

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region



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



Tropic Supply Celebrates National HVAC Tech Day & World Refrigeration Day (see page 22)



Oldach Celebrates HVAC Week in Orlando, Kissimmee, and Tampa Locations (see page 9)



SFACCA's 1st Annual Fishing Tournament was a Reel Success! (see page B15)



ASHRAE Miami Technical Lunch: Wellness That Performs by Miami Dade Schools (see page 10)



Tropic Supply Sporlan & Yellow Jacket Demo Days to Provide Smart HVAC Solutions (see page 20)

Special RefriAmerica's Expo Issue

RefriAmerica's is Coming to the Broward County Convention Center this Month



Jeff Schlichenmeyer
Publisher

RefriAmericas is the International HVAC, Refrigeration, and Automation Expo & Congress, taking place on July 29–30, 2026, at the Broward County Convention Center in Miami - Ft. Lauderdale.

The event brings together industry leaders, manufacturers, distributors, and professionals, providing a platform for technological updates, business development, and knowledge exchange such as the educational expertise of Academia de Fundamentos Tecnológicos, an institution founded in April 2021, and focused on training in areas such as engineering, architecture, emerging technologies, innovation, and environmental sustainability.

Through live classes, personalized consulting, and a network of specialized instructors, the academy will contribute valuable content to the RefriAmericas academic program, aligned with current market demands and industry challenges.

“This alliance represents an important step toward further consolidating RefriAmericas as a platform for professional development and knowledge exchange. Partnering with an institution that promotes not only technical excellence but also human development adds significant value to our academic offering,” said Fabio Giraldo, Project Manager of RefriAmericas.

We invite you to be part of this experience and discover firsthand the training, networking, and innovation opportunities that RefriAmericas 2026 has prepared. RefriAmericas stands as a truly global event, attracting exhibitors from over 14 nations and welcoming attendees from more than 25 countries, fostering a diverse and expansive international network within the HVAC/R industry.

see event guide section B

Trump Administration to Reduce Tariff Pressure on Residential HVAC Equipment

Columbus, OH — June 2, 2026 — Heating, Air-conditioning & Refrigeration Distributors International (HARDI) today thanked the Trump administration for issuing a new presidential proclamation that provides targeted tariff relief for certain heating, ventilation, air conditioning, and refrigeration (HVACR) products that are essential to American homes, small businesses, contractors, and distributors.

The proclamation recognizes that recent changes to Section 232 tariffs on steel, aluminum, and copper created significant cost concerns for HVACR equipment across the country. Without adjustment, those policies risked increasing costs throughout the supply chain and placing additional pressure on contractors, distributors, homeowners, and businesses during peak cooling season. The updated policy provides meaningful relief for many residential HVAC systems and components that had been treated as steel or aluminum derivative products.

“This is a welcome change for the HVACR industry by President Trump,” said Alex Ayers, HARDI’s Vice President of Government Affairs. “HARDI’s initial analysis shows the adjustment will help consumers keep nearly \$2.3 billion in their pockets by avoiding future price increases resulting from the initial tariff

increase. For far too many Americans, an unexpected HVAC replacement reduces their spending power in the months that follow. HARDI estimates that these savings will support \$2.9 billion in economic activity and preserve \$1.7 billion in value added to GDP over the long run that would have been lost under the previous tariff regime, which will help the American economy to continue to grow.”

HARDI has consistently emphasized that HVACR products are complex, highly engineered systems made from a mix of domestic and globally sourced components, and that tariff structures must reflect the realities of modern manufacturing and distribution. HARDI members and contractors had actively raised these concerns with policymakers in previous months, including during HARDI’s Congressional Fly-In and sending nearly 10,000 messages through the association’s grassroots advocacy platform to the Trump Administration and Congress.

“We appreciate the Administration recognizing that access to affordable heating and cooling is a matter of safety and economic stability for American families and businesses,” Ayers continued. “The new lower threshold for domestic metal content in the proclamation will also help many of the product categories not included in the new HVAC exemption.”

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What Are Continuous Signals?

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.

What are continuous signals? Small checks that give you peace of mind that your business is headed in the right direction. Or, the alternative, signals telling you that your business is headed for a profitability, productivity, or cash flow problem... so you can take the steps to resolve them before they become major crises and headaches.

It's like brushing your teeth, a habit that is critical to your biological health. Checking these signals are habits that are critical to your company's financial health. Both of these habits take less than five minutes a day...or even five minutes a week.

Here's the first signal – do this weekly: Track your accounts receivable to accounts payable balance every Friday. Remember to add cash to your accounts receivable if more than 50% of your business is COD. Don't include retainage. Include accounts payable plus credit cards if your accounting system separates the two.

Know this balance every Friday. If it's close to or less than 1 you are in trouble – you probably know this already since you probably are stressed to make sure there is enough cash coming in to pay payroll and your bills. If it is increasing – is it increasing because you are not being paid or because revenues are increasing?

The corollary to this activity: Look at your aged receivables and aged payables reports every Friday. See who owes your company money and who your company owes money to. If someone needs to collect, get on it! You personally don't have to collect. Just find someone who loves it (and yes, there are people who love collections!)

Final thought for an accurate AR/AP signal: Institute a "clean Friday." This means that all service and jobs are billed (all COD invoices are in the computer), all service invoices are in the computer, all supplier invoices are in your accounts payable system. You'll have up to date accounts receivable, cash, and accounts payable. The ratio will be as accurate as possible.

Track your billable hours every Friday (or the day of the week that you do payroll). This is something the person who does payroll should do as part of the payroll process. Email me if you want a template to track billable hours (rking@ontheribbon.com).

Why billable hours? It's because it's how you generate revenue in this industry. No billable hours, no service. No billable hours, no project or replacement work. You get the idea.

So, where should your billable hours be? On average, service should be somewhere between 60% and 80%. On average, project and replacement somewhere between 70% and 90%. In slower times the billable hour percentage may drop and it may be 100% or close to 100% in busier times.

The maximum billable hours percentage – for a year – is 91% unless you are a union company. Why? If we assume that a field employee works 40 hours a week, that is 2080 hours. There is vacation time, holiday time, meeting time, training time, and warehouse/callback time that is not billable. This subtraction makes total billable hours about 91%.

Union companies have close to 100% billable hours because they take care of holidays, vacations, etc. in their compensation package for the field team.

Warehouse time kills billable hours. How much time do your field employees spend each day in the warehouse? It should be less than 15 minutes. And, wherever possible, include warehouse time in job estimates. Travel time, unless billable to your customer, is not billable. Callback and warranty time kills billable hours too. Track your billable hours to really see how productive your field personnel is.

Finally...Subtle Clues that Something Isn't Right with Your Business - Conclusion

1.Sudden or small changes in behavior. If any of your team members, whether field or office, are going through a divorce, have a sick parent, or other emotion-

al situations which require more cash than they have, this is the time that normally rational people do irrational things. If you've made it easy for them to steal, they'll try it once even knowing that it is wrong. However, many times their situations override their morals. Make sure you have the processes in place to keep the honest people honest!

2.Excuses that are not normally there. If your bookkeeper gives you excuses for not getting the financials done on time or field people giving excuses for not collecting, etc., then you must dig deeper.

Your bookkeeper should give you clean financial statements on time every month. If you've been getting them on time, and they start becoming late, something is going on! Likewise, if your field personnel normally collect and do the things that are expected of them, and start ignoring procedures, find out what is going on.

A service technician got a Square in the company's name and his bank account. This is pretty easy – you need Federal ID number and everything that is listed on the employee's W-2 at the end of the year.

The technician started collecting credit card payments on his Square and the customer didn't know the difference because the company's name was at the top. Be careful when team members who normally follow procedures stop following them.

3.You start getting calls from your vendors asking for payment and you think the invoices have been paid. This could be internal or external. Your bookkeeper might have gotten an email asking to change the remittance address and payment location...and she didn't verify the change with your real vendors.

Or, your bookkeeper could be diverting funds to a personal account. This is why you always check your vendor list once a quarter as I wrote about last week. Please get financial statements on time every month. Review them or put them into Financially Fit Business software (www.financiallyfit.business).

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Why Smart Contractors Are Making Drain Protection Part of Every Installation



For years, condensate drain maintenance has been treated as an afterthought in our industry. Yet drain-related issues remain one of the most common causes of nuisance service calls, water damage claims, and customer complaints.

As contractors, we spend thousands of dollars attracting customers, earning their trust, and installing new HVAC systems. The last thing we want is to receive a callback because a drain line

clogged six months after installation.

The reality is that today's HVAC contractor

must do more than simply install equipment. The most successful companies are building service programs that improve the customer experience while creating recurring revenue opportunities and long-term customer retention.

That is exactly where automated drain maintenance solutions are changing the game.

The Cost of a Clogged Drain

Every contractor has experienced it.

A customer calls because water is dripping through the ceiling. The emergency service call gets dispatched. A technician spends valuable time diagnosing a clogged drain line that could have been prevented.

In many cases, the contractor absorbs part of the cost, especially when the customer believes the issue should not have occurred so soon after installation.

Beyond the direct expense, there is also the impact on customer satisfaction. Homeowners rarely remember the quality of the installation, but they always remember a water leak.

Moving from Reactive to Proactive

The HVAC industry continues to evolve toward preventative maintenance and connected solutions. Homeowners already expect alerts from their security systems, thermostats, and smart devices. They are becoming increasingly comfortable with technology that helps prevent problems before they occur.

Automated drain maintenance systems help contractors deliver that same proactive approach to HVAC system care.

Rather than relying on homeowners to remember monthly treatments or perform maintenance themselves, automated systems continuously treat the drain line throughout the year, helping reduce buildup and organic growth that commonly lead to blockages.

The result is fewer surprises for homeowners and fewer nuisance calls for contractors.

Building Recurring Revenue Opportunities

Many contractors are discovering that drain protection can become much more than a maintenance accessory.

When incorporated into a maintenance agreement, replacement program, or premium system package, it creates additional value for the homeowner while generating recurring revenue opportunities for the contractor.

Routine bottle replacements, system inspections, and maintenance visits provide natural customer touchpoints that strengthen the relationship between the contractor and homeowner.

In a highly competitive marketplace, those touchpoints matter.

The companies that maintain regular contact with their customers are often the companies that earn future replacement business and referral opportunities.

Differentiation Matters

Competing solely on equipment pricing is a difficult business model.

Today's leading contractors are finding ways to differentiate themselves through customer experience, technology, and preventative maintenance offerings.

Adding automated drain protection to a replacement or maintenance program demonstrates a commitment to protecting the customer's investment while helping reduce one of the most common causes of HVAC-related service calls.

It is a simple way to add value without significantly increasing installation complexity.

Looking Ahead

As HVAC systems become more connected and homeowners continue to embrace preventative maintenance technologies, contractors have an opportunity to position themselves as trusted advisors rather than reactive service providers.

The companies that focus on reducing callbacks, increasing customer retention, and creating recurring revenue streams will continue to separate themselves from the competition.

Drain maintenance may not be the most exciting topic in our industry, but preventing problems before they happen has always been good business.

And in today's market, good business practices are often what separate successful contractors from everyone else.

About iFLO Pro

iFLO Pro is a professional-grade automated condensate drain maintenance system designed specifically for HVAC contractors. With contractor-focused monitoring, automated solution dispensing, and proactive drain protection, iFLO Pro helps contractors reduce callbacks, improve customer satisfaction, and create long-term customer value. Visit www.iflopro.com to become a Certified Pro.



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When Fear Gets On the Truck With You

You know the feeling that sets in your chest before you finish reading that nine-word text: Hey you got a minute? I need some help.

No details. No system description. Just that, from someone who doesn't send that text unless they've already exhausted everything else. Let's talk about that feeling.

What's Actually Happening to You

Nobody trains you for what happens inside your head when the stakes are real and everyone in the building is looking in one direction: yours.

What most technicians don't know is that fear isn't just a feeling. It's a physiological event that has real, measurable effects on your ability to do your job.

Lt. Col. Dave Grossman, a former Army Ranger and psychology professor at West Point, spent years studying what stress does to the human body under pressure. In his book, *On Combat*, he identified a performance zone that sits between roughly 115 and 145 beats per minute. Inside that zone, complex motor skills, visual reaction time, and cognitive reaction time are all at their peak. Past it, performance degrades fast:

- Tunnel vision sets in
- Everything gets quieter (auditory exclusion)
- The ability to hold a chain of logical thought begins to break down

That last one is the one that matters on a rooftop above an emergency room.

Fear chemically hijacks the part of your brain doing the troubleshooting. You pull off one diagnostic path before you finish it. Jump to the next section of the unit. Then the next. You're moving constantly and getting nowhere. The longer it goes, the louder the internal voice gets. The louder that voice, the harder it is to follow a thread. The harder it is to follow a thread, the more you jump.

Most technicians have been in this exact spiral. Very few can name it while it's happening.

The Brake Pedal

Before you walk in, you need to bring your nervous system back into the functional range. The military and law enforcement have been doing this deliberately for decades with box breathing. Box breathing is simple enough to learn in thirty seconds and use in a parking lot:

1. Four counts in through the nose.
2. Hold for four counts.
3. Four counts out.
4. Hold for four counts.
5. Repeat three to five cycles.

Navy SEALs use it before missions, and law enforcement uses it before high-risk entries, and Mark Divine describes the methodology and its benefits in detail in his book, *Unbeatable Mind*.

The positive effects of controlled breathing on stress reduction and decision-making are already well-documented in medical research (such as in this *Frontiers in Psychology* research article). But box breathing specifically works because it activates the parasympathetic nervous system (PSNS), which relaxes the body and helps with necessary restorative functions, like digestion (according to the Cleveland Clinic). That is the physiological opposite of the fight or flight response. Activating the PSNS brings your heart rate back toward the zone where your training is still accessible.

It's not the same as meditating in the parking lot. You are literally resetting the system before you go to work. There is a difference.

The Guardrail

Once you are inside and working, you need something to hold the diagnostic thread when fear keeps trying to pull you off it. That something is a process.

Not general awareness. Not a scan of the unit. One question, followed all the way to its answer, before you ask the next one. Here's an example:

1. Do I have high voltage? Yes.
2. Do I have low voltage control? No.

What breaks the low-voltage circuit? Two things.

1. Check the first. Not tripped.
2. Check the second. Tripped.

Now you have a starting point. On to the next question. Process doesn't hear the clock OR the internal voice. It just waits for you to answer the next question honestly. That's exactly why it works under pressure: it replaces the decision-making that fear has temporarily stolen from you.

Why Experience Doesn't Make It Go Away

Here is something nobody tells you early enough:

The technician with three years and the one with twenty feel the same fear on the drive.

Experience does not make it smaller or make it arrive less often. What changes is something different: stress inoculation.

Stress inoculation is a concept studied extensively in military and emergency medicine contexts, and the core finding is straightforward:

If the nervous system has been through similar pressure before, it responds more effectively when the real moment arrives.

Not because the fear disappears, but because the trained responses stay accessible despite the fear. The veteran technician's hands still know what to do even when the internal voice is loud.

Every hard call you've ever been on was free stress inoculation. You didn't know it at the time, but your nervous system was building a library.

What Fear Is Actually Telling You

Fear is NOT a sign that something is wrong with you. It's information that tells you, "this task matters," that the people depending on you are real, and that the stakes are worth your full attention.

Take what it's offering:

- Sharpened attention
- Elevated focus
- The reminder that you are about to do something that counts.

Just don't let it make decisions. Don't let it pull you off the thread or replace the process with noise.

go to page B17

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Oldach and Ducane Celebrate Strong Performance at the Daytona Classic



Sprint Driver Sergio Sanjenis (center) with the Race Factory Team



Sergio Sanjenis grateful for the continued support of Oldach Associates and Ducane



In the 30-minute Sprint race, the team captured first place in class!



Driver Sergio Sanjenis delivered another successful weekend at the Daytona Classic, earning impressive results alongside teammate José Bonilla.

In the 30-minute Sprint race, the team captured first place in class and finished second overall, continuing

a strong run of performance. Later, during the demanding 1.5-hour Enduro race, the duo recovered from an on-track incident that dropped them to 26th position, rallying back to secure first place in class and 15th overall, showcasing determination and exceptional teamwork.

Sanjenis credited the continued support of Oldach Associates and Ducane, while also recog-

nizing the dedication of the Race Factory team for ensuring the car performed at its best throughout the weekend.

For more information on Oldach USA's products, services, events, and latest developments, follow Oldach USA on Facebook, Instagram, and LinkedIn, or visit OldachUSA.com for news, updates, and company announcements.

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DRAINLight UV™

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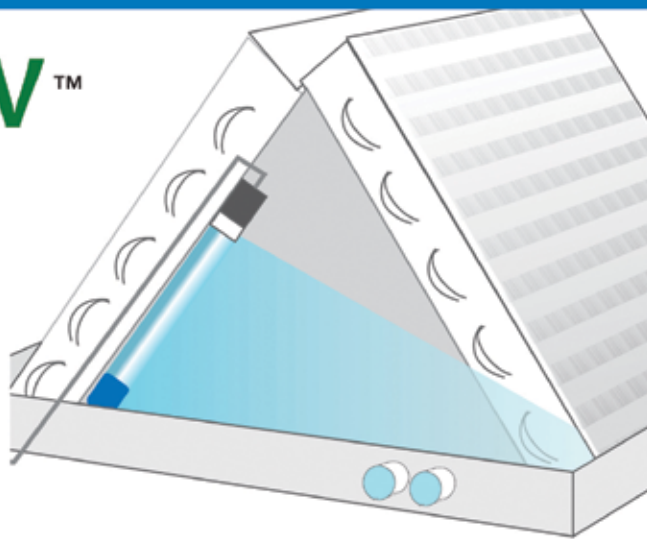
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UltraMAX UV-C Lamp, 6ft cable, connection adapter and installation accessories

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Stand-alone system includes power supply



Full kit adds 24-volt power supply



ACCA Announces Leadership Transition and National CEO Search

ALEXANDRIA, VA. (June 23, 2026) — The Board of Directors of the Air Conditioning Contractors of America (ACCA) today announced a leadership transition as the association prepares for its next chapter of industry service and growth. Barton James has concluded his service as Chief Executive Officer, and the Board has named Martin Hoover, 2024-2025 ACCA Chair of the Board of Directors, as Interim CEO.

During his tenure, James served the association well and led important modernization efforts across the organization. Most notably, he helped guide ACCA's transition to a fully virtual organizational structure and supported the structural improvements that strengthened the association's overall financial stability.

As ACCA looks ahead, the ACCA Board of Directors believes this is the right time to begin a new chapter of executive leadership focused on continued growth, expanded national membership, stronger performance measurement, and deeper engagement with industry partners and allied organizations. ACCA's next phase will prioritize disciplined operating practices that support transparency, accountability, and long-term service to members.

"The Board is grateful to Barton for his dedicated service and leadership over the years," said Kurt Hudson, ACCA Board Chair. "This transition is not a reflection of diminished appreciation for his contributions. Rather, it reflects the Board's responsibility to position ACCA for its next stage of service, growth, and industry impact. We thank him sincerely, wish him continued success, and remain committed to keeping ACCA moving forward in a responsible and professional manner."

The appointment of Hoover as Interim CEO is intended to provide continuity while the Board conducts its search for ACCA's next permanent leader. Having recently served as Chair of the Board, Hoover brings strong knowledge of ACCA's members, staff, priorities, and strategic objectives. A longtime ACCA member, Hoover has over 41 years of experience in the HVAC industry as the co-founder of Empire Heating and Air Conditioning in Decatur, GA.

"ACCA's day-to-day operations, advocacy work, and contractor support initiatives remain on track," said Hoover. "My focus is on supporting the staff, serving members, and helping maintain steady operations while the ACCA Board of Directors conducts a thorough search for the association's next permanent CEO."

OLDACH USA Corp. **HVAC WEEK** 2026
 REFRIGERATION, AIR CONDITIONING & VENTILATION SUPPLIER

Oldach Celebrates HVAC Week 2026 at the Orlando, Kissimmee and Tampa Locations

Oldach celebrated HVAC Week 2026 with an Open House at each of their three Florida locations. Oldach showed appreciation to all HVAC technicians for their hard work and services they provide to the Central and West Florida communities!

The HVAC Week festivities started on June 22 from 9am to 1pm, with activities at all three locations. On June 23, in Kissimmee, then, June 24 in Tampa, and June 25 at the Orlando location.

Oldach customers were able to meet suppliers and

manufacturer representatives and learn about new HVAC products and innovations. HVAC technicians were able to connect with industry professionals and network with fellow technicians. Oldach provided a nice lunch and refreshments, along with giveaways, product specials, and a grand prize raffle for each of their locations. The winners of the Digital Manifolds from Elitech were Devin Bagnath (Orlando), Juan C. Cruz (Kissimmee) and Axel Ruiz (Tampa).

Oldach is committed to support their valued cus-

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

For more information on Oldach USA's products, services, events, and latest developments, follow Oldach USA on Facebook, Instagram, and LinkedIn, or visit OldachUSA.com for news, updates, and company announcements.



Rey Jusino, Rene Rivera, Carlos Garcia, Jose Garcia, and Eduardo Vega taking care of HVAC technicians in Tampa



Daniel Padin of PD Mechanical, with Jesus Quiles of Oldach, and Louis Lepore of The Metal Shop



Sergio Sanjenis and Fernando Garcia of Oldach, Daniel Barrera of Armstrong AC, Jose Ramos and Lynnette Alvarez of Oldach



Zulian Gonzalez of Oldach holding one of the three Grand Prize Digital Manifolds which were awarded one prize per each Oldach location



All the Oldach counters were busy with great product specials and discounts celebrating the HVAC technicians



Anthony Diaz, Efrain Carrasquillo, and Eric Diaz, serving Oldach HVAC Week 2026 technicians in Kissimmee



Efrain Carrasquillo of Oldach, with John Teodoro and Alessandro Teixeira of Fast Service Air Conditioning



Luke Russell of The McAllister Group giving a brazing demo to Alan Makaanast of Upflow Air, LLC.



Luis Diaz of Central Florida Air Solutions, Efrain Marti of Thermodyamic Soutlions, and Zulian Gonzalez of Oldach



Ron McLaughlin of Ron McLaughlin and Associates attending HVAC Week at Oldach in Orlando



Jesus Quiles of Oldach, Shakyl Lopez, Khalil Lopez, and Ramy Lopez of SK Refrigeration



Miguel Neto and Leonardo Mircolino of Cross Air AC, and Kevin Miller of HTPG



Luis Santana of Three Way of Air, Eduardo Vega of Oldach, Yanger Oliva of Three Way of Air, Lynnette Alvarez, and Zulian Gonzalez of Oldach



Itall Acuna of Central Florida Air Solutions, Glenn Patow of Allied, Alejandro Billoch of Oldach, and Luis Diaz of Central Florida Air Solutions



Lynnette Alvarez, Louis Lepore, Rene Rivera, Luke Russell, Kevin Miller, Sergio Sanjenis, Alejandro Billoch, and Zulian Gonzalez



ASHRAE Miami Technical Lunch on Wellness That Performs by Miami Dade County Public Schools

ASHRAE Miami's Technical Lunch was on Wellness That Performs by Miami Dade County Public Schools which was held on June 09, at 12:00 PM, at the 94th Aero Squadron in Miami.

Speakers for the technical lunch were: Karly Pulido and Robert Werthamer.

Karly Pulido is the Resource Efficiency Officer for Miami-Dade County Public Schools.

Robert Werthamer, RA, LEED AP, is the Direc-

tor of Sustainability at Stratus.

This technical session explored how Miami-Dade County Public Schools integrates wellness, sustainability, and high-performance building strategies across its capital improvement program.

Attendees gained insight into the district's decision-making process, design considerations, and lessons learned from completed projects as well as projects currently in development.

The presentation highlighted the collaborative role of architects, engineers, and U.S. Green Building Council professionals in delivering healthy, energy-efficient educational facilities that support student success and operational excellence.

Key topics included indoor environmental quality, energy performance, sustainable design, and the implementation of wellness-focused standards in K-12 schools.



Linette Prats, Alan Clayton, Haleh Moghaddasi, Karly Pulido, Luis Prats, Tulia Rios, Robert Werthamer, Sam Martin, and Katy Roth



Carmen Zambrano and Trevor Slade of Lennox Commercial and Jose Hernandez of Premiere Air Conditioning



Jesus Antelo and Tomas Vignale of Trane enjoying the ASHRAE Miami Technical Lunch



Katy Roth of CMTA, Karly Pulido and Maria Alvarado of Miami-Dade County Schools, and Robert Werthamer of Stratus



Bill Miller and George Lopez of HVAC Associates, Ross Jimenez and Carlos Suarez of SBS, Ignacio Vega of Belimo, Lee Simmons of Tricon Force Piping Solutions



ASHRAE Students: McKenna Tosner, Igusti Wiyasa, Derek Valencia, Eris Osbourne, and Sean Toyos



Guest speaker Katy Roth of CMTA identified strategies to enhance occupant health, comfort, and building performance in educational environments



Karly Pulido of Miami-Dade County Schools spoke about the district's approach to planning and delivering wellness-centered school facilities



Guest speaker Robert Werthamer of Stratus explored the integration of architecture, engineering, and sustainability professionals in project delivery



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Message from FRACCA President Bryan "BJ" Lingerfelt



Hello Contractors

We are deep into the time of year we love the most - SUMMER! Be sure to keep in mind that your local associations are having events and meetings, PLUS, they can be valuable resources for you. Both your daily Challenges & Success Stories are meant to be learning tools and could mean the world to another fellow contractor experiencing the same situation. That said, get involved with those local chapters and support the industry. Currently, FRACCA is launching the 2027 FRACCA at Sea Cruise Event. Scan the QR Code below to sign up today. Features are 2 CE credit classes taught on Board, Sailing from TAMPA, FL, a welcome party and disembarking party, as well. This is open to FRACCA Members and Non-Members.



Also, Top of mind for the Summer is our FRACCA Lobbyist, B&B CAPITOL STRATEGIES and What We're Watching:

- Continued debate surrounding the proposed property tax constitutional amendment and its projected impact on local government finances.
 - Potential legal developments involving Representative Paula Stark's ballot qualification dispute in House District 47.
 - Republican gubernatorial debate discussions and ongoing tensions between Governor DeSantis and party leadership
- Please reach out to us with any ideas, suggestions or questions. We want to hear from you!
Office: (407) 676-0031
All the best to a successful year.
Bryan "BJ" Lingerfelt, FRACCA President

"Fixing HVAC Equipment with a Sense of Caring and Pride" on June 22, National HVAC Tech Day

ALEXANDRIA, VA. (June 22, 2026) — The Air Conditioning Contractors of America (ACCA) is marking National HVAC Tech Day on June 22 with its largest celebration yet — a national campaign dedicated to recognizing the HVACR technicians who keep homes, businesses, and communities safe and comfortable year-round.

National HVAC Tech Day shines a spotlight on the skilled professionals who brave the elements, work long hours, and solve complex problems to keep the systems America depends on running efficiently. This year, ACCA is honoring them with a large-scale digital campaign designed to amplify their stories and elevate the essential role technicians play in the HVACR industry.

"At ACCA, we believe great technicians deserve to be celebrated. Technicians are the backbone of the

HVAC industry. They keep our homes comfortable, business operating, families safe, and communities thriving," said ACCA President and CEO Barton James. "National HVAC Tech Day is our opportunity to celebrate those professionals loudly and proudly — and to remind the public and our industry alike that this work matters."

Nearly 250 hardworking HVAC technicians were nominated by their communities and businesses for recognition on National HVAC Tech Day with technicians throughout 30 states being recognized across America. Technicians represent a variety of specialties — residential, commercial, service, installation, and maintenance.

"Our technicians deserve to be nominated for National HVAC Tech Day because our company of 25 wouldn't be where it is today without them," one

ACCA member wrote. "Our technicians exemplify what it means to be above and beyond problem solvers--and, at times, even therapists for their customers who have come to love and trust their expertise and know-how for all kind of systems. Everything they touch is fixed with such a sense of caring and pride."

All 2026 National HVAC Technician honorees are publicly listed and viewable on the ACCA website. National HVAC Tech Day 2026 is made possible with the support of ACCA's Platinum Strategic Partner Midea and additional industry sponsors committed to elevating the skilled trades.

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.

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Women In HVACR Unveils New Logo, Raises \$18,000 for Workforce Development at Regional Meeting in Houston



ENGLEWOOD, Colo. – June 9, 2026 – Women in HVACR (WHVACR), a nonprofit organization dedicated to empowering women in the heating, ventilation, air conditioning and refrigeration trades, welcomed more than 80 industry professionals to its Step Into Your Power regional meeting in Houston in May. The event offered networking, leadership training and collaboration, as well as the unveiling of the organization's new logo.

Introduced during the welcome reception, the refreshed brand logo reflects WHVACR's commitment to celebrate each woman's unique strengths while fostering the connections that create a powerful network of support, mentorship and opportunity within the industry. The meeting also featured leadership circles, vision-boarding exercises and peer discussions focused on personal growth, professional development

and building strategic connections among women in the trades.

"Our Houston regional meeting showcased the incredible strength, talent and momentum of women throughout the HVACR industry," WHVACR President Jane Sidebottom said. "The event gave attendees a chance to step back, think about their goals, share their experiences and learn from one another while celebrating an exciting milestone for our organization with the reveal of our new logo."

Event raises funds to support women in HVACR

The event raised more than \$18,000 to further the group's mission, and the following companies sponsored various items and events:

- Hunton Distribution: SWAG sponsor
- Daikin Industries: Ink Factory and Vision Boarding sponsor
- Pipefitters Local 211: Leadership Circle sponsor
- The Sauermann Group: Break sponsor

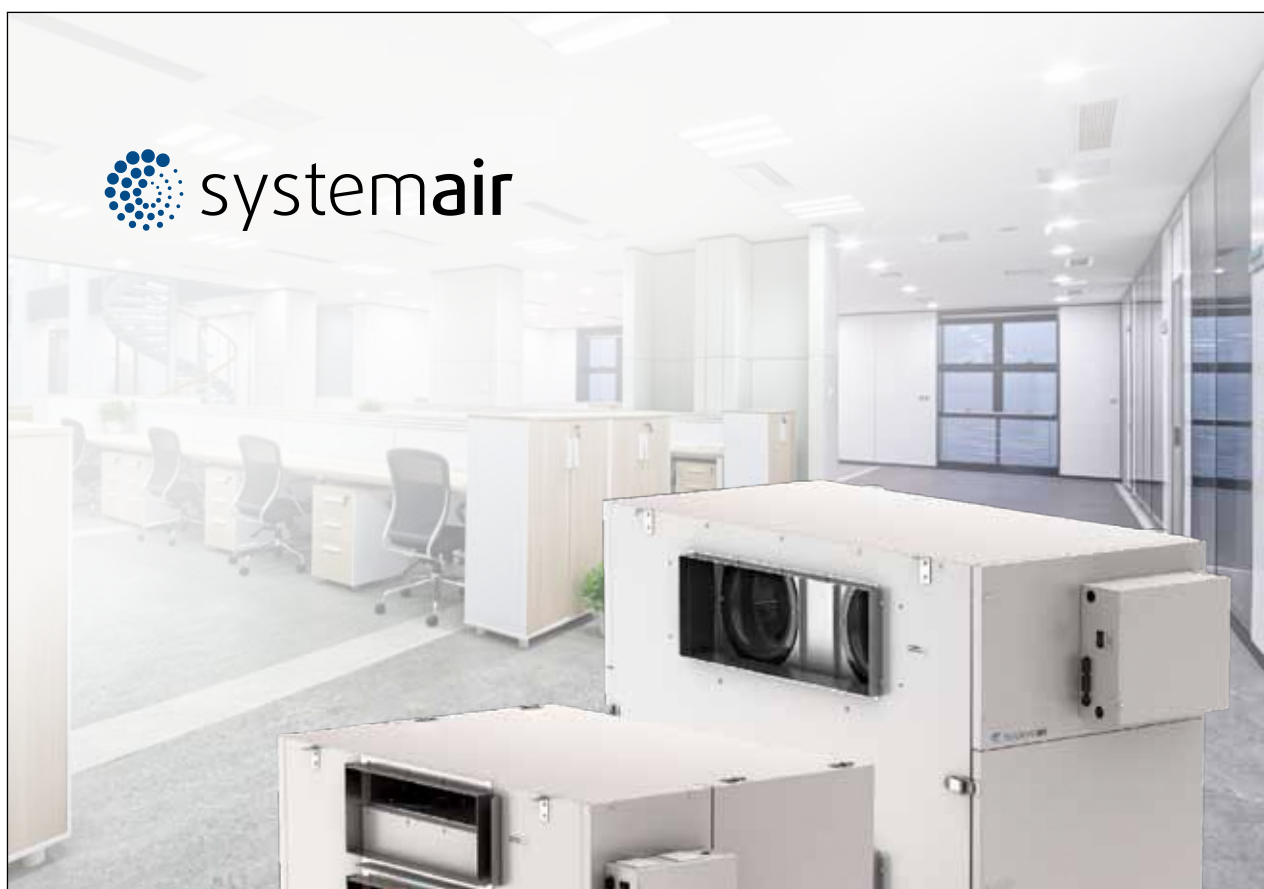
Attendees heard from keynote speaker Angela Gargano, who delivered an energetic presentation fo-

cused on resilience, confidence and personal growth. The event also featured local industry leaders Tanya Gaitz, owner of Gaitz HVACR, and Connie Schroder, director of residential product marketing at Daikin Comfort Technologies, who shared insights from their careers and discussed opportunities and challenges facing women in the trades.

A unique feature of the event was a partnership with The Ink Factory, whose team captured presentations and discussions through live visual note-taking. The resulting illustrations highlighted key themes and takeaways from the event while creating an engaging and interactive experience for attendees.

Looking ahead to the annual conference

The event concluded with a registration drawing for a complimentary ticket to the 2026 Women in HVACR Annual Conference, Built for Speed, scheduled for Sept. 27-29 at the JW Marriott Indianapolis. Belinda Byers, an HVAC talent recruiter at AC Designs in Jacksonville, Florida, was selected as the winner. For more information about Women in HVACR, visit <https://www.womeninhvacr.org/>.



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Tulia Rios Recieves ASHRAE Distinguished Service Award



ATLANTA (June 28, 2026) – ASHRAE recognized outstanding member achievements during its 2026 Annual Conference in Austin, Texas, honoring individuals whose leadership, service and technical excellence have advanced the Society and the built environment. Through the ASHRAE Honors and Awards program, recipients were recognized for

their contributions to innovation, sustainability, research, education and the continued advancement of HVAC&R and building sciences.

"ASHRAE's strength is built on the expertise, dedication and leadership of its members," said 2025–26 ASHRAE President Bill McQuade, P.E., CDP, Fellow ASHRAE, LEED AP. "This year's Honors and Awards recipients have made meaningful contributions to our Society, our industry and the communities we serve. Their achievements exemplify ASHRAE's commitment to advancing the built environment and creating a more sustainable future."

Tulia Rios stated; "I am truly honored and grateful to have received the ASHRAE Distinguished Service Award. This recognition is especially meaningful because it reflects years of volunteering alongside so many dedicated professionals who generously give their time and expertise to advance our industry. Serving ASHRAE has provided me with countless opportunities to learn, grow as a leader, and build lasting friendships with incredible people around the world."

In addition Tulia said. "I would like to express my sincere gratitude to everyone who has supported me throughout this journey—my mentors Dan Rogers, John Constantinide, PE, CEM, F.SAME, Robin Bryant, Karine Leblanc, colleagues, fellow volunteers, and friends within ASHRAE. A special thank you to my employer Stan Weaver South Florida for encouraging and supporting my involvement in the Society, making it possible for me to contribute to something I am truly passionate about. This award is not just a milestone, but a reminder of the impact we can make when we work together to advance the HVAC&R industry and support the next generation of engineers."

In closing she said, "Thank you, ASHRAE, for this incredible honor. I look forward to continuing to serve and give back to this amazing community."

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HARDI, PHCC, and ACCA Announce Legal Challenge to Portions of EPA Technology Transitions Reconsideration Rule

Columbus, OH — June 25, 2026 — Heating, Air-conditioning & Refrigeration Distributors International (HARDI), Plumbing, Heating, Cooling Contractors – National Association (PHCC), and Air Conditioning Contractors of America (ACCA) today announced they have filed a challenge to parts of the Environmental Protection Agency's (EPA) Technology Transitions Reconsideration Rule. The amended provisions increase demand for hydrofluorocarbon (HFC) refrigerants in the supermarket, retail food, and cold storage sectors as the supply is being reduced by law, violating the American Innovation and Manufacturing (AIM) Act and threatening to destabilize the refrigerant market. HARDI, PHCC, and ACCA represent wholesale distributors and contractors in the heating, ventilation, air conditioning, and refrigeration industry.

"For the EPA to completely abandon the time-

lines for transitioning to next-generation products proposed by industry in 2021 misses the mark," said Talbot Gee, CEO of HARDI. "The final reconsideration rule's treatment of commercial refrigeration is legally flawed, economically reckless, and directly at odds with the AIM Act. The EPA ignored industry data and over a decade of industry work to prepare for this transition, in violation of the AIM Act's requirements. HARDI will always push back on agencies that violate the law in writing regulations affecting our industry."

The joint petitioners strongly oppose the decision to extend deadlines for major commercial refrigeration applications, thereby allowing the continued manufacture of new systems using high-GWP refrigerants. The AIM Act requires a statutory phasedown of HFC supply across the economy, meaning quantities will continue to decline, while

the final rule increases demand for refrigerants.

"PHCC members are working hands-on and helping customers navigate refrigerant changes every day," said Cindy Sheridan, CEO of PHCC. "Allowing legacy refrigerants to be used longer in new commercial refrigeration systems creates confusion for the contractors who install and service this equipment and hurts consumers. The EPA's own analysis projects a 12- to 24-percent increase in U.S. refrigerant prices by 2029 as a result of these delays, since the AIM Act will continue reducing the supply of these older refrigerants to support the domestic production of next-generation refrigerants."

By allowing extended use of legacy HFCs in retail food refrigeration and cold storage, the final rule reduces the availability of refrigerants for other sectors, such as residential air conditioning.

"While ACCA appreciates EPA eliminating

the install deadline for R-410A split-system equipment, the rule's delayed refrigeration transition will significantly increase the demand for the limited supply of HFC refrigerants and will drive up costs for contractors and their customers," said Martin Hoover, Interim President and CEO of ACCA. "This change will also increase pressure for a rushed transition to highly flammable A3 refrigerants and encourage a patchwork of state regulations."

The joint petitioners support EPA's decision to provide relief from the installation prohibition for existing split-system residential and light commercial air conditioners and heat pumps, a policy the organizations have long advocated for to prevent stranded inventory and avoid disruption for distributors, contractors, builders, and consumers.

The joint petitioners believe the final rule's rationale rests on the false premise that the original Technology Transitions Rule had already increased grocery consumers' costs. The commercial refrigeration restrictions at issue had not yet taken effect when EPA proposed the reconsideration rule and could not have been responsible for higher grocery prices.

The trade associations emphasized that the original Technology Transitions Rule applied to new equipment and did not require grocery stores, cold storage operators, or other businesses to replace existing systems. Existing equipment could continue to be used and serviced.

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Performance Pointers

By James Ball



Start with Airflow before Refrigerant Charge

I often notice social media posts where a homeowner asks, "Who can come charge my air conditioner, CHEAP?" One of the most common complaints homeowners make is that their air conditioner doesn't cool properly. Often, the first assumption is that the equipment must be low on refrigerant. In many cases, a technician arrives, connects gauges, adds refrigerant, and leaves, never going inside. The equipment may seem to perform better for a short period, but before long the homeowner experiences the same comfort issues again.

The reality is that many cooling problems have little to do with refrigerant charge. While refrigerant is certainly important, and leaks frequently happen, airflow is the foundation of HVAC system performance. A properly charged system with poor airflow will never deliver the comfort, efficiency, humidity control, or capacity it was designed to provide.

Air conditioning is a heat transfer process. The purpose of the system is not simply to produce cold air. Its purpose is to remove heat from inside the home and reject that heat outdoors. For this process to occur efficiently, the proper volume of air must move across both the indoor and outdoor coils.

The evaporator coil depends on airflow to absorb heat from the home. If insufficient air moves across the coil, the system's ability to transfer heat is reduced. The equipment may continue operating, but performance suffers. In many cases, homeowners notice reduced comfort, longer run times, and higher utility bills without understanding the underlying cause.

Low Airflow

Low airflow is one of the most common performance issues found in residential HVAC systems. Airflow becomes restricted because of dirty filters, plugged evaporator coils, undersized ducts, improperly designed duct systems, and blower problems.

As airflow decreases, the evaporator coil becomes colder and may eventually freeze. Supply airflow is reduced, cooling capacity drops, and the compressor is subjected to operating conditions it was never designed to handle.

What makes these situations particularly challenging is that the **symptoms often resemble a refrigerant problem**. Low suction pressure, poor cooling performance, and ice formation may lead someone to suspect a low charge condition when the actual problem is restricted airflow. Adding refrigerant to a system with an airflow problem may temporarily alter operating conditions, but it does not solve the root cause.

Excessive Airflow

Airflow problems are not always caused by too little airflow. Excessive airflow can also create performance issues. While higher airflow may increase sensible cooling capacity, it often reduces moisture removal. This can be particularly problematic in humid climates along the Gulf Coast.

When too much air passes across the evaporator coil, the coil may not remain cold enough to remove moisture effectively. The system may satisfy the thermostat while leaving indoor humidity levels elevated. Occupants often describe the home as feeling cool but uncomfortable and clammy. They lower the thermostat trying to improve comfort only for the humidity problem to remain.

Proper humidity control is one of the most overlooked aspects of HVAC performance. Homeowners frequently judge their system based on temperature alone, but true comfort depends on both temperature and humidity. A home maintained at seventy-five degrees with proper humidity control often feels more comfortable than a home maintained at seventy-one degrees with excessive moisture in the air.

Charging Methods

Another reason airflow deserves attention before refrigerant charge is that airflow directly affects refrigerant measurements. Airflow influences suction pressure, superheat, coil temperature, and overall system operation. Improper airflow can create refrigerant readings that appear abnormal even when the refrigerant charge is correct.

Imagine attempting to tune an automobile engine without first checking whether the air filter is plugged. Any adjustments made before correcting the airflow problem are unlikely to produce the desired result. The same principle applies to HVAC diagnostics. **Refrigerant charge should never be evaluated until airflow has first been verified.**

The proper diagnostic process begins with airflow. Filters should be inspected, static pressure measured, blower speed verified, and the duct system evaluated. Only after airflow has been confirmed should refrigerant charge be analyzed and adjusted if necessary.

Over the years, our industry has focused heavily on refrigerant-side diagnostics. While those measurements are important, airflow remains the single most overlooked factor affecting HVAC performance. Countless systems operate every day with inadequate airflow, robbing homeowners of comfort and efficiency while increasing equipment wear and reducing longevity.

Many homeowners are surprised to learn that correcting airflow issues can dramatically improve system performance without replacing equipment or adding refrigerant. One of the best things we can do for homeowners is to help them understand the importance of changing their air filters and proper maintenance. Airflow is the delivery system for home comfort, if the system doesn't deliver proper airflow the home will not be comfortable.

go to page C4



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came together for a company-wide barbecue, honoring the spirit of patriotism, community, and the values that make America strong. The centerpiece of the celebration was an incredible 5-foot American flag cake that had everyone stopping for photos before grabbing a slice! A true showstop-

per and a fitting tribute to the red, white, and blue! As our nation marks its 250th anniversary, we celebrate the enduring American values of freedom, innovation, and hard work. We're proud to do our part by designing and manufacturing right here in the USA. Raise your flag proudly today and every day!





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Smart HVAC/R Solutions at Tropic Supply Demo Days with Yellow Jacket + Sporlan

In June, Tropic Supply hosted multiple **Yellow Jacket + Sporlan** Demo Days at Resource Centers across Florida. These hands-on events gave contractors the opportunity to experience live product demonstrations, expand their product knowledge, and strengthen their installation and troubleshooting skills.

Contractors gained practical experience with

Sporlan Thermostatic Expansion Valves and the **Yellow Jacket TITANMAX™ Digital Manifold**, learning best practices for valve assembly, system setup, and leak testing. The training helped improve installation accuracy, verify leak-free systems, reduce callbacks, and increase technician confidence.

Through hands-on valve training and advanced digital diagnostic tools, attendees learned to diagnose

issues faster, perform more accurate repairs, and improve service efficiency.

Meet the experts at Yellow Jacket + Sporlan: Industry experts Ryan Reynolds and Don Griscom of E.V. Dunbar Co. led the Demo Days, sharing practical product knowledge, installation best practices, and troubleshooting techniques that help contractors improve their skills and confidence in the field.



Ryan Reynolds with Christian Campos and Brian Santizo of EDS Air Conditioning.



Dusty the cat and Ryan Reynolds with Joe Homan, Dwight Forcey, and Raphael Baez of Tropic Supply N. Fort Lauderdale.



Ryan Reynolds with John Meszaros of Temperature Control and Will Semerzier of Superb Family Air Conditioning.



Jayden Crane of AC 4U Inc., with Ryan Reynolds and Richard Lewandowski of AC 4U Inc.



Ryan Reynolds with Brandon Lay, Mike Adcock, Jessica Cacabelos, John Moore, and Bryan Patterson of Tropic Supply West Palm Beach.



Ryan Reynolds with Robby Filahome of Cool by Design and Joe Homan of Tropic Supply.



Ryan Reynolds with Todd Poirier, Joseph Giliberti, and Belen Cabrera of Tropic Supply Delray Beach.



Ryan Reynolds of E.V. Dunbar answering some technical questions from Keith Lee and Trey Jenkins of Airstron.



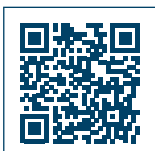
Ryan Reynolds giving a product demo on the new TITANMAX™ Digital Manifold to Daniel Petrona and Christian Rossi of Spectrum AC.

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Be Pro Be Proud Taps 30-Year Alabama Educator to Lead Statewide Effort in Workforce Development Initiatives



Cindy Veazey

MONTGOMERY, Ala. (June 17, 2026) — Be Pro Be Proud Alabama, a licensed state chapter of the national nonprofit organization, announced the appointment of Cindy Veazey as Alabama state director. This appointment marks the latest step in the organization's nationwide mission to bring a new generation of professionals to America's skilled workforce by changing perceptions of technical career opportunities.

Veazey brings more than three decades of experience in school transformation and career-readiness programming to the role. She will oversee the organization's expansion across Alabama, leveraging its signature mobile workshops to give students an immersive and meaningful introduction to high-paying technical professions.

"Cindy has spent her career doing what great educators do best: helping students feel seen, supported and confident about their future," said Andrew Parker, executive director of Be Pro Be Proud. "Her ability to connect with young people, celebrate their strengths and help them find their paths makes her a natural fit for Be Pro Be Proud Alabama, which is powered by the Alabama State Department of Education's Career and Technical Education division.

We are so grateful for its partnership and support in bringing Cindy to our team. She is an incredible advocate for students, and we're thrilled for her to bring that same heart and energy to our mission in Alabama."

"The Alabama State Department of Education focuses on ensuring students see the full range of career pathways available to them while meeting the real-world needs of Alabama's industries," said Dodd Hawthorne, assistant state superintendent for career and technical education and workforce development. "Cindy's background in both school administration and student counseling gives her the distinct lens needed to guide Be Pro Be Proud Alabama, and we look forward to working together to make these paths more visible.

From high school principal to career tech director, Veazey has inspired and prepared thousands of students for success beyond traditional academia in various leadership capacities. Driven by her dedication to student growth, Veazey has gained decades of experience in college and career training, workforce development and stakeholder engagement.

Beyond her professional expertise, Veazey also holds an educational specialist degree in instructional leadership along with master's degrees in business education and counseling. This combination of administrative expertise and student guidance has defined her 30-year commitment to helping students plan for life after high school.

"Throughout my career, nothing has been more fulfilling than helping students recognize their potential and find the path that feels right for them," Veazey said. "Joining the Alabama chapter of Be Pro Be Proud allows me to continue that work in a powerful new way, connecting students across Alabama with the people, resources and opportunities that can help them thrive in essential technical professions."

Veazey's appointment comes as Be Pro Be Proud continues to expand its reach nationwide. Since launching in 2016, the initiative has introduced more than 600,000 students to technical career opportunities by opening new pathways into the skilled workforce. Alabama is one of eight states currently operating a licensed Be Pro Be Proud program.



Thank you for welcoming us into your homes, your businesses, and your lives. The trust you've placed in us means more than words can express. We truly cherish the relationships and friendships we've built over the years, and we look forward to creating many more memories together in the years ahead. This milestone belongs to all of us, because we're all in this together. Thank you, Florida, for an amazing 16 years! Here's to the next chapter! *The Pro Dev Reps Team*



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Tropic Supply Celebrates 2026 National HVAC Technician Day and World Refrigeration Day with Customer Appreciation Cookouts and HVAC/R Tech Tips



Tropic Supply's Sunrise team takes a group photo to celebrate National HVAC Technician Day and World Refrigeration Day.

On Friday, June 26, Tropic Supply celebrated National HVAC Technician Day and World Refrigeration Day at all Resource Center locations. Each location hosted a Customer Appreciation Cookout and offered giveaways like limited-edition Richardson-style hats and leather coasters with built-in bottle openers. Select locations also featured live product demonstrations focused on helping contractors improve installations, maintenance, diagnostics, repairs, and proposal selling.

To discover upcoming events, visit www.tropic-supply.com/eventscalendar today!



Tropic Supply's North Miami team serves a lunch with pork roast, boiled yuca, and rice with black beans.



Alexis Terzado of Nu-Calgon prepares his signature chicken wings before spending the afternoon hosting product demonstrations.



David of Trane Technologies and grill master Rob Mayhew of Tropic Supply serving hot, fresh cheeseburgers.



Eric Barnett of Tropic Supply (center) helping serve customers at the Delray Beach location.



Yani Soto of Tropic Supply shows Asa Israel and Ya'qov Israel of Yah-Tech 360 Allied's budget-friendly HVAC options.



Joe Zvolenski of Tropic Supply with Gary Marcott of Superb Family Air Conditioning.



Jose Rosado of Tropic Supply (left) waiting patiently for his perfect cheeseburger in paradise!



Randy Poulette of Randy Poulette Air Conditioning, Rob Mayhew of Tropic Supply, and James Clark of Randy Poulette Air Conditioning.



Jordan Fowler and Bill Allgair of Just Air, Charles Del Vecchio of Tropic Supply, and Alex Hernandez of Just Air.



Michael Larabee of Edd Helms AC & Electric with grill master Elio Amador of Tropic Supply and Kevin Beatty of The McAllister Group.



Wilkins Semerzier and Trace Walter of Superb Family Air Conditioning came hungry to Tropic Supply Delray Beach.



Tropic Supply's North Miami team stands ready to meet HVAC/R technicians and show them some appreciation!



Kenneth Figueroa and Alec Latour of Premier Mechanical enjoying lunch at Tropic Supply Sunrise.



Tropic Supply's Sunrise technicians enjoying a lunchtime treat of fresh-off-the-grill cheeseburgers and hot dogs.



Grill master Todd Poirier with Aaron Romig of Tropic Supply ready to service lunch!



Techs from Jerry Brittingham AC with Colin Pikula of The McAllister Group receive new, limited-edition Richardson-style hats.

NAVAC Expands Smart HVAC Diagnostics Portfolio with SK4TPHM1 Smart Refrigerant and Air Side Diagnostics Pro Kit



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, announced the launch of its SK4TPHM1 Smart Refrigerant & Air Side Diagnostics Pro Kit, a complete wireless diagnostic solution designed to help HVAC professionals improve system accuracy, streamline troubleshooting, and simplify field service workflows.

Engineered for modern HVAC service and commissioning applications, the SK4TPHM1 kit combines a full suite of smart diagnostic tools into one integrated platform. Compatible with both the myNAVAC and MeasureQuick apps, the kit includes NST1 and NST2 temperature clamps (high and low side), two NSP1 pressure probes, two NSH1 psychrometers, two NSM1 manometers, and two F1030 1/4" access tees. Together, these tools allow technicians to perform comprehensive refrigerant and air-side diagnostics from a single connected setup.

A key feature of the SK4TPHM1 kit is its on-board screen, which gives technicians immediate access to critical system readings directly in the field without relying solely on a mobile device. Combined with wireless app connectivity, the kit consolidates measurements, automatically calculates system comparisons, and organizes data into a single report for easier documentation and review, helping streamline diagnostics while supporting a more connected workflow.

The inclusion of dual psychrometers and manometers allows technicians to evaluate airflow, static pressure, and environmental conditions alongside refrigerant-side performance, helping deliver a more complete picture of system operation. Combined with the high- and low-side temperature clamps and pressure probes, the kit supports a comprehensive diagnostic approach that can help reduce callbacks, improve commissioning accuracy, and enhance overall system performance.

As HVAC systems continue evolving with higher efficiency requirements, contractors are increasingly seeking tools that provide versatility, reliability, and compat-

ibility with emerging industry standards. NAVAC's SK4TPHM1 kit addresses these demands with a contractor-focused solution built for both current and future HVAC applications.

"Today's HVAC technicians need tools that do more than just provide measurements - they need solutions that help simplify diagnostics, improve accuracy, and save valuable time in the field," said Keith Keller, Vice President of HVAC for NAVAC. "NAVAC continues to expand its smart tool ecosystem with products like the SK4TPHM1 kit, which are designed to simplify field workflows while maintaining the durability and performance HVAC professionals expect in demanding jobsite environments."

The SK4TPHM1 Smart Refrigerant & Air Side Diagnostics Pro Kit is available through authorized NAVAC distributors.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 837,098 units in April 2026, increased +5.1 percent compared to 796,279 units shipped in April 2025. U.S. shipments of air conditioners increased +8.0 percent, to 456,210 units, compared to 422,275 units shipped in April 2025. U.S. shipments of air-source heat pumps increased +1.8 percent, to 380,888 units, compared to 374,004 shipped in April 2025.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased -3.5 percent, to 2,773,432, compared to 2,874,243 units shipped during the same period in 2025. Year-to-date shipments of central air conditioners decreased -7.5 percent, to 1,431,974 units, compared to 1,548,465 units shipped during the same period in 2025. The year-to-date total for heat pump shipments increased +1.2 percent, to 1,341,458, compared to 1,325,778 units shipped during the same period in 2025.



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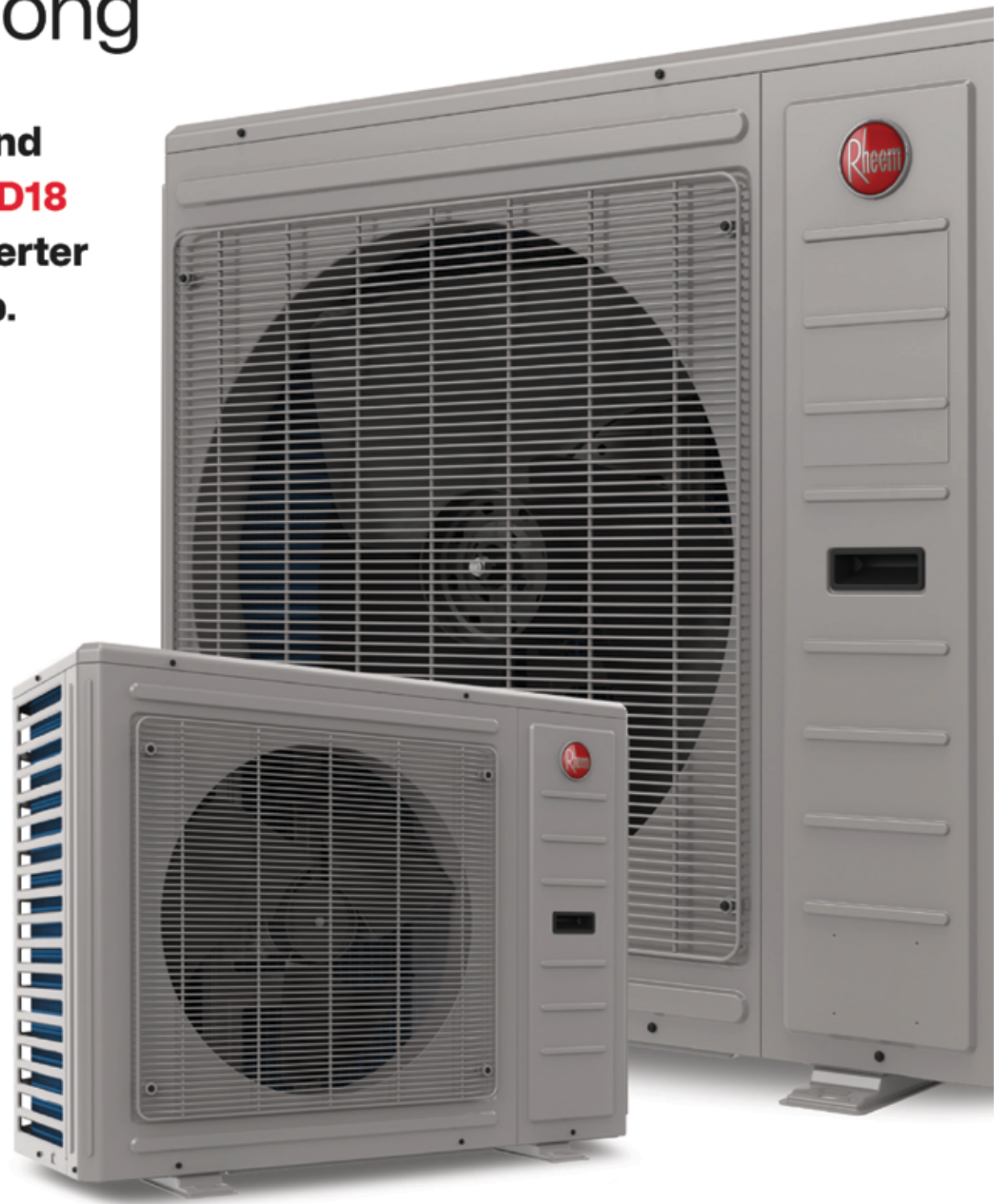


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Academic Program – Version of June 20

July-29 ROOM 1 HVAC

11:30 - 12:15
Efficient protocol in air quality qualification of HVAC projects in pharmaceutical facilities of hospitals and clinics of high complexity
Cesar Javier Claro López, Project engineer - Colombia

14:30 - 15:15
Energy efficiency applied to HVAC systems with an AI approach
Harold Uribe Alarcón, Technical manager Climatique.CO2

15:45 - 16:30
Reinventing air conditioning: The future of ultra-efficient HVAC with integrated energy storage
Giovanni Serauto, Blue Frontier Regional Sales Manager - United States

16:30 - 17:15
Interoperability without myths: how to avoid 'captive' buildings in HVACR
Gisele Sosa Santibañez, Technical-commercial director at Aditel Sistemas - Mexico

17:15 - 18:00
CALA AWARDS 2026 HVAC finalists panel

July-29 ROOM 2 REFRIGERATION

12:15 - 13:00
Refrigeration facilities for synthetic and natural flammable refrigerants
Gildardo Yañez, Industrial and Green

Refrigeration Specialist - Mexico

13:45 - 14:30
The 3 HVACR sales systems and the right one for contractors
Guitze Messina, Executive director, HARDI LATAM HVACR

15:45 - 16:30
Energy Efficiency in Monitored Industrial Processes.
Jordi Baget, International Commercial Director Vidal Automatización y Control S.L. - Spain

17:15 - 18:00
CALA AWARDS 2026 HVAC finalists panel

July-30 ROOM 1 - HVAC

11:30 - 12:15
BACnet Secure Connect (BACnet/SC): What Is It and Why Does It Matter?
Jonathan Smith, Director and Regional Chair of ASHRAE Region IX - United States

12:15 - 13:00
Panel: Female talent and professional evolution in HVAC&R
Moderated by: Andrea Álvarez, Climarket-ing MX - Mexico
Gisele Sosa Santibañez, Technical-commercial director at Aditel Sistemas - Mexico
Gina Larrea, Residential Marketing Manager Mitsubishi Comfort
Brenda Quiroga, CEO Cinco Soluciones

13:45 - 14:30

Smart HVAC zoning: optimizing comfort and efficiency in residential and light commercial applications
Vincenzo Comuniello, Regional Sales Engineer (Latin America and Caribbean) Airzone

14:30- 15:15
From the distributor counter to technical service: How HARDI LATAM certifications in A2L and technical sales are redefining the HVACR business
Carlos C. Obella, Independent consultant | Lead instructor HARDI LATAM, Independent Consultant - Cold Feeling Consulting LLC

15:15 - 16:00
Technical considerations to assume as valid the value of 400 for the "CFM/TR" indicator in the design and operation of HVAC systems
Víctor Sigfrido Hernández, Independent Consultant - Dominican Republic

July-30 ROOM 2 REFRIGERATION

12:15 - 13:00
Decarbonization of building systems: A whole life cycle approach for embodied carbon in building services (MEP)
Juliana Pellegrini L., TRIGO, M. Arch

13:45 - 14:30
Alternative refrigerants and safety in their implementation.
Giovanni Alen, INDUSTRIAL TECHNICIAN, ELECTRICAL ENGINEER



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Exhibitor List – Version of June 20



AC SPEEDSTICK	811	FB GROUP	515	PSI ENGINEERED SOLUTIONS	915
ADINA APPLIANCES S.A.	127	FULL GAUGE CONTROLS	219	QUALITY ENGINEERING PROD	
ADVANCED REFRIGERATION	734	GLOBE PANELS GROUP	830	QUNDA CONTROL TECHNOLOGY	233
AFT - ACADEMIA DE FUNDAMENTOS		GMCAIR HVAC SYSTEM AND EQUIPMENT		QWIK PRODUCTS / MAINSTREAM ENGI-	
TECNICOS	715	LLC.	923	NEERING	729
AIR-CON, INC.	918	GOLDSTONE HVACR INC	829	REBOCA	825
AIROCID SYSTEMS	733	GRUPO BARRETO	712	RED WHITE VALVE	230
AIRZONE	527	GRUPO NAMM	721	REFRICENTER INTERNATIONAL	619
ALAPONT GLOBAL USA LLC	635	HARDI MEXICO	816	REFRINOTICIAS AL AIRE	717
ALFRIO CORP	922	HARTELL	14	RMP INGENIERÍA	229
AMEREX	325	HUURRE AMÉRICA	20	SAUERMANN AMERICAS	630
AMERIFLO	834	IGAS	134	SICFLUX	813
APRILAIRE	21	INCO INTERNATIONAL, INC	227	SODECA, S.L.U.	415
ARMACELL	628	INFICON	228	SOLSTICE ADVANCED MATERIALS	
ASHRAE REGION XII	713	INFINIGUARD COATINGS	629	SPECTRONICS	130
BELIMO	911	INFRACA	15	STRUTFOOT	811
BERNER AIR CURTAINS	634	INNOVAIR	921	TACO	17
BLUE DIAMOND PUMPS	727	INNOVATIVE DEHUMIDIFIER SYSTEMS A		THERMO-COIL	22
BROFER	714	DIVISION OF MARADYNE	914	TIANYICOO	627
BROZERCOOL	128	INSTITUTO INTERNACIONAL DE CLIMA-		TONGLING CHENGXIN SANLIAN ELEC-	
BRY-AIR AMERICA	11	TIZACION	719	TRONICS CO., LTD	433
C.L. OVERSEAS, INC.	125	JB INDUSTRIES		TSI SUPERCOOL	234
CALA AWARDS	419	JNS INGENIERÍA Y SOLUCIONES SAS	812	UES REFRIGERATION	529
CALEFFI HYDRONIC SOLUTIONS	916	LAMINAIRE	728	ULTIMATE ZONING	821
CBT TECHNOLOGY INSTITUTE	814	LATIN PRESS	01	UNIGULF AIR CONDITIONING INDUS-	
CHOICE MANUFACTURED PARTS	819	MASON EAST PA INC.	718	TRIES	
CONKLIN METAL INDUSTRIES	212	MDX AIR	833	UNIWELD PRODUCTS	525
COOPER&HUNTER	730	MERCATO BAS SUPPLY	633	WOLF BUILDING TECHNOLOGIES	720
COOPER&HUNTER	730	MODINE COATINGS	133	WORLEAD INTERNATIONAL	
CPS PRODUCTS	113	MRCOOL, LLC	225	WUXI GIANT BRAND THERMAL INSULA-	
DAIKIN LATIN AMERICA	319	NAVAC INC.	625	TION MATERIAL CO.,LT	534
DELTA CONTROLS	425	NDL INDUSTRIES	716	XUYI TITAN INDUSTRY LTD	818
DIVERSITECH	925	NINGBO FREE TRADE ZONE M & W IN-		Y & N BUILDING SUPPLY US LLC	
ELITECH BRASIL	827	TERNATIONAL TRADING CO.LTD	329	YATES GLOBAL	220
ERRECOM USA LLC	427	NINGBO GALAXY TRADE CO.,LTD	430	YETI	429
EVERGREEN TELEMETRY	828	NINGBO OKAIL ELECTRIC CO., LTD.	330	ZEBRA INSTRUMENTS	
		OLDACH TRADING LLC	528	ZHEJIANG LEFOO CONTROLS CO., LTD/	
		OTECOMEGA	519	ANWOLL.	11
		P3 SRL	725	ZHEJIANG MAIDI REFRIGERATION TECH-	
		PETTINAROLI	211	NOLOGY CO.,LTD.	434

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RefriAméricas 2026 Strengthens Its Regional Reach Through Alliance with the Institute of Air Conditioning of Peru

Academic partnership driving HVAC knowledge under international standards Collaboration focused on developing technical talent across Latin America

Miami – Ft. Lauderdale (April 2026) – RefriAméricas, the International HVAC, Refrigeration & Automation Expo and Congress, announces its strategic alliance with the Institute of Air Conditioning of Peru, with the objective of strengthening academic training and knowledge transfer within the industry across the region.

The Institute of Air Conditioning of Peru is an organization committed to promoting both academic and applied HVAC knowledge for students and future-oriented companies, under international standards and regulations. Its educational approach focuses not only on technical development, but also on the comprehensive formation of professionals guided by values such as responsibility, integrity, respect, honesty, and leadership, aligned with the current demands of the industry.

“This alliance allows us to continue expanding the impact of RefriAméricas throughout Latin America by connecting with institutions that share our vision of advancing technical knowledge and professional development within the HVAC/R industry. Our joint work with the Institute of Air Conditioning of Peru will significantly strengthen our academic program,” said Fabio Giraldo.

We invite the industry to be part of this experience and discover the opportunities for professional development, networking, and technological updates that RefriAméricas 2026 has prepared for the HVAC/R community. Learn more at www.refriamericas.com.

Refriamericas 2026 Guided Tour in Fort Lauderdale of Society Las Olas Property



Completed in January 2026, the mechanical pump room houses four dedicated pressure pumping systems. The duplex condensate booster system pumps water collected from the HVAC cooling tower from a 300-gallon tank, automatically switching to municipal water via an actuator when levels drop, resulting in significant water savings. The triplex domestic water booster system pressurizes potable water throughout the building, sequentially activating variable-speed pumps based on demand and using a standby mode during off-peak hours. Finally, the duplex irrigation and pool booster systems manage water for planters, pools, and decks, utilizing variable-speed technology to achieve substantial energy savings.

Wednesday, July 29, 2026

- Limited seats
- The guided tour is exclusive for paid congress attendees who reserve and confirm attendance.

McAllister Group Welcomes New Territory Manager for NW Florida/Alabama/Mississippi



Matt Thompson

We are very pleased to announce that Matt Thompson has joined the McAllister Group! Matt is based in the Florida Panhandle and will manage the territory in NW Florida, So. Alabama, and So. Mississippi.

Matt has over twenty years of industry experience both Nationally and within the Southeast region. He has a proven track record for success and has a wealth of industry knowledge.

Matt is a graduate of the University of Miami and received his MBA from the University of Florida. He looks forward to meeting everyone and is very excited to join the McAllister Group! Please feel free to reach out to Matt to welcome him to the team: Call him at 850-296-4652 or email him at Matt.thompson@mcaair.com.



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EVENT GUIDE

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Learn about the academic program and the schedule

JB Warranties Named to Inc.'s 2026 Best Workplaces List

ARGYLE, Texas, June 4, 2026 /PRNewswire-PRWeb/ -- JB Warranties is proud to announce it has been named to Inc.'s 2026 Best Workplaces list for the seventh time. The list, which can be found at Inc.com, honors American companies that have built exceptional workplaces and vibrant cultures that support their teams and businesses, whether in-person, remote, or hybrid.

The award is the result of a comprehensive measurement and evaluation of hundreds of applicants. The process involved a detailed employee survey conducted by Quantum Workplace that covered critical elements such as management effectiveness, perks, professional development, and overall company culture. Each company's benefits were also audited to determine the overall score. JB Warranties is honored to be included among the 507 companies recognized this year.

"Being recognized by Inc. as one of the Best Workplaces for the seventh time is an incredible honor and a reflection of the culture our team has built together," said Jenna Ochoa, President of JB Warranties. "At JB Warranties, we believe that when you invest in your people, support their growth, and create an environment where they feel valued, success follows naturally. This recognition belongs to every member of our team who brings passion, innovation, and dedication to serving our customers every day."

JB Warranties is the North American leader in warranty programs for the Heating, Ventilation, Air Conditioning (HVAC), and plumbing industries. Our warranties ensure that homeowners are protected from unexpected repair costs when they make the decision to purchase a new heating or air conditioning system for their home. We take care of HVAC contractors and plumbers, as well as homeowners from coast to coast in all 50 states. Our exceptional customer service and reputation in the industry have allowed us to grow steadily since our founding in 2008, and we are proud to be the Nation's Leader in extended warranty as a result of our teamwork and dedication to our craft.



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HARDI Distributors Report 4.5% Revenue Increase in April

COLUMBUS, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 4.5% during April 2026. The annual sales growth for the 12 months through April 2026 is an increase of 2.8%.

“April is the first month of cooling season and this year began with above normal temps in more than half the country,” said Brian Loftus, Senior Market Analyst at HARDI. “Our warmest region had sales growth near 20% for April while sales dipped by almost 5.5% in the region with below normal temps.”

HARDI’s monthly distributor sales survey also calculates Days Sales Outstanding or DSO which is a measure of how quickly customers pay their bills. The DSO for April 2026 was less than 38 days like the previous April. “End market customers appear stable,” said Loftus. “The April DSO has been steady the past couple of years and a bit quicker than April of 2022 through April of 2024.”

“Distributor sales growth remains subdued along with flat existing home sales, a weak job market, and higher inflation,” said Loftus. “We are rooting for a successful selling season to trim the inventory levels which will allow the sales-to-inventory ratio to get back to normal by football season.”

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 Distributor members serve installation and service/replacement contractors in residential and commercial markets, as well as commercial/industrial and institutional maintenance staff. HARDI Affiliate members market, distribute, and support heating, air-conditioning, and refrigeration equipment, parts, and supplies. HARDI (Heating, Air-conditioning, and Refrigeration Distributors International) is the single voice of wholesale distribution within the North American and Latin American HVACR markets.

Bosch Launches New Commercial Controls System

NORMAN, OKLA., June 8, 2026 – Bosch Home Comfort Group is redefining light commercial HVAC installation and performance with the launch of SkyQ. The intelligent control system is engineered specifically for small to mid-sized buildings to deliver advanced, system-wide HVAC control without the complexities and costs of traditional building automation systems (BAS).

Small and mid-sized facilities account for an estimated 95% of commercial buildings within the U.S. Yet fewer than 20% utilize a BAS, leaving many operators without the data required to verify proper HVAC commissioning and optimize ongoing building performance.

“Building automation has experienced incredible advancements in recent years, but many of these innovations fail to address the practical needs of light commercial operations. The complexity of many platforms slow day-to-day workflows with complicated interfaces, and elaborate networking structures can make it difficult to integrate legacy equipment,” said Dan Tyson, senior product manager, Bosch Home Comfort Group. “SkyQ was engineered with a clear understanding of how these buildings actually operate to deliver an intuitive, streamlined control experience that unlocks the full value of light commercial HVAC systems.”

Using a centralized platform, SkyQ connects rooftop units (RTUs), sensors, thermostats and field devices across the building to optimize performance, drive energy efficiency, reduce operational costs and minimize unplanned downtime – all without requiring extensive control knowledge.

With intelligent insight from day one, building teams gain clear energy and performance data with

centralized control via easy-to-use dashboards and remote access. Built-in self-monitoring provides fault detection and performance data to empower building teams with the information they need to reduce energy waste, lower operating costs and ensure occupant comfort. If an issue arises, a simplified alert system quickly detects and pinpoints the problem and sends a notification, reducing downtime and minimizing unnecessary run-time.

The SkyQ platform is pre-programmed to connect to both new R-454B and existing R-410A packaged and split light commercial HVAC systems with smart equipment controls. For contractors, this streamlines equipment installation and eliminates complex commissioning. Using the intuitive SkyQ interface, technicians can standardize

equipment setup and view each RTU system from a single platform, allowing them to quickly assess proper operation.

With a suite of flexible options, SkyQ can be easily adjusted to meet the needs of most small and mid-sized commercial buildings. For zoned applications, individualized controllers establish distinct areas of independent airflow and temperature control based on real-time demand. For applications

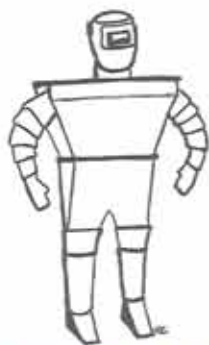
with challenging wiring requirements, wireless connectivity with a 2,000-foot line-of-sight range adds unmatched flexibility. In addition, SkyQ is equipped with premium features including graphics and cloud connectivity without added costs or subscription requirements.

SkyQ is available now and backed by a three-year parts warranty and experienced controls support staff. For more information about the Bosch SkyQ controls platform for light commercial buildings visit: <https://skyqcontrols.com>.



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McAllister Group Welcomes New Sales Support Specialist for Central and West Florida



Luke Russell

We are very pleased to announce that Luke Russell has joined the McAllister Group! Luke is based in Tampa area and will manage the territory in Central and West Florida (Orlando, Tampa, and Sarasota metro areas.)

Luke has experience from the technical side of

the field. He went to HVAC trade school and has a firm grasp on the mechanical and electrical nature of the field.

Luke graduated from Marchman Technical College. In his spare time, he enjoys golfing and fishing.

He looks forward to meeting everyone and is very excited to join the McAllister Group! Please feel free to reach out to Luke to welcome him to the team:

Luke can be reached at 813-226-7599 or email him luke.russell@mcaair.com

Sign Up Now!

New Report Finds 87% Of Customers Prefer Real Humans When Calling Local Contractors

PORTLAND, Ore. — June 16, 2026 — ServiceForge, the 24/7 live answering and customer service provider built for skilled trades and home service businesses, has released new survey findings showing that consumers overwhelmingly prefer human interaction over artificial intelligence when engaging with service-based companies.

The survey, conducted by OnePoll involving 6,000 adults, explored consumer attitudes toward AI-powered customer service. Respondents answered 33 questions about their preferences, experiences and concerns regarding AI in customer service.

The findings reveal that, while technology can improve efficiency, consumers still place greater trust in human representatives when seeking help, resolving issues and making purchasing decisions.

Among the most significant findings, 87% of respondents said they would rather speak with a real person than an AI system when contacting a local home service. Additionally, four out of five respondents said they would choose a business where a human answers the phone over one relying on AI or automated systems.

“Across the survey, respondents consistently as-

sociated human interaction with trust, empathy, loyalty and problem resolution,” said Jane Blanchard, head of brand and marketing for ServiceForge. “As AI becomes more common in customer service, home service businesses should pay close attention to what consumers are signaling. The companies that earn long-term loyalty are those that use technology to enhance human service, not replace it.”

The survey also highlights the following concerns about AI in customer interactions.

- 62% do not trust AI to take the correct action during an emergency service situation that requires a tradesperson.
- 71% believe human representatives demonstrate more empathy than AI.
- 73% say they would be more loyal to companies that rely on people rather than AI for customer service interactions.
- 82% have requested to speak with a human instead of an AI agent or chatbot, with most saying they have done so multiple times.
- 61% report frustration when they must explain their issue to AI before being transferred to a human representative.

The research further suggests that human interactions have a measurable impact on business reputation and customer retention. More than half of respondents said they are more likely to leave a review after a positive interaction with a person.

Consumers also expressed concerns about transparency. Eighty-five percent believe businesses should clearly disclose when customers are interacting with AI, while 81% consider it an ethical issue when AI systems present themselves as human representatives.

“When a customer is trying to fix an A/C unit in the summer, they don’t want automation. They want a human who can provide them with empathy and a solution to their problem,” Blanchard said. “While AI can provide a fast response, homeowners are more likely to leave satisfied with having a proper resolution while interacting with an individual who has likely dealt with similar issues. It’s not that automation is bad. It’s more about having that human-to-human interaction.”

To download the full report, visit https://www.serviceforge.com/ai-survey-report?utm_source=partnership&utm_medium=PR

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Looking to Grow Your HVACR Business?

Every HVACR contractor has a picture of the ideal entry-level technician. Someone who shows up on time, has a strong work ethic, communicates well with customers, understands the fundamentals, learns quickly, and represents the company professionally. Someone who can grow into a productive, profitable member of the team.

The problem is that fewer applicants meet those expectations. Across the HVACR industry, contractors are struggling to fill open positions with qualified individuals. Many applicants are seeking top wages while lacking the technical knowledge, troubleshooting skills, professionalism, and hands-on experience needed to succeed in today's rapidly changing industry.

The situation is only going to become more challenging. Millions of experienced workers continue to retire while technology advances faster than many educational programs can keep pace. The question is no longer whether there is a workforce shortage. The question is: What are you willing to do about it?

The Opportunity Most Contractors Overlook

One of the most effective workforce development tools available to contractors is participation in local HVACR educational programs through Program Advisory Committees (PACs). These meetings bring together manufacturers, wholesalers, contractors, utilities, educators, and other industry stakeholders to review programs and ensure students are being prepared for today's workforce.

Your role is simple but critical. You listen to what is offered, review the resources used in the program, and provide feedback on curriculum, training materials, equipment, tools, test instruments, safety practices, and student outcomes. You help identify gaps between what is being taught and what technicians will encounter in the field on day one.

PAC members can also help educators reinforce the professional skills contractors consistently request, including communication, customer service, punctuality, appearance, teamwork, accountability, and professionalism. While technical skills can be taught, many contractors will tell you that attitude and work ethic are often what separate good employees from great ones.

The Cost of Not Participating

Every contractor knows the cost of a bad hire. Recruiting expenses, training time, callbacks, damaged

customer relationships, and lost productivity can easily cost thousands of dollars. At the same time, many contractors spend significant money advertising open positions, paying recruiting fees, and competing for the same limited pool of experienced technicians. Participation in a Program Advisory Committee is one of the lowest-cost recruiting investments a contractor can make. The only cost involved is time!

For a commitment that often requires less than two hours a few times each year, contractors gain access to educators, future employees, and the opportunity to influence how the next generation of technicians is trained.

A Growing Gap You Can Help Solve

Heat pumps have outsold gas furnaces for several years. Yet many HVACR programs do not incorporate high performance heat pumps in their offerings. Equally important, equipment that operates with Low GWP refrigerants, inverter-driven systems, and high-performance heat pumps are no longer emerging technologies! They are what technicians need to understand on day one. As such, they are essential components of any modern program.

Yet many educational programs still struggle to access the equipment, training, and industry guidance needed to keep pace.

Ask yourself this: Do you want the first time a technician sees a R-290 monobloc heat pump, or a heat pump water heater to be in your customer's home, or in a classroom under the guidance of an instructor?

There is no faster or more effective way to improve HVACR education than becoming an active participant in the programs that are developing your future workforce.

Many contractors express frustration that graduates are not prepared for the realities of today's HVACR industry. Yet many of those same contractors have never attended a PAC meeting, visited a local training program, donated equipment, offered internships, participated in classroom activities, or provided feedback to educators.

If the workforce does not meet your expectations, get involved in shaping it. As part of a meeting, which usually lasts less than two hours, you can help improve program outcomes while helping educators better understand the needs of local employers.

Get a Front Row Seat to Future Employees

The greatest advantage of PAC participation may be the ability to identify talent before your competitors do. Most contractors spend significant time and money searching for technicians after graduation. PAC members have the opportunity to meet students while they are still in training.

By attending advisory meetings, visiting programs, judging competitions, speaking to classes, or supporting hands-on activities, you gain direct access to future employees. You can observe their technical aptitude, attitude, communication skills, work ethic, and problem-solving abilities long before they enter the job market.

You will quickly discover that some of the best future technicians are not the students with the highest grades. They are the students who ask questions, stay late, volunteer to help, and demonstrate initiative. Those are the diamonds in the rough.

A contractor attending advisory meetings may see how students approach various problems, identify a motivated student and offer a summer internship, cooperative training opportunity, or part-time position. By graduation, that student already understands the company's culture, procedures, expectations, and customer service standards, significantly reducing onboarding time and improving retention.

The best technicians rarely spend much time on job boards. They are often hired before graduation through internships, cooperative training experiences, apprenticeships, or relationships developed with local employers affiliated with the Program Advisory Board.

Why Should Contractors Participate?

While your company may offer top salaries and outstanding benefits, instructors naturally develop stronger relationships with employers who actively support their programs.

As students seek career guidance, instructors are more likely to recommend companies they know are invested in workforce development and student success.

Regardless of the opportunities you offer, if you are not involved, you may limit your visibility with both instructors and students. While they are learning technologies, codes, and standards, they are also learning which companies support their school and invest in the future of the industry. Find an accredited HVACR program near you to learn more about participating.

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W WOMEN IN HVACR



SFACCA 1st Annual Fishing Tournament anglers at the Seminole boat ramp getting ready to fish!



Jaime Bernat of Saez Distributors just reeled in a nice Mahi Mahi!



Team Johns Manville: Carlos Martin, Mike Nicolas, Carlos Fernandez, Claudio Rubiera, and Javier Cepero



Claudio Rubiera of Brown & Brown Insurance holding his 3rd place prize winning Dolphin



Team Nest Pro: Chris Erickson, Jeff Campen, Edwin Lugo, Fernando Ramirez, Russell Barry, and Carlos Borja



Jaime Bernat, Jose Zamora, Carlos Borja, Andy Saez, Fernando Ramirez, and Javier Cepero of Saez Distributors



1st Place Winners: Raymet Martinez of Adrian Steel awards Tony Ferrara of Dang It's Hot, the \$1000 prize

SFACCA's 1st Annual Fishing Tournament a Reel Success!

SFACCA's 1st Annual Fishing Tournament, held on June 26 in Miami, was an exciting day on the water as eight boats departed from the Seminole Boat Ramp in pursuit of Wahoo, Mahi, and Kingfish. Anglers aboard both private and chartered boats enjoyed friendly competition, great camaraderie, and beautiful South Florida fishing conditions.

Congratulations to Team Reeling Tails, who took home the \$1,000 Grand Prize, tournament trophies, and, of course, ultimate bragging rights!

A special thank you goes to our Title Sponsor, Fujitsu, along with our outstanding contributing sponsors—Advanced Work Vans, Ultravation, Miami Tech, Hudson Tech, JPL, and RectorSeal—whose generous support helped make this inaugural event a tremendous success.

We also extend our sincere appreciation to the 20+ Friend of SFACCA sponsors, whose support helped make the tournament possible. Each received logo recognition on the official tournament T-shirts, showcasing the strong industry support behind this inaugural event. Every angler received a tournament shirt and swag bag, making the day even more memorable.

SFACCA continues to strengthen its presence in Miami-Dade County by hosting several events throughout the year. Be sure to mark your calendars for our upcoming Miami events:

Inspector Night at Tank Brewing – October 7
 Ultimate Cigar Night Out, sponsored by Saez Distributors, at Tabacon Miami – later this year (details coming soon).



Tony Ferrara of Dang It's Hot holding his 8lb 1st place Mahi Mahi catch, with Anthony and crew of Reeling Tails



It was a great turnout for the SFACCA 1st Annual Fishing Tournament at Regatta Cove in Miami



2nd Place Winners: Raymet Martinez awards James Crawford, Mark Zarzeczny, and Kelly Dexter of Air Quality Control with the \$500 prize



Howard Pearl of Pride AC, Evelio Mata of The McAllister Group, Tony Ferrera of Dang It's Hot, and Anthony of Reeling Tails with the winning fish!



Kelly Dexter, Mark Zarzeczny, and James Crawford of Air Quality Control with Jose from Laminaire, and Chris and his Son from Silver Air Conditioning



Chris Erickson of Leone Green with his fine Dolphin catch



Team Fujitsu: Mark Wieland, Hays Bassett, of Fujitsu, Tony Morales, Alajandro Hernandez of Million-Aire AC, and Jaime Bernat of Saez Distributors



Oscar Camelo excited to hold up his bonita catch!



Team Rectorseal: Jose Zamora, Oscar Camelo, Robert Gomez, Andy Saez, and Andres Ponce



3rd Place Winners: Raymet Martinez awards Claudio Rubiera, Carlos Martin, Javier Cepero, Mike Nicolas, and Carlos Fernandez, with the \$250 prize

Performance Pointers

By James Ball

(continued from page 17)

Properly charged equipment is important. However, properly charged equipment with poor airflow will never perform as intended. Airflow is the foundation upon which every other aspect of HVAC performance depends. Before you connect your gauges and add refrigerant, why not measure and verify airflow first? The results often reveal that the real problem was never refrigerant at all.

After all, we do call this AIR Conditioning.

Jim Ball has been involved in the HVAC industry all his life. He's been a long-time National Comfort Institute (NCI) shining star and an effective implementer of High-Performance HVAC™. Jim sold his family HVAC service company and looks to give back to the industry by contributing his knowledge and experience. He hopes to help other HVAC professionals move forward with implementing High-Performance HVAC processes.

As a Senior Mechanical Engineer with Dewberry Engineering, Jim stays actively involved in helping contractors in our industry to become High-Performance HVAC professionals using lessons learned from NCI. If you would like to learn more, take a look at NationalComfortInstitute.com or call 800-633-7058.






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Update: The McAllister Group

Here several important updates to our organizational structure that will strengthen our support across our entire footprint and enhance our technical and marketing capabilities.

We are excited to welcome Luke Russell as Sales Support for Central and West Florida (Orlando, Tampa, and Sarasota metro areas). Luke attended HVAC technical school and brings a strong technical foundation that will allow him to contribute meaningfully to our team from day one.

In addition, we are implementing the following role changes:

Ryan Czir is moving from Central Florida Territory Manager to Florida Manager, overseeing our Florida sales efforts.

Nathan Adams will shift from North Florida/South Georgia Territory Manager to Market Develop-

ment Manager, focusing on technical training initiatives and marketing strategy across the entire McAllister footprint.

Colin Pikula will take on an expanded role, now servicing North and East Florida, to better cover these growing markets.

Brian Scabel will add to his responsibilities as Carolinas Manager by serving as Technical Director, helping guide our technical standards and support across the organization.

Kevin Beatty will transition from Florida Manager to Sales Director, providing leadership and strategic direction to our overall sales organization.

These changes are designed to better align our team with the needs of our customers and partners, while creating new opportunities for growth and development within the McAllister Group.



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ASHRAE Announces 2026-27 President, Officers and Directors

ATLANTA (June 29, 2026) – ASHRAE has installed its 2026–27 Society president, along with newly elected officers and directors, during its 2026 Annual Conference in Austin, Texas.

Sarah E. Maston, P.E., BCxP, LEED AP will serve as the 2026-27 Society president. In her inaugural presidential address, Maston introduced the theme for the 2026-27 Society Year, “Changing the Game: Retrofitting for Resilience.” The theme focuses on how the building industry can work together develop a winning “game plan” to improve the efficiency, performance and resilience of existing buildings in the face of growing climate and infrastructure challenges.

“ASHRAE has been providing leadership and guidance in energy efficiency, indoor air quality and carbon emissions reduction,” said Maston. “So, where do we go from here?”

This year, ASHRAE will focus on three key areas:

- Increase awareness of the importance of building codes, and their role in resilience.
- The importance of cross-functional teams & creating a game plan to improve building operations, and
- Gamification of education, so we can continue to attract the brightest minds to tackle the dilemmas we face.

There is no one-size-fits-all solution or game plan for retrofitting buildings. Every building has its own constraints. That’s why teamwork is absolutely essential.”

Maston is the Geographic Discipline Leader for Commissioning & Energy Services in New England for Colliers Project Leader.

Elected officers who will serve one-year terms are as follows:

- President-Elect: Ashish Rakheja, B.E., M.Tech, Fellow ASHRAE is Director/Chief Operating Officer at AEON, Uttar Pradesh, India.
- Treasurer: Wade H. Conlan, P.E., BCxP, Fellow ASHRAE, CxA, LEED AP BD+C is Assistant Vice President/Commissioning & Energy Discipline Manager at Hanson Professional Services, Maitland, Fla.

ASHRAE introduced its newest Vice Presidents who will serve a term of 2 years (Society Years 2026–2027 and 2027–2028):

- Vice President: Mahroo Eftekhari, C.Eng. CDPPhil, Fellow ASHRAE, FCIBSE, MInstR, SFHEA is a Professor, Building Services Engineering at Loughborough University, Loughborough, England.
- Vice President: Blake E. Ellis, P.E., CDP, Fellow ASHRAE, MCIBSE, LEED AP is Principal at Burns & McDonnell, Overland Park, Kans.

ASHRAE introduced its newest Directors and Regional Chairs who will serve three-year terms from 2026–2029:

- Region VII Director and Regional Chair: Caroline Kelty, P.E., LEED AP is a Project Manager & Mechanical Engineer at CMTA, Lexington, Ky.
- Region VIII Director and Regional Chair: Keith Reihl, P.E., HBDP, CEM is Principal Engineer at Southland, Houston, Texas.
- Region IX Director and Regional Chair: Daniel C. Russell, P.E., HFDP is a Application Engineer, at Norbryhn Equipment Co., Nampa, Idaho.
- Region X Director and Regional Chair: Colin E. Laisure-Pool, P.E. is an Account Executive at MPSW, Inc., Phoenix, Ariz.
- Region XIV Director and Regional Chair: Eduardo Maldonado, Life Member ASHRAE is a Professor, Faculty of Engineering of The University of Porto, Porto, Portugal.

ASHRAE also introduced its newest Directors-at-Large (DALs):

- Martin Dieryckx is General Manager, Environment Research Center at Daikin Europe EV, Oostende, Belgium.
- Krishnan Gowri, Ph.D., BEMP, Fellow Life Member ASHRAE, LEED AP a Senior Engineering Fellow at Energy Solutions, Bothell, Wash.
- Filza H. Walters, Fellow ASHRAE, FESD is Senior Associate, Director of Mechanical Engineering at Albert Kahn Associates, Inc., Westland, Mich.

When Fear Gets On the Truck With You (continued from page 6)

The Practical Takeaway

Next time you notice that feeling on the drive, in the parking lot, or the moment you step off the elevator onto the roof, name it. Say it to yourself: That’s fear. I know what this is. Then breathe: Four counts in. Hold. Four counts out. Hold. Three to five cycles before you walk in.

Then pick one question. Follow it all the way to its answer.

The unit either has high voltage or it doesn’t. The low voltage circuit is either complete or it isn’t. The problem is somewhere in the system, and the system doesn’t lie. It just waits for you to ask the right question and stay with it long enough to hear the answer.

The fear doesn’t stop coming, but neither does the other side of it: that moment when the unit fires back up, the air starts moving, and the weight lifts all at once—feet off the ground, completely weightless. There’s nothing else like it. That feeling is why you get in the truck. Don’t let the fear drive. It has no idea where you’re going.

—Roman Baugh

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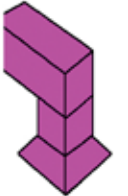
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Blessed are the pure in heart, for they will see God.

Matthew 5:8 NIV

UPCOMING EVENTS

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SWACCA ANNUAL GOLF Tournament

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- Runner Up
- Closest to the Pin Men & Women
- Longest Drive Men & Women
- Hole in One
- Putting Contest

AGENDA

- 7:00 - 8:30 AM Golf Registration & Lite Breakfast
- 7:00 - 8:30 AM Putting Contest
- 8:45 Shotgun Start
- 12:30 - 2:00 PM Lunch, Awards, and Raffles

32 Teams Available

Register Early +239.497.3935 admin.swacca@swacca.net www.swacca.net

Advertisers in this Issue

AC SpeedStick	6
All County Sheet Metal	B10
AMP Strategic - Aspen	B11
Arco Supply	11
Arkema Forane 454B	B8
ATTIC TENT	B16
Baker FCS	18
Blacks Supply	B19
ComfortStar - A&R Distributors	5/13/B12
Duke Energy	20
Duke Energy Commercial	17
Elite Software	B17
FloXtreme	B4
Gemair	24
iFLO Pro	4
iAIR - iGas	B2
Innovative Dehumidifiers	B9
Johnstone Supply / Florida	B20
Johnstone Supply / Ware Group	2
Mainstream - Quik Products	21
Mueller Streamline	23
NAVAC	B7
Nu-Calgon Training	B6
Oldach USA	7
Pipe Prop	B16
Refricenter	B1
RGF Environmental Group	15
SESupply	10
Saez Distributors	16
Smart Electric	B7
SmartSnakes	B6
SystemAir	14
The Metal Shop	3&B4
Ultravation	8&12
Venstar Thermostats	19
Women In HVACR	B14
Yellow Jacket	B12
Zebra Instruments	B3

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