

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

Florida, Georgia, Alabama, Tennessee
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Refricenter Hosts TGM Training Events at their Orlando Location (see page B4)



A&R Supply Hosts 4th Annual Mahi-Slam Fishing Tournament in Islamorada (see pages 18-19)



Johnstone Supply Hosts Spectrolite Demo Event in Ft Lauderdale (see page 16)



RefriAmericas Conference at the Broward Convention Center (see pages B8-B9)

What HVACR Distributors Need to Know About Outdoor HVAC GFCI Requirements



Jeff Schlichenmeyer
Publisher

As states continue adopting newer editions of the National Electrical Code (NEC), HVACR distributors should be aware of an important issue that could affect equipment installations, contractor support, and product availability: GFCI protection requirements for outdoor air

conditioners and heat pumps.

Prior to the 2020 NEC, outdoor air conditioning condensers and heat pumps were not required to be protected by ground-fault circuit interrupters (GFCIs).

That changed with the publication of the 2020 NEC, which introduced a requirement for GFCI protection on outdoor HVAC equipment. Soon after the requirement took effect, contractors across the country began reporting widespread nuisance tripping caused by incompatibility between standard GFCI devices and modern HVAC equipment using inverter-driven compressors and other power electronics.

In response, ACCA and AHRI, with support from the National Association of Home Builders (NAHB), appealed the requirement. The National Fire Protection Association (NFPA) ultimately approved a temporary exception, delaying enforcement until September 1, 2026. That exception was also carried into the 2023 and 2026 NEC.

As part of approving the temporary exception, the electrical industry committed to developing high-frequency (HF) GFCI devices designed to re-

duce nuisance tripping while maintaining the required level of electrical protection.

However, as the September 1, 2026 expiration date approaches, there remains uncertainty regarding whether these HF GFCI devices are widely available through distribution channels and whether contractors can reliably obtain them for installations.

Meanwhile, the code landscape continues to evolve:

- Approximately 40 states have adopted either the 2020 or 2023 NEC, meaning the GFCI requirement will become enforceable when the current exception expires.
- Many states have recognized the nuisance tripping issue and have amended their state electrical codes to exempt HVAC equipment or deleted the entire section 210.8(F) completely.

As of July 2026, states fall into three categories:

1. States That Have Amended NEC 210.8(F) – Do not require GFCI on outdoor outlets for HVAC equipment.

The following states have adopted amendments that delete or modify NEC Section 210.8(F) for outdoor HVAC equipment. Unless these states make future changes, listed outdoor air conditioners and heat pumps will not automatically become subject to the September 1, 2026, expiration of the NEC exception. Arkansas, Connecticut, Georgia, Iowa, Louisiana, Maryland, New Hampshire, New Mexico, North Carolina, Ohio, Oklahoma, South Carolina, South Dakota, Utah, Virginia.

2. States with 2017 or Older NEC Effective – Do not require GFCI on outdoor outlets for HVAC equipment currently.

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More Than a Supplier: Oldach Tampa, the Trusted Partner for HVAC Professionals

In an industry where product value, availability, and service make all the difference, having a trusted distributor is essential. With this commitment, Oldach Tampa has become a trusted partner for technicians and contractors who need quick solutions, available inventory, and personalized service.

Oldach's presence in Tampa represents another step in the company's mission to stay close to HVAC professionals and continue contributing to the growth of an industry that is constantly evolving.

More than simply supplying products, the Oldach team is dedicated to understanding and responding to the needs of HVAC technicians.

Oldach Tampa offers leading brands, equipment, parts, and solutions that technicians rely on for both residential and commercial applications. In addition, the company supports the

professional development of HVAC technicians through seminars, hands-on training, and educational programs led by industry experts. Customers also benefit from the support of a knowledgeable team that provides technical guidance and assistance for every project.

At Oldach Tampa, HVAC professionals have access to more than 50 recognized industry brands, including Ducane Air Conditioning &

Heating, Allied Commercial, Danfoss, Russell, Goodman, Payne, Fujitsu Airstage, and Daikin, among many others.

Oldach stands apart by building lasting relationships which are based on trust, personalized service, and the technical support HVAC professionals need to continue growing their businesses.

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The outside bookkeeper for one of my clients was preparing the financial statements using the reconciliation of the checking account for expenses – for both cost of goods sold and overhead.

She then prepared the financial statements as if on an accrual basis since the company was using the accounts receivable module in their accounting system.

Reality – the company was on a cash basis for accounting even though the statements said accrual.

Why? Because the company was not using accounts payable. They were just using the “pay bills” function of their accounting system and never entering the bills into the accounts payable module.

This caused wide swings in gross margin – i.e. it caused financial fruit salad - since the revenues were rarely in the same month as when the invoices were paid. To make it worse, we could never tell whether the company was truly profitable each month.

With the exception of restaurants who are truly COD for both getting money in the door and paying immediately upon receipt of food, most businesses need to be on accrual accounting basis for operations. Then your financial statements show whether the company is truly profitable each month.

Your CPA and you can decide whether to file taxes on an accrual or a cash basis. When you use the accounts receivable and accounts payable modules and you invoice all of the sales generated and enter all of the payables that were received each month, you know what profitability really is each month. This is true accrual accounting.

Next Topic: Do You Care about Your Cash? I'm sure all of you answered yes. But do you really care? What do you do to protect it?

This means paying attention – and NOT only to your cash in the bank balance. It means looking at credit card charges, insisting on receipts for all credit

card charges, and critically important: watching what you authorize with respect to ACH payments and checks.

Please, please, please...always verify any email you receive asking you to change where an ACH or wire payment is to be sent. A contractor was closing on his house and the transaction was intercepted somehow – he sent the wire to the thief – not the real attorney. He had to pay the closing costs TWICE!

He never thought to call his attorney and verify where the payment was to be sent. It cost him many thousands of dollars.

If it is a first time ACH payment – verify it with the company you are sending payment to. Make a phone call!

Please tell your bookkeepers, accounts payable and accounts receivable personnel, that if they get an email requesting a change in where to send a payment, they MUST call the vendor – not the phone number on the statement. The statement phone number is the thief's phone number!

If you care about the cash your company generates and spends, you HAVE to pay attention to the cash. Do you have 5 minutes a day?

That's all it takes to log on to your bank accounts every day and look at the transactions. Ask questions if you don't understand something. This is the first step in protecting your hard earned cash.

Ignoring cash, credit cards, ACH's or your financial statements is a recipe for disaster. You may end up heartbroken to discover an embezzler was gleefully taking your hard earned cash. Just five minutes a day, every day, is the first step to preventing this from happening to you.

Final Thoughts: Are You Growing Too Fast?

Studies over the past 20 years have shown that one of the major reasons that rapidly growing companies fail is that they run out of cash.

Monitoring cash is essential! And, it is quick and easy to do.

Yes, cash flow forecasts are helpful. However, the fastest way to monitor cash is through the growth in accounts receivable days, decreasing current ratio, and other trends help you avoid a cash flow crisis. You can see these trends in less than 5 minutes a month.

Even with the trends, sometimes you need to be hit between the eyes with a 2X4 to pay attention. Here's the experience of one of my clients:

The company was growing rapidly. You can see the trend graph above of receivable days was exponentially increasing. I kept warning the owner of the company. The company was billing but was not paying attention to collections.

One day there was over \$1 million in receivables and not enough cash in the bank to pay for the gas needed for their fleet. It was the wake up call necessary to pay attention to billing and collections.

The owner had seen the increase in receivable days but felt he didn't have time to pay attention or assign someone in accounting to start collecting. Once the crisis hit, he finally hired someone to pay attention to collections and start collecting past due invoices. Receivable days went down and he paid attention to cash.

Watch your cash and pay attention to your financial trends! You'll have less chance of growing your company out of business.

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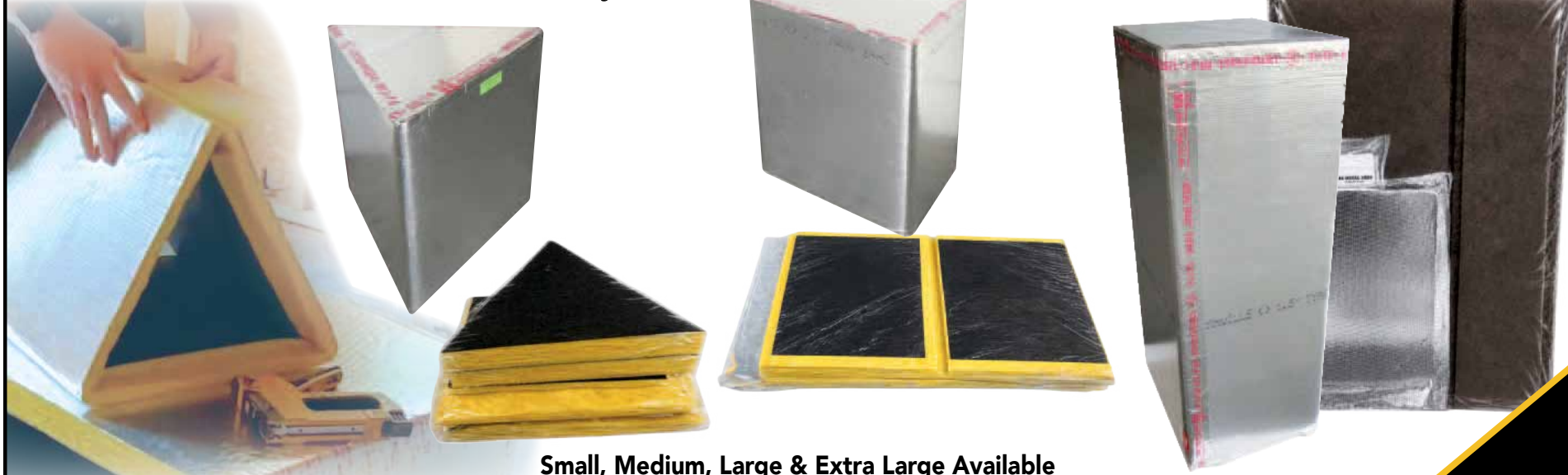
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Systemair Acquires Canadian Temspec Incorporated

Skinnskatteberg, Sweden, 23 July 2026 – Systemair AB (NASDAQ Stockholm: SYSR) acquires Temspec Incorporated, a leading designer and manufacturer of decentralised HVAC equipment in Canada, as of today.

Temspec Incorporated (“Temspec”) designs and manufactures decentralised HVAC equipment in Canada, and holds a strong position in the North American HVAC market for multi-storey buildings and school applications. Temspec focuses on energy efficiency and noise reduction to ensure quiet and efficient comfort.

The company began operations in 1971, and Temspec’s head office and manufacturing plant is located in Mississauga, Ontario, Canada. The company employs approximately 90 employees. The corporate culture is strong and similar to Systemair’s with strong customer focus and an entrepreneurial spirit. In the fiscal year 24/25, Temspec had revenues of approximately EUR 18m (~CAD 29m) and an EBIT-margin above Systemair’s target.

Temspec will be integrated into Systemair’s North American operations, which today employs approximately 555 people.

“The acquisition of Temspec strengthens Systemair’s position in the North American market, and makes us the undisputed leader in ventilation solutions for schools. With complementary products and an established sales representative network, we see significant opportunities for revenue growth,” said Robert Larsson, President and CEO of Systemair.

“I am excited about the opportunities this partnership creates for our people and our committed network of manufacturer’s representatives. The culture of Systemair is one we greatly admire, and it closely reflects the values we have built over the past 55 years. By joining a larger organization, our employees will have new opportunities to grow and contribute in different ways, while our customers will benefit from expanded product offerings, greater resources, and even stronger support. We are proud of what we have built, and confident this step will help carry that legacy forward into the future,” said Mark Ellison, President of Temspec.

Systemair (SYSR) is a leading ventilation Group that helps improve the indoor climate through energy-efficient products and solutions. The Systemair Group is conducting business in 51 countries in Europe, North America, the Middle East, Asia, Australia and Africa.

Stop Selling Repairs. Start Building Customers for Life.

Every summer, contractors across the country are buried in service calls. Capacitors fail, drain lines clog, systems freeze up, and technicians race from one emergency to the next. It’s easy to get caught in the cycle of fixing today’s problem while unintentionally creating tomorrow’s callback.

The best contractors operate differently. They understand that every service call is also an opportunity to improve the customer’s HVAC system while increasing the value of the visit.

Today’s homeowner expects more than a repair. They expect solutions that improve reliability, reduce future breakdowns, and give them confidence that their investment is protected. That’s exactly where preventive technologies create value.

One of the most common service issues across the industry continues to be clogged condensate drains. Microbial growth inside the drain pan and line can eventually trigger float switches, cause water damage, and generate expensive warranty callbacks. Most technicians have cleared the same drain line more than once for the same customer.

Instead of treating the symptom, many contractors are now preventing the problem altogether. iFLO Pro continuously dispenses our concentrated enzyme solution directly into the evaporator drain pan, helping reduce buildup before it becomes a blockage. Because the system works automatically throughout the year, contractors can deliver ongoing protection rather than temporary relief.

But the conversation goes beyond clean drain lines. Adding preventive solutions during maintenance visits creates measurable business advantages:

- Higher average ticket values
- Reduced warranty expenses
- Stronger maintenance agreement retention
- Increased customer satisfaction
- More recurring revenue opportunities

In today’s competitive marketplace, customers remember companies that solve problems before they happen. Preventive maintenance isn’t an up-sell. It’s professional HVAC service.

The contractors growing the fastest are no longer asking, “How many service calls did we run today?”

They’re asking, “How many customers did we create for life?”

That’s a much more profitable question. To become a Certified iFLO Pro dealer, sign up at www.iflopros.com



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Still Need CEU Credits for License Renewal?



Please be sure to log into your account on the DBPR Site to check your license status and verify the necessary credits that you need to complete the 2026 renewal year before you choose a course option.

FRACCA is proud to offer our Conference CE Courses online to those of you who were not able to attend, to fulfill your CE requirements for the 2026 Renewal.

You will attend a hosted webinar through zoom for these classes, and then be asked to submit your evaluation of the class form, to receive your CE Credits.

We look forward to serving you. Please go to the FRACCA website to find options to fulfill your CE requirements. Any questions - please email: events@fraccaair.com or call 407-676-0031.

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HVAC School
For Techs by Techs

Sight Glass and Moisture Indicator



Often in commercial HVAC and refrigeration, you'll come across a sight glass/moisture indicator on the liquid line. (Oil sight glasses also exist, but those are different from what I'm talking about today.)

Sight Glass

The sight glass portion is simple; it's just there to show if the liquid line has a full line of liquid or if it has bubbles. If we see bubbles, we'll know there's a liquid/vapor mix.

A clear sight glass on a running system generally means a full line of liquid (or totally flat, but you would know that already if you have gauges attached). Reading subcooling essentially does the same thing as a sight glass; it simply proves that the system has a full line of liquid. In HVAC, subcooling actually gives you more data than a full sight glass. Subcooling tells you the actual amount of heat that the refrigerant has lost past the condensing temperature. Sight glasses let you know if you have a full column of liquid, but that's the full extent of the data.

In refrigeration systems with receivers, a sight

glass is an excellent tool; that's because we can rely on it as an indicator of liquid refrigerant to the metering device.

Moisture Indicator

The moisture indicator shows you if the system is dry or if it has moisture content.

First, be sure you're aware of the age of the sight glass. Older sight glasses may not be sensitive enough to pick up wet conditions with HFC refrigerants that contain POE oil.

Second, when installing a sight glass, keep it sealed as long as possible before installing. If you open the indicator to air prematurely, it may change color due to moisture in the air. Should that happen, most indicators will change back after installation, proper evacuation, and several hours of runtime. If it still reads wet after that time, the system likely is wet; at that point, you should install new line driers and pull a deep vacuum.

Your best defense against a wet system is fresh line driers, good installation practices that prevent moisture entry, and proper evacuation confirmed by an accurate micron gauge.

—Bryan

P.S. – If you're interested in learning more about refrigeration components, Brett Wetzell and Kevin Compass from the Advanced Refrigeration Podcast walked through rack refrigeration components on the HVAC School podcast. You can watch the walkthrough video or listen to the podcast episode. Matthew Taylor also taught our commercial techs a class all about sight glasses and liquid line solenoid valves.

Armacell Relocates AMERICAS Headquarters to Charlotte, N.C.

Charlotte, North Carolina, 1 July 2026 – Armacell, a global leader in flexible foam for the equipment insulation market and a leading provider of engineered foams, today announced the relocation of its AMERICAS headquarters from Chapel Hill, North Carolina, to Charlotte, North Carolina.

The new headquarters, located in Charlotte's SouthPark district, supports the company's continued growth by enhancing access to customers, improving travel connectivity, and positioning key leadership teams within one of the Southeast's leading business hubs.

Charlotte offers a strategic base for Armacell's North American operations, with proximity to key industrial, commercial, and manufacturing markets. Its robust transportation infrastructure, including Charlotte Douglas International Airport, enables efficient connections for employees, customers, and partners across the region.

Situated in a premier commercial area, the SouthPark office provides access to talent and amenities that foster collaboration and long-term growth. The relocation also brings key management personnel together, strengthening leadership alignment and customer engagement.

"Relocating our AMERICAS headquarters to Charlotte is an important step in supporting the next phase of Armacell's growth," said John Ross Turner, Executive Vice President AMERICAS at Armacell. "Charlotte offers strong customer access, excellent connectivity, and a dynamic business environment. Our new SouthPark office will support our people, enhance collaboration, and position us well for the future."

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The First Florida Training Services Electrical, HVAC, and Plumbing Trades Apprentices Graduations

The Florida Training Services (FTS) proudly celebrated and honored their first Palm Beach County graduating class of Apprentices in the Electrical, HVAC, and Plumbing trades on June 25, 2026. The event took place in the evening at the Historic Carver Technical Education Center in Delray Beach, FL.

FTS Training Director Jimmie Major began the evening by welcoming the graduates, their families, the FTS staff and honored guests.

Florida Technical Services President Matt Mann

recognizing the people behind the scenes for the hard work they performed

FTS President Matthew Mann expressed his thanks to the Palm Beach Air Conditioning Contractors Association (PBACCA), ACprosite, sponsoring employers, honored guests, staff, graduates, and their families for making this milestone such a memorable occasion. “Your support and commitment to workforce education helped make this celebration truly special.”



Paul Lukasievich, Carl Giordani, Jason Mark, Daniel Merrill, Salvatore Miciotta, Phillip Miller, Juan Molina, Justin Rivera, Michael Santoro, Rodney Stephens, Instructor William Hooppell



Ryan Black, Darwin Cabrera, Brandon Crumbly, Christopher Gordon, Emanuele Gowrie, Jarrett Griesemer, Rhomaine Hart, Eric Heide, Michael Santoro, Henry Mendez, Blaine Oster, Instructor William Hooppell

What HVACR Distributors Need to Know About Outdoor HVAC GFCI Requirements

(Continued from cover story)

The following states have not adopted the newer versions of the NEC that have these specific GFCI provisions. Unless these states make future changes, listed outdoor air conditioners and heat pumps will not automatically become subject to the September 1, 2026, expiration of the NEC exception. Tennessee, Wisconsin, Washington DC, Kansas, Indiana.

3. States That Have Not Adopted a Statewide Amendment – Could require GFCI following the upcoming deadline

All other states have adopted the 2020, 2023, or 2026 NEC without amending Section 210.8(F) specific to HVAC equipment.

If no additional action is taken by the state before that date, listed outdoor air conditioners and heat pumps supplied by outdoor outlets covered under NEC 210.8(F) will automatically become subject to the GFCI protection requirements contained in the NEC after September 1, 2026.

- Distributors can help contractors prepare by taking a few proactive steps:
- Know your state’s requirements. Determine which edition of the NEC has been adopted in each state you serve and whether the outdoor HVAC GFCI requirement has been amended.
 - Talk with your OEM partners. Ask manufacturers which GFCI devices they recommend for their equipment, including any guidance on high-frequency GFCIs intended to minimize nuisance tripping.
 - Evaluate product availability. Confirm with suppliers whether High Frequency (HF) GFCI devices are commercially available.
 - Specifically, look for a listed Class C special purpose ground fault circuit-interrupter (SP-GFCI) or HF GFCI. These devices are listed to the Underwriters Laboratory (UL) 943C.
 - Prepare your sales and counter teams. Ensure employees understand the applicable code requirements in your market so they can better support contractor customers.
 - The coming months will be important as NFPA considers a potential request to extend the current exception and states continue updating their electrical codes. Regardless of the outcome, distributors should begin evaluating inventory availability, manufacturer guidance, and state adoption status now to ensure they are prepared to support contractors and maintain compliance if GFCI requirements become effective.

Article by Zac Johnson. Zac is HARDI’s Senior Policy Lead for Codes & Rebates.

FRACCA at Sea 2027 Cruise



Join your fellow Contractors from the State of Florida for a Fun Cruise on the Jewel of the Seas by Royal Caribbean International Cruise Lines.

Departing Tampa on Thursday, February 18th 2027 for a 4-night trip going to Caribbean - Western (Caribbean) Visiting: Tampa, Cozumel

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Daikin Launches NEXIO Max Inverter-Driven Rooftop Heat Pump for Light Commercial Applications



WALLER, Texas, July 7, 2026 – Daikin Comfort Technologies North America, Inc. (Daikin) announces the Daikin NEXIO Max package heat

pump, an inverter-driven rooftop solution engineered to support building electrification, deliver energy efficiency performance and provide comfort in light commercial applications. Utilizing low-GWP R-32 refrigerant and Daikin variable-speed technology, NEXIO Max delivers high-performance heating and cooling across a broad range of operating conditions.

“NEXIO Max was developed to address the evolving needs of light commercial building owners, contractors and consulting engineers,” said Sachin Dixit, Vice President, Commercial Product Marketing. “By combining inverter-driven technology, low-GWP R-32 refrigerant and advanced controls, the platform is designed to deliver efficient operation, installation flexibility and occupant comfort. The result is a rooftop solution designed for both retrofit and new construction applications while helping customers navigate the transition toward electrified buildings.”

NEXIO Max combines inverter-driven performance, cold-climate heating capability and advanced controls to help building owners achieve energy-efficient operation, while supporting electrification goals,” said Mitul Lakdawala, Director of Light Commercial Product Marketing. “The system delivers up to 22 IEER cooling efficiency and maintains reliable heating performance in challenging conditions, operating at outdoor ambient temperatures down to -13°F while providing 85% of rated heating capacity at 14°F. With standard single-zone VAV functionality, native BACnet integration and configurable options such as Multi-Zone VAV and Hot Gas Reheat, NEXIO Max offers a flexible solution for a wide range of light commercial applications.”

Installation and Service Features

NEXIO Max is designed to help simplify replacement projects by aligning with common rooftop unit footprints without requiring a curb adapter, helping maintain existing curb and duct compatibility while managing installation time and cost.

Factory-wired and labeled connections help streamline startup and commissioning, while an open-access cabinet design provides convenient access to key components for service and maintenance. Integrated Power Protection with phase-monitoring capabilities helps safeguard critical components, sup-

porting reliable operation and reducing unplanned downtime.

Featuring native BACnet™ integration, Daikin NEXIO Max is designed to support Building Automation System, enabling connectivity with building management systems for real-time monitoring and control. The units are configured to operate with Daikin controls, and are compatible with a range of third-party thermostats.

Remote monitoring, diagnostics and control capabilities are available through the Daikin HERO platform.

Smooth, low-noise operation is enabled by inverter-driven compressors, designed to manage cycling and support consistent sound levels. Direct-drive fan technology does not require belts, supporting maintenance considerations while delivering low-sound operation and dependable performance over time.

Configurable options, including Multi-Zone VAV and Hot Gas Reheat, enable NEXIO Max to support multiple commercial applications, while delivering comfort, humidity management, and operational flexibility.

NEXIO Max is available in 7.5-, 8.5- and 10-ton capacities, delivering up to 114,000 BTU/h of cooling performance. For more, visit this link, NEXIO Max. BACnet® is a trademark of ASHRAE.

HARDI Distributors Report 4.8% Revenue Decrease in May

COLUMBUS, OH— HARDI released its monthly TRENDS report, showing sales by HARDI distributors decreased by 4.8% during May 2026. The annual sales growth for the 12 months through May 2026 is an increase of 2.6%.

“Almost a 5% sales decline is a lousy start for the first meaningful month of cooling season, but it is not as weak as the headline,” said Brian Loftus, Senior Market Analyst at HARDI. “This May had one less billing day than May of 2025. We estimate sales would have been about flat or comparable year-to-year with the same number of billing days.”

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 May 2026 was less than 38 days. “There is seasonality to the DSO, so we need to compare the latest results to the corresponding prior months,” said Loftus. “The May DSO is a bit quick than the 40 days reported during May of 2022, May of 2023, and May of 2024.”

“An early start to heating season got sales off and running in our Northeast and Mid-Atlantic regions,” said Loftus. “With a lot of difficult weather

comps across the country during the next couple of months, we need that summer magic to cook-up some demand or our annual sales growth will remain in low single-digit range.”

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.

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PHCC and Milwaukee Tool Expand Commitment to Building the Next Generation of Skilled Trades Professionals

Falls Church, Va. — PHCC— and Milwaukee Tool are expanding their partnership through a major investment in workforce-development initiatives designed to attract, train and retain the next generation of plumbing and HVAC professionals.

As part of this strengthened collaboration, Milwaukee Tool has elevated its support of PHCC to Strategic Partner status, reflecting a shared commitment to strengthening the skilled trades workforce and ensuring the industry has the talent, training and resources needed to meet future demand.

The expanded partnership includes Milwaukee Tool's exclusive sponsorship of the PHCC Educational Foundation's Workforce Advocacy Video Initiative, a national campaign designed to inspire future skilled trades professionals by highlighting rewarding career opportunities in the plumbing industry.

The initiative will feature Charlie Goede, the 2026 U.S. WorldSkills plumbing competitor and former PHCC National Plumbing Apprentice Champion, whose journey from apprentice to international competitor demonstrates the opportunities and career pathways available through the skilled trades.

"Workforce development remains one of the most critical priorities facing our industry," said Cindy Sheridan, chief executive officer of PHCC—National Association. "Milwaukee Tool has demonstrated a longstanding commitment to advancing the skilled trades through education, training and industry partnerships. Their expanded investment will help us to continue creating opportunities for the next generation of plumbing and HVAC professionals in order to strengthen the future of our industry."

Built on deep relationships with the trades, Milwaukee Tool works directly with professionals to develop solutions that improve safety, productivity and jobsite performance. That same user-driven approach extends beyond product innovation through long-term investments in workforce development, education and industry partnerships that help prepare the next generation of skilled trades professionals.

Milwaukee Tool invests more than \$10 million annually in hands-on education and workforce development initiatives. In 2025 alone, the company supported more than 600 apprentice graduations and donated more than \$4.5 million in professional-grade equipment to trade schools across the United States.

These efforts build on Milwaukee Tool's recently announced commitment to invest \$200 million by 2030 in skilled trades workforce development initiatives, expanding access to training, strengthening workforce pipelines and supporting the long-term growth of the industry.

"Milwaukee Tool's success has always been rooted in the success of the skilled trades," said Scott Teson, Senior Vice President of Skilled Trades at Milwaukee Tool. "As we continue investing in the future of the industry, we're proud to deepen our partnership with PHCC and support the programs, training and workforce development initiatives that help attract and prepare the next generation of plumbing and HVAC professionals."

The Workforce Advocacy Video Initiative will be promoted through PHCC and PHCC Educational Foundation communication channels and will provide resources that contractors, educators and industry stakeholders can use to support recruitment and workforce-development efforts nationwide.

For more information about PHCC partnership and sponsorship programs, contact PHCC Vice President of Business Development Elicia Magruder at magruder@naphcc.org, or call 800-533-7694.

The PHCC—National Association, formed in 1883, provides legislative advocacy, education, and training to approximately 3,500 plumbing and HVACR businesses and 65,000 technicians. For more information about PHCC, visit phccweb.org.

For over 100 years, Milwaukee Tool has led the industry with innovative solutions that redefine performance, productivity, and safety for professional trades. For more information about Milwaukee Tool, visit www.milwaukeetool.com.

RectorSeal® Introduces ClearDrain™ PVC Commercial to Eliminate White Slime in Commercial HVAC/R Systems

Houston, TX, July 13, 2026—RectorSeal, a leading manufacturer of quality HVAC/R and plumbing tools and accessories, expands the availability of ClearDrain PVC for commercial and industrial HVAC/R applications, including grocery stores, convenience stores, refrigeration case drain routing, and rooftop units.

ClearDrain PVC Commercial, like its residential counterpart, incorporates zinc in its manufacturing process. This results in a smooth, slippery inner wall that helps prevent the growth of bacteria and algae. Independently tested to ISO 22196:2011, biocide-free ClearDrain PVC is up to 1,000 times more effective at preventing blockages caused by bacteria, known as white slime, than standard SCH40 PVC pipe.

It can reduce white slime growth by up to 98% or more, and slime-blocking bacteria growth by as much as 99.9%. This product is rated for refrigeration capacities of up to 20 tons and offers a complete lineup of fittings for routing refrigeration case drains.

For commercial facilities, ClearDrain PVC provides a one-time material upgrade that helps reduce reliance on chemical treatments, biocide tablets, and recurring maintenance programs. It also supports health code and food safety compliance, reduces slip-and-fall risks from drain overflows, and lowers the risk of water damage and service disruptions across store fleets and commercial facilities.

ClearDrain PVC has been deployed in real-world commercial refrigeration environments, including grocery stores operating year-round under continuous condensate loads. In these high-biofilm conditions — among the most demanding for any condensate drain system — ClearDrain PVC has demonstrated consistent performance in preventing white slime buildup.

"For grocery, retail, and commercial facilities, a clogged drain can quickly become a maintenance, safety, and operational issue," said Andrew Twitty, Senior Director, Product Strategy at RectorSeal. "ClearDrain PVC helps reduce that risk with long-term protection built directly into the pipe."

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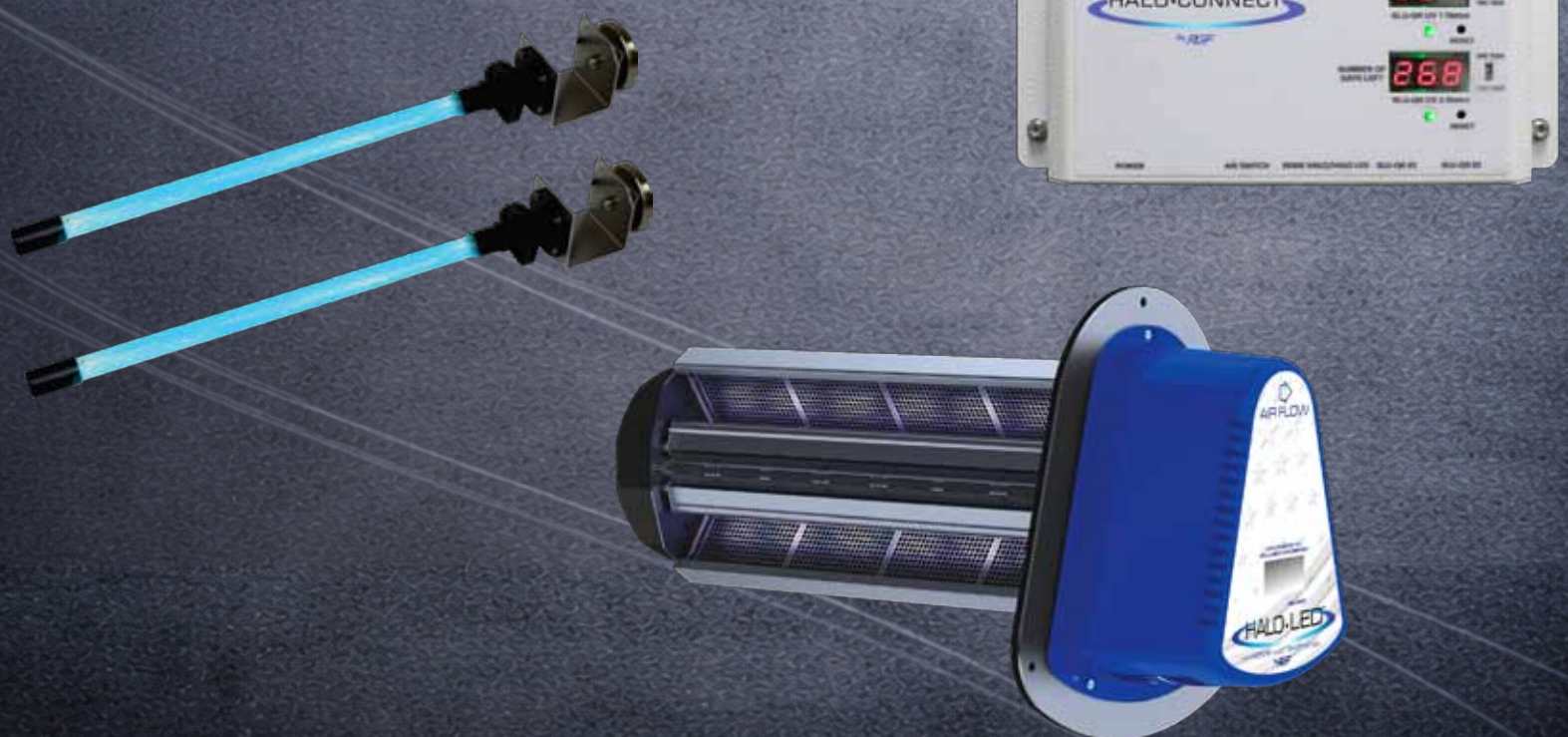
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The Best AI Strategy Doesn't Start With AI

Most of the AI conversations I see HVACR leaders having start in the wrong place. They start with the tool. Which platform. Which subscription tier. What the demo looked like. It is an understandable starting point. But it is the wrong one.

The leaders getting traction right now did not start with a tool. They started with a question: where is my team spending time on work that does not actually require a person? That question reorients everything.

Why the tool-first approach usually stalls

When you start with the tool, you are evaluating capability. Can it write? Can it summarize? Can it pull from multiple sources? The answer to all of those is yes, and that does not tell you what you actually need to know.

When you start with the capacity question, you are evaluating fit. Where in our operation is repetitive work slowing down the people who should be doing something harder? That question has a specific answer inside every HVACR business.

For a distributor, it might be the time your

inside sales team spends assembling quote summaries or fielding the same five product questions from contractors. For a manufacturer's rep, it might be the hours spent formatting product presentations that follow the exact same structure every time, or writing follow-up emails that are 80 percent identical across accounts. For an operations leader, it might be the cycle time between a new product launch and the moment any content is actually in front of your rep network.

None of those are headcount problems. They are systems problems. McKinsey's research on AI adoption consistently shows that the businesses seeing measurable results are the ones that start by identifying where repetitive, pattern-based work is eating capacity before they ever select a platform.

The reframe that changes the conversation

Stop asking what AI can do and start asking what your team is doing that AI can do well enough.

That second question is more honest. It acknowledges AI has real limitations. It acknowledges your team has expertise that no tool is going

to replicate. And it finds the overlap: the pattern-based, information-intensive work that sits between your people's knowledge and the output your customers actually need.

That overlap is where AI creates genuine operational support. The expert does not get replaced. The scaffolding work that was keeping the expert from doing the thing only they can do gets removed. That is the whole game.

A practical starting point for any HVACR business

Pick one week. Ask one person on your team to keep a loose log of everything they work on, with a note next to anything they have done before in roughly the same way. Not a formal audit. Not a process review. Just a list.

At the end of the week, look at that list and ask: which of these could I hand off to an AI tool in five minutes of context or less? Circle those items.

That circle is your opportunity map. It tells you exactly where to start without a vendor demo, without a consultant, and without committing to

a platform you are not ready to evaluate yet. For HVACR distributors and reps interested in benchmarking operational efficiency more broadly, HARDI's Market Intelligence resources offer a strong foundation for understanding where your business stands before building new systems on top of it.

Start with the highest-frequency item on the list. Build one workflow. Run it for 30 days. Adjust based on what you learn. That is a more honest path into AI adoption than most organizations are taking right now.

For HVACR leaders who want to go deeper on structured AI adoption, Nerd Herd runs AI education designed specifically for HVACR and AEC teams, including a hands-on AI Boot Camp: Build Your HVAC/AEC Content Engine, where teams walk away with five sales-ready assets and a live cohort walk-through.

Learn more at <https://nerdherdpro.com/ai-education/>

Ashlei Rolloff has spent over a decade embedded in the commercial HVAC industry at the operator level. As CEO and Founder of Nerd Herd, a B2B growth consultancy and AI education firm, she works exclusively with manufacturers, rep firms, and AEC businesses to build the operational systems that close the gap between where they think they are and where they could be.



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Performance Pointers

By James Ball



Without a Target, Every Direction Looks Right

As an HVAC business owner, you spend a great deal of time solving problems. A technician calls in sick, a rooftop unit fails on the hottest day of the year, a customer has an emergency after hours, or a supplier misses a delivery. The business demands your attention every minute of every day.

With so many urgent issues competing for your time, it's easy to fall into a reactive mode. You get through each day feeling productive because you stayed busy, yet at the end of the year you wonder why your business hasn't progressed as much as you hoped.

The difference between being busy and making progress often comes down to one thing: **clearly defined goals**.

The most successful HVAC companies don't simply hope for a better year. They decide what success looks like before the year begins and build their business around achieving it.

Goals Create Direction

Imagine loading your family into the truck for a vacation without deciding where you're going. You could drive all day, but without a destination, every road seems like the right one. Businesses operate the same way.

When goals aren't clearly defined, your employees make decisions based on what they think is important. One technician focuses on selling accessories, another emphasizes speed, while someone in the office prioritizes scheduling as many calls as possible. Everyone may be working hard, but not necessarily moving in the same direction. Clear goals align the entire organization.

If your objective is to improve customer retention, everyone understands that communication and customer experience matter. If your goal is to reduce callbacks, technicians know that taking a few extra minutes to verify their work is time well spent. When expectations are clear, better decisions become easier.

One lesson I learned as an HVAC business owner is how urgent work can easily overshadow important work. During the summer, staying focused on our goals was always a challenge. Like most contractors, "no cooling" calls took priority, and it became tempting to postpone scheduled maintenance visits. Before long, we found ourselves struggling to deliver on the promise we had made to customers — to inspect their systems every six months.

Our objective was to grow our maintenance agreement program and we eventually realized that growth wasn't just about selling more agreements. It was about **consistently delivering the service we had promised**. We established a simple but non-negotiable goal: complete 20 maintenance visits every day, whether it was the busiest day in July or the slowest day of the season.

That single goal changed the way we operated. Instead of allowing emergencies to dictate our entire schedule, we protected time for preventive maintenance. As a result, we stayed on track with our six-month maintenance commitments, improved customer satisfaction, and built a stronger maintenance agreement program. The experience reinforced an important lesson: when you clearly define a goal and commit to it every day, your actions begin to align with your long-term objectives instead of being driven solely by today's emergencies.

Goals Make Performance Measurable

One of the biggest mistakes business owners make is relying on feelings instead of facts.

- "We seem busier"
- "I think we're doing better"
- "Our customers appear happy."

Those statements may be true, but they aren't measurements. Goals require numbers.

Maybe you want to increase maintenance agreement renewals by 10 percent. Perhaps your goal is to reduce callbacks below two percent or improve aver-

age ticket value. Whatever the objective, defining it allows you to track progress and make adjustments before small issues become major problems.

Measurement also removes emotion from decision-making. Instead of reacting to isolated events, you begin managing the business based on trends and performance. What gets measured usually gets improved.

One mistake we made in our business was trying to measure too many things. We had reports for just about everything, and while all that information seemed valuable, it quickly became overwhelming. It was difficult for our managers to communicate, and even harder for our employees to understand what really mattered. We eventually realized that when everything is a priority, nothing is a priority.

That's when we shifted our focus to a handful of clear, measurable goals that everyone could understand. Our company goal was to complete 20 maintenance visits each day, but each maintenance technician knew exactly what that meant for them — they needed to complete three maintenance visits during their workday. Suddenly, each of my employees could see how their individual performance contributed to the company's success.

We applied the same philosophy throughout the business. We established goals for the number of maintenance agreements sold each week, the number of tune-up mailers sent to prospective customers, and the percentage of tune-up specials converted into maintenance agreements. Rather than tracking dozens of statistics, we concentrated on the few that directly influenced our long-term objectives.

The lesson was simple: people don't need more numbers — they need the right numbers. When goals are clear, measurable, and connected to the company's success, employees are far more likely to understand them, embrace them, and achieve them.

go to page B12

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Bluon and WEX® Announce Strategic Agreement to Empower HVAC and Plumbing Contractors Nationwide

IRVINE, Calif. – July 17, 2026 – Bluon, Inc., the industry-leading company providing AI support and technical data to HVAC-R contractors, today announced a strategic agreement with WEX®, a global leader in intelligent payment solutions. This new collaboration embeds Bluon’s HVAC offerings within the WEX Field Service Management (WEX FSM) ecosystem, paving the way for impactful collaboration and streamlined workflows between the two platforms.

“Partnering with WEX allows us to bring our battle tested HVAC intelligence UI and toolkit directly to trade contractors within their existing workflows to give their field teams the data and support they need, right when they need it,” said Peter Capuciati, CEO of Bluon. “By embedding our resource ecosystem together with WEX FSM, we are making it simpler than ever for contractors to support and train their skilled labor with minimal adoption challenges.”

Bluon has created the first platform of its kind to provide HVAC technicians and related contractor staff the technical information and support they need with its one-of-a-kind database and proprietary A.I. support platform which together provides model number specific guided tech support for virtually any challenge a technician may face. Bluon’s brand-agnostic database is unique in the HVAC industry. Covering over 260 OEMs and nearly 5,000,000 unique model number families, Bluon’s database provides manuals, schematics, original parts (BOM), part specs, and compatible replacement part options for over 30 million specific model numbers found in the field.

WEX FSM, which serves more than 35,000 contractors, provides access to critical tools needed to run their business every day. The solution streamlines essential back-office workflows, including scheduling, dispatching, and billing, while equip-

ping field technicians with the tools necessary to enhance on-site productivity.

Through the WEX FSM mobile app, technicians can access digital pricebooks and offer flexible customer financing options through leading providers, including GoodLeap, Synchrony, Wells Fargo, and Service Finance. By combining intuitive workflows with integrated payment processing, WEX FSM minimizes administrative overhead, allowing trade businesses to increase efficiency and focus on delivering exceptional customer service.

“This agreement reflects our commitment to creating a more connected experience for contractors by bringing best-in-class solutions together,” said Dylan Jones, senior vice president and general manager, Mobility Growth at WEX. “Bluon’s industry-leading HVAC intelligence will give WEX Field Service Management customers access to more of the information they rely on every day, helping reduce downtime, improve first-time fix rates, and create a better experience for both technicians and homeowners.”

For additional information about Bluon, visit www.bluon.com.

About Bluon

Bluon delivers unmatched value to the \$150 billion HVAC industry, equipping contractors and technicians with a robust database and AI-driven guided tech support. By providing the right data and support at the right time, Bluon increases tech productivity, reduces mistakes + callbacks and enables contractors to maximize the proceeds from every job. Their deterministic AI platform simplifies the complexities of HVAC servicing for both field and office teams, addressing the industry’s labor shortage while boosting revenue & profitability for residential and commercial contractors alike. For more information about Bluon, visit <https://www.bluon.com/>.



New Product Release USWS220 SmartTech Wireless Scale

Uniworld is excited to introduce the latest addition to the Uniworld SmartTech family: the USWS220 SmartTech Wireless Refrigerant Scale, the first refrigerant scale that connects directly to the SmartTech FUSION app via Bluetooth.

Designed for the working technician, the USWS220 takes the guesswork out of refrigerant charging by delivering precise digital weight measurements wirelessly to your phone or tablet in real time. Use the intuitive FUSION app, to log the refrigerant charge weight on a final SmartTech FUSION job report.

The USWS220 works as a standalone scale and pairs perfectly with the SmartTech FUSION Pro Kit or Basic Kit for a complete wireless diagnostic solution.

Key Features

- Bluetooth Connectivity - Pairs seamlessly with the SmartTech FUSION app on Apple and Android devices for real time weight monitoring.
- Reduce Callbacks - Achieve correct charge levels every time and eliminate costly callbacks caused by over or undercharging.
- Professional Reporting - Every job is fully documented with one tap, ready to share, print, or save.
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Johnstone Supply Hosts Spectroline Demo Event at their Ft Lauderdale Location



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Matthew Cowley of Spectroline with Albert Gibson of Peak Power and Johanne Bueno of J. Nichols and Associates



Matthew Cowley of Spectroline, Scott Manley & Louis Gallo of Johnstone Supply, Johanne Bueno of J. Nichols & Associates and Walter Aparicio of Johnstone Supply



Daniel Cooper and Matthew Cowley of Spectroline, Matthew Cowley of Spectroline and Sara Perix of Spectroline

Johnstone Supply of Fort Lauderdale hosted a Spectroline Leak Detection demo event! There were Manufacturer Representatives teaching about why GLO Seal is a must-have tool in their workday with live demonstrations, and leak detection advice from the Spectroline experts. Don't miss more demo events with Spectroline at Johnstone Supply at their Dania Beach location on August 4th and their West Palm Beach location on August 5th.

Why GLO Seal? To fix leaks, find leaks, prevent callbacks, and prepare the system for easier future diagnosis—all through one system-safe application.

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HVAC/R professionals around the world trust Spectroline UV leak detection lamps, fluorescent dyes, diagnostic tools, and A/C sealers to simplify service and reduce costly callbacks.

Johnstone Supply is a wholesale distributor serving professional HVACR contractors. Their core mission—Making it Easy for the HVACR Contractor to do Business—emphasizes product selection, availability, and eCommerce. Johnstone is continually expanding their product lines to meet the needs of contractors and to ensure they have the best brands and technology to get the job done!



Matthew Cowley of Spectroline with Christopher Cherry of Advance Air System, and Johanne Bueno of J. Nichols and Associates



Johanne Bueno of J. Nichols and Associates, Matthew Cowley of Spectroline and McKenzie Desio of Invent Air Conditioning



Matthew Cowley of Spectroline and Johanne Bueno of J. Nichols & Associates, giving a Spectroline product demonstration



Matthew Cowley of Spectroline, Johanne Bueno of J. Nichols and Associates and Glenn Emmanuel Beltran of Prime Time Cooling



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Women In HVACR Accepting Nominations for its 2026 Pillar and Women to Watch Awards



TALLAHASSEE, Fla. – July 21/22, 2026 – Women in HVACR (WHVACR), a non-profit organization dedicated to empowering women in the heating, ventilation, air conditioning and refrigeration trades, is now accepting applications for its Pillar and Women to Watch awards, which will be announced at the organization's annual conference, Built for Speed, to be held Sept. 27-29 at the JW Marriott in Indianapolis.

“One of the greatest strengths of Women in HVACR is the incredible women who invest their time, talent and expertise in lifting others up,” said WHVACR President Jane Sidebottom. “The Pillar Awards and the Women to Watch recognition allow us to celebrate those women whose leadership, innovation and commitment are strengthening our industry while inspiring the next generation of women to pursue rewarding careers in HVACR.”

Nominations are open now through Aug. 10, and nominees must be active members of WHVACR. Three women will be selected for the Pillar Awards, recognizing excellence in mentorship, education and networking:

- Mentor Pillar: Honors a member who inspires and guides others to achieve success in the HVACR industry.
- Education Pillar: Recognizes a member who advances learning, professional development and education in the workplace.
- Network Pillar: Celebrates a member who has built meaningful professional connections and created opportunities for collaboration and growth throughout the industry.

The Women to Watch recognition program will acknowledge outstanding women in the following categories:

- Technician Leadership
- Manufacturer Leadership
- Vendor and Distribution Leadership
- Office and Operations Leadership
- Influencer and Advocate Leadership

“Recognition has the power to inspire confidence, create new opportunities and highlight the many ways women are shaping the future of our industry,” Sidebottom said. “We encourage our members to nominate colleagues who deserve to be celebrated. Every nomination helps shine a light on the remarkable talent within the Women in HVACR community.”

For more information or to nominate a candidate for a Pillar Award or Women to Watch, visit womeninhvacr.org/webapp/p/647/empowered-nominations. For more information about Women in HVACR or to register for the 2026 annual conference, visit womeninhvacr.org/built-for-speed.

About Women in HVACR

Since 2002, Women in HVACR has worked to increase the number of women in the Heating, Ventilation, Air Conditioning and Refrigerant (HVACR) industry and empower women to succeed by providing members with a variety of opportunities to network and develop a professional environment through education and mentorship. The 1,200-member nonprofit organization holds a variety of regional and national events each year and provides scholarship opportunities for women who pursue careers within the HVACR industry, including those who seek engineering and business degrees or a trade school education. For more information about Women in HVACR, visit womeninhvacr.org/.

Steve Sparks and Kelly McCann Honored at FTS Graduation

FTS President Matt Mann recognized Steve Sparks, former Florida Air Conditioning Apprenticeship Association (FACAA) President, as being a key contributor in arranging the merger of FACAA with FTS in 2025. Kelly McCann of CMi Air Conditioning & Electrical, a long-time HVAC instructor at FACAA and PBACCA advocate, also received special recognition for his assistance with the transition, teaching this year and upcoming retirement.



FTS President Matt Mann, Steve Sparks, formerly of FACAA, Kelly McCann, CMi AC, FTS Administrator Amanda McGinley & FTS Training Director Jimmie Major

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 919,685 units in May 2026, increased +6.7 percent compared to 862,129 units shipped in May 2025. U.S. shipments of air conditioners increased +10.2 percent, to 523,132 units, compared to 474,519 units shipped in May 2025. U.S. shipments of air-source heat pumps increased +2.3 percent, to 396,553 units, compared to 387,610 shipped in May 2025.

Year-to-date combined shipments of central air conditioners and air-source heat pumps decreased -1.2 percent, to 3,693,117, compared to 3,736,372 units shipped during the same period in 2025. Year-to-date shipments of central air conditioners decreased -3.4 percent, to 1,955,106 units, compared to 2,022,984 units shipped during the same period in 2025. The year-to-date total for heat pump shipments increased +1.4 percent, to 1,738,011, compared to 1,713,388 units shipped during the same period in 2025.

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Jireh Air Conditioning showing off their very close win of 2nd place catch.



Jose Acosta with Jireh Air Conditioning, Issac Abraham with A&R Supply, and Willy with Jireh Air Conditioning.



On Saturday July 25th, from 6:30am to 2pm, A&R Supply hosted their 4th Annual Mahi-Slam Fishing Tournament in Islamorada. Only four allowed to fish per boat and weigh in was at 3pm, at Island Grill Restaurant, where the fishing tournament winners were announced.

This tournament was an exciting way to get out, relax, do some sport fishing, eat some delicious food, and talk with other friends from the HVAC industry!

1st place prize winner received \$1000, 2nd place prize winner received \$500, and the 3rd place prize winner received \$250.

Sponsors that helped support the tournament were ComfortStar and Johns Manville (cash sponsors), QuietFlex (angler sponsor), Nu-Calgon and FloXtreme (weigh-in sponsor).

At A&R Supply, they know the importance of quality customer service and top-notch products. As a top heating and cooling supply store, they strive to give their customers the very best. Your business needs are their top priority. Their knowledgeable personnel will get your order placed and expedited, freeing up your time and lowering costs.



Max Neito, Ozzy Gomez, and Mike Nicholas of Johns Manville token on Tapagon Cigars, and sipping a cold refreshment!



Maria Henandez and Maria Barroso of A&R Supply enjoying the excitement of the 4th Annual Fishing Tournament.



Issac Abraham with A&R Supply, with Yolandy and Yandro of Always Winter Air Conditioning.



The A&R Supply Team and friends came together for a photo after another successful Mahi Slam Fishing Tournament!



Appetizers were consumed quickly, and then an awesome lunch of chicken, shrimp and very tasty steak!



Rocket Cooling has found a cool place by the water to relax and shoot the breeze!



The Fishing Tournament's 1st Place winning Mahi caught by Danny Puig Jr. of Oscar Air Conditioning!



Winners Circle: Everyone came together to show their winning Mahi catch before the award ceremony took place.



After the fishing, everyone enjoyed the chicken, shrimp, steak, sides and more, by the Island Grill Restaurant.



Maitee of A&R Supply taking credit for someone else's nice mahi catch.



Leandro Armas with ComfortStar, and Yasmel Rodriguez and Ariel Rodriguez with Arts Distribution.



A great day of Mahi fishing produces some great memories! What more do you need?



Albert and Danny of Oscar Air Conditioning enjoying friends, and fishing in Islamorada!



A&P Air Conditioning took third place, Jireh Air Conditioning won second place Oscar Air Conditioning took first place!



1st Place A&R Mahi Slam Tournament Winner: Oscar Air Conditioning receiving the tournament winners check for \$1000.



2nd Place A&R Mahi Slam Tournament Winner: Jireh Air Conditioning receiving a check for \$500.



3rd Place A&R Mahi Slam Tournament Winner: A&P Air Conditioning receiving a check for \$250.

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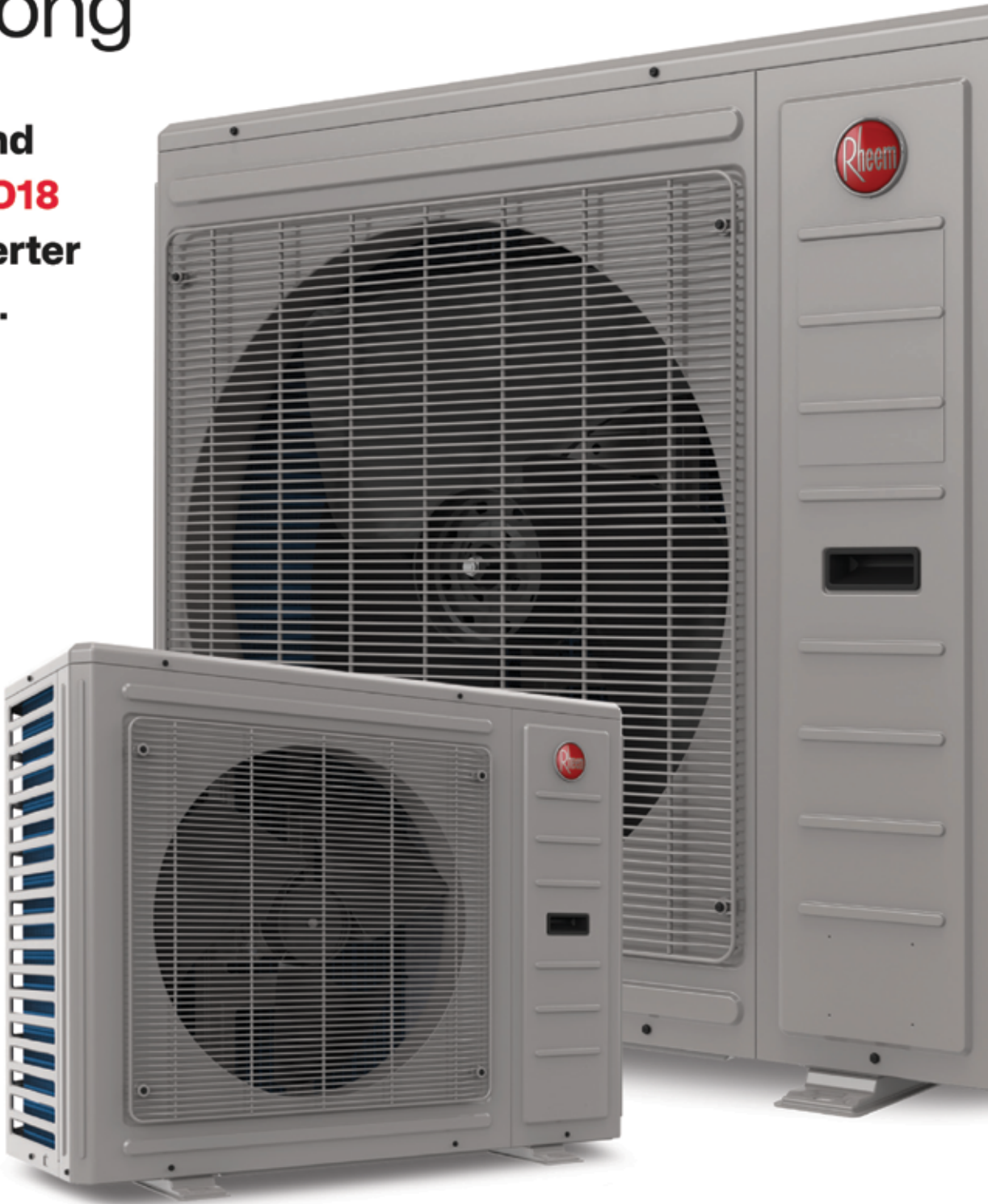


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Tuesday, August 11	8am - 10am	T16	West Tampa
Weds., August 12	8am - 10am	T5	West Palm Beach
Thursday, August 13	8am - 10am	T1	North Miami
Thursday, August 13	8am - 10am	T6	Fort Pierce
Thursday, August 13	8am - 10am	T15	East Tampa
Thursday, August 13	8am - 10am	T22	Ocala
Monday, August 17	8am - 10am	T7	Mid Miami
Tuesday, August 18	8am - 10am	T19	Daytona Beach
Tuesday, August 18	8am - 10am	T21	Tallahassee
Tuesday, August 18	8am - 10am	T23	St. Petersburg
Weds., August 19	8am - 10am	T2	N.Fort Lauderdale
Thursday, August 20	8am - 10am	T3	South Miami
Thursday, August 20	8am - 10am	T14	Sarasota
Thursday, August 20	8am - 10am	T18	Jacksonville
Tuesday, August 25	8am - 10am	T11	Cape Coral
Tuesday, August 25	8am - 10am	T17	Orlando
Weds., August 26	8am - 10am	T8	Fort Myers
Weds., August 26	8am - 10am	T20	Sunrise
Thursday, August 27	8am - 10am	T10	Naples
Thursday, Sept. 1	8am - 10am	T12	Port Charlotte

FREE EVENT - NO Registration Required

Refreshments will be provided.

- **Better Installs** – Discover Regal® ECM motor features, common applications, and installation best practices that help ensure reliable performance and reduce callbacks.
- **Better Diagnosis & Repairs** – Learn practical troubleshooting techniques and see how stocking just five ECM motors can solve up to 98% of common field motor replacements.
- **Better Maintenance & Profitable Upsells** – Explore the new dual-voltage ECM condenser motor and learn how its versatility can simplify inventory while providing added value for your customers.

DEMO DAY



Discover the Friedrich®
Breeze™ Select System

Tuesday, August 11	9am - 1pm	T2	N. Fort Lauderdale
Weds., August 12	9am - 1pm	T20	Sunrise
Tuesday, August 25	9am - 1pm	T14	Sarasota
Weds., August 26	9am - 1pm	T23	St. Petersburg

FREE EVENT - NO Registration Required

Refreshments will be provided.

- **Better Installs** – Discover installation, startup, and system setup best practices that help improve efficiency, maximize performance, reduce callbacks, and deliver long-term reliability.

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1

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2

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VALUE UPSELLS

3

BETTER
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4

BETTER PROPOSAL
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Malco Tools Introduces New MalcoEdge™ Line of Purpose-Built Refrigeration Tools



Malco Tools is proud to introduce MalcoEdge™, a new line of tools and equipment engineered specifically for refrigeration and air conditioning professionals.

MalcoEdge is a comprehensive, HVACR-focused solution set that gives technicians the accuracy, consistency and confidence needed to deliver high-quality system performance every time.

Built to serve the realities of refrigeration fieldwork, the MalcoEdge lineup delivers performance-driven solutions that support critical phases of the job from start to finish — installation, service, maintenance, repair and retrofit — with tools and accessories for system evacuation, copper preparation, tubing manipulation, system measurement and more.

The full MalcoEdge™ lineup includes:

- MalcoEdge tube cutters and preparation tools, including patented spring-loaded cutters, deburring tools and reaming equipment, are designed for accurate, repeatable copper preparation. Whether removing imperfections from cut ends or creating smooth, uniform edges for flaring and swaging, these tools help technicians maintain proper refrigerant flow and joint integrity.
- MalcoEdge flaring and swaging tools are engineered for airtight, leak-resistant copper con-

nections. Built for precision and repeatability, these tools support the growing industry shift toward flared and swaged joints in inverter technology, mini-splits, heat pumps and high-efficiency systems. Their dependable performance helps reduce callbacks and ensure long-term system stability.

- MalcoEdge Safe Seal and Easy Seal hoses are critical components of the MalcoEdge platform, delivering secure, leak-resistant connections that protect the integrity of every HVACR evacuation and charging process. Developed for dependable sealing performance, these hoses minimize system losses and help technicians maintain vacuum stability and refrigerant control—supporting long-term system health and efficiency. Together, they provide technicians a reliable, worry-free path to cleaner, more consistent system performance.

- MalcoEdge vacuum pumps offer reliable evacuation performance that meets the demands of modern HVACR systems. Engineered for consistent precision, these pumps help technicians achieve deep, stable vacuums essential for moisture removal and long-term system reliability. Durable construction and field-ready portability ensure dependable operation across residential, commercial and light industrial environments.

- MalcoEdge recovery unit built for speed, safety and field reliability to help technicians stay compliant without sacrificing performance. Whether handling traditional refrigerants or newer low-GWP options, the unit delivers dependable recovery under demanding conditions.

- MalcoEdge manifolds that provide dependable performance for everything from quick service calls to complex system work. Professional-grade construction is designed for daily field abuse: quick quarter turn valves for smooth operation and long service life, large gauges offering increased viewing clarity and magnetic hanging straps and hooks for hands-free use.

- MalcoEdge measuring equipment with digital displays, responsive measurement and tech-

nician-focused features that ensure reliable results during installation, commissioning, maintenance and troubleshooting, including a gas leak detector, digital alarm thermometer and digital vacuum gauge.

- MalcoEdge adapters & fittings: Built for flexible hose configurations, improved flow and tight-access applications, these jobsite-ready tools help trade pros create cleaner, more efficient system setups without unnecessary restriction or complexity. From high-flow Y branches and core control depressor tools to compact access T fittings, this expanded lineup helps round out your refrigeration setup with practical quality solutions built for everyday service work.

MalcoEdge delivers the tools you can trust and the edge you deserve

Every MalcoEdge product is backed by Malco's engineering expertise and commitment to supporting HVACR professionals with reliable, purpose-built solutions. Rather than offering general-purpose tools, MalcoEdge delivers a cohesive ecosystem tailored to the technical demands of HVACR installation, commissioning and service work.

"We are excited to introduce our new MalcoEdge refrigeration tools, expanding Malco's growing portfolio of solutions built to support the full scope of what trade pros face in the field," said Garrett Wong, category director for refrigeration at The Malco Group. "By delivering an innovative new lineup of refrigeration tools, we're making it easier for trade pros to work smarter and solve problems faster—all from a brand that they know and trust."

One Partner. Countless Solutions. Built for the Trades.

Through The Malco Group, Malco Tools is part of a broader jobsite solutions portfolio that includes tools, chemicals, condensate management, refrigeration and worksite solutions—all designed to simplify purchasing, standardize installs and help trade pros work more efficiently on every call.

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Refricenter Hosts TGM Training Events at their Orlando Location



There was an excellent turnout for the TGM training events at the Refricenter Orlando location

Refricenter invited HVAC technicians and installers to attend an exclusive TGM Value Series Training Seminar at their Orlando branch, located at 2705 Eunice Ave., Orlando, FL 32808.

The events were held On June 29th, was Spanish Session, and June 30th, the English Session. The training started at 9am and ended at 12pm.

This factory-led training covered product features and benefits, installation best practices, recommended procedures, and a live Q&A session with TGM specialists.

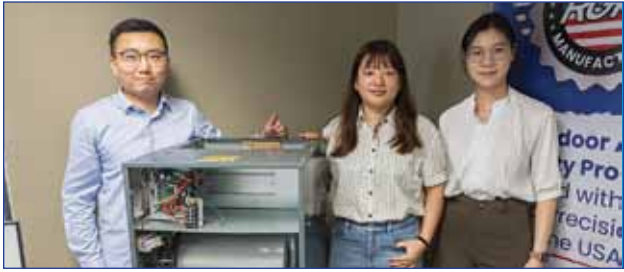
If a HVAC technician encounters a field issue with TGM equipment, TGM has trained technicians on-call ready to walk you through troubleshooting and product replacement.

TGM is revising their product lines as often as needed be to make sure contractors are constantly getting the newest innovations available.

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



Keith Lau, representative of TGM, and Brian Donderiz, store manager of Refricenter in Orlando



Keith Lau, Eva Zhou and Shirley Zeng of TGM facilitated the training, and answered all product technical questions



Wilmar Albudelo of Multiservice with Daniel de Leon of DLS Technical Services and Mecias Ortiz of Ortiz National LLC.



Keith Lau of TGM went over all the features and benefits of the TGM Value Series equipment line



Training topics included installation best practices, recommended procedures, and a live Q&A session with TGM specialists



Keith Lau of TGM shows technician proper installation wiring of TGM interior air handler components



Keith Lau of TGM stated that installers should balance the air distribution system to ensure proper quiet airflow to all rooms in the home



Keith Lau showed the top and side power wiring, along with accessible screw terminals for the control wiring which all combine to make the installation easy



Keith Lau of TGM revealed Gold Fin coating for additional corrosion protection and improved heat transfer for greater efficiency

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ACCA Launches Legacy Builders to Take HVACR Owners From Owner-Operator to CEO

ALEXANDRIA, VA. (July 21, 2026) — The Air Conditioning Contractors of America (ACCA) has announced the launch of Legacy Builders, a year-long leadership program built to help HVACR business owners move from owner-operator to CEO and prepare their companies for long-term growth and an eventual exit. The program begins in fall 2026, and enrollment is open now through August 15.

For decades, ACCA has set the standard for technical education in the HVACR industry. With Legacy Builders and the concurrently launching Service Managers Leadership Lab, the association is investing in the business and leadership side of its members' companies with the same depth.

"Contractors have counted on ACCA for the technical training that defines quality work in this industry," said Martin Hoover, interim president and CEO of ACCA. "Running a business well takes training too, and for too long owners and managers have had to figure it out on their own. These programs bring that same ACCA standard to business ownership and workforce development, built

for this industry, by this industry."

Legacy Builders moves through three segments:

- Redefining the owner's role from operator to CEO.
- Restructuring the business for scalable growth.
- Building long-term enterprise value ahead of a sale or succession.

The year includes three in-person, three-day leadership workshops, monthly virtual Legacy Labs, owner-to-owner mentorship, and a moderated peer community. Each participant finishes with a defined CEO role, a 90-day leadership transition plan, a prioritized business improvement roadmap, and a personal exit and legacy plan.

The program is available exclusively to ACCA and Plumbing-Heating-Cooling Contractors Association (PHCC) members, with pricing based on membership tier, and is designed for owners of companies in the roughly \$1 million to \$15 million range. Eligible contractors are encouraged to register early to reserve their spot before enrollment closes.

NAVAC, AccuTools Form Strategic Partnership to Expand North American HVAC/R Market Presence



Lyndhurst, NJ — NAVAC, the world's largest supplier of HVAC vacuum pumps in addition to a wide array of tools, gauges, recovery units, instruments and industry-

specific items, has entered into a strategic partnership with AccuTools, a manufacturer of high-precision HVAC/R diagnostic and specialty tools.

Under the terms of this definitive agreement, NAVAC will serve as the exclusive strategic partner for AccuTools across North America, assuming full market authority throughout the United States, Canada, and Mexico. Global expansion initiatives are also underway.

The agreement integrates AccuTools' product portfolio into NAVAC's distribution and marketing infrastructure, creating a streamlined "one-stop" purchasing and support experience for technicians. Under the partnership, NAVAC will oversee centralized logistics and fulfillment across North American channels while coordinating sales and promotional initiatives for both brands. Backed by NAVAC's extensive sales network, the collaboration will provide

on-the-ground support for distributors and end-users.

"This partnership is more than a distribution agreement; it represents a strategic alignment of two of the most innovative and trusted names in the industry," said Keith Keller, Vice

President of NAVAC. "By bringing AccuTools under the NAVAC umbrella, we are not only expanding our portfolio but also ensuring that these premium instruments are backed by NAVAC's world-class logistics, training, and customer support standards."

The collaboration is expected to deliver immediate operational efficiencies across the supply chain. Distributors can now consolidate vendors, combining NAVAC and AccuTools orders to maximize profitability and reduce administrative overhead. For field technicians, the partnership ensures seamless compatibility between the industry's most advanced hardware.

"The future of this partnership is simple: the industry wins," said Jim Bergmann, President of AccuTools. "Technicians seeking best-in-class performance tools will benefit from unified availability and support. By combining NAVAC's market reach with AccuTools' precision engineering, we are positioned to develop practical, best-practice solutions for today's HVAC/R professionals."

ASHRAE Annual Conference Showcases Innovation and Leadership for the Future of the Built Environment

ATLANTA (July 6, 2026) — ASHRAE concluded its 2026 Annual Conference, held June 27–July 1 in Austin, Texas, bringing together more than 2,233 registered HVAC&R and building science professionals from around the world for five days of technical learning, collaboration and leadership. The conference featured discussions on today's most pressing industry challenges, including data center cooling, cybersecurity, dehumidification system design, indoor environmental quality, commissioning and other emerging topics shaping the built environment.

More than 100 technical sessions were presented across eight conference tracks, giving attendees

opportunities to exchange ideas, explore new technologies and gain practical insights.

The conference also marked the beginning of a new Society year as Sarah E. Maston, P.E., BCxP, LEED AP, assumed the role of 2026–27 ASHRAE President. During her inaugural address, Maston introduced her presidential theme, "Changing the Game: Retrofitting for Resilience," challenging the industry to work together to improve the performance, efficiency and resilience of existing buildings.

Maston's inaugural presentation, remarks and ASHRAE HVAC Hero are available at ashrae.org/president.

Systemair Launches VStak Vertical Stack Fan Coils for Hospitality and High-Rise Residential Applications



Lenexa, Kansas, July 14, 2026 — Systemair has launched the VStak Series, a vertical stack fan coil designed for hospitality and high-rise residential applications where space, installation efficiency, and occupant comfort are critical. The new series combines two 86"-tall models in exposed (VStak-X) and concealed (VStak-C) configurations, EC motors, heating/cooling, and built-in control to simplify design, installation, and long-term maintenance across large multi-unit buildings.

"High-rise residential and hospitality projects require HVAC solutions that maximize occupant comfort

while making installation and long-term operation as efficient as possible. Vertical stack fan coil systems have become a proven approach because they combine centralized plant efficiency with individual room control," said Rick Caldwell, Director of Product Marketing, North America for Systemair North America. "VStak was developed to build on those advantages by helping engineers simplify system design, contractors streamline installation, and facility teams reduce maintenance throughout the life of the building."

VStak's key features include:

- Wide airflow range: Available in three airflow capacities (300-400 CFM, 600-800 CFM, and 1000-1200 CFM), VStak is engineered to support a variety of room sizes and load requirements.

- Compact footprint: VStak units measure just 15-3/4" to 24" wide and 15-3/4" to 20" deep by 86" high, ideal for space-constrained designs.

- Efficient installation from floor to floor: VStak units are optimized for stacked floorplate designs, ensuring consistent performance across hundreds of installations within the same building. The design allows for faster installation across repetitive floor plans, and factory-configured assemblies reduce field adjustments.

- Flexible configuration: VStak units are designed to adapt. Configuration options include left- or right-hand piping connections, multiple discharge configurations, back pipe connections, concealed or exposed cabinets, and control integration options.

- Versatility: Hydronic heating and cooling capabilities; optional electric heat.

- Service-friendly design: VStak Series is designed to simplify maintenance across large numbers of units with features including accessible service panels, easy filter access, convenient motor and fan access, and an integrated drain pan design.

- Quiet operation: ECM fan technology allows VStak units to operate quietly within occupied spaces, supporting occupant comfort and satisfaction for fewer complaints and happier guests.

- Long-term reliability: VStak brings confidence for facility owners and managers thanks to its durable platform, standardized equipment, and accessible service requiring less disruption to business operations.

VStak is available in concealed and exposed models. VStak-C (Concealed) can be fully integrated within walls or closets to maintain clean architectural aesthetics; this is ideal for hospitality applications, condos, and premium residential spaces. VStak-X (Exposed), available with a factory-finished cabinet, is designed for visible installations where durability and accessibility are priorities, such as retrofit projects, dormitories, and institutional housing. For more information about the VStak Series, visit systemair.net or contact your local Systemair representative.

ASHRAE Building Decarbonization Conference Delivers Practical Solutions for Retrofitting Existing Buildings

ATLANTA (July 21, 2026) – ASHRAE announced the technical program for the 2026 ASHRAE Building Decarbonization Conference, taking place September 23–25, 2026, in Seattle, Washington. Bringing together engineers, architects, building owners, policymakers and industry leaders, the conference will showcase innovative approaches for reducing building emissions while improving resilience, performance and long-term value.

Through expert-led seminars, panel discussions and interactive workshops, attendees will explore the technologies, policies and implementation strategies shaping the future of the built environment. The program emphasizes real-world case studies that demonstrate how organizations are successfully advancing decarbonization across commercial, institutional and public-sector buildings.

“Retrofitting existing buildings is one of the greatest opportunities we have to create a more resilient and sustainable future,” said 2026-27 ASHRAE President Sarah Maston, P.E., BCxP, LEED AP BD+C. “This conference embodies our Society theme, Changing the Game: Retrofitting for Resilience, by bringing together the people, ideas and innovations that are helping our industry turn ambitious goals into measurable results. Whether you’re developing long-term decarbonization strategies or implementing projects today, you’ll leave Seattle with knowledge you can immediately put into action.”

The conference will also feature keynote presentations from two internationally recognized leaders in sustainable design. Stet Sanborn, Director of Sustainability at SmithGroup, will present “Stronger Than the Break: Lessons for Big Impact from the Recovery Room for the Decarbonization Movement,” exploring how collaboration, resilience and innovative thinking can accelerate meaningful climate action. Erin McConahey, Arup Fellow and Global Director of Sustainable Development, will deliver “Design for Carbon: Shifting from Metrics to Mindset/Converting Insight to Impact,” challeng-

ing attendees to embed whole-life carbon considerations into every stage of the design process.

A keynote panel, “Harmonizing Policy, Reducing Burden: State Leadership in Coordinated BPS Development,” will bring together leaders from state and local government to examine how Building Performance Standards (BPS) can better align across jurisdictions. Panelists will discuss strategies for creating consistent compliance pathways, reducing administrative burdens for building owners, and balancing statewide coordination with local flexibility to accelerate equitable decarbonization efforts.

Highlights of the technical program include:

- Interactive workshop: Play Your Cards Right: Implementing Strategies to Achieve Energy Savings challenges participants to work in teams to develop energy-saving solutions for a variety of building types through collaborative problem-solving.
- Building the business case for decarbonization: Sessions examine how owners can align carbon reduction goals with capital planning, navigate evolving regulations and secure investment for long-term resilience, drawing on lessons from projects including the Empire State Building.
- Adaptive reuse and embodied carbon: Case studies explore the transformation of an aging office building into a net-zero workplace and manufacturing facility, demonstrating how electrification, mass timber construction and renewable energy can dramatically reduce whole-life carbon emissions.
- Low-carbon transportation infrastructure: Experts will share the design strategies behind one of the nation’s first all-electric, net-zero energy airport terminals, offering insights applicable to aviation and other large-scale infrastructure projects.
- Decarbonization at portfolio scale: Learn how California is advancing one of the country’s largest public-sector decarboniza-

tion efforts across more than 15,000 buildings through data-driven planning, electrification and implementation.

- Community resilience through net-zero design: Presenters will highlight an innovative community center and health clinic that combines all-electric systems, geothermal technology and community-centered design to support both sustainability and public health.
- AI and mission-critical facilities: As demand for AI and hyperscale data centers accelerates, sessions will examine emerging approaches, including trigeneration, carbon capture and waste heat recovery, that improve efficiency while supporting reliable, lower-carbon operations.

Beyond the technical program, attendees will have opportunities to connect with industry experts, exchange ideas with peers and discover emerging technologies that are helping transform existing buildings.

Early Bird registration is now open. Professionals involved in building design, operations, energy management, sustainability and public policy are encouraged to register by July 31 to take advantage of discounted rates.

For the complete technical program, registration information and hotel accommodations, visit the 2026 ASHRAE Building Decarbonization Conference page at ashrae.org/decarb2026.

ASHRAE is an international society of more than 50,000 heating, refrigerating and air-conditioning professionals from over 132 nations dedicated to serving humanity and promoting a sustainable world.

Founded in 1894, ASHRAE is an industry leader in research, standards writing, publishing, certification and continuing education, ASHRAE its members are dedicated to promoting a healthy and sustainable built environment for all, through strategic partnerships with organizations in the HVAC&R community and across related industries.





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	SE39856	MARS 10856	VARIABLE SPEED 1/4 TO 1/2 HP D/D
	SE39857	MARS 10857	VARIABLE SPEED 1/2 TO 1HP D/D
	SE39859	MARS 10859	X13/ CONSTANT TORQUE - 1/2 - 1 HP
	SE39860	MARS 10860	ECM 1/5 - 1/2HP
	SE39865	MARS 10865	ECM - PSC 1/3 - 1/2HP D/D
	SE39866	MARS 10866	ECM - PSC 3/4- 1HP D/D
NEW! SMART ECM CONDENSER MOTORS	SE39874	MARS 10874	1/8-1/3 HP COND FAN MTR
MULTI-HORSE POWER CONDENSER FAN MOTORS	VERTICAL CONDENSER 825 RPM MULTI-HORSE POWER 60°C (140° F)		
	SE39459	MARS 10459	1/3 - 1/8 HP - 208/230V - 825 RPM
	VERTICAL CONDENSER 1075 RPM MULTI-HORSE POWER 60°C (140° F)		
	SE39458	MARS 10458	1/3 - 1/8 HP



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Registration was busy, but well organized for quick entrance to the RefriAmericas conference



After registration, everyone was invited to the ribbon cutting ceremony for the opening of the RefriAmericas 2026 conference!



The conference was officially underway, as the attendees entered the exhibit hall



Alfredo Diaz, Ramon Junco, Adriana Campos, and Otto Brito of OLDACH Trading LLC



William Venegas and Keith Keller of NAVAC, with Joseph Sarduni of Daikin (left)



Andrea Alvarez of Climarketing discussed 7 Branding Strategies to position an HVAC-R brand in Latin America



Johanne Bueno of J. Nichols & Associates, with Matthew Cowley, and Jimena Noriega of Spectronics



Refricenter was in full force to show excellent hospitality to all who attended the RefriAmericas event



Daniela Manzo, Diana Valdivia, Gino Kennedy, and Mercedes Benitez of CBT Technology Institute



Alfred Sotolongo, Alfredo Sotolongo, Ximena Gomez, and Jose Lewis Gonzalez of Protec Inc.



Ryan Emmrich, Mark Redman, Simone Bertolo, Karen Ecuna, and Bruce Heberle of Chem Penn - The Chemical Company of Pennsylvania



Brennan Boyle and Nick Nonnemacher of QuikProducts - Mainstream



Academic speaker Gildardo Yañez focused on refrigeration installations for flammable synthetic and natural refrigerants



Gavin De Souza and Jim Naugler of Innovative Dehumidifier Systems



Alejandro Lucero and Maria Piccoli of Boreal International, with Mercedes Pinto and Danny Denis of Refricenter



Carmine Garcia of DiversiTech and Evielo Mata of The McAllister Group showing all their new products!



Samuel Amigo of Refricenter with Andy Saez and Jaime Bernat of Saez Distributors



Alejandro and Lazero of Elitech with Madelyn Ortiz of Tru-Tech Tools

Refri AMERICAS

RefriAméricas, the leading event for the HVAC/R industry in Latin America, took place from July 29 to 30 at the Ft. Lauderdale Convention Center. This year celebrates its 22th anniversary and featured over 100 exhibitors and a comprehensive academic program designed to offer a unique experience to all industry professionals.

Over these two decades, RefriAméricas has been a cornerstone for innovation, education, and networking, bringing together industry professionals and leaders to share knowledge and experiences.

Attendees had the opportunity to explore a wide variety of products and services, establish key contacts, and discover advanced solutions for their projects. In addition to the technical sessions, attendees will have access to hands-on training workshops, an exhibition featuring leading HVAC/R manufacturers and suppliers, guided tours, networking opportunities, and the 2026 CALA AWARDS Ceremony, where the region's most outstanding HVAC and refrigeration projects were recognized.



Daikin - Saeg leads the engineering, project management, and services areas throughout the Latin American region



Steve Richards of StrutFoot, Scott Behana of ACR Sales, and Andrew Olefson of SpeedStick



Eng. M.Sc. José Hernán Álvarez Martínez talked from compliance to safe design: Kigali, F-gas and AIM Act landed in A2L, CO2 and R-290.



Virgina Garcia and Rafael Burgos of Mason Industries, a leader in the field of noise, vibration and seismic control for over 50 years



The Uniweld Products booth was busy giving product demos, and showing their newest products



Mike Splawn of Zebra Instruments, Whit Parker and Miguelina Figuereo of Building Health Group, Brian Campbell of RP Filter, and Scott Johnson of AprilAire

Conference & Exhibition for the HVAC/R Industries of the Caribbean and Latin America held July 29 & 30 at the Fort Lauderdale Convention Center

The academic program revolved around the central theme, “Efficiency, Decarbonization, and Technological Transformation in HVAC/R,” featuring more than 25 technical presentations, expert panels, and training workshops. The agenda covered key topics including artificial intelligence applied to HVAC systems, building automation and smart buildings, the transition to low-global-warming-potential refrigerants, indoor air quality, energy efficiency, cold chain optimization, cybersecurity for building automation systems, system design, international standards and regulations, and new business models driven by sustainability. In addition, industry experts from the United States, Mexico, Colombia, Spain, Guatemala, and the Dominican Republic shared real-world case studies and best practices, providing attendees with innovative solutions applicable to commercial, industrial, and institutional projects. Don’t miss the 2027 RefriAmericas event to be held in Costa Rica!



Zenaida Cruz of NDL, Marlon Perez of Target Sales, and James Caldwell of NDL, with Veronica Garcia and Mie Shima of HIGUCHI



Stuart Oakner of Rectorseal, with Brian Haskins of FloXtreme attending the RefriAmericas Conference



Sean Tuohy, KB Touhy, and John Touhy of Florida Onsite Repair



Air-Con International, providing quality air-conditioning products for residential and commercial customers, for over 20 years!



Andres and William of Cool Wind Supply USA with Danny Denis of Refricenter



Antonio Bravo, Allison Napoles, and Keith Frein of Airocide Systems



Jordi Baget of Vidal Automatización spoke about Energy Efficiency in Monitored Industrial Processes



Rolando Garza of Climas de Tablero, Ana Maria Taveras and Manuel Perez of RMP, Veronica Alejandra Garcia Climas de Tablero



Tom Cook of iGas speaking with a RefriAmerica attendee



Steve Downie, David Jackson, and Brian Doyle of CPS Products



Steven Brizuela of MDXAir giving a product demonstration of their high performance HVAC equipment line



Max Jaramillo, president of RefriAmericas, presents the winner of the CALA Awards which was Express Air Conditioning!



Message from FRACCA President Bryan “BJ” Lingerfelt



August Heat - The Industry is Feeling It!

The Summer is filled with Apprenticeship Recruiting for the Chapters, and that also includes acquiring Instructors and Substitutes. If you have a passion for the Industry and want to give back, consider joining the program. Check with your Local Executive Director.

The next FRACCA Board Meeting will be August 13th, and we would like to hear your suggestions regarding Legislative Matters you feel should be discussed and pursued by our FRACCA Lobbyist.

Please forward those to Paula.Huband@fraccaair.com by August 3rd, 2026..

SAVE the DATE for the 2026 FRACCA Service Managers Forum - Information for both East and West Coast Events coming soon. Please reach out to us with any ideas, suggestions or questions. We want to hear from you!

Office Phone (407) 676-0031
Email us at Membership@FRACCAAir.com
Bryan Lingerfelt

FRACCA Events in August

ACCA/CF – www.accacf.com / August 21st – Member Mixer to kick off the near year – Top Golf Lake Mary

RACCA - www.racca-florida.org / August 27th – Omni Workshop with Bob Cochell

SFACCA - www.sfacca.com / August 12th – Inspector Night for Broward County

Synchrony Launches Free Skilled-Trades Degree Pathway for Employees

WEST CHESTER, Ohio, July 8, 2026 /PRNews-wire/ -- At Synchrony's Women in the Trades forum, hosted with leading nonprofit partners, company leaders unveiled a new program enabling all U.S. employees, after three months of service, to earn a debt-free associate degree through community and technical college programs in high-demand fields like HVAC, electrical, plumbing and welding, building skills that support critical roles in data center operations and advanced mechanics.

Demand for these roles is accelerating, with nearly 500,000 skilled trade jobs unfilled today in the U.S., and by 2030, another 2.1 million more positions could go unfilled. As smart systems, connected equipment and AI tools become standard, technicians are combining hands-on expertise with digital fluency, opening new opportunities in modern skilled trades.

“Skilled trades power our homes, businesses and local economies and provide an essential service to people and families, yet the talent gap is growing,” said Kelli Nesseth, Senior Vice President and GM at Synchrony. “This program gives our people a debt-free associate degree pathway, building in-demand

skills for the future across the industries we serve and opening doors, even to business ownership.”

Held at Synchrony's Cincinnati-West Chester office, the Women in the Trades forum convened dozens of women leaders to share best practices in board-level training, mentorship and leadership, and to accelerate the next wave of skilled trade talent.

Behind the statistics are real families and neighborhoods. When technicians are scarce, urgent home repairs can take longer and cost more, delaying work that keeps homes safe and livable and putting basic fixes further out of reach for those who need them most. Filling these vital roles strengthens local economies and supports Synchrony's Home partners, especially the small and medium-sized businesses hit hardest by the skills shortage, by reducing backlogs, responding faster and growing local talent pipelines with job-ready credentials aligned to employer needs.

“Synchrony's new tuition program and scholarship support are the investments we need to help more people, including women, enter high-demand trade careers,” said Jane Sidebottom, President of Women in HVACR (Heating, Ventilation, Air Conditioning

and Refrigeration). “As the skills gap widens, building a job-ready pipeline is essential for the next generation of leaders and the customers and communities they'll serve.”

Synchrony's Women in the Trades forum convened leaders across HVAC, home improvement and home services to share talent and leadership strategies. Participants also gained practical skills in women's financial health, marketing and AI, including a budgeting workshop hosted by Synchrony's new employee-led Financial Literacy Service Corps.

Attendees included leaders from Women in HVACR, Women in the Flooring Industry, and National Women in Roofing; Bosch Home Comfort Group, Floor & Decor, Mitsubishi Electric Heating & Air Conditioning, Rheem, Roto-Rooter Plumbing & Water Cleanup and ServiceTitan; and trade professionals from technicians to small business owners.

Synchrony continues to expand pathways to the skilled trades by supporting technical training. The Synchrony Foundation has donated \$150,000 to Women in HVACR for scholarships and nearly \$1 million to skilled trade programs nationwide since 2021.

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Safeguarding the Environment and Yourself: The Importance of DOT-Certified Refrigerant Recovery Cylinders

Recently, the HVACR industry has been managing a new challenge when it comes to refrigerant management: counterfeit refrigerant recovery cylinders. While the industry understands the importance of refrigerant recovery – it safely contains refrigerants, prevents them from being released into the atmosphere, and enables refrigerant reclamation and reuse – this current challenge highlights an awareness gap of what makes a recovery cylinder Department of Transportation (DOT)-certified. With A-Gas' deep commitment to safety and quality, we find it critical we share this message to keep technicians and anyone who travels on the road safe. Not all recovery cylinders are created equal!

The Department of Transportation (DOT) sets rigorous safety standards for containers used to transport hazardous materials, including refrigerants. These standards ensure the cylinders can withstand the pressures associated with compressed refrigerants and prevent failures. Here's a breakdown of why using in-date DOT-certified recovery cylinders is crucial:

- **Safety:** Refrigerants are pressurized liquids. A faulty cylinder could rupture under pressure, causing serious injury or property damage. DOT certification guarantees the cylinder meets safety regulations and can handle the pressure of the refrigerant it's designed for.
- **Environmental Protection:** Improperly sealed or damaged recovery cylinders can leak, releasing refrigerants into the atmosphere. DOT-certified cylinders minimize leakage risks, protecting the environment.
- **Compliance:** EPA and DOT regulations in the US mandate the proper handling and disposal of refrigerants. Using non-certified cylinders can lead to hefty fines and penalties.
- **Insurance Coverage:** In case of an accident involving refrigerant leaks or cylinder failures, using non-certified cylinders could invalidate insurance coverage, leaving you financially liable. Be familiar with your policy.
- **Supply Chain Integrity:** Refrigerant recovery enables reclamation and the future re-use of refrigerant gases. But future re-use is impossible if the recovered refrigerant is not properly contained in certified cylinders, leaking into the atmosphere before it is reclaimed. As the phasedown of HFC production and importation tightens under the AIM Act, recovering and reclaiming every pound of gas possible becomes more critical to the future supply of HFCs and other legacy refrigerants. We like to say, Every Ounce Counts™.

Counterfeit recovery cylinders look similar to legitimate DOT-certified cylinders but lack rigorous testing and construction standards. They pose a significant threat to safety, the environment, compliance, and the industry. The industry has seen counterfeit cylinders from a few brands. If you have a cylinder in question, contact us or your A-Gas representative directly.



Express Air Conditioning Receives the 2026 CALA Awards™ for Best HVAC Project for PARC 302 in Mexico

The award, presented by ACR Latinoamérica, recognizes excellence in HVAC projects developed across Latin America and the Caribbean.



FORT LAUDERDALE, Fla., July 2026 — Express Air Conditioning has been honored with the 2026 CALA Awards™ for Best HVAC Project, an award presented by ACR Latinoamérica to recognize the most outstanding HVAC projects developed throughout Latin America and the Caribbean. The award ceremony took place during RefriAméricas 2026, the region's leading HVAC/R conference and exhibition.

The company received the recognition for PARC 302, a residential development located in Monterrey, Nuevo León, Mexico, where Express Air Conditioning was responsible for the MEP and HVAC engineering, delivering a comprehensive air conditioning solution for five residential towers, common areas, and building services.

The project features a 400-ton refrigeration (TR) central chilled water plant equipped with high-efficiency modular chillers, variable-speed pumping systems, an inertia tank, smart valves, energy metering, and a Siemens-based building automation system. It also incorporates high-efficiency condensing boilers, BIM modeling, and Smart Home compatibility, supporting a high-performance building strategy aligned with Net Zero objectives.

The HVAC system integrates technologies from leading manufacturers, including Siemens, Daikin, York, Wilo, Systemair, Belimo, and Radiant, selected to meet the project's technical and operational requirements.

The CALA Awards™ for Best HVAC Project, presented by ACR Latinoamérica, recognize projects that make a significant contribution to HVAC engineering across the region, highlighting excellence in innovation, engineering quality, energy performance, and installation practices.

The CALA Awards™ for Best HVAC Project, presented by ACR Latinoamérica, recognize projects that make a significant contribution to HVAC engineering across the region, highlighting excellence in innovation, engineering quality, energy performance, and installation practices.



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Performance Pointers

By James Ball

(continued from page 17)

Goals Build Accountability

Accountability has earned an unfair reputation. Too often it's associated with criticism or discipline. In reality, accountability begins with clarity. Your people cannot be held accountable for expectations they don't understand.

When your goals are clearly communicated, you can coach instead of criticize. Everyone knows what's expected, how success is measured, and where they need improvement. Conversations become constructive because everyone is working toward the same outcome.

Great leaders don't surprise people with accountability. They create accountability by communicating expectations early and reinforcing them consistently.

Once our goal of 20 maintenance visits per day was posted and tracked on our score board, everyone began working as a team. It brought them together. Suddenly the office staff realized there could be no more canceling maintenance visits in favor of service calls. To accomplish the 20 maintenance visits per day, 20 visits had to be on the schedule. To get 20 visits on the schedule we needed to preschedule maintenance as far in advance as possible. Each goal brought accountability and creative ways to make the goal happen.

Goals Keep Everyone Focused

Every HVAC company faces distractions. These include emergency service calls, staffing shortages, warranty issues, equipment delays, and unexpected customer concerns that all compete for attention. Those challenges aren't going away.

The difference is that companies with clearly defined goals don't allow every distraction to become a new priority. Goals provide a filter for decision-making.

When opportunities arise, ask yourself a simple question: Does this move us closer to our goals or farther away?

That mindset keeps you from chasing every opportunity while neglecting the priorities that create long-term success. Busy isn't the same as productive. Purposeful businesses understand the difference.

Final Thoughts

Every HVAC business owner wants better performance, better profits, better employees, and better customer satisfaction. Those outcomes rarely happen by accident. They begin with clearly defining what success looks like.

When goals provide direction, performance becomes measurable. Accountability becomes fair. Decisions become easier. And over time, your business begins moving with purpose instead of simply reacting to whatever happens next.

At the end of the day, your success isn't determined by how busy your company was. It's determined by whether you moved closer to the destination you set for yourself. Without a target, every direction looks right. But with clearly defined goals, every step has purpose.

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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Bosch Home Comfort Expands Retail Portfolio with New Dry Series Dehumidifiers

WATERTOWN, MASS. – Bosch Home Comfort, a leading source of high-quality heating, cooling and hot water systems, is expanding its retail portfolio with the Bosch Dry Series, the company's first portable dehumidifier line for residential consumers in the U.S. and Canada. Designed for use in basements, bedrooms, living areas and other internal spaces, the Bosch Dry Series helps homeowners manage excess indoor moisture.

"The introduction of the Dry Series marks Bosch Home Comfort's entry into the portable dehumidifier category, providing homeowners with powerful options for managing indoor moisture across a variety of living spaces," said Divya Darshini Piskala, product manager at Bosch Home Comfort. "The Dry Series helps homeowners protect their homes from excess moisture, improve indoor air quality, and maintain consistent comfort."

The Bosch Dry Series includes two models designed to address moisture-management needs across a range of room sizes and living spaces:

- **Dry 2000:** Removes up to 22 pints of moisture per day and covers spaces up to 1,500 square feet, including bedrooms, apartments, basements and other smaller living spaces. It features an intuitive, one-touch control panel, an extra-large 1.5-gallon water tank with a built-in viewing window and a continuous drainage option for hands-free convenience.

- **Dry 4000:** Removes up to 35 pints of moisture per day and covers spaces up to 3,000 square feet for larger residential areas and multi-room environments. It includes a 1.5-gallon windowed tank, integrated mobility casters and a continuous drain hose option.

Equipped with smart control interfaces, the units provide effortless tracking and precise adjustments through three operation modes:

- **Auto Mode:** Monitors and adjusts fan speeds based on ambient conditions, defaulting to a 55% humidity target (adjustable from 40% to 70%). Once reached, the unit enters an energy-saving state, visually indicated by a slow "breathing rhythm" pulse on the top LED light ring.
- **Night Mode:** Indicated by a "crescent moon" symbol, this ultra-quiet mode drops the fan to its slowest speed and shuts off all display lights and the light ring for an undisturbed sleeping environment.
- **Turbo Mode:** Indicated by a "rev gauge" symbol, this mode bypasses humidity targets to run the fan at maximum speed and dehumidify heavily saturated spaces as quickly as possible while displaying real-time moisture levels.

For more information, visit Bosch Dry Series Dehumidifiers.

Lennox Signs Agreement to Acquire Heat Controller, Expanding Portfolio with Comfort-Aire & Century Brands

Lennox announced on June 18, 2026 that it has signed a definitive agreement to acquire Heat Controller, a leading HVAC equipment supplier. Heat Controller serves distributors across North America through its established Comfort-Aire and Century brands.

The acquisition strengthens Lennox's ability to serve small and mid-size HVAC distributors by expanding access to differentiated equipment offerings while creating new opportunities to broaden Lennox's share in the North American HVAC market. Heat Controller differentiates through broad product portfolio, product availability, strong brand offering, and exceptional customer service, capabilities highly valued by distributor partners.

"Heat Controller and its Comfort-Aire and Cen-

tury brands strengthen how we serve our distributor partners with flexibility and exceptional customer service," said Alok Maskara, Chief Executive Officer of Lennox. "I am excited to welcome this team to Lennox. Together, we see meaningful opportunities to support our distributor partners."

"We are excited to join Lennox and begin the next chapter of Heat Controller's growth," said Philip Windham, Chief Executive Officer of Heat Controller. "Lennox's scale, operational strength, and focus on customer experience position us to expand our offering and continue delivering the flexibility, availability, and service our distributor partners depend on."

The acquisition is expected to close later this year, subject to customary closing conditions and regulatory approvals.

Daikin Applied Breaks Ground on \$30M Solutions & Technical Institute to Support Future HVAC Workforce

MINNEAPOLIS, June 18, 2026 /PRNewswire/ -- Daikin Applied, a global leader in commercial and industrial HVAC solutions, has broken ground on a \$30 million Solutions & Technical Institute in Plymouth, Minnesota.

From high-efficiency cooling to data center applications, HVAC systems are becoming more advanced, and workforce capability is emerging as a critical differentiator. Recent industry reports point to a shortage of thousands of HVAC technicians by 2030, highlighting the need for expanded training and hands-on experience. Daikin Applied is investing in the people, expertise and learning environments needed to support the next generation of HVAC solutions across commercial buildings, healthcare facilities, schools, manufacturing operations, data centers and other mission-critical indoor environments.

"The demands placed on our industry are evolving rapidly and workforce capability has become a true differentiator," said Yu Nishiwaki, Chief Operating Officer for Daikin Applied. "The Daikin Applied Solutions & Technical Institute reflects our commitment to developing the next generation of technical, engineering, service and sales talent while helping our customers succeed in an increasingly complex environment. We are investing in the people, knowledge and capabilities that will power the future of our industry."

"Our customers expect systems expertise and strong execution," said James Moe, Executive Vice President of Sales, Service and Solutions at Daikin Applied. "This investment will help ensure we continue to deliver on both."

With the goal of providing an immersive learning environment that goes beyond traditional classroom instruction, the Daikin Applied Solutions & Technical Institute is expected to open in 2027. Designed as a centralized hub for technical, engineering, sales, leadership and customer training, the facility will help employees, partners and customers develop the skills needed to thrive in a rapidly advancing HVAC industry:

- **Hands-On Experience:** More than 50 fully functional Daikin HVAC units that enable real-world troubleshooting and system-level learning.
- **Next-Generation Curriculum:** Up to 120 training pathways focused on advanced controls, diagnostics, system optimization and sustainable technologies.
- **Global Expertise, Delivered Digitally:** A state-of-the-art digital studio extending training access to teams, customers and partners around the world.
- **Purpose-Built Learning Environment:** Nine classrooms and six breakout spaces supporting technical, engineering, sales and leadership development across 64,000 square feet, with the ability to expand by an additional 40,000 square feet.

By equipping technicians, engineers, sales professionals and customer-facing teams with deeper practical knowledge, Daikin Applied is strengthening customer outcomes, accelerating workforce development and helping close critical skills gaps across the HVAC industry.

The investment complements Daikin Applied's \$163 million state-of-the-art research and development test lab in Plymouth, Minnesota. Slated to open in 2027, the lab will serve as a premier testing ground for both advanced cooling solutions — including technologies for hyperscale data centers — and the highly skilled engineers and technicians needed to develop them.

The Solutions & Technical Institute will serve as a cornerstone of Daikin Applied's long-term strategy to build talent, strengthen capabilities and support customers in an increasingly complex and rapidly evolving environment.

Ecoer, Celebrates 10 Years and Honors Their Premier Partners While Building the Future of Comfort

"Reaching our 10-year milestone is about much more than celebrating our achievements," said Louis Ing, Founder and CEO of Ecoer. "It's about recognizing the incredible partners who believed in our vision and helped us bring a new standard of comfort to homeowners across the country. Our distributors, contractors, and customers have been the driving force behind everything we've accomplished. We are deeply grateful for their trust, loyalty, and commitment. As we look ahead, we remain focused on advancing our role as a technology-driven HVAC manufacturer by developing systems that make HVAC smarter, more reliable, and easier for our distributors and contractors to install, service, and support."

As a technology-driven HVAC manufacturer, Ecoer has spent the past decade solving some of the HVAC industry's most persistent challenges. Through its inverter-driven technology, Ecoer systems continuously adjust performance to maintain precise indoor comfort, delivering enhanced energy efficiency, balanced humidity control, quieter operation, and more consistent temperatures than conventional systems.

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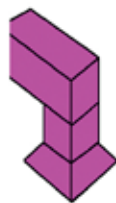
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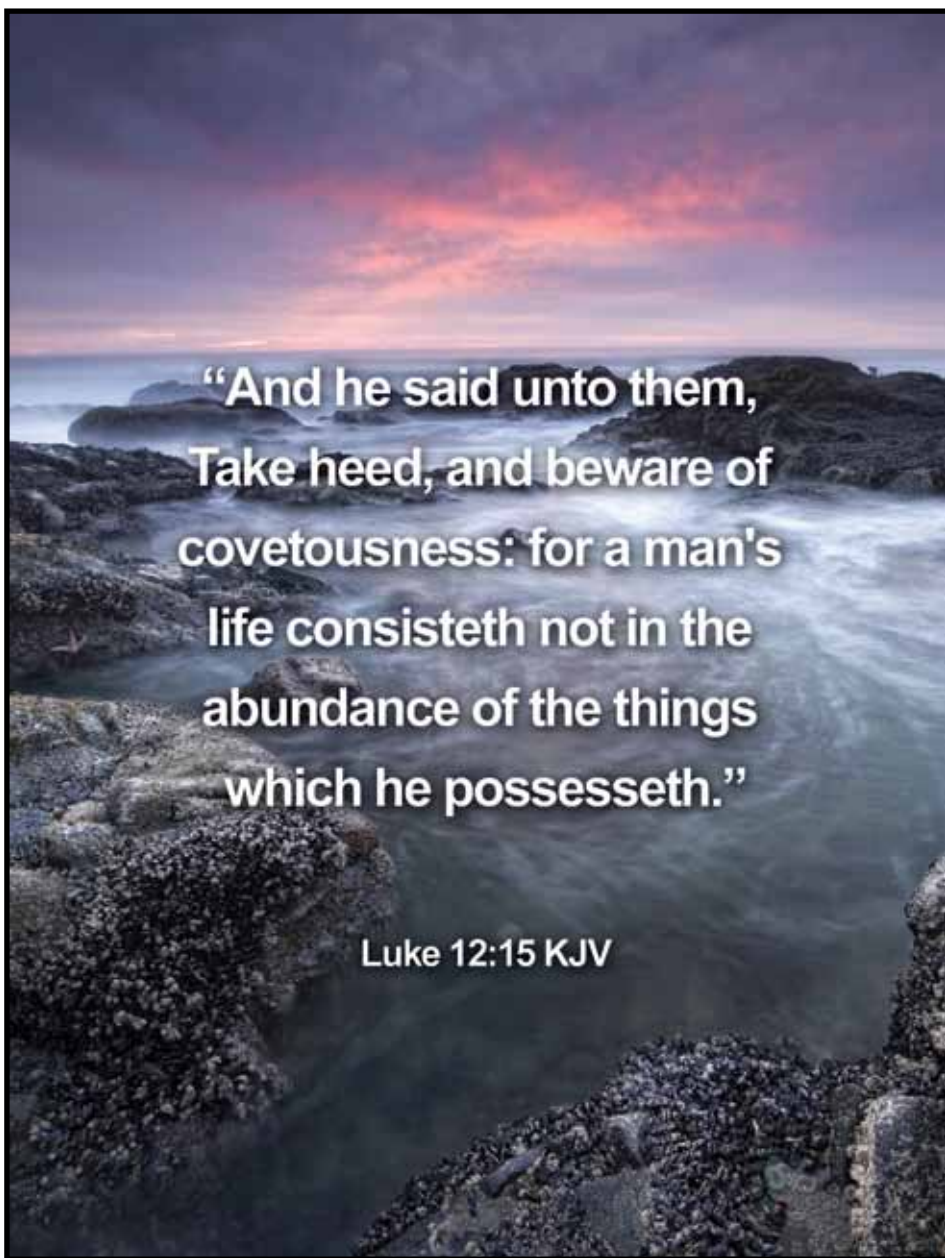
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"And he said unto them, Take heed, and beware of covetousness: for a man's life consisteth not in the abundance of the things which he possesseth."

Luke 12:15 KJV

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