tuition**

**Scholarships in 39 States**

**Scholarships to 120 different Schools**

These achievements highlight the significant im-

pact the EGIA Foundation has made in the industry. We invite you to share this opportunity with your community to continue supporting the next generation of HVAC professionals.

### Do You Qualify for an HVAC Scholarship?

Scholarships will be awarded based on eligibility requirements, academic merit, financial need and interest in pursuing a career in the HVAC industry.

Below are the requirements for eligibility in the annual scholarship program: High school seniors and recent graduates in the U.S. with a minimum GPA of 2.0 who are enrolled or intend to enroll in an HVAC technical program for the entire academic year qualify for a \$2,500 scholarship or a fully sponsored online diploma. Students must be US Citizens, US Nationals or US Permanent Residents based on US Department of Education

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# Blacks Supply - 35th Annual Bass Tournament - Hickory Point



Big Bass #2 7lb 4oz and 1st Place Winner with a combined total of 13lb 12oz was Benjamin Rios and Ronnie Davidson of Above All Air Conditioning



Big Bass #1 7lb 6oz and 2nd Place Winner with a combined total of 13lb 3oz was Travis Cato and Bruce Bozman of Cato Air Conditioning



3rd Place Winner with a combined total of 13lb 1oz was Mike Jenkins & Rod Penn of Above All Air Conditioning

Blacks Supply sponsored their 35th Annual Bass Tournament on March 11th, 2026 at Hickory Point, Tavares, FL. From the first evidence of light, bass anglers headed out to test their skills on bringing back the big prize catch. The weather was warm and cloudy and the tournament was at full capacity making this a very competitive event. There were over 47 boats and 94 anglers. The limit per boat was five bass.

Willieboy's BBQ of Apopka prepared a very tasty lunch of Pulled Pork, Chicken, Baked Beans, and Mac N Cheese.

Big Bass #2 7lb 4oz and 1st Place Winner with a combined total of 13lb 12oz was Benjamin Rios and Ronnie Davidson of Above All Air Conditioning.

Big Bass #1 7lb 6oz and 2nd Place Winner with a combined total of 13lb 3oz was Travis Cato and Bruce Bozman of Cato Air Conditioning

3rd Place Winner with a combined total of 13lb 1oz was Mike Jenkins & Rod Penn of Above All Air Conditioning.

Many great prizes were provided by Blacks Supply and their preferred vendors. Blacks Supply has been in business for over 39 years and has four Central Florida locations to serve the HVACR trade. Family owned and operated, Blacks Supply has everything you need to get the job done!



Nolan Turner and Jake Treadwell of Flo-Grown caught five bass totaling 9lb 11oz



First boat in was Arlin and Denise Martin of Harper Limbach Air Conditioning caught 5 bass with a combined total of 8lb 8oz



Robert Wilder and Sean Baker of Swell Air & Heat caught five bass with a combined total of 7lbs 9oz



Mike Moreno and Drew Smith of Harper caught five bass with a combined total of 8lbs 11oz



Robert Stark and Luke Poupore of Gaskins caught four bass with a combined total of 7lbs 12oz



Bobby Gable and Ron Wambles of Greer Contracting caught five bass with a combined total of 8lbs 4oz



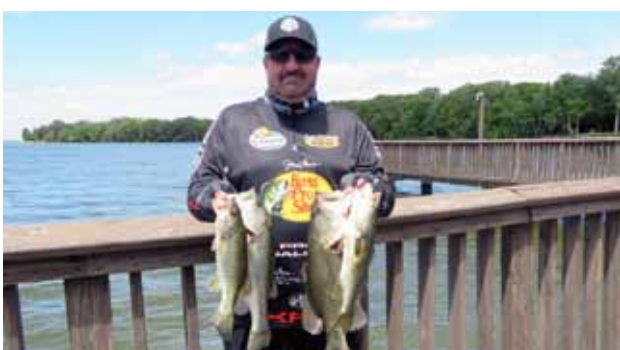
Justin Hosterman and Logan Turner of Flo-Grown caught five bass with a combined total of 8lbs 6oz



Frank Curran and Luke Curran of Platinum Elite caught five bass with a combined total of 9lb 2oz



5th Place Winners with a combined total of 11lb 15oz was Clayton Kendall and Frank Oliva of Service One



Gary Hawkins Jr. and Gary Hawkins Sr. of Harper caught four fish with a combined total of 8lbs 14oz



Mike Hritzik and Gavin Hritzik of Lake County Air Conditioning caught five bass with a combined total of 7lb 15oz



Jeff Dorsey and Mike Baker of Above All Air Conditioning caught five bass with a combined total of 6lbs 8oz

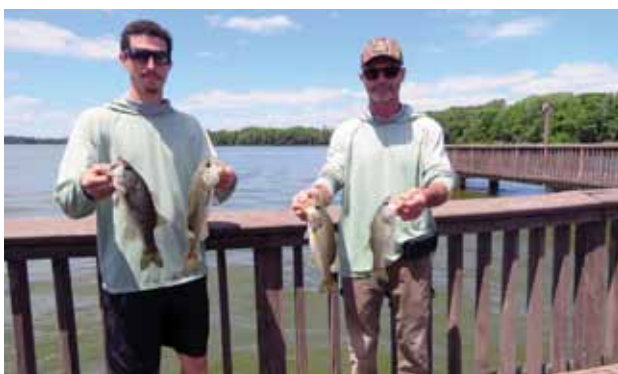
# Blacks Supply - 35th Annual Bass Tournament - Hickory Point



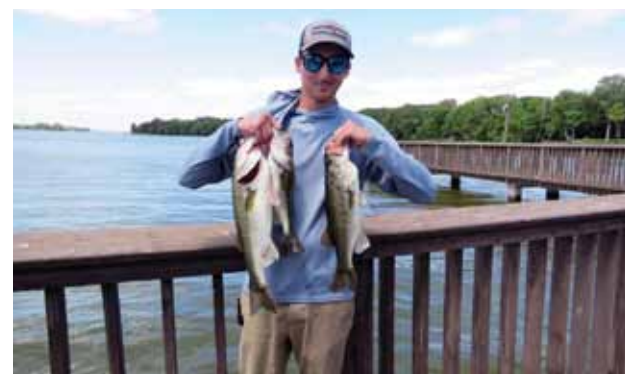
The Blacks Supply Team: L to R- McQuade Hollandsworth, James Sieffert, Dustin Graham, Dave Shaut, Craig Syfert, Dan Jacques, Mutt Stroud, Eric Riddle, Jimmy Clement, Chris Foster, Patrick Cummins, Teia Harner, Kevin Bush, Matt Reed, Hoot Jabbari, Tyler Barajas, Hector Aguilar, Bruce Fortenberry



John Martin and Robert Martin of Above All Air Conditioning with five bass and a combined total of 5lb 3oz



Scott Kikly and Brian Kikly of Jacob's Heating & Air caught four bass with a combined total of 4lb 6oz



4th Place Winner with a combined total of 12lb was Gavin Lacoste and Timmy Deen of Liberty Mechanical



Josh Taylor and Chris Tanner of Taylor Mechanical had a nice catch of two bass with a combined total 4lb 1oz



The winner of the large Blackstone Gas Griddle was Mike Baker of Above All Air Conditioning



What a nice day for a bass fishing tournament. Everyone enjoyed the fishing, food, and fun!



The winner of the 3 layer Money Cake consisting of \$2 Bills was Cody Kurpil of Bob's Air Conditioning



Willieboy's BBQ of Apopka prepared a very tasty lunch of Pulled Pork, Chicken, Baked Beans, and Mac N Cheese



The winner of the smallest fish 1lb 2oz Will Brethour of Bob's AC



The winner of the Kayak was awarded to Rory Pettis of Budget Air Conditioning



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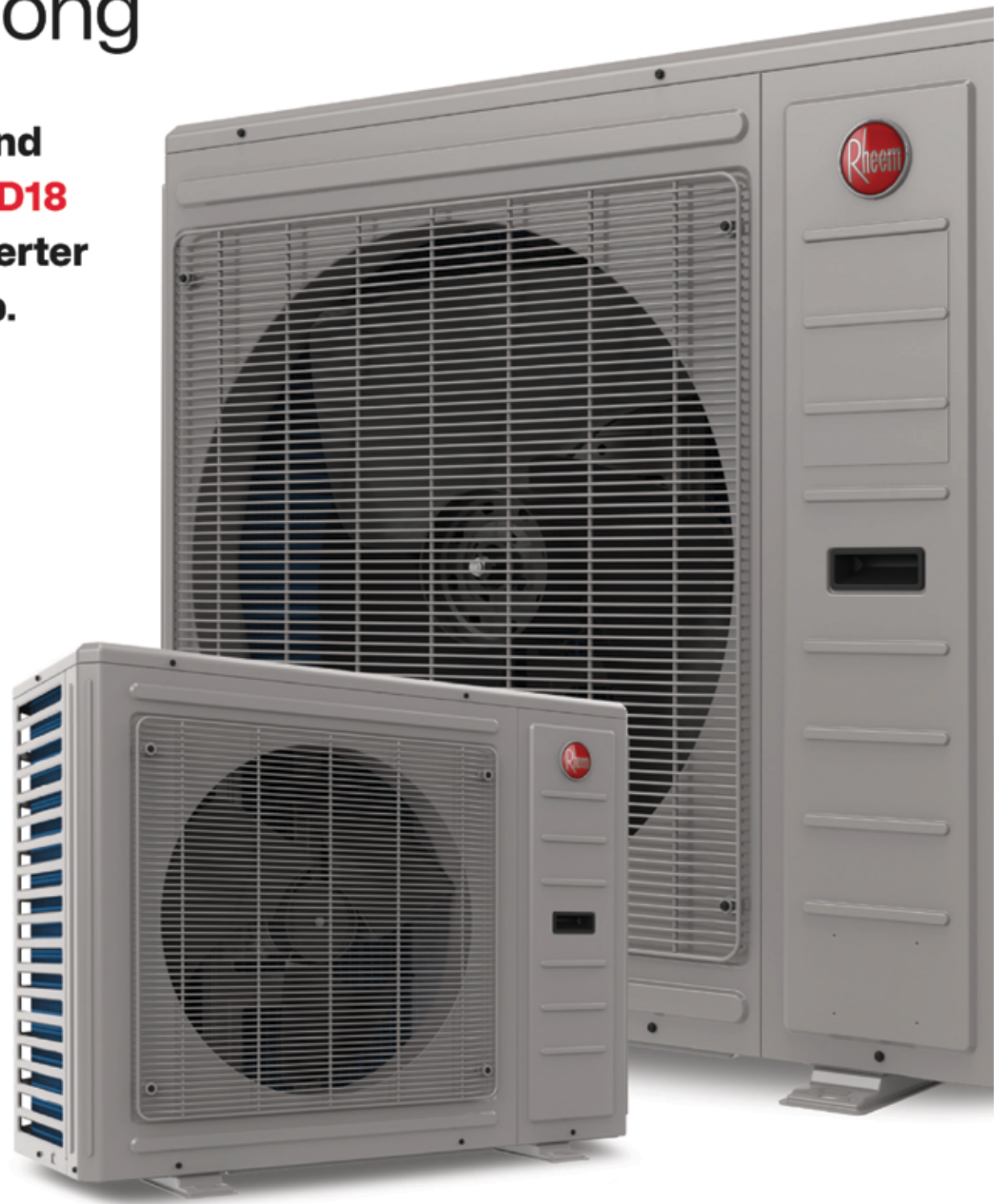


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# Tropic Supply Hosts Lunch & Learn and Demo Days with Nu-Calgon

In April Tropic Supply hosted several Nu-Calgon Lunch and Learn and Demo Days around the state of Florida.

**Learning Objectives:**

- **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.

**Meet The Experts:**

**Alexis Terzado – Nu-Calgon**

Alexis Terzado brings over 30 years of HVAC/R distribution experience, from warehouse operations to outside sales in Florida. Passionate about innovative products, he has trained professionals across the state and understands the daily challenges contractors face. Today, he focuses on equipment sales and training, helping customers find solutions with Nu-Calgon products.

**Steve Dover - Nu-Calgon**

Steve has been in sales for 30 years. He started in residential HVAC sales in 2000 and switch to

wholesale 2 1/2 years ago. He lives in Palm Harbor and his Nu-Calgon territory is Naples to Tallahassee along the West Coast. He has been with Nu-Calgon since September 2022.

**Jody Long - Nu-Calgon**

Jody has served as an account manager with Nu-Calgon for the past 18 years, following 12 years with a major HVACR wholesaler. During his time with Nu Calgon, more than 5000 technicians and contractors across the northeast and Central Florida markets have attended his training programs on the latest tools and techniques for maintaining HVACR systems.

Visit [www.tropicsupply.com/eventscalendar](http://www.tropicsupply.com/eventscalendar) to explore all of the upcoming events-and plan to join us!



Alexis Terzado of Nu-Calgon explains the benefits of cleaning a new evaporator coil with Evap Foam No Rinse to remove factory residues.



Mario Miranda of Best Air Solutions, with Alberto Hernandez of Cool Flow AC, and Yani Soto of Tropic Supply.



Roger Hays of Sterling Services of Florida with Steve Dover of Nu-Calgon at Tropic Supply in Tallahassee.



Alexis Terzado of Nu-Calgon highlights that NuStart acts as both a soft starter and protection device for the scroll compressor in HVAC/R systems.



Jason Godwin of Tropic Supply with Steve Dover of Nu-Calgon, Ashton Hodges, and Austin Harrel of Tropic Supply.



Alexis Terzado of Nu-Calgon shares powerful ways contractors can find solutions across every job by leveraging their full line of products.



It wouldn't be a Lunch & Learn without some seriously tasty sandwiches and refreshing drinks to enjoy while learning and boosting your skills!



The full class posing together at the Tropic Supply North Miami Lunch & Learn!



Alexis Terzado of Nu-Calgon demonstrates how to elevate maintenance and create upsell opportunities using PowerZyme, PurCool Strips, and Gel Tabs.



Alexis Terzado of Nu-Calgon demonstrates how to properly treat a drain pan using Pan-Treat for optimal performance and maintenance.



George Morris and Del Travious Batten of Apogee Solutions attending the Nu-Calgon Lunch & Learn at Tropic Supply North Miami.



Steve Dover of Nu-Calgon speaks with a customer about the iWave-R, a self-cleaning bi-polar ionization air cleaner for systems up to six tons.



A technician from Marion County picks up a Nu-Calgon T-shirt at Tropic Supply in Ocala!



Tirell Dantly and Roger Hays of Sterling Services, Josh Smith, Skip Howell of Tropic Supply, and Steve Dover of Nu-Calgon—posing for the camera.



Pedro Moreno of Tropic Supply with Alexis Terzado of Nu-Calgon.



**HVAC School**  
For Techs by Techs

## Negative Superheat? Time to Check Your Tools

By Bryan Orr

I was fresh out of school, working as an apprentice at my first real HVAC job, and I was listening in on a shop conversation between a few techs.

They were talking about finding so many overcharged systems. One of the techs turns to me and says, "I had a unit yesterday that was so overcharged it was running minus five degrees of superheat." I don't remember EXACTLY what I said in response to that, but it started a miniature argument and set me on a crusade against misinformation that led me here all these years later.

### When in doubt, check your tools.

Before we move on, I want to mention something that Jeremy Smith pointed out to me. When working with a zeotropic refrigerant blend with "glide," the change from liquid to vapor and vapor to liquid occurs over a range of temperatures, not at a single temperature. When calculating superheat, we use the "dew point." We use the "bubble point when calculating subcooling. The saturation temperature is the range of temperatures between those two points; a temperature could be "interpreted" as negative superheat or subcooling when it is actually just in the saturated range. In air conditioning, the traditional R-22 and R-410a refrigerants do not have any significant glide, but newer blends do, so that's something to watch out for.

Here is a list of things that, if you observe them, will be worth checking your tools to make sure they are set up correctly, connected correctly, and properly calibrated BEFORE you start making an exotic diagnosis:

### Negative Superheat

Superheat is the temperature gained in the refrigerant once it has completely boiled into a vapor. When it is still boiling, it will be in a mixed state and will be at saturation temperature for that given pressure. Zero superheat is something you will often see when a system has a flooded coil; zero superheat indicates that liquid is still boiling in the suction line. While that generally isn't a good thing, it is something that you will observe from time to time. It will usually result in you, the tech, taking corrective action.

Negative superheat goes by another name: SUBCOOLING. The only way a substance can be in the

subcooled range is if it is 100% liquid and has given off additional heat below the saturated (mixed) state. In a running air conditioning system, it's impossible for the suction line to be 100% liquid subcooled below saturation; therefore, it is impossible to have negative superheat both by definition or in practice.

"So, what's happening when you measure negative superheat?" you may ask. Good question.

It is one of a few possibilities:

1. You are looking at the wrong refrigerant PT scale.
2. The refrigerant is mixed (somebody added another refrigerant on top of the original refrigerant).
3. You are dealing with a blended refrigerant with "glide," like many of the new 4-series blends, such as R-407c.
4. Your suction gauge is reading too high.
5. Your line clamp thermometer is reading too low.
6. You do not have a good connection on the line, the Schrader core isn't depressing, or the King valve isn't open.
7. A combination of the items listed above.

### Negative Subcooling

Just as we mentioned above, negative subcooling is actually a superheat condition. There is no such thing as negative subcooling.

Is it possible for the liquid line to contain superheated vapor? It is THEORETICALLY possible but not practical. For example, if someone short-circuited nearly the entire condensing coil and connected to the liquid line, you could see superheated vapor—but let's be realistic.

When techs measure a negative subcooling (superheat) at the liquid line, it could be:

1. You are looking at the wrong refrigerant PT scale.
2. The refrigerant is mixed (somebody added another refrigerant on top of the original refrigerant).
3. You are dealing with a blended refrigerant with "glide," such as R407c.
4. Your high side gauge is reading too low.
5. Your line clamp thermometer is reading too high.

6. You do not have a good connection on the line, the Schrader core isn't depressing, or the King valve isn't open.
7. A combination of the items listed above.

### Liquid Line Cooler than the Outdoor Air

There are two cases where the liquid line can be cooler than the outdoor air when measured at the condenser outlet. A wet coil and a restriction inside the condenser cabinet in the liquid line, usually in a factory-installed filter-drier.

Because the liquid line temperature will often be VERY close to the outdoor temperature on a new, high-efficiency system, you may often measure a liquid line as colder than the outdoor air when that may not really be the case.

Often, you may SEE a liquid line colder than the outdoor ambient, and it may simply be:

1. Miscalibration of the line clamp or the ambient air thermometer
2. Measurement of the ambient air in sunlight, where the probe can be affected by sunlight
3. The coil is still damp after cleaning or rain (evaporative cooling)

It's always a good practice to have a backup set of thermometers and gauges so that you can double-check the calibration of your tools against one another. Whenever possible, test them under the conditions that you are using them.

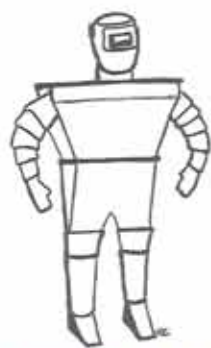
If you have two clamps, place them on the same line right next to one another. When testing two air probes, stick them both in the same return air stream side by side. You may also test in an ice bath (demonstrated HERE); just make sure that the water is pure and that the water and ice are fully mixed and circulating when you test for 32°F (0°C).

Also, keep in mind that every measurement device has "uncertainty" in the measurement of +/- a certain amount, depending on the tool. Don't expect your tools to provide greater accuracy than what is published in their specifications.

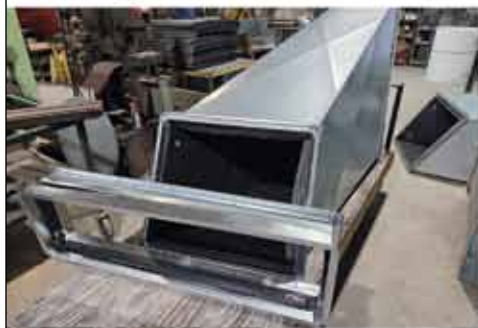
—Bryan

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Jody Long of Nu-Calgon, Natalia Camacho and George Pabon of Smart Air, Mercedes Idalgo and Ana Osgar of Akribis



Annaka Brewer, Jillian Thigpen and Meghan Kirby of Johnstone Supply



Aaron Beckwith and Malik Lanegley of Sunrise Heating and Air, Kelsey McHaffie of JP Lamborn, and Brandon Wiseman of Johnstone Supply



Megan Espinel of Mechanical One, Cody Hering of Pro Dev Reps, and Danny Tocci of Mechanical One



What a perfect time to relax and enjoy some tasty BBQ Chicken and Ribs from Hills BBQ!



Neil Crawford of Nidec with Rob Camp and Travis Marques of Johnstone Supply



Tim Roberts and Christy Kerlin of Cain Sales with John Whale of Next Tech



Team Bosch and The McAllister Group came together for a group photo



The Johnstone Supply Open House in Orlando was very well attended!



Rick Sanders of AIT Mechanical, Rob Rickman of Mitsubishi Electric, Juan Caec and Tran Truong of AIT Mechanical



Timothy Anderson of Trane, Mike Winkel of AMP Strategic, and Nathaniel Soto of Enoch



Katie Hunter, Peggy Knight, Christine Gilford, Mike Gilford, Michael Cambell, and Rita Santiago of Universal Technical Institute



Frank Tipton of Leone Green and John Nazarchyk of Service One



Blair Carter of Crown Products, Al Taylor of Criste Heating & Air, Tim Crouch of Crown Products, and Dwayne Chamorro of Criste Heating & Air



Brent Green of City of Orlando, Nick McFee of J Nichols and Associates and Booker Averhart of City of Orlando



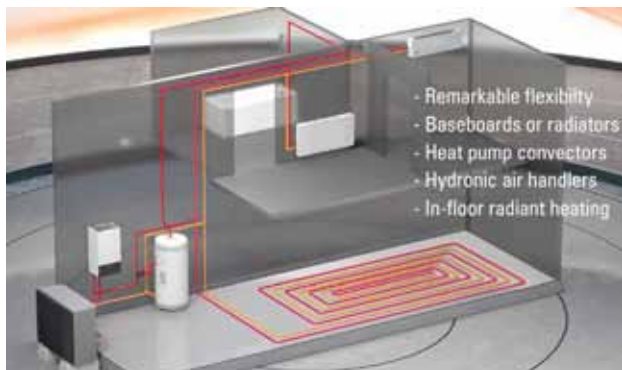
The Johnstone Supply Team serving delicious Chicken & Ribs from Hills BBQ to all their customers who attended



Yajaira Mendez and Cindy George Noel of Orange County Public Schools with Brian Hoskins of FloXtreme

# New Daikin ALTHERMA 3 H HT High-Temp, Air-to-Water Heat Pump

*A versatile boiler and furnace replacement capable of delivering efficient heating, cooling and optional domestic hot water, even in cold climates*



WALLER, Texas, April 24, 2026 – Flexibly designed for a wide array of applications, the newly launched Daikin ALTHERMA 3 H HT high-temperature, air-to-water heat pump system from Daikin Comfort Technologies North America, Inc. (Daikin) can deliver energy-efficient heating, cooling and optional domestic hot water with a space-saving, future-focused esthetic.

The Daikin ALTHERMA 3 H HT provides a distinctively versatile, 3-in-1 plumb-and-play solution that can provide heating, cooling and optional hot water – even in low-ambient temperatures. That exceptional adaptability makes it an excellent choice for replacing fossil fuel equipment like boilers, furnaces, and gas domestic hot water (optional).

Advanced engineering and modern style are the signatures of this innovative, high-temperature air-to-water heat pump.

A first-of-its-kind compressor developed by Japan's Daikin Technology and Innovation Center and Daikin Europe can deliver high-leaving water temperatures as high as 158°F (70°C). It utilizes low-GWP R-32 refrigerant that releases fewer CO2 emissions than R-410A.

## One Solution, Multiple Possibilities

“With its versatility, quiet operation, space-saving design and modern esthetic, Daikin ALTHERMA 3 H HT combines form and function to solve indoor comfort challenges effectively in both retrofit and new construction, especially in areas with low ambient temperatures,” explains Edwin Reek, Di-

rector Water Heating Solutions for Daikin.

Flexible system combinations can allow for easy integration for boiler, gas furnace and optional gas domestic hot water replacement. Once the Daikin ALTHERMA 3 H HT outdoor unit is connected to the indoor unit (hydro box), the system can connect to emitters already in the home, like baseboards or radiators, integrate with Daikin's heat pump convectors, or pair with hydronic air handlers and in-floor radiant loops.

Engineered for extreme climate applications, the Daikin ALTHERMA 3 H HT can operate down to -18°F (-28°C) while still delivering space heating and optional domestic hot water. It can provide cooling even when outdoor temperatures reach 109°F (43°C).

Operating as quietly as a low-library murmur, down to 41 dBA, the Daikin ALTHERMA 3 H HT is engineered for tranquility. A LOW sound mode setting silences sound pressures further, down to 35 dBA.

“The outdoor unit innovatively incorporates an advanced, hidden fan shaped to minimize the air contact surface, helping maintain a low sound level,” Reek explains. “To absorb and insulate the sounds made during compressor operation, three layers of insulation surround the compressor, while double sound reduction plates are used between the bottom plate and vibration plate.”

While most high-capacity HVAC units operate with two fans, Daikin ALTHERMA 3 H HT outdoor units need only one. A large fan enhances air circulation and helps lower operational noise.

Though quiet and compact, the heat pumps deliver strong energy efficiencies by leveraging Daikin's proven inverter technology and R-32's thermodynamic properties. Inverter-driven compressors and fan motors – plus advanced micro-processor controls – are designed to deliver constant comfort and high-efficiency performance.

“Replacing fossil fuel boilers and furnaces with an advanced, modern hydronic heat pump like the Daikin ALTHERMA 3 H HT contributes to sustain-

ability,” says Reek.

## Air-to-Water Difference: Heating, Cooling, & Optional Hot Water

Homeowners are becoming more familiar with heat pump systems to heat and cool their homes, using outside air along with the heat pump refrigeration system to create warm or cold air for their homes. Commonly understood hydronic boiler systems heat water by burning fossil fuel (natural gas, propane or oil), using that water to warm a home through base boards, radiators or underfloor heating. They can also supply domestic hot water.

Unlike boiler systems that burn fossil fuels, Daikin ALTHERMA 3 H HT is an all-electric air-to-water heat pump that can provide home heating and optional domestic hot water without burning fossil fuels directly by the system – and can also deliver cooling. Daikin ALTHERMA 3 H HT air-to-water heat pumps extract heat energy from the outside air and transfer it to water for space heating and optional domestic hot water. But ALTHERMA 3 H HT's air-to-water heat pump technology can also reverse its cycle, chilling water to cool a home. The chilled water circulates through fan coil units, gently lowering indoor temperatures for consistent, comfortable cooling. This gives the Daikin ALTHERMA 3 H HT flexibility to deliver sustainable indoor heating and cooling comfort in both ducted and ductless homes.

Its striking, modern casing sprung from a collaboration between Daikin engineers and designers. “They brought a breath of fresh air to the traditional outdoor unit,” Reek explains. “Inspired by the excellent design of Daikin indoor units, the Daikin ALTHERMA 3 H HT outdoor unit features an attractive, grey front plate and clean lines that blend into surroundings easily.”

Ultimately, says Reek, Daikin ALTHERMA 3 H HT high-temperature, air-to-water, electric heat pumps leverage innovation and style into an efficient, sustainable indoor comfort solution, supporting the transition away from fossil fuel-based systems toward all-electric systems.



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# From the Factory to the Field

*Training and collaboration with manufacturers help bring new ideas back to engineers, contractors and facilities maintenance teams in the field.*

*Story by Josh Brown, Technical Services & Training Manager of AccuAir, LLC*

One of the most rewarding aspects of working in HVAC is the constant opportunity to learn and adapt. Recently, I attended training events with Bard Manufacturing, Friedrich, and Allied Commercial, each offering valuable insight to compare notes from the field, learn more about the equipment, and talk directly with the people who design and support the products we work with every day. Most importantly, these types of events allow us to take the latest and greatest product and technical updates from the Factory to the Field!

We recently hosted Vaughan Smith, National Sales Manager of Engineered Products with Bard, for an in-house product training session. The training included updates for service and replacement procedures, advancements in existing product lines, and a look at new equipment expected to come to market soon. Given how widely Bard equipment is used in many facilities, especially with our K-12 partners throughout the country, the session provided practical insight that can be applied immediately in the field. Equally important, Vaughan gathered direct feedback from our sales professionals regarding product needs and opportunities that we have identified by working with customers in the field.



I attended a Friedrich Train-the-Trainer and Voice of the Customer event in San Antonio, where the focus was an open dialogue amongst a small group of distributors to discuss how products and training could continue to improve. The small-group format was extremely effective. Instead of sitting through long presentations, we spent a lot of time in discussion with people from different parts of the country and with different levels of experience. Salespeople, trainers, and technical specialists were all part of the conversation, and everyone brought a slightly different perspective.

As Brad Niehaus, National Manager of Ductless and Universal HP Sales at Friedrich, who helped lead the session, summed it up well when he said that “discussion without action is theatre.” The encouraging part was that Friedrich didn’t just leave the conversation there. Follow-up meetings have already been scheduled so the group can see how the feedback is being addressed and what progress is being made. This kind of accountability shows a real commitment to improving both products and training.

Lastly, I attended Allied Commercial training in Columbia, South Carolina. This session focused more heavily on equipment, specifically maintenance and diagnostics with less emphasis on applications. In this case it was hands-on work with the equipment, testing tools, and system diagnostics, as well as a chance to see their R&D facilities. Working in smaller groups again made a big difference, giving everyone the chance to ask questions, share experiences, and spend time working directly with the equipment.

While in South Carolina, the group also had the opportunity to tour Allied’s manufacturing facility in nearby Orangeburg. Seeing how the equipment is built gives you a much better appreciation for the engineering and quality that goes into these systems before they ever reach a job site.

These manufacturer-hosted events included discussions as to how manufacturers can best support distributors in providing contractors and users with training and technical services. More than anything, these sessions were a reminder that the HVAC industry works best when manufacturers, distributors, and technicians are willing to talk openly and learn from each other.



One of the best outcomes from attending events like these is the opportunity to bring that knowledge back and share it with our customers and team. After returning from training, AccuAir partnered with Brevard County Public Schools in Cocoa, Florida to host a small-group technical seminar centered on the Bard equipment currently supporting many of the district’s facilities. The collaborative session gave technicians, supervisors, and management a chance to take a deeper look at the systems they work with every day, while also incorporating concepts and insights gained from our recent training with Bard.



Just as importantly, it gave the district’s technicians an opportunity to identify some of the challenges they are experiencing with their equipment—feedback we can now take back to manufacturers so we can work together on solutions that better serve the customer.

The technicians, supervisors, and management from the school district spent time digging deeper into the equipment they work with every day while also learning about newer technologies that could help guide future repair and replacement decisions. It also gave everyone a chance to connect directly with industry partners who are committed to helping them succeed.



Ultimately the goal of product and technical training is to take the knowledge from the Factory to the Field to assist customers with selecting, installing and maintaining equipment that will be reliable, maintenance friendly, cost effective, and most importantly result in excellent occupant comfort! I’m grateful to have been part of these opportunities—and even more grateful that we were able to bring some of that knowledge back to the field where it can make a real difference.

We’d like to extend an invite to all customers and maintenance teams for product application, installation and maintenance training, please contact us (877) 322-2824 for more information and availability!

About Josh

Josh Brown is the Technical Services & Training Manager at AccuAir, LLC, where he works with modular manufacturers, contractors, technicians, and facilities teams to support HVAC training and technical development. Josh spent over 20 years in technical trades in the military and in the private sector.

## ACCA Partners with Finturf to Create Maximus

ALEXANDRIA, VA. (April 28, 2026) — The Air Conditioning Contractors of America (ACCA) has partnered with Finturf, a contractor financing ecosystem, as a Platinum Strategic Partner focused on helping home service professionals close more jobs by giving customers flexible ways to pay.

Through this partnership, ACCA is announcing Maximus — a contractor financing tool built exclusively for ACCA members. Maximus is designed from the ground up around how HVAC businesses sell, market, and grow. The platform enables ACCA members to submit a single application that connects homeowners to the largest network of home improvement lenders in the country, right at the kitchen table.

Data from the 2025 Contractor of the Future Study conducted by ACCA and Farmington Consulting Group show that 68% of all HVAC contractors offer financing to their customers. More ACCA contractors offer financing compared to non-ACCA contractors, with 81% of ACCA contractors indicating they offer financing. Average close rates for all HVAC contractors increase from 38% when they don’t offer financing to 49% when they do offer financing.

On the Maximus platform, each application is routed through a network of financing partners using proprietary technology based on contractor-defined parameters, accommodating a wide range of credit profiles and financing structures. HVAC projects on Maximus see a 92%+ approval rate, with declines automatically rerouted seamlessly to the next available lender so contractors never lose a deal to a single rejection.

“We know that equipment costs are continuing to increase for a number of reasons,” said Barton James, ACCA president and CEO. “Maximus helps contractors give their customers more options so that cost doesn’t hold them back from getting what they need.”

The Maximus financing infrastructure is built to be woven into operations from day one. Onboarding includes guided setup, admin onboarding, dedicated sales training, and ongoing support. Designed to accelerate the sales process and integrate directly with how contractors market their business, the platform gives contractors the data to run their business better: tracking pull-through rates, lender approvals, and close performance across every sales channel.

“The majority of time, financing is an afterthought, something contractors reach for when a homeowner flinches at the price. They’ve never been taught how to sell with financing and it’s costing them jobs every single week,” said Ed Torosyan, chief revenue officer at Finturf. “Through our partnership with ACCA, we’re giving contractors the tech, the training, and the process to simplify the financing cycle. We built Maximus to help ACCA members fill their project pipeline, close bigger tickets, and stop leaving money on the table one homeowner at a time.”

ACCA and Finturf are partnering to offer an educational webinar on Thursday, April 30 with practical tips on how contractors can use financing as a proactive sales tool, including how to normalize conversations around monthly payment options. Registration is free and open to both member and non-member contractors.

ACCA’s Strategic Partner Program brings together contractors and industry leaders committed to strengthening HVACR businesses and advancing the profession.

The Air Conditioning Contractors of America (ACCA) is the nation’s premier trade association for heating, ventilation, air conditioning, and refrigeration contractors. ACCA’s member companies provide quality service in heating, air conditioning, refrigeration, building and home performance, solar, 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](http://acca.org).

# Cousins Air Inc. Hosts 5th Annual Employee Appreciation Celebration at TopGolf in Pompano



Cousins Air chose the perfect venue to host their employee appreciation at TopGolf in Pompano

On Friday April 3rd from 3-5pm, Cousins Air Inc. hosted their Fifth Annual Employee Appreciation Celebration at TopGolf in Pompano. Everyone had a fun time playing golf, and eating some tasty bites.

Many nice gifts were given to all of the Cousins employees with 30 chances to participate in a special raffle.

Cousin's Air, Inc. is a locally-owned and operated, full-service AC company, serving all of Palm Beach and Broward Counties. Established in 1995, they take great pride in providing top-quality AC services in South Florida, coupled with unparalleled customer care. What a nice event to show the Cousins Air Team how much that they are appreciated!



Gary Giancarli, Kate Brescia and John Brescia of Cousins Air



Jadiel Cruz, Kaymen Swartz, Thomas Alaimo, Daram Singh, and Lensveron of Cousins Air



Topgolf prepared some tasty bites consisting of meatballs, chicken tenders, flatbread pizzas, and plenty of refreshments



Matthew Vietti, Reade Robinson, Jason Torres, Juan Lopez and Christian Serrano of Cousins Air



An employee of Cousins Air concentrating his driving ability from the tee



There were so many awesome raffle prizes that everyone could increase their chances to win by selecting where to place their tickets!



Olivia Graziano and Alyson Cayer having a great time at TopGolf in Pompano with Cousins Air



John Brescia and Alyson Cayer gave a huge thank you to all the employees for their hard work and dedication over the past year!



David Hanson, Robenson Cadeau, Alex Valles, Roberto Soto and Rodolfo Fiorvante of Cousins Air



Andy Taylor of Leone Green & Associates (ctr), awarded Veto Pro Pac bags to Thomas Alaimo and Benito Carranza of Cousins Air



What a great way to spend a Friday afternoon with coworkers having some food and fun



Managers Alyson Cayer, Jerry Loiselle, Mitch Lovinger, John Brescia, Gary Giancarli and Steve Jeziorowski



Carlos Ventes, Roberto Soto, Brian Vilchiz, O'Neill Clark and Darius Davis of Cousins Air



Topgolf gives you the opportunity to keep practicing until you are hitting the perfect shot, and that is how you improve your game



Many nice gifts of appreciation were given to all the Cousins employees, and there were so many raffle prizes too!



Berly Guerrier, Roben Saimbre and Sley Moise of Cousins Air who just finished some tasty bites

# Armstrong Air & Electric Expands Northeast Florida Presence with New Jacksonville Office and Leadership Team



Jacksonville, FL — Armstrong Air & Electric, a leading employee-owned provider of HVAC and electrical services, is proud to announce the expansion of its operations into St. Johns County and the greater Jacksonville area. This growth includes the opening of a new local office and the addition of experienced leadership, supporting the company's continued commitment to delivering comprehensive service solutions across Northeast Florida.

Founded in 1994, Armstrong Air & Electric has grown from a family-owned business into a respected statewide operation serving residential, commercial, and multi-family clients. Built on a foundation of integrity, craftsmanship, and customer-first service, the company has earned a reputation for dependable, high-quality work across Florida's demanding climate. Today, as a 100% employee-owned company, Armstrong continues to prioritize accountability, performance, and long-term partnerships.

As part of this expansion, Amy O'Grady has joined as Business Development Manager, alongside Nick Caruk, who will serve as Division Manager, and Amanda Whitehead, who will support office operations and customer experience. All three are Jacksonville natives, bringing strong local connections, industry expertise, and a shared passion

for supporting the region's continued growth.

In her role, Amy O'Grady will lead business development efforts, focusing on building relationships with homeowners, builders, developers, property managers, and local businesses throughout the region—including rapidly growing communities such as Nocatee and surrounding areas. With more than 15 years of experience in the HVAC industry, she is well-positioned to help expand Armstrong's presence across all service lines.

Nick Caruk brings over 10 years of industry experience and will oversee regional operations, with a strong focus on team leadership, service excellence, and scalable growth. His background in managing operations and developing high-performing teams ensures Armstrong's expansion into Northeast Florida maintains the same level of quality and reliability the company is known for statewide. As part of a veteran-led organization,

Nick's leadership reflects Armstrong's commitment to discipline, service, and supporting communities like Jacksonville, which has a strong and proud military presence.

Amanda Whitehead, Office Coordinator, brings 18 years of experience and will play a critical role in supporting day-to-day operations, customer communication, and internal coordination. Her expertise helps ensure a seamless experience for customers and partners, reinforcing Armstrong's commitment to responsive, high-quality service.

Together, this leadership team is focused not only on growth, but on delivering a consistent, high-level customer experience across every touchpoint.

"This expansion reflects our continued commitment to strategic growth across Florida," said Paul Richards, CEO of Armstrong Air & Electric. "We've proudly supported building partners like Meritage Homes within this community and in other markets for years. As we've seen the continued growth across St. Johns County and Jacksonville, it became clear there was an opportunity to bring our

full range of HVAC and electrical services directly to this region."

The new St. Johns County-based office will support a full spectrum of services, including installation, maintenance, repair, and system upgrades for residential, commercial, and multi-family properties. Services also include residential new construction, allowing Armstrong to continue supporting builder partnerships while expanding service offerings to homeowners and businesses alike.

Beyond their professional roles, O'Grady, Caruk, and Whitehead are committed to being actively involved in the local community. They are engaged in initiatives such as the revamping of the Fletcher High School gym and participation in local events throughout the area, including those in Nocatee and surrounding neighborhoods. Their shared belief in supporting family-centered communities and giving back locally is a core part of their leadership approach as they establish Armstrong's presence in Northeast Florida.

With ongoing growth throughout Northeast Florida, Armstrong's expansion positions the company to deliver trusted service, strengthen community relationships, and support the region's evolving needs. For more information about services or partnership opportunities, visit Armstrong Air & Electric online.



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# 2026 FRACCA Florida Conference & Expo Celebrating their 25th Anniversary Rosen Center Hotel Orlando - April 8-12



**KEYNOTE Speaker Bryan Dodge of Dodge Enterprises spoke about "How to Re-Ignite Your Unstoppable Passion"**

The Florida Refrigeration and Air Conditioning Contractors Association (FRACCA) conducted its 2026 Educational Conference at the Rosen Centre in Orlando Florida from April 8th - 12th. Wow, What a Celebration of Keeping it Cool in Florida for 25 Years!

FRACCA launched their first Annual FRACCA Golf Tournament at Eagle Creek and ended with an Outstanding 25th Anniversary Dinner Party with a Cocktail Hour, Awards, and Entertainment by Felix & Fingers on Dueling Pianos.

The conference began on Wednesday April 8th, with Ruth King and Ed Janowiak of ACCA offering classes during the day and then the Presidents Dinner dinner that evening.

Thursday April 9th opened with a fabulous breakfast and the Keynote speaker, Bryan Dodge, who had two great messages: How to Re-Ignite Your Unstoppable Passion, and How to Master the Language of Successful Leadership. Ruth King was up again with Rocket your Profits.

FRACCA provided a Grab & Go Lunch to go with Federated speaker Ross Kelly, on how to Drive Safer. Then the Exhibitors Expo Hall was officially open with vendors and everyone having fun, seeing new products, getting refreshments, and enjoying many delicious foods.

On Friday April 10th, another full breakfast with speaker Tray Batcher, keeping you informed on how to stay out of court with proper permitting. Robert Cochell was next, teaching contractors about the new codes and the Future of HVAC. Then Ross Kelley of Federated discussed Workmans Comp.

Everyone had an amazing Legislative Luncheon, with Edward Briggs, FRACCA Lobbyist, facilitating a Fireside Chat. The Expo Hall was open again with refreshments. A Wine Paring Dinner was offered that evening.

On Saturday April 11th, Breakfast was in the Expo Hall, and more classes were offered. Jim Fultz of Copeland discussed "The Cost of Rolling a Truck". John Buehler spoke on how to "Maximise Your Business", and Shawn Joseph of Omni gave an AI Generated Discussion.

The 2026 FRACCA 25th Anniversary Conference was defiantly first class!



**Ed Janowiak of ACCA gave a class on the first day of the conference on "Manual J in a Day"**



**Ruth King packed the ballroom with her presentation of "The Rules of Profitability" and "The Rules of Wealth"**



**Ross Kelly of Federated Insurance spoke about "Driving Safer" and gave an update on "Workers Compensation"**



**Tray Batcher of FRACCA Legal and Adams & Reese gave an informative class on "Don't get caught without the proper permitting for the project"**



**Robert Cochell of FRACCA & Gulf Coast Air talked about "The Future of HVAC" and an updated class on the new codes**



**Edward Briggs facilitates a Fireside Chat with Legislators including, State Senators, House Representatives, and Secretary DBPR**



**Group Photo with FRACCA, Special Florida Legislative Guests, and FRACCA Lobbyist, Edward Briggs**



**The food and refreshments were excellent during the Exhibitors Expo!**



**Hector Dominicci of Ferran with, Erica Mattis of FRACCA, and Jose Ardorno of Ferran**



**Fidel Martinez and Jim Fultz of Copeland with Yolanda Pizzaro of Mechanical One, and Brian Hastings of Four Seasons**



**Leo Laureano and Bill Esler of Daikin, with Jeremy Mann and Mike Nickolas of Johns Manville**



**Michael Ortiz, Joe Phillips, and Brian Cook of Carrier**



**Lek Gjoka of Cool R Us Air Conditioning speaking with Adam Jameson of ShupeCarboni & Associates - FAMCO**



**Sean Kerr and Alex Henson of iGas, recovering, reclaiming, and repurposing HFC, HCFC, and CFC gases**



# 2026 FRACCA Florida Conference & Expo Celebrating their 25th Anniversary Rosen Center Hotel Orlando - April 8-12



Jessie Barrack and Lindsey Freeman of Field Edge with Martina Schrader and Chris Schrader of Schraders Smoker Service



Mat Charles and Robin Broderick of ProDev Reps with Carla Spitnail and David Spitnail of Skyway Heating and Air



Andres Ponce of AMP Strategic, Paul Stehle of FRACCA, John Mertins and Tom Sullivan of Rectorseal, and Ryan Charles of AMP Strategic



Howard Pearl of Pride Air Conditioning, Anthony Saunders, Nick Dorsey, and Ron Saunders of AHR Sales



John from of City of Venice Beach with Robert Johnson, Trevor Gay, Mike Odell, and Jeff Stephens of York



John Vallone and Ryan Land of Milwaukee Tools displaying all the new power tools!



Scott Jernigan (center) of Advanced Work Vans giving a product tour of their decked out pick-up truck



Keith Martin of MACCA, Will Barnes, Past President of FRACCA - SWACCA, Paul Stehle, Immediate Past President of FRACCA - MACCA



Daniel Griffin, Past President of FRACCA - NFACCA, Robert Cochell - FRACCA & Gulf Coast Air, Brian Hastings - ACCACF, Lek Gjoka of Cool R Us



Hamilton Arevalo, Brock Allen, and Jimmy Heath of Breeze Lease Purchase



Paula Huband and Erica Mattis of FRACCA who brought everything together to make the conference a big success!



After the Cocktail Hour, the FRACCA 25th Anniversary Dinner was underway serving filet mignon, shrimp, and perfect sides



FRACCA Director Erica Mattis and Immediate Past President Paul Stehle just installed 2026 New FRACCA President BJ Lingerfelt



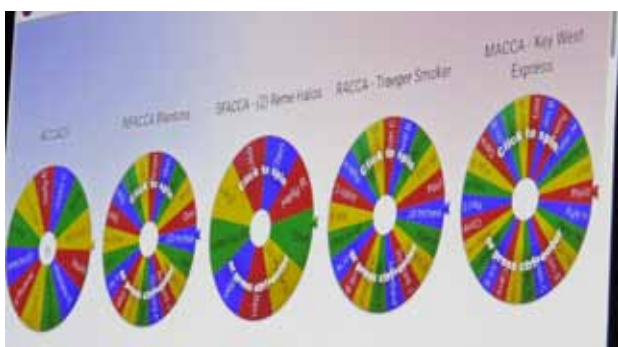
All FRACCA Past and New Presidents received a custom vest at the 25th Anniversary Dinner and Awards Party



A special FRACCA award was the 2026 Affinity Partners: Federated Insurance and Omni Resource Group



ACprosite, Peter Montana and Today's AC, Jeff Schlichenmeyer received an award from FRACCA, for dedication to the Industry



Each FRACCA chapter had a special raffle prizes like Key West Express, Traeger Smoker, RGF REME Halos, and more



After the 25th Anniversary Dinner and Awards there was entertainment by Felix & Fingers on Dueling Pianos

## For Most Homeowners, Important Documents Are Scattered Everywhere. HouseFacts Smart Records Does the Organizing

CHICAGO, April 6, 2026 /PRNewswire-PRWeb/ -- Ask any homeowner where their HVAC warranty is. Most will pause. Many will guess. Some will never find it.

That moment — the hunt for a document you know you saved somewhere — is what HouseFacts set out to end. Today, the home management platform announces Smart Records, a major AI-powered update that automatically extracts, categorizes, and files home documents the moment they arrive. Alongside it, HouseFacts has redesigned its dashboard from the ground up to make the entire experience feel effortless from the first login.

Most homeowners are one missed warranty away from a costly mistake. Smart Records make sure that never happens.

For most homeowners, important documents are scattered across inboxes, filing cabinets, and cloud folders. Generic storage tools like Google Drive and Excel require homeowners to do all the sorting themselves. No platform has been purpose-built to understand home documents, pull out key information, and organize it automatically — until now.

Smart Records gives homeowners two ways to capture documents without thinking about where they go. Smart Forward assigns every HouseFacts account a unique email address. Forward a contractor invoice, a utility bill, or an HOA notice. HouseFacts reads it, pulls the key details, and files it automatically. No login required. No manual entry.

Smart Upload handles the backlog. Homeowners can bulk-upload inspection reports, warranties, receipts, and permits. HouseFacts reads every file and sorts each one into the right place.

The result is a fully searchable, structured home record. Accessible from any device, built without any manual effort.

Smart Records are available today to all HouseFacts users on web and mobile. Both features are included with all subscriptions. New users can try them free at housefacts.com.

## Florida's Home Service Industry Continues to Grow

National home services network teams with Southwest Florida's TLS Air Conditioning & Insulation, marking its first entry into the Sunshine State

TAMPA, Fla. (April 22, 2026) — Rocket Group, a leading home services network and consulting company, has partnered with TLS Air Conditioning & Insulation (TLS), a Southwest Florida provider of energy-saving insulation and HVAC services for residential and light commercial properties. The partnership marks Rocket Group's 13th acquisition and its first entry into the Florida market, extending its national network of top-tier home service providers into one of the country's fastest-growing regions.

TLS, a family-owned company founded in 2015, has grown from a two-person operation into a full-service insulation business with more than 50,000 homes served across Florida. The company leaders have built a 20-year track record of expertise, serving homeowners across the region and bringing insulation knowledge to Rocket Group's growing portfolio that already spans HVAC, plumbing, and electrical across the country. Rocket Group will lead the launch of a dedicated HVAC division within TLS, bringing air conditioning installation, repair, and maintenance services to its existing Southwest Florida customer base and actively hiring experienced technicians to support the expansion.

"Florida represents a major strategic opportunity for Rocket Group, and TLS is exactly the kind of company we want to build with," said Victor Rancour, CEO of Rocket Group. "They have built something real here. Great people, a proven operation, and customers who trust them. We are going to come in, stack the right systems behind them, and help them grow faster."

TLS serves homeowners across Tampa, Sarasota, Cape Coral, North Port, and Punta Gorda with a full suite of energy efficiency services including

attic insulation, blown-in insulation, duct sealing, and batt insulation. Its certified technicians have helped customers cut heating and cooling costs by up to 15 percent and reduce total energy use by approximately 11 percent annually. With six locations, more than 30 SOP-trained technicians, and an exclusive contractor relationship with Duke Energy and Florida Power and Light, TLS gives homeowners across Southwest Florida access to utility-backed rebates on qualifying energy efficiency upgrades.

"Every homeowner who calls TLS is going to get the same team, the same quality work, and the same personal attention they have always received from us," said Seth Horrig, CEO of TLS Air Conditioning & Insulation. "Joining Rocket Group means we can invest more in our people, expand into communities across Florida that need what we do, and bring that same trusted service to even more families across the state."

The TLS partnership adds Florida to a growing list of states where Rocket Group has established a presence, bringing its proven operating playbook to one of the most active residential construction and home services markets in the country. Led by Victor Rancour and Chief Operations Officer Michelle Van Beek, Rocket Group is actively seeking partnership opportunities with home service companies across the country that have strong local reputations and the ambition to build something bigger.

TLS Insulation is a trusted provider of energy-saving services for residential and light commercial properties in Southwest Florida. TLS specializes in helping homeowners and business owners lower their heating and cooling costs by providing high-quality insulation solutions that are tailored to their specific needs and budget.



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# OPEN HOUSE 2026

April 23rd, Tallahassee

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Thomas Glasser, Sarah Silva, Patty Cox, Brent Holland, Chris Foster, Jeremy Parker, and Chris Kinsey of Johnstone Supply



Lory Jones, Hank Henderson, and Kathy Masachio of Johnstone Supply working at the registration table



Jeff Dodgen of Residio, Meghan Kirby of Johnstone Supply, Neil Crawford of Nidec / US Motors, and Shaughnessy Harms of Johnstone Supply



Thomas Hill, Sadiki Isaac, Dawson Tisdale and Justin Mikola of Intelligent Air



Jim Nichols of J. Nichols & Associates, Gary Prine of Leone Green, and Steve Dover of Nu-Calgon



Johnstone Supply and Hills BBQ truly deliver an awesome Open House experience with a lasting impression every year!



Nathan Adams (center) of The McAllister Group gives a tour of the Bosch trailer which was parked on-site at Johnstone Supply Tallahassee



HVAC Students from Lively Technical College taking it all in at the Open House at Johnstone Supply in Tallahassee



Chuck Parks of Johnstone Supply with Warren Offenberg of Daikin



Steve Griffen and Tim Crouch of Crown Products



Brooke Behnke, Jason Castillo, and Cameron Stapleton enjoying the Open House in Tallahassee



Mike Winkel of AMP Strategic showing the new Fieldpiece Analog Guages to Aaron Simmons, and Kenneth Machado of FAS Parts & Service



Lake Russell of The McAllister Group and Matt Thompson of DiversiTech displaying the new products available at Johnstone Supply



TJ White of Mitsubishi Electric, Tim Roberts of Cain Sales Company, and Tom Sullivan of Rectorseal



Whit Parker of Building Heath Group showing April Aire products to David Tanner of Synder's Refrigeration and Air Conditioning



Nathan Black of First Company presenting the new ECO Series Fresh Pack Space Constrained Heat Pump



JC Nunez, Bryce Davis, and Tiera Burton of Benson's Heating & Air Conditioning looking forward to some delicious Hills BBQ



Todd Miller of High Quality Heating & Air, with Nick MacFee of J. Nichols and Associates, and Mathew Crowley of Spectroline



# 2026 FRACCA 1st Annual Golf Tournament Celebrating their 25th Anniversary Eagle Creek Golf Course Orlando - April 8



Ryan Donderiz, Daniela Ruiz, and Joey Gonzalez of Refricenter keeping golfers refreshed on the course

On April 8th, FRACCA hosted their First Annual Golf Tournament at Eagle Creek Golf Course in Orlando during their 25th Anniversary Conference at the Rosen Center Hotel.

There were over 60 golfers. The rain held out for a great day of golf. Breakfast and Lunch were provided along with some great raffle prizes.

Closest to Pin and Longest Drive was Tracy Capobianco, Yolanda Pizarro, Walt Calvin, and Chris Jenkinson.

The 1st Place Tournament Winners were Dolph Marmetschke, Josh Marmetschke, Orlando Vazquez, and John Zellerner of Ferran.



Doug Lindstrom of Lindstrom AC, Ashley Coppotelli and Angela Sollard of RGF, Robin Broderick and Mat Charles of Pro Dev Reps



Jeff Stephens, Trevor Gay, Robert Johnson, and Mike Odell of York



Jeremy Mann, James Lynch, Mike Nicolas, and Ken Demeiz for Johns Manville



Dennis Broderick, Ryan Land, John Vallone, and Pedro Gedde for ACMaxTech / Milwaukee Tools



Keith Juhola, Todd Ramella, Adam Jameson, and Erick Soto for FAMCO



Niel Arteaga, Daisy Nuesi, and John Brescia for Refricenter



Matt Maucieri, Cody Hering, Nicolas Delgatti, Louis Campusano for RGF Environmental



Davis Holland, John Mitchell, Patrick Stanton, and Brett Bond for Johnstone Supply



Ray Silwoski, Beau Green, Robert Smith, and Bill Green for Johnstone Supply



Andy Methvin, Jolene Methvin, Yolanda Pizarro, and Andy Brunkala for Mechanical One



Susie Rosser, Tracy Capobianco, Chris Jenkinson, and Jay Hayley of Trane



Hamilton Arevalo and Jimmy Heath of Breeze Lease Purchase



Dolph Marmetschke, Josh Marmetschke, Orlando Vazquez, John Zellerner, Luis Perez, Bray Gay, Nick Godwin, Hector Dominicci for Ferran



3rd Place Tournament Winners Andy Bittinger and Brock Allen of Breeze, Michael Zeppi and Mauricio Tibaduiza of Anthony's Cooling



2nd Place Tournament Winners Robert Johnson, Jeff Stephens, Trevor Gay, and Mike Odell of York



1st Place Tournament Winners Dolph Marmetschke, Josh Marmetschke, Orlando Vazquez, and John Zellerner of Ferran

# Message from HVACR Manufacturers



Photographed left to right: John Amos Bosch Home Comfort USA, Paul Chaves Mitsubishi Electric Trane US, Fadi Al Nemry LG HVAC Solutions USA, Jeff Bledsoe Daikin Comfort, Doug Smiley Lennox, Jose De La Portilla Rheem Manufacturing, David Rames Midea America, John Davison Fujitsu General America, Inc.

Something happened at the HVAC Excellence National HVACR Education Conference that this industry has never seen before, and it demands our attention.

During the opening session, a truth was laid bare: the gap between what is being manufactured and what is being taught is no longer emerging, it is accelerating. This is not theoretical. It is real, growing, and impacting every level of the industry. Manufacturers see it in how equipment is applied and serviced. Contractors feel it in the field. Technicians face it on day one. And yet, only one group is positioned to close that gap: education.

Then came a defining moment. Leading manufacturers, representing the majority of HVACR brands, took the stage together for the Manufacturers Summit. This was unprecedented. These were not competitors, but collaborators, united by a shared purpose: preparing the next generation of technicians.

**They did not come to sell. They came to solve.**

They spoke candidly about an industry evolving faster than education can keep pace. Inverter-driven systems, advanced controls, connected diagnostics, and new refrigerants with changing safety requirements are no longer emerging, they are the standard. Yet many students graduate without ever working on this equipment, creating immediate skill and safety

gaps.

Manufacturers made their position clear. They are ready to help. They are willing to provide training, explain why systems are designed the way they are, and share real-world data and best practices. But their message came with equal clarity: partnership cannot be one-sided.

Fundamentals still matter, airflow, refrigeration, and electrical remain the foundation. But fundamentals alone are no longer enough. New technicians are struggling with diagnostics, electrical application, system design, refrigerant safety, and digital controls. These are not future problems. They are present realities.

A clear line was drawn. Education provides the foundation. Manufacturers provide the application. Neither can succeed alone.

This was more than a discussion. It was a turning point. A recognition that the future of HVACR depends on alignment between education and industry.

**The challenge now is simple, but not easy.**

If we are serious about preparing students for the technologies of today and tomorrow, then education must engage, adapt, and invest at the same pace as the industry it serves. Because when education and industry move forward together, we do more than teach HVACR. We secure its future.

**Quotes from Panelist**

“It’s not about making an immediate sale it’s about building a pipeline of qualified technicians in the marketplace. As the number one HVAC manufacturer in the world, we view this as part of our commitment to the industry. We are also extremely proud to be able to provide resources and assistance to those who want and need it.” Jeff Bledsoe, Daikin Comfort Technologies

“It is important to recognize that the individuals in attendance are not part of the problem, they are the solution. When manufacturers, educators, and trainers come together, they are not just collaborating; they are making a direct investment in the future of the HVACR industry. Through this partnership, the next generation of technicians is better trained, better prepared, and equipped to meet the evolving demands of the field.” John Davison, General Inc.

“Honored to be a part of this panel. As I said on stage, we may be competitors on the field, but can unite for the common cause of promoting HVAC, the trades in general, and the importance of training the right people on the right products. Happy to continue this overall mission whenever you need me.” David Rames, Midea

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## Carrier Celebrates Earth Day with Major Milestone: 1 Million Trees Planted Toward Goal of 5 Million by 2030

PALM BEACH GARDENS, Fla., April 22, 2026 – On this Earth Day, Carrier Global Corporation (NYSE: CARR), global leader in intelligent climate and energy solutions, marks progress toward its pledge to plant 5 million trees by 2030, with 1,009,514 trees funded in 2025 across high-impact regions worldwide. The collaboration with the Arbor Day Foundation exemplifies the company's commitment to living its purpose – enhancing the lives we live and the world we share.

“Carrier and its employees are proud to help drive lasting change through the ‘For the Air We Breathe, For the World We Share’ initiative,” said Ashley Barrie, Executive Director, Corporate Social Responsibility, Carrier. “Through nature-based solutions, we’re helping to boost air quality levels, revive habitats and enhance climate resilience in areas impacted by environmental degradation.”

This past year, the initiative supported nine reforestation projects across critical ecosystems, including the Amazon Rainforest in Brazil, the Cauvery River Basin in India, farmland in Kenya and additional large-scale projects worldwide.

Employees, customers and the public voted to select a final 2025 project – helping restore 290 acres of California's forestland damaged by wildfire in 2021. Carrier employees also supported local climate resiliency efforts, with nearly 500 volunteers contributing more than 1,600 hours across nine global tree-planting events.

In the first year, Carrier's support of 1 million trees is estimated to result in 939,518 metric tons of CO<sub>2</sub> sequestered and 2,045 tons of air pollutant removed.

Carrier will accelerate this momentum in 2026 by supporting 14 reforestation projects, organizing global volunteer tree-planting events and hosting an educational webinar with the Arbor Day Foundation. The company will again invite stakeholders to help select one of the annual planting locations, to be announced later this year.

## RectorSeal® Acquires Duckt-Strip® Cable

Houston, TX, April, 14, 2026—RectorSeal, a leading manufacturer of high-quality HVAC/R and plumbing tools and accessories, has announced the strategic acquisition of Duckt-Strip, a differentiated, code-compliant electrical cable solution purpose-built for HVAC ductless systems.

Manufactured in the United States, Duckt-Strip is differentiated from other ductless power and communication cables by its Rip-n-Strip™ technology, which integrates conductors into a single cable that meets UL standards and enables quick installation. Additionally, by insulating power and communication lines, it minimizes the risk of crosstalk affecting ductless unit performance. Duckt-Strip is National Electric Code (NEC) Article 725.136 compliant and UL listed for in-the-wall and through-the-wall installations.

“With our national distribution footprint and deep relationships across the HVAC industry, the acquisition of Duckt-Strip cable offers clear opportunities for RectorSeal to meaningfully accelerate and reinforce the company's growth in established and emerging markets,” said Jeff Underwood, President of RectorSeal. “This action reflects our continued commitment to expand market reach and improve service levels while continuing to innovate for our HVAC distributors and customers.”

Since 1937, RectorSeal has offered products that have established a loyal following among contractors due to differentiated, proven product performance. Further, the company is often the first to tackle and solve challenges professional trade contractors face. RectorSeal is part of the Contractor Solutions segment of CSW Industrials. Please visit [www.RectorSeal.com](http://www.RectorSeal.com) for additional details



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## Bluon Launches Partsconnect Enabling HVAC Contractors to find and buy Compatible Replacements sold by their Local Distributor

*Drawing from an unparalleled cross reference database, PartsConnect is the first tool that can instantly determine which parts are compatible with the model number being worked on and who sells them*

IRVINE, Calif. – April 15, 2026 – Bluon, the industry-leading AI and data company for HVAC contractors, announces the launch of PartsConnect™, a new feature within Bluon's App and FSM plug-in that is designed to help technicians and contractors quickly locate and purchase compatible replacement parts sold by their preferred local suppliers. Powered by Bluon's unmatched equipment intelligence, PartsConnect™ delivers a desperately needed solution to the historically time-consuming and frequently inaccurate process of finding and buying compatible replacement parts for specific HVAC equipment.

With its database of more than 30 million unique model numbers across 240+ OEMs, including original manuals, detailed specifications and complete parts lists with specs, Bluon is HVAC's top provider of technical data and technical support. The launch of PartsConnect™ means that technicians can identify and purchase replacement parts quickly and confidently, eliminating much of the research, frustration and guesswork that has historically led to delays, wrong part installs and callbacks.

“Our customers have been asking for this feature

for years,” said Peter Capuciati, CEO of Bluon. “Identifying compatible replacement part options is hard enough, but trying to determine if a local distributor carries any of those compatible options has historically been a massive friction point for HVAC shops. We believe we have finally cracked the code to this enormous challenge”

PartsConnect™ addresses several problems that are well-known to HVAC techs and contractors, including frustrations with sourcing parts that are no longer manufactured, uncertainty about whether a substitute part will work properly and dependence on a supplier's counter staff to do the research to help identify compatible options.

“Enabling contractors to go straight from a scan of a unique model number being worked on to instantly see what compatible parts are sold by their local distributors is a game changer for HVAC,” said Capuciati. “PartsConnect™ is a huge step forward in the pursuit of helping contractors and their technicians making each job as profitable as possible.”

For more information about Bluon's PartsConnect, visit <https://www.bluon.com/partsconnect>.

## ACCA Launches National HVAC Tech Day Nominations

ALEXANDRIA, VA. (April 22, 2026) — The Air Conditioning Contractors of America (ACCA) has opened nominations for its 2026 National HVAC Tech Day celebration, giving contractors, employers, and industry professionals across the country a formal way to recognize the technicians who keep homes and businesses comfortable year-round.

National HVAC Tech Day is observed each year on June 22. This year, ACCA is expanding the celebration with a large-scale digital campaign honoring nominated technicians — amplifying their stories and spotlighting the essential role they play across the HVACR industry.

Nominated technicians will also be entered to win prizes donated by ACCA's sponsoring partners, with winners announced on social media on June 22.

Nominations are open through May 2026 and

welcome technicians across all roles and experience levels — residential and commercial, service and install and maintenance, veterans of the trade, and rising stars alike. Contractors and business owners may submit multiple nominations, including nominations for their entire team.

“HVACR technicians are the backbone of this industry, and they deserve to be recognized loudly and proudly,” said Barton James, ACCA president and CEO. “National HVAC Tech Day gives contractors a simple, powerful way to put a spotlight on the people doing the work — and this year, we're making that spotlight bigger than ever.”

ACCA thanks title sponsor Midea for their support of the 2026 National HVAC Tech Day celebration.

Nominations can be submitted at [acca.org/national-hvac-tech-day](http://acca.org/national-hvac-tech-day).

# Creating High-Impact Mobile Learning for Today's Distracted Minds

NEW YORK, April 22, 2026 — Mobile learning isn't simply desktop training shrunk to fit a small screen. As smartphones dominate the way people access information, instructional designers must create short, actionable learning that engages quickly and delivers immediate value.

Paul Clothier has more than 40 years of experience in instructional design, including over a decade at Apple. He has seen how mobile learning has evolved in response to changing user habits. Now a university instructor, he brings practical experience and technical knowledge to his new book, *Mastering Mobile Learning Design: A Practical Guide*.

"Smartphones have changed how people access learning and support, yet much of the available guidance still treats mobile as a smaller version of desktop e-learning," Clothier explained. "Designing for smartphones requires a different approach. Learners are busy, their attention is divided, and they need clear, useful information in the moment."

Written for instructional designers, CLOs, teachers and trainers, *Mastering Mobile Learning Design* offers practical guidance for creating mobile learning that's clear, engaging and designed for how people actually learn.

"Small improvements in clarity, flow, and design can make a significant difference in how people learn and use what you create," Clothier said.

The book provides step-by-step guidance for designing mobile learning for smartphones, using video, graphics, interactions and storytelling to create short, purposeful learning moments. It covers how to design learning and performance support within everyday work, use social interaction and gamification to encourage participation, and develop mobile content that engages.

The book also explains how generative AI can support designers in creating mobile learning, with examples of using AI to research topics, draft content and adapt material for different learners. The final chapters examine emerging developments in AI-supported design, personalization and intelligent learning tools.

"The people you're designing for are busy, and they need something useful right now," Clothier added. "Your job is to make sure that what you create is clear, relevant and worth their time. *Mastering Mobile Learning Design* shows how to do this."

## The Malco Group Earns 2026 USA TODAY Top Workplaces Award



ANNANDALE, MINN. (April 9, 2026) — The Malco Group, a leading manufacturer and distributor of professional-grade HVACR and building construction products in the Americas, announced it has earned the 2026 USA TODAY Top Workplaces award. The award honors organizations with 150 or more employees that have created exceptional, people-first cultures.

Published by USA TODAY, over 42,000 organizations were invited to participate in the Top Workplaces USA survey. Winners were chosen based solely on employee feedback gathered through a survey issued by Energage.

"At The Malco Group, we know our success starts with our people," said Kirk Langbehn, vice president of people operations at The Malco Group. "Being recognized as a Top Workplace on a national scale means a lot because it comes directly from the team across our nine-brand portfolio—the individuals who show up every day to support one another and move our business forward. We're focused on creating a workplace where people feel respected, supported and able to do their best work—and this recognition shows we're on the right track."

As The Malco Group grows, prioritizing the foundation of Looking Good, Feeling Good, and Doing Good remains top of mind. With increased safety goals, facility improvements, employee appreciation days, community engagement, donations, highway clean-ups, and student give-back programs, The Malco Group continues to earn its place as a destination workplace.

"Earning a USA TODAY Top Workplaces award is a testament to an organization's credibility and commitment to a people-first culture," said Eric Rubino, CEO of Energage. "This award, driven by real employee feedback, is more than just a recognition — it's proof that your employees believe in the organization and its leadership. Job seekers and customers look for this trusted badge of credibility and excellence. It signals a company that values its people, and that kind of culture resonates in today's competitive market." For more information about The Malco Group, visit [www.malcogrp.com](http://www.malcogrp.com). About The Malco Group

The Malco Group is a leading manufacturer and distributor of high-quality HVACR and building construction products based in the Americas. With a focus on innovation, precision engineering and field-tested performance, The Malco Group powers the success of trade pros and businesses across the continent. Its portfolio includes ACE Chemical, Aspen Pumps, Beckett, Big Foot Systems, C&D Valve, HydroBalance, Malco Tools, Unilite and Veto Pro Pac. Follow The Malco Group on Instagram, Facebook and LinkedIn to stay updated on the latest innovations and product launches.

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For God did not give us a spirit of timidity, but a spirit of power, of love and of self-discipline.

2 Timothy 1:7



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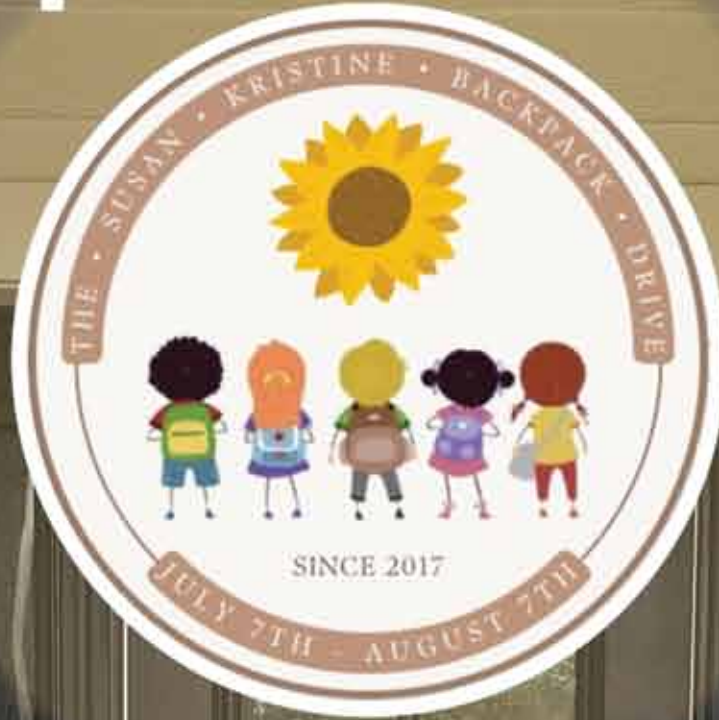
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 Jeff Schlichenmeyer 954-674-1580  
[jeff@todays-ac.com](mailto:jeff@todays-ac.com)

# Help Support A Great Cause!

2017 - 57 Backpacks  
 2018 - 119 Backpacks  
 2019 - 219 Backpacks  
 2020 - 457 Backpacks  
 2021 - 472 Backpacks



2022 - 719 Backpacks  
 2023 - 1742 Backpacks  
 2024 - 1807 Backpacks  
 2025 - 2207 Backpacks  
 2026 - ??? Backpacks

## 10th Annual Susan Kristine Backpack Drive

We are starting our 10th Annual Susan Kristine Backpack Drive!  
 This year your backpack donations will be going to:

- The Christian Sharing Center in Longwood
- Seminole County Public Schools (FIN) Families in Need
- Tools for Seminole County Schools
- The Rescue Mission for Women and Children in Sanford
- Hope Helps in Oviedo

All of these programs help kids and families in our community. So many families are in need and/or have fallen on hard times. Our mission is to provide all of these local kids a brand new backpack so they can start the school year with something new that brings them confidence and a positive outlook for the school year ahead. I also offer to personal shop for anyone if you would like to donate a monetary donation. Venmo - @Kristine-Litton



This Backpack Drive is to honor of my Aunt Susan Harrell and my Grandmother Kristine Stockstill!  
 Both of these women had an incredible impact on my life and had such giving hearts.  
 Thank You for your continued support in making this drive so successful! God Bless Ya'll!  
 Backpacks needed for Elementary - High School Age

Call Blacks Supply if you would like us to come to your location to pick up your donations

# BLACKS @ SUPPLY

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 Orlando, FL. 32805  
 407-422-0181

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

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

1015 Thomas Ave.  
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 352-360-0050

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- **You need confidence** – our ongoing training insures that our staff are up-to-date on the latest
- **You need matches** – our amazing product cross-reference tool will quickly match exactly what you need, and is exclusive to Johnstone Supply
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