

TODAY'S A/C

& REFRIGERATION NEWS

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Florida, Georgia, Alabama, Tennessee
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Johnstone Supply Hosts Spectroline Event at their Dania Beach Location (see page 16)



Tropic Supply Hosts Regal Rexnord® ECM Motor Solutions Demo Days (see pages 10)



SFACCA Hosts August Meeting - Annual Inspectors Panel in Broward (see page 20)



Tropic Supply Hosts Friedrich® Breeze™ Select System Demo Days (see page B4)

New Study Measures \$32.9 Billion Economic Impact of HVACR Wholesale Distribution



Jeff Schlichenmeyer
Publisher

COLUMBUS, OH— August 11, 2026 — Heating, Air-conditioning & Refrigeration Distributors International (HARDI) has released a first-of-its-kind economic impact study measuring the direct contribution of HVACR wholesale distribution across the United States.

The new study, Keeping America Comfortable: A Baseline Economic Impact Analysis of HVACR Wholesale Distribution Across All 50 States, finds that the industry directly supports 101,817 jobs and generates \$32.9 billion in annual economic output. HVACR wholesale distribution also contributes \$17.8 billion in value added to the U.S. economy and provides \$8.7 billion in employee compensation.

In addition to documenting the scale of an often-overlooked segment of the HVACR supply chain, the study demonstrates HARDI's ability to combine government data, economic modeling, proprietary industry information, and channel expertise to answer complex market questions.

"HARDI understands both the numbers and the industry behind them," said Tim Fisher, HARDI's Director of Research. "This project required us to isolate HVACR wholesale distribution from a much larger economic category and build a methodology for results nationally and for every state. That combination of analytical capability and industry knowledge is what allows us to deliver useful and quality research."

HARDI conducted the analysis using IMPLAN,

an industry-standard economic modeling platform, together with detailed data from the U.S. Census Bureau's 2022 Economic Census. Because HVACR distribution is not represented as a standalone sector within conventional economic models, HARDI developed a transparent allocation methodology to separate its contribution from the broader durable-goods wholesale trade sector.

The resulting framework produced national estimates for employment, output, value added, and compensation, as well as individual results for all 50 states and the District of Columbia. The methodology can also be updated as new economic data become available, establishing a baseline for tracking the industry's economic footprint over time.

An interactive StoryMap complements the white paper and allows users to explore the industry's employment, output, value added, and compensation figures in each state.

"This research gives policymakers and industry leaders a clearer picture of the businesses and workers that keep heating, cooling, and refrigeration products moving across the country," Fisher added. "It's the kind of market intelligence our members, and the broader industry, can count on us for."

The economic impact study is the latest example of HARDI's expanding investment in original market intelligence, joining existing research products such as the State of the Channel Report and the Compensation & Benefits Survey. Together, these resources position HARDI as a source of primary data and analysis on the HVACR distribution channel. The association also makes these capabilities available to manufacturers, policymakers, and other organizations through its market intelligence and research services.

Women in HVACR Announces Key Breakout Speakers for 2026 Annual Conference

ENGLEWOOD, Colo.— Aug. 7, 2026 – Women in HVACR (WHVACR), a nonprofit organization dedicated to empowering women in the heating, ventilation, air conditioning and refrigeration trades, announces Carrie Fraser, Bryce Batts and Michelle Myers as three of its breakout speakers for the 2026 annual conference, Built for Speed.

The three sessions will provide attendees with practical guidance on leading through uncertainty, creating workplaces where women can thrive and managing periods of change without sacrificing personal or professional growth.

"The Built for Speed conference is designed to help women gain the knowledge, confidence and connections they need to accelerate their careers and strengthen the HVACR industry," said Women in HVACR President Jane Side-

bottom. "Carrie, Bryce and Michelle each bring a distinct perspective to challenges women and business leaders face every day. Their sessions will give attendees strategies they can apply long after the conference ends."

Fraser, vice president of marketing at Nexstar Network, will present "Fearless Leadership: Cultivating Courage and Confidence in Decision-Making." Drawing from her experience leading an organizational evolution, Fraser will discuss how leaders can recognize when growth requires transformation.

Batts, a business consultant, certified career coach and co-founder of Career Collective, will lead "Why Women Leave (And How to Build Teams They Stay For)." The session will examine why recruiting more women into HVACR is only part of the workforce solution. Batts will explore how leadership, workplace culture and hiring practices affect whether women remain with an organization and have opportunities to advance.





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What Does a Financially Fit Business Look Like for Your Employees?

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HVAC Channel.tv

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

Reach her at
ruthking@hvacchannel.tv.

The harsh truth is that you have a contract, whether written or not, with your employees. You pay the \$X and they agree to do Y. Give them their key performance indicators to know they are achieving Y.

Then, if they are not meeting their KPI's find out why and whether training would help. If not, then unfortunately that person should go through my "career readjustment program."

I know of so many contractors who are "held hostage" by their employees. They feel that the company would not survive without them so they put up with them not following procedures, etc. Everyone sees this and your company's culture suffers. Then, others don't follow procedures and you have a death spiral on your hands.

A few years ago, a contractor in my Building Profit and Wealth class told me about his top salesperson who generated more than \$5 million a year. (In today's economy it would probably be around \$7 million). This owner couldn't stand him or his arrogance. He let the managers deal with his insubordination. He couldn't fire him, from his perspective, because this salesperson generated more than \$5 million in revenue for the company.

I asked, "What if he found another salesperson or two that generated as much revenue? Would he let him go?" Food for thought for him.

Another had a top technical manager who could fix anything. Unfortunately his demeanor made it so that the turnover in the service department was rampant. The owner finally realized it was time to find his replacement when another competent technician left. Everyone breathed a sigh of relief when he was gone.

Did the company suffer? Maybe for a few weeks. However, the long term was much better with a better company culture. What about the tech who wants \$60 or even \$100 an hour? Calculate the revenues that his truck needs to generate to pay him what he wants. Then ask if he can do this? When he says yes, give him the revenue each week by month and seasonality. Explain that if his truck doesn't generate that amount of revenue then you will drop his hourly pay to the amount that it is generating. There is your responsibility too – enough service calls to give him a chance to earn the truck revenue.

Your financially fit business has a great culture for your team members. Everyone should know that the customer writes their paycheck and how they fit into the customer experience.

Give them great benefits and yes, include the benefits in your overhead cost per hour, a great career path, and a caring environment. It should be fun to come to work – for everyone!

Next Topic: What does a Financially Fit Business Look Like? I've written many times about why you need a financially fit business. However, I've never written about what a financially fit business looks like.

The bottom line: A financially fit business gives you financial freedom. With financial freedom you have choices in your business and personal life. And, it can lead to contentment or even discontentment. What do I mean by this?

I helped a contractor get profitable and build a smoothly running company. We parted ways amicably because he felt that he could handle everything himself. A year later I got a phone call that I needed to come back.

Unfortunately, his whole life was tied up in the business. Once the managers could handle the day to day he had "nothing to do." So, he started messing with the process (I don't know any other way to describe this) and micromanaging until there was a problem, ok, many problems, for him to fix. The company suffered and started becoming unprofitable again.

Reality: He had no interests outside the company to pursue. The company was at a point where he could oversee a few hours a week and do other things. However, there were no other interests so he created business problems to solve. This is NOT a financially healthy business situation.

A financially fit business gives you financial freedom. Make sure you have interests outside of the business to pursue so that you "don't mess it up."

Decide whether you want the financial freedom with a financially fit business. It's ok if you don't – you might like micromanaging and feeling your business can't survive without you. Just acknowledge it and accept it.

If you want a financially fit business, it's simple to do...but not necessarily easy to do. It takes consistency. It may take changing how you lead your company. Are there going to be ups and downs? Frustrating

times? Unprofitable months? Of course.

However, if financial freedom is your goal, and potentially the goal for your employees, then let's get started. There are people steps, oversight steps, and yes, having clean financial statements which you review every month.



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New Ruling 2026 Florida Building Code, Ground Fault Circuit-Interrupter (GFCI) Protection for Outdoor HVAC Outlets



Re: 2026 Florida Building Code, Residential, Ninth Edition—Ground Fault Circuit-Interrupter (GFCI) Protection for outdoor HVAC outlets, FBC Residential E3408.1

The Ninth Edition Draft (2026) of the Florida Building Code, Residential, includes a modification to Section 210.8(F), Exception No. 2, expiration date, of the 2023 National Electrical

Code, removing the GFCI protection requirement for outdoor HVAC outlets. Section 210.8(F) of the 2023 National Electrical Code generally requires GFCI protection for all outdoor outlets at dwelling units. The Eighth edition of the Florida Building Code modified the 2020 National Electrical Code Section 210.8(F), Exception No. 2, expiration date, and currently does not require GFI protection for outdoor HVAC outlets. A code modification for the Ninth Edition Florida Building Code was submitted and approved so as not to enforce the 2023 National Electric Code Section 210.8(F) Exception No. 2, expiration date, and does not require the use of a GFCI for outdoor HVAC outlets.

Under the draft 2026 Florida Building Code, the September 1, 2026, expiration date in the 2023 National Electrical Code exception to 210.8(F) No. 2 would be removed.

The proposed Ninth Edition language reads: E3408.1, Exception No. 2: GFCI protection shall not be required for listed HVAC equipment.

This notice is being provided to make Broward County building departments and electrical industry professionals aware of the proposed change and help them prepare for the implementation of the new Code. The Florida Building Code Ninth Edition will be in effect on December 31st, 2026.

Forane R-454b Available From Chem Penn In 24 oz. Cans

Article by Bruce Heberle, Eastern US Regional Business Director for Chem Penn Refrigerants

The HVAC industry has switched away from high Global Warming Potential HFC refrigerants to more environmentally friendly refrigerants like Forane R-454b. This newer refrigerant offers performance similar to R-410a while operating at slightly lower pressures. The new systems require a smaller refrigerant charge than typical R-410A systems, making them lighter than existing units. A2L refrigerants are proven and established refrigerants. Chem Penn is excited to announce that we will be marketing Forane R-454b in a 24 oz. DOT 4B cylinder size.

The small cylinder of Forane R-454b, like all

the other R-454b, is a blend of R-32 and R-1234yf. Most equipment manufacturers in the United States are using R-454b in their new equipment, which is currently available in 20 lb. left hand threaded cylinders. In fact, no R-410a systems have been manufactured, in the United States since December 31, 2024. Thankfully, the requirement that all R-410a systems had to be installed by December 31, 2025, has been changed, otherwise it would have been a federal offense to install most R-410a systems after January 1, 2026. As of now there is no end date for distributors to sell R-410a systems to contractors.

The Forane R-454b, produced by Chem Penn has the industry standard right-hand thread. It is the perfect size when to sell when a customer has a long line length and only needs a few more ounces of refrigerant. Why buy an expensive 20lb container when you need only a few ounces? When you are installing a mini-split system, why not send a 24 oz. cylinder with the unit. Our small cans come in a 4-pack display box that makes it easy for every contractor to grab one, and a distributor counter person to upsell, with each order.

The change to R-454b and R-32 is here. If your company needs training on A2L and other refrigerants, Chem Penn has a team of trainers who can provide that training for you. Contact Bruce Heberle at: Chem Penn. His number is: 850-499-1430 or he can be reached by email at: bhheberle@gmail.com or sales2@chempenn.com Many of our training courses are industry and/or state approved CEU courses.

Chem Penn offers a complete line of small

cans of refrigerant. They carry R-32; R-410a; R-22; R-404a; R-407c; R-134a; R-290; R-600a. Why not give them a call to see what they have to offer your company. You can reach Ryan Emmerich, marketing at: (215) 638-1111 or by email at: info@chempenn.com The HVAC industry has switched away from high Global Warming Potential HFC refrigerants to more environmentally friendly refrigerants like Forane R-454b. This newer refrigerant offers performance similar to R-410a while operating at slightly lower pressures. The new systems require a smaller refrigerant charge than typical R-410A systems, making them lighter than existing units. A2L refrigerants are proven and established refrigerants. Chem Penn is excited to announce that we will be marketing Forane R-454b in a 24 oz. DOT 4B cylinder size.

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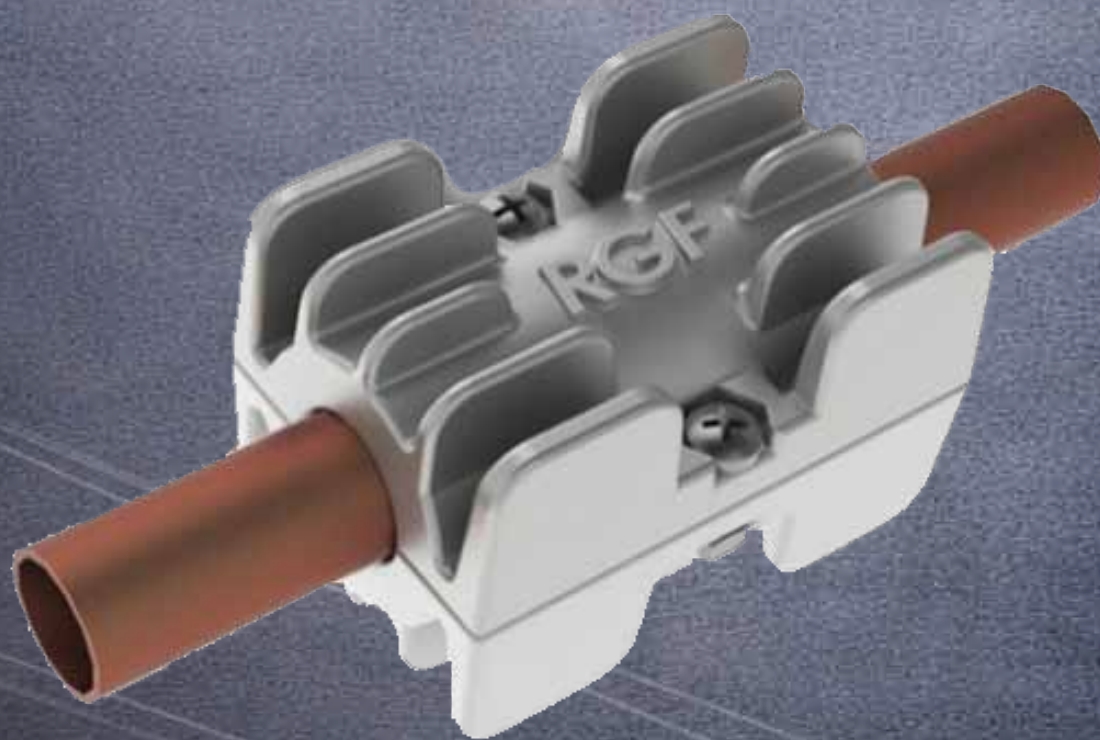
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What is the Difference Between ACH & ACH50?

A blower door is used to measure the tightness of a building and is often discussed in terms of an ACH50 number. Many will simply refer to that as the “blower door number.”

What is this secret number, and what does it mean? In the HVAC and building performance industry, you will hear the terms CFM (cubic feet per minute), ACH (air changes per hour), and ACH50 (air changes per hour at 50 pascals) thrown around a lot, and you must understand their differences.

CFM - CFM is a measurement of volume (not mass) flow rate: the cubic feet of air moving per minute. To convert CFM to cubic feet per hour, you simply multiply by 60. To convert cubic feet per hour to CFM, you divide by 60. When measuring airflow, we generally convert air velocity (speed) to CFM by simply measuring the velocity (FPM) and multiplying that by the opening we are measuring.

For example, if we measure an air velocity in a duct of 700 FPM (feet per minute) and the duct is 24" x 24" (2'x 2'), that square footage would be 4 x 700 = 2,800 CFM (cubic feet per minute). If we needed to calculate cubic feet per hour, we would multiply that by 60 (minutes in an hour), and the result would be 2,800 CFM x 60 = 168,000 CFH (cubic feet per hour)

ACH - As we discussed in another article, we often use air changes per hour to calculate ventilation requirements for a room or structure. Imagine a dining room that requires five air changes per hour (CFH) for proper ventilation. If that dining room were 10' x 10' x 10', that would equal 1,000 cubic feet of internal volume in the space. That means that we would need to provide that room with 5,000 cubic feet of “new” air every hour to hit that number. 5,000 CFH ÷ 60 minutes per hour = 83.33 CFM of airflow to hit that target.

When discussing ACH within a space for ventilation, it can often get confused with discussing ACH with outdoor ventilation air for healthy air dilution via

mechanical ventilation or with undesigned infiltration through a loose envelope shell.

ACH for ventilation of specific rooms within a structure, ACH for designed outdoor air ventilation, and ACH50 for envelope infiltration testing should not be mixed up, or you will find yourself being very confused.

These ACH measurements are simply a calculation of the cubic volume of a space divided by air volume moving in and out of a space in an hour. Here are the real questions: Is the air from inside the structure or outside of the structure? When/how is it being brought in?

ACH50 - A blower door is used primarily to measure the infiltration of outdoor air into a structure—to compare the “tightness” of one structure to another. The common standard for measurement is 50 pascals of negative pressure in the structure in reference to the outside.

In other words, you use a big fan placed in an exterior door with a fine-tuned manometer, and you run the fan at a rate that gets the building down to 50 pascals of negative pressure. You then calculate how much air is moving through the blower (in CFM) and convert CFM to CFH by multiplying by 60. You calculate the internal cubic feet of the structure and divide that number into the calculated CFH to come up with the ACH50 number. This is simply the air changes per hour of the structure at 50 pascals of negative pressure. A higher number means more infiltration (loose), and a lower number means less infiltration (tight). This ACH50 number ONLY applies when the house is under a pretty strong negative pressure; it doesn't actually tell you how much air is moving in and out of the space under normal operating conditions.

—Bryan

Women in HVACR Announces Key Breakout Speakers for 2026 Annual Conference

(Continued from Cover Story)



Myers, the founder and CEO of Pink Callers, will present “Integration in Motion: Leading Through Life's Transitions.” Her session will challenge the idea that professional and personal success requires

perfect balance. Instead, Myers will demonstrate how women can create alignment during changing seasons of life. She will discuss energy management, delegation and identifying which responsibilities are nonnegotiable.

“These sessions reflect the mission of Women in HVACR,” Sidebottom said. “It's about helping women lead boldly while giving organizations the tools to build stronger, more supportive workplaces. Attendees will hear honest experiences, learn proven approaches and see that meaningful growth often begins with the courage to make a change.”

The 2026 Built for Speed conference will be held Sept. 27-29 in Indianapolis. For more information or to register, visit [womeninhvacr.org/built-for-speed](https://www.womeninhvacr.org/built-for-speed). For more information about Women in HVACR, visit <https://www.womeninhvacr.org/>.

Since 2002, Women in HVACR has worked to increase the number of women in the Heating, Ventilation, Air Conditioning and Refrigeration (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.

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Marlon Castellanos Joins Leone Green and Associates



Leone-Green and Associates is pleased to announce the addition of Marlon Castellanos to its sales team. Based in the Miami area, Marlon will serve customers throughout Miami-Dade and Broward counties, while also focusing on opportunities in Central Florida.

In his new role, Marlon will work closely with the agency's manufacturers and distributor partners to maximize growth opportunities across his territory. He will focus on building strong relationships with contractors, highlighting the value and performance of the manufacturers' products represented by Leone-Green and Associates.

Marlon brings 20 years of HVAC/R sales experience to the organization. His extensive industry

knowledge, customer focused approach, and proven sales expertise make him an excellent addition to the Leone-Green team.

A longtime South Florida resident, Marlon is married with two children and enjoys cooking and spending time with family and friends.

Founded in 1981, Leone-Green and Associates represents many of the industry's leading manufacturers throughout the Southeastern United States and export markets.

The agency offers a comprehensive portfolio of products serving the HVAC, refrigeration, insulation, sheet metal, and export wholesale industries.

Please welcome Marlon Castellanos, the newest seasoned pro, to the Leone-Green manufacturers representative agency. His contact information is mcastellanos@leonegreen.com and cell is 728-218-1122.



Marlon Castellanos

ATEX Distributing Announces Brand Transition of AccuAir Operations



Orlando, Florida – July 20, 2026 – ATEX Distributing today announced the transition of the AccuAir brand into ATEX Distributing, LLC as part of an effort to align its market presence under a single brand identity.

Following the recent celebration of ATEX's 50th anniversary, the company is taking this step to strengthen brand recognition, simplify the customer experience, and better reflect the unified organization that has existed behind the scenes since 1988 when AccuAir was founded.

The transition reflects a brand unification and does not involve an acquisition, merger, ownership change, or organizational restructuring. AccuAir has operated as part of the ATEX family of companies for more than two decades, and both organizations have shared common ownership and leadership throughout that time.

"AccuAir has been an important part of our company's success for more than 30 years," said Greg Duggan, CEO of ATEX Distributing, LLC. "As we look toward the future, we believe operating under a single brand will better serve our customers, vendor partners, and employees. This transition aligns our marketplace identity with the way our organization has operated for many years."

Customers and vendors can expect a seamless transition with no interruption to service, support, product availability, or existing business relationships. Current contracts, account management teams, pricing agreements, and operational processes will remain unchanged.

As part of the transition:

- ATEX Distributing, LLC will become the primary brand for all new quotations, orders, purchasing activities, and customer communications beginning July 20, 2026.
- Existing AccuAir quotations, purchase orders, and sales orders will continue to be processed and fulfilled through their normal lifecycle.
- Customer and vendor account information will remain intact, ensuring continuity across business systems and historical records.
- Certain contractually restricted accounts, including select government, educational, and public-sector agreements, may continue operating under the AccuAir name until existing contractual obligations are updated.

This transition does not involve a change to the legal operating entity, ATEX Distributing, LLC. To support the transition, the company has implemented a structured communication and support plan for customers, vendors, and employees. Visitors to the AccuAir website will be directed to ATEX resources and information, while select legacy functionality will remain available during the transition period for customers and agreements that continue to operate under the AccuAir name.

"While the name on our communications may change, our commitment to our customers and partners remains exactly the same," Duggan added. "ATEX and AccuAir have always been part of the same company, and this transition simply aligns our brand with that reality. The people, expertise, service, and relationships our customers value today will continue to define our business for years to come."

Founded in 1976, ATEX Distributing, LLC is a leading distributor of industrial and commercial HVAC equipment, systems, parts, and related solutions. Celebrating more than 50 years of service, ATEX Distributing, LLC is committed to delivering exceptional customer support, technical expertise, and trusted solutions that help customers succeed across industrial, commercial, institutional, and government markets.



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Nidec Announces Ricardo Bristotti as the New President of Global Appliance Platform

Nidec Global Appliance (GA), a business platform of Nidec and owner of the Embraco HVAC&R solutions brand, announces Ricardo Bristotti as its new president. The executive takes on the leadership to drive the next phase of growth and strengthen GA's global portfolio.

For the last 15 years, Ricardo has built a career spanning both the appliance and industrial segments, starting in 2011 at Embraco (acquired by Nidec in 2019). Since then, he has worked in multiple areas such as Strategic Planning, Supply Chain, and Business & Marketing, culminating in 2021 in his appointment as Vice President of the Home Appliances segment. In 2023, he transitioned to the Commercial & Industrial (C&I) platform, serving as Business Segment Leader for the European and Asian perimeters, expanding his expertise into large-scale industrial motors.

"I'm very glad to return to the Global Appliance platform, bringing a broader vision of Nidec. As



Ricardo Bristotti

president, my focus will be on accelerating growth in both the commercial refrigeration and the heating, ventilation and air conditioning (HVAC) segments, while continuing to strengthen the market presence of our portfolio for residential, food service, medical and industrial applications”, states Bristotti.



Ricardo's journey combines technical expertise and business management experience in international environments. He now returns to lead the next stage of GA's global strategy, strengthening innovation, customer proximity, and the competitiveness of the existing product brands and its solutions portfolio.

Bristotti “We have a solid portfolio and highly skilled teams to respond to the industry’s current deep transformations. Our focus will be to further expand what we do best: develop technologies and innovations to create solutions that help our customers deliver more energy efficiency, reliability, and sustainability to the market”, says the executive.

The Industry's Manufacturers Are Coming Together — For You

If you teach or train the current or next generation of HVACR technicians, this invitation is for you. Something unusual happens at the National HVACR Education Conference at the South Point Hotel in Las Vegas on March 21–24, 2027: competing manufacturers set aside their rivalry for a few days to focus on a single shared goal; making sure educators, trainers, and professionals like you are equipped to teach the systems your students, customers, or employees will spend their careers servicing.

This isn't a trade show where equipment sits behind glass. Manufacturers open it up, walk you through it, and show you how to teach it, straight from the people who engineered it. Instead of spending a year traveling from one manufacturer's training center to the next, you get direct access to all of them, in one place, in one week.

What You'll Gain

- Firsthand access to new equipment and emerging HVACR technologies
- Manufacturer-led training and proven strategies for teaching today's systems
- Instructor-focused professional development and educational partnerships
- Direct insight from the engineers and designers behind the equipment
- Exposition hall with industry partners
- Continuing education hours for every session you complete
- A room full of peers who understand exactly what your job requires

General Sessions

- Investing in People: The Future of HVACR
- Mapping the Career Path - Connecting Students to the New Career Opportunities
- Navigating Change - Regulations, Standards
- HVAC Diagnostic Showdown
- Closing the Heat Pump Gap: A National Train the Trainer Forum

With sessions now announced covering refrigerants, regulations and standards, technical concepts, technical delivery, and next-generation equipment design, this year's program is built to keep you and any training you offer current.

New EPA Section 608 Exam

On Wednesday, August 5, 2026, the EPA held a meeting with organizations approved to administer certifications under Section 608 of the Federal Clean Air Act.

During this meeting, the EPA stated that it intends to release a new bank of test questions to approved organizations within the next few weeks. As a result, all testing organizations will be required to update their exams accordingly.

This email is being sent by ESCO Institute as a courtesy to keep you informed of these upcoming changes. Over the next few weeks, we will provide additional information as the updated exam and preparatory resources become available.

Please be assured that the current exam will con-

tinue to be accepted through January 1, 2027.

If you want to verify we have your correct information, feel free to contact our team over the next few weeks at 800 726-9696.

Please contact Esco to inquire if you can take the EPA Section 608 exam from home. Test online, from your location. Professionally proctored through our partnership with ProctorU. Results the same day — certification card mailed the next business day.

Esco Institute is your gateway to the dynamic world of Heating, Ventilation, Air Conditioning, and Refrigeration (HVACR) and building science, where innovation and knowledge converge to shape the future of the industry.

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Regal Rexnord® ECM Motor Solutions Demo Days - One Motor. More Solutions.

In August, Tropic Supply hosted multiple Regal Rexnord® ECM Motor Solutions Demo Days at Re-source Centers across Florida.

Learning Objectives:

- **Better Installs:** Discover Regal ECM motor features, applications, and installation best practices.
- **Better Diagnosis & Repairs:** Troubleshoot smarter and learn how stocking just five motors

can solve up to 98% of field failures.

- **Better Maintenance & Profitable Upsells:** Discover the advantages of the new dual-voltage ECM condenser motor and the added value it can offer customers.

Meet the Experts:

Leone-Green & Associates

- **Marlon Castellanos** – Central and Southern

Florida

- **Andy Taylor** – Southeast Florida
- **Chris Erickson** – Central and Eastern Florida
- **Frank Tipton** – Western and Central Florida
- **Gary Prine** – North and Central Florida

Visit Tropic Supply's Events Calendar for more details on upcoming educational opportunities and in-store events throughout the year:



Andy Taylor of Leone Green & Associates, with Kyle Juhren of M&R Air Conditioning, and Marlon Castellanos of Leone Green & Associates.



The Regal Rexnord® ECM Motor Solutions Demo Day Team at Tropic Supply North Miami.



Ariel Valdez of MES Air Conditioning, with Marlon Castellanos of Leone Green & Associates, and Gilbert Hernandez of MES Air Conditioning.



Frank Tipton of Leone Green & Associates connects with customers during the Regal Rexnord® ECM Motor Solutions Demo Day at Tropic Supply Sarasota.



Seth La Fera of Tropic Supply with Gary Prine of Leone Green & Associates ready for Regal Rexnord® ECM Motor Solutions Demo Day at Tropic Supply Jacksonville.



Chris Erickson of Leone Green & Associates engaging customers one-on-one and sharing Regal Rexnord® ECM Motor Solutions during Demo Day at Tropic Supply Fort Pierce.



Thomas Cacho of Tomco Refrigeration Experts with Andy Taylor of Leone Green and Associates.



Marlon Castellanos of Leone Green and Associates with Charles Bruyn of Tropic Supply, and Wil Aguirre of Aguirre's Air Conditioning.



Andy Taylor of Leone Green and Associates, with Ray Manion of Ray Manion Air Conditioning, and Marlon Castellanos of Leone Green and Associates.

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Power surge events can strike in an instant, damaging furnaces, boilers, heat pumps and central air conditioning units when homeowners need them most. Get more out of your seasonal maintenance visits and stop trouble before it starts by installing the AG3000 and COMPRESSOR DEFENDER® from Intermatic.

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Monday, August 17, 2026

FIRST OFFICIAL GAME:

Wednesday, September 9, 2026

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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

Invite your teams, families, friends and spend time building relationships with other Air Conditioning Contractors in a relaxed atmosphere. Two CEU Credits will be available as well!

This Cruise only includes taxes, fees, and pre-paid gratuities. Please reach out to add WI-FI or drink packages. For those of you that are foodies; I also recommend considering purchasing a meal package for 3 nights in their specialty dining room.

GENERAL HVAC Solutions America Introduces VU-7 Heat Recovery/Heat Pump Systems

GENERAL HVAC Solutions America, Inc. introduces the AIRSTAGE VU-7 line of heat pump and heat recovery system, representing the latest generation of three-phase VRF technology. Utilizing R-32 refrigerant, VU-7 systems offer improved performance, greater system and installation flexibility, and improved sustainability profile compared to previous generations.

The versatile VU-7 outdoor units enable the VRF system to operate either as a heat pump or heat recovery system, with capacities ranging from 6 to 32 tons. It supports up to 16 indoor units on

6-ton systems and up to 64 indoor units on 24-ton systems and larger.



The system is available with a wide range of indoor unit models and capacities, to meet many commercial application requirements. Options include wall-mounted units, compact cassettes, slim ducted units, multi-position air handling unit, circular flow cassettes, medium- and high-static ducted units, and ceiling mounted units.

The AIRSTAGE VU-7 system combines quiet operation with high-efficiency performance, operating at sound levels as low as 57 dB(A) and delivering cer-

tified efficiency ratings of up to 25.25 IEER, 12.3 EER, and 12.5 SCHE.

Designed to perform in extreme climates, the VU-7 delivers reliable and powerful heating in outdoor temperatures as low as -15°F and cooling in temperatures up to 126°F. This broad operating range makes the system an ideal solution for a wide variety of applications where dependable comfort is essential throughout the year.

With a generous external static pressure capability of up to 0.44 in. W.G. for the outdoor units, it facilitates a variety of mechanical rooms and ducted installations. The VU-7 outdoor units are available for both 208-230/3/60 and 460/3/60 electrical service.

The AIRSTAGE VU-7 line features many design improvements that yield higher performance, improved efficiency, wider operating ranges, greater installation flexibility, reduced mechanical footprint, enhanced comfort, next-generation controls, A2L safety, compliance and longevity enhancements.

AIRSTAGE systems offer both heating and cooling to keep you comfortable year-round. Designed with a space-saving footprint to support a wide range of installation applications while delivering dependable heating and cooling performance. Built-in Base Pan Heater keeps condensate from freezing for superior cold-weather performance. For more information, please visit www.FujitsuGeneral.com

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Performance Pointers

By James Ball



Great Technicians Don't Just Fix Equipment—They Build Trust

As an HVAC business owner, you want great technicians who can diagnose problems, repair equipment correctly, work efficiently, and take care of your customers. But how do you define technician performance?

It's easy to look at the numbers. How many calls did they run? What was their average ticket? How much revenue did they produce? Those numbers are important, but they don't tell the whole story. I learned that lesson from a technician named Joe.

Not Every Great Technician Is the Fastest

Joe came to work for me in 1996. He enjoyed doing maintenance, and during the 20 years we worked together, he never wanted to move into service.

Joe was a little slow but very methodical when performing maintenance. If you measured his performance strictly by maintenance visit numbers he completed each day, he probably wouldn't have been at the top of the list. But Joe had something that was much harder to measure.

He had a way of talking with customers and helping them understand their HVAC systems. He took the time to explain what he was doing and why it was important. Because of this, customers trusted him.

Over the years, many of my customers actually became Joe's customers. They knew him, they trusted him, and they wanted him taking care of their equipment. Looking back, Joe taught me that technician performance can't be measured by speed alone.

Doing the Job Right Matters

The first measure of technician performance should be fairly simple: Did they properly diagnose, maintain, or repair the customer's system?

A technician who runs a lot of calls but creates callbacks isn't necessarily a high performer. In fact, callbacks can be one of the best indicators of technician performance because they tell us what happened after the technician left.

Doing the job right the first time matters to everyone, the customer, the technician, and the company. Joe's methodical approach may have meant that he

wasn't the fastest technician, but my customers knew he was going to do the job thoroughly.

Performance Includes the Customer Experience

Technicians are often the only face of your company a customer sees. How they enter the home, how they communicate, whether they listen to the customer's concerns, and how well they explain their findings all influence the customer's opinion of your company.

Joe understood this naturally. He wasn't simply going into a home to perform maintenance. He was building relationships. I saw just how valuable those relationships were after I sold the business.

Joe went to work for another local HVAC company. After the sale, some of my former customers started calling my personal cell phone. They weren't calling to complain about the new company. They wanted to know if I knew where Joe had gone.

They wanted Joe to continue taking care of their HVAC systems and many of those customers still have Joe perform their maintenance today. That's a pretty powerful measure of technician performance.

Measure the Right Things

It's obvious you need to measure technician performance. The challenge is deciding what to measure. You can measure calls completed, maintenance visits, callbacks, average ticket, customer satisfaction, and revenue. Those numbers can tell you a lot. But no single number tells the entire story.

If I had measured Joe's value strictly by the number of maintenance calls he completed, I would have missed one of his greatest contributions to the business. He developed relationships with customers that lasted for years.

The goal isn't to stop measuring performance. It's to make sure we're measuring the things that actually matter.

High Performance Can Look Different

Not every technician is going to perform the same job in exactly the same way. One technician may be exceptionally fast. Another may be better at troubleshooting difficult problems. Another may excel at

communicating with customers. Someone else may be particularly good at maintenance or teaching younger technicians.

As owners and managers, you need to recognize those strengths and put people in positions where they can succeed.

Joe never wanted to be a service technician, and I didn't need to force him into a role that wasn't right for him. He found something he enjoyed, became very good at it, and developed relationships with customers that benefited both him and my company. That's performance, too.

The Best Technicians Build Trust

When I think about technician performance, I think about whether they solved the customer's problem, whether they did quality work, whether they communicated well, and whether the customer trusted them.

While Joe worked for me for 20 years, he was never my fastest technician, but many of my customers considered Joe their technician.

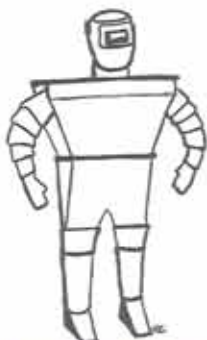
The fact that they called me after I sold the company because they wanted to find Joe told me everything I needed to know about his performance. The best technicians don't just fix equipment. **They build trust—one customer at a time.**

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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Malco Expands MalcoEdge™ HVACR Refrigeration Tool Line with 15 New SKUs

Additions include new A2L- and A3-ready core removal tools, nitrogen purge & regulator tools, gasket picker and ratcheting flare nut torque wrenches

ANNANDALE, MINN. (Sept. 9, 2026) — Malco Tools, one of the nation’s leading solution developers and manufacturers of high-quality tools for the HVACR and building construction trades, has expanded its MalcoEdge™ line of tools for HVAC and refrigeration professionals with a new family of core removal tools, nitrogen purge & regulator tools, a gasket picker and four ratcheting flare nut torque wrenches.

MalcoEdge Expansion at a Glance:

- Brand: Malco Tools / MalcoEdge™
- Audience: HVAC and refrigeration professionals
- Launch: 15 new SKUs
- New products: core removal tools; nitrogen purge and regulator tools; gasket picker; ratcheting flare nut torque wrenches
- Applications: HVACR installation, evacuation, refrigerant recovery, nitrogen pressure testing, purging, brazing and service
- Refrigerant readiness: Core removal tools are A2L- and A3-ready

Why It Matters:

The MalcoEdge line expansion addresses several common HVACR field challenges, including slow evacuation speeds, refrigerant leak prevention, accurate flare torque requirements and compliance with emerging A2L refrigerant applications.

“Every minute matters for HVACR professionals in the field, which is why we designed MalcoEdge to help pros work faster while maintaining confidence in their process,” said Garrett Wong, category director for refrigeration at The Malco Group. “We’re continuing to invest in practical solutions to solve real job-site challenges without compromising on quality and value.”

What’s New: Core Removal Tools

MalcoEdge A2L- and A3-ready Core Removal Tools are designed to reduce HVAC evacuation time, improve refrigerant recovery efficiency and help technicians achieve deeper vacuum levels during service. All of the tools feature magnetic knobs for easy access

during servicing, and are vacuum-rated to 20 microns for residential and commercial applications.

· **Hi-Flow Core Removal Tool Dual Valve with Sight Glass (CRT2Y):** Features a Y-shaped dual-valve body with an integrated clear sight glass, allowing HVACR technicians to visually confirm the valve core is securely captured on the rod.

Independent valves on each leg keep both a vacuum gauge and hose connected simultaneously while isolating either side as needed, and its magnetic capture rod knob attaches to any magnetic surface, providing quick access during service.

· **Core Removal Tools - 1/4" (CRT1) & 5/16" (CRT3):** Connect to service ports to allow HVACR technicians to remove the valve cores, increasing flow rates during evacuation and recovery. Its compact, lightweight body is sized to fit tight spaces that larger core removal tools can’t access. A dedicated accessory port allows for connecting multiple hoses or tools to the system service port while the magnetic knob on the capture rod assembly keeps the removed valve core and rod clean and easy to find when the job is done.

Nitrogen Tools

MalcoEdge now includes everything trade pros need for nitrogen pressure testing and purging during brazing. Tools sold separately or as a kit in a convenient protective case (NPK1).

· **Nitrogen Purge Tool (NPT):** Maintaining proper nitrogen flow while brazing can be time-consuming and inconsistent with traditional regulator adjustments. The MalcoEdge Nitrogen Purge Tool simplifies the process while helping prevent oxidation inside refrigerant tubing. This professional HVAC brazing accessory allows technicians to quickly switch between purge, braze and off settings without constantly adjusting their nitrogen

regulator. Designed for consistency and durability, the NPT simplifies nitrogen purging during brazing and can take a beating in normal use around a job site or being bounced around in the back of a service vehicle.

· **Nitrogen Regulator (NRHD):** Provides precise and reliable pressure control for HVAC pressure testing and nitrogen charging. Large, protected gauges and smooth adjustment make it easy to set and monitor pressure in demanding service environments, allowing you to safely and accurately regulate nitrogen pressure during pressure testing, leak checking and brazing preparation.

· **Nitrogen Purge Kit (NPK1):** Combines the Nitrogen Regulator and Nitrogen Purge Tool into one complete solution, giving technicians everything needed for pressure testing and nitrogen purging in a convenient protective case.



Ratcheting Flare Nut Torque Wrenches

The MalcoEdge Ratcheting Flare Nut Torque Wrench Series delivers accurate, repeatable torque on flare fittings to help prevent refrigerant leaks caused by over- or under-tightening.



The wrenches’ mechanical operation does not require batteries or calibration, and the ratcheting design improves speed in tight spaces.

Purpose-built for HVAC professionals, each wrench is pre-set for a specific flare size and sold separately, including 1/4", 3/8", 1/2" and 5/8". Also available in a kit of all four tools in a carrying case (RTWK) for fast and easy storage, ensuring that you are ready for virtually every common HVAC flare connection on the jobsite.

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Johnstone Supply Hosts Spectroline Demo Event at their Dania Beach Location



The Spectroline Demo Event Team with Andre with the Florida Training Center, at Johnstone Supply Dania Beach



Mike Weber of Johnstone Supply, Collin Frederick of Phoenix AC, Javier Cancel of Polar Bear AC, and Johanne Bueno of J. Nichols & Associates



Collin Frederick, Anelson Paul, and George Marrero of Phoenix AC, Johanne Bueno of J. Nichols & Associates, and Kenyatis Lewis of Phoenix Air Conditioning



Johanne Bueno of J. Nichols & Associates with Michael Valdez of Total Appliance

Johnstone Supply of Dania Beach hosted a Spectroline Leak Detection demo event on August 4th from 8-11am!

Johanne Bueno of J. Nichols & Associates was teaching why GLO Seal is a must-have tool in their workday, which included live demonstrations, and leak detection advice too.

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

Since 1955, Spectronics Corporation has led the industry as inventors of ultraviolet fluorescent leak detection. For seven decades, they have engineered premium performance dyes and products, setting the standard for quality and innovation. Spectroline continues to deliver award-winning service and the most powerful leak detection solutions. Find leaks faster so you can repair with confidence.

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!



Javier Mayor Moure of Johnstone Supply, Johanne Bueno of J. Nichols and Associates and Nahar Pinhas of South Florida Air



Pedro Pinedel of ENG Tech USA with Johanne Bueno of J. Nichols and Associates



Giancarlo Fuentes, and Amado Mados of Must Air USA with Johanne Bueno of J. Nichols & Associates



Victor Prato of AMI Air Conditioning getting a Spectroline product demonstration from Johanne Bueno of J. Nichols and Associates



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BUILDING A SMARTER ENERGY FUTURE®

Mitsubishi Electric Offers a Single Source for Pump Control, Automation, and Water System Visualization



Mitsubishi Electric US, Inc., Industrial Automation Division (Mitsubishi Electric US, Industrial Automation) and Mitsubishi Electric Iconics Digital Solutions, Inc. are helping water and wastewater utilities streamline operations through a unified ap-

proach to system automation, pump control, and system visualization.

Fragmented water systems can limit operational efficiency and reduce visibility across facilities. Mitsubishi Electric addresses these challenges by combining advanced drive and control hardware with digital visualization software. As municipalities continue to face increasing pressure to reduce energy consumption, improve system reliability, and operate with fewer resources, this integrated approach aims to simplify system design, enhance operational performance, and supports more informed decision-making.

Connecting Pump Control with Operational Efficiency - Water and wastewater systems are among the largest energy consumers in municipal operations, with pumping accounting for the majority of usage. Mitsubishi Electric helps utilities optimize these processes through intelligent pump control and energy-efficient drive technologies.

The FR-F800 series variable frequency drive (VFD) helps to improve pump reliability, reduce maintenance, and helps lower operation costs through

- Built-in anti-clogging capabilities
- Cavitation avoidance
- Smart multi-pump control
- Common applications include aeration, wastewater transfer, and water distribution.
- Extending Visibility Across the Entire System

When paired with GENESIS, the industrial SCADA automation platform from Mitsubishi Electric Iconics Digital Solutions, Inc., these automation technologies extend beyond equipment-level control. GENESIS collects, visualizes, monitors, and analyzes operational data from assets, facilities, and distributed infrastructure. Real-time operational visibility helps utilities respond faster to changing conditions, improve decision-making, and manage day-to-day operations more effectively. Additional features of GENESIS include

- Universal connectivity that centralizes data from modern equipment and legacy systems
- Alarm management and escalation
- Historical data collection, reporting, & analytics
- Secure remote access, monitoring, and control

These capabilities help utilities move from isolated systems to connected operations, transforming operational data into actionable intelligence while supporting more efficient, reliable, and resilient water infrastructure.

A Unified Approach to Modern Water Challenges



By combining hardware and digital technologies, Mitsubishi Electric provides a single-source solution that simplifies integration and supports long-term operational goals, including energy efficiency, reliability, and sustainability.

"Water utilities are being asked to do more with less. Less energy, fewer resources, and smaller teams," said Wes Gulik, Industry Marketing Manager for Water/Wastewater at Mitsubishi Electric US, Industrial Automation. "By bringing pump control, automation, and digital visibility together, we're helping

customers improve performance while simplifying how their systems are managed and maintained."

Ted Hill, President & CEO at Mitsubishi Electric Iconics Digital Solutions, Inc. added, "Access to real-time operational data is critical for modern water systems. By unifying visualization and analytics with automation, we enable operators to see what's happening across their systems, respond more quickly, and make more confident decisions."

Headquartered in Vernon Hills, Ill., Mitsubishi Electric US, Inc., Industrial Automation Division provides a comprehensive portfolio of industrial automation solutions. Offerings include programmable automation controllers (PAC), programmable logic controllers (PLC), human-machine interfaces (HMI), variable frequency drives (VFD), servo amplifiers and motors, control software, computerized numerical controllers (CNC), motion controllers, robots, and low-voltage power distribution products.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 1,023,571 units in June 2026, increased +21.7 percent compared to 840,769 units shipped in June 2025. U.S. shipments of air conditioners increased +26.8 percent, to 605,033 units, compared to 477,270 units shipped in June 2025. U.S. shipments of air-source heat pumps increased +15.1 percent, to 418,538 units, compared to 363,499 shipped in June 2025.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased +3.0 percent, to 4,716,688, compared to 4,577,141 units shipped during the same period in 2025. Year-to-date shipments of central air conditioners increased +2.4 percent, to 2,560,139 units, compared to 2,500,254 units shipped during the same period in 2025. The year-to-date total for heat pump shipments increased +3.8 percent, to 2,156,549, compared to 2,076,887 units shipped during the same period in 2025.

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ASHRAE Highlights Building Resources as Communities Face Water and Air Quality Challenges

ATLANTA (August 11, 2026) – ASHRAE is highlighting its technical resources to support building professionals in addressing global environmental and public health challenges, including wildfire smoke, extreme heat and Legionella risk. As communities across North America, Europe and other regions face these evolving conditions, the Society continues to provide science-based guidance that supports healthier, safer and more resilient buildings.

While these events stem from different environmental conditions, they share a common challenge of maintaining healthy indoor environments through effective building system design, operation and maintenance.

From protecting occupants from smoke infiltration during wildfire events to implementing comprehensive water management programs that reduce the risk of Legionella growth, building professionals play a critical role in safeguarding public health.

“Around the world, buildings are facing increasingly complex environmental and public health challenges,” said 2026-27 ASHRAE President Sarah Maston, P.E., BCxP, LEED AP BD+C. “Whether responding to prolonged heat, wildfire smoke or water quality concerns, resilient buildings begin with proactive planning and sound engineering. ASHRAE’s standards, guidelines and technical resources equip building professionals with practical, science-based solutions that help protect occupants and strengthen building performance.”

Managing Legionella Risk

Legionnaires’ disease is a serious form of pneumonia caused by Legionella bacteria, which can grow in building water systems when conditions allow. Effective water management programs are essential for reducing the potential for bacterial growth and exposure, particularly in large or complex buildings.

ASHRAE’s technical guidance includes:

- ANSI/ASHRAE Standard 188, Legionellosis: Risk Management for Building Water Systems, which establishes minimum requirements for managing Legionella risk throughout the lifecycle of building water systems.
- ASHRAE Guideline 12, Managing the Risk of Legionellosis Associated with Building Water Systems, which provides practical recommendations for implementing comprehensive water management programs, including guidance for cooling towers, potable water systems, decorative water features and other building water systems.

These resources help organizations develop preventive strategies that support safer building operation and align with public health best practices.

Protecting Indoor Air During Wildfire Smoke Events

Wildfires are increasing in frequency and intensity in many parts of the world, with smoke affecting communities far beyond the fire zone.

During periods of elevated smoke caused by wildfires or prescribed burns, building ventilation, filtration and operational strategies become essential for maintaining healthy indoor air quality.

To help building professionals prepare for and respond to smoke events, ASHRAE offers several resources, including ASHRAE Guideline 44-2024, Protecting Building Occupants From Smoke During Wildfire and Prescribed Burn Events.

The guideline provides recommendations for designing, operating and maintaining commercial, institutional, healthcare and multi-residential buildings to reduce occupant exposure during wildfire and prescribed burn events. It also addresses building preparedness, filtration, ventilation, air cleaning and operational strategies before, during and after smoke events.

Additional resources available from ASHRAE include technical guidance on filtration, indoor air quality, planning frameworks for commercial buildings, educational webinars, podcasts and research related to wildfire smoke mitigation.

As climate-related events become more frequent and building infrastructure continues to age in many parts of the world, owners and operators are increasingly challenged to manage multiple risks simultaneously.

Comprehensive planning for indoor air quality, water safety and resilient building operations can help reduce health risks while improving overall building performance.

“Whether addressing water quality or indoor air quality, the goal is to make informed decisions before problems become emergencies,” Maston said. “Healthy, resilient buildings depend on thoughtful planning, ongoing maintenance and the application of proven engineering practices.”

To learn more about ASHRAE’s Legionella guidance, visit ashrae.org/Legionella. For wildfire smoke guidance and additional technical resources, visit ASHRAE Wildfire Response Resources.

ASHRAE is a global professional society committed to advancing healthy, sustainable and resilient buildings for everyone, everywhere. Through the collective expertise of more than 55,000 volunteer members in over 132 countries,

ASHRAE drives innovation across HVAC&R through trusted standards, research, education and collaboration. Advancing the built environment through technical excellence since 1894, ASHRAE continues to shape the future of building design, construction and operation.

Learn more at ashrae.org and follow ASHRAE on Instagram, Facebook, LinkedIn, X and YouTube and download the ASHRAE 365 app to stay connected on the go.

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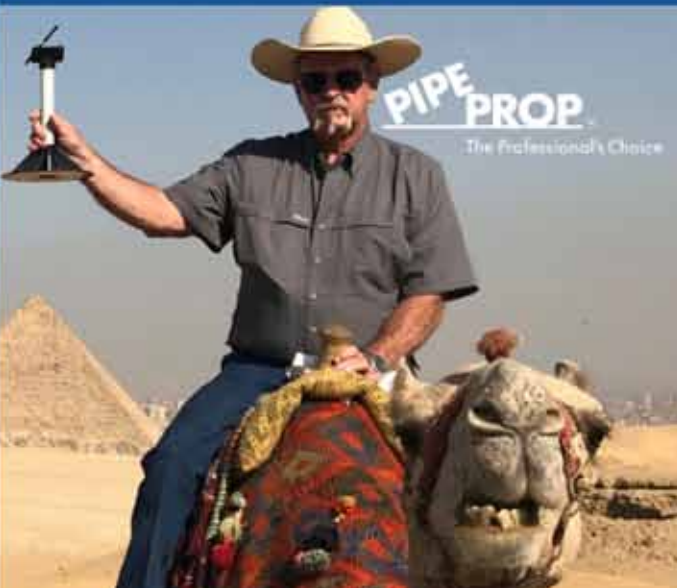
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SFACCA August Program Meeting Annual Inspectors Panel in Broward

The SFACCA August Program Meeting featured the Annual Inspectors Panel. The meeting was held on August 12th at 5:30 p.m. at Funky Buddha in Broward.

This always popular annual forum was designed to encourage dialogue between city and county inspectors and contractors, regarding areas of mutual concern and interest. This was a great opportunity

to get first-hand information and updates on new and current regulations. The meeting started with discussions on the permitting process, including virtual inspections. Another topic was getting approvals on moving electrical connections, and communication with your inspector is necessary.

Join SFACCA on Tuesday, September 9, at 5:30 PM for an unforgettable Tequila Tasting at Le Méridien Dania Beach! Enjoy a curated selection of premium tequilas paired with delicious tapas while networking with industry friends in a relaxed, fun atmosphere.

Don't miss The SFACCA Annual Golf Tournament 2026 at Plantation Preserve Golf Course & Club, Plantation, FL on Wednesday, September 16 from 8 AM - 2 PM for the golf tournament of the year!



Carlos Borja, Dave Norton, Jaime Bernat and Fernando Ramirez of Saez Distributors with Volph Lafortune of Marcone Supply



Contractors gather together for a product presentation of New LG Equipment available at Marcone.



Andy Taylor and Marlon Castellanos of Leone Green and Associates



Scott Behanna of AHR Sales with Kelly Dexter, SFACCA President (Air Quality Control), and Trish Newell of ProIQ



Everyone enjoyed the tasty small bites prepared by Funky Buddha!



Andy Saez of Saez Distributors with Jeff Campen and Gil Gutierrez of Pyke Mechanical, and Luis Chinaea of Saez Distributors



Rolando Soto (Broward County) talking about new electrical rules and codes starting this December 1st.



There was a excellent turnout the SFACCA Inspectors Panel meetings in Broward.



Tony Palacios (City of Tamarac) talking about virtual inspections and discounts for residential and commercial properties.



Tony Ferrara of Dang It's Hot Cooling was the mediator for the Inspectors Panel. Contractors and Distributors provided questions for the panel to answer.



Howard Pearl, Keno Simmons, and Ray Ratliff of Pride Air Conditioning



Craig Galuppi and Paul Diaz of Napa Refrigerants



Matt Arlink of Dusty's Air Cleaning and Chad Aitken of Green Tree Air Conditioning



Fred Stoeger (City of Coral Springs) talked about permits to transfer or relocate an electrical connection from original space to a new location.



Jose Valleto, Erik Nieves, Tony Ferrara, James Roberts and Anil Sookoo of Dang It's Hot! Cooling



Denis Sinelnikov of Million Dollar HVACR with Howard Pearl of Pride AC and Cindy Metzler of Million Dollar HVACR



Rolando Soto, Chief Inspector for Broward spoke to contractors about failed inspections and what to do about it.



Fred Stoeger-Coral Springs, Joe Switalski-Hillsboro Beach, Rolando Soto-Broward County, Ulises Perez-Ft Lauderdale, Tony Palacios-Tamarac, and Ian Lambie Boca Raton

Malco Expands MalcoEdge™ HVACR Refrigeration Tool Line

(Continued from page 14)



Gasket Picker

The Gasket Picker (GP1) is a precision service tool designed to quickly remove worn or damaged gaskets from hoses, fittings and adapters – one of the quickest and most affordable ways to prevent refrigerant leaks and extend the life of service equipment.

Its precision tip allows for controlled gasket removal without damaging sealing surfaces, and its compact size is easy to keep on every service truck, helping technicians perform fast, routine maintenance that saves replacement costs.

About the MalcoEdge HVACR Tool Line

The MalcoEdge portfolio brings together the tools HVACR professionals need to work smarter, safer and more efficiently—no matter the application. Built on Malco's trusted legacy and engineered for today's evolving refrigerants and service demands, MalcoEdge delivers job-ready solutions across vacuum, recovery, measurement, tube tools and service.

From system installs to diagnostics and maintenance, every MalcoEdge product is designed to reduce risk, improve accuracy and keep work moving forward. Thoughtfully engineered features, rugged construction and trade-pro input ensure each solution performs where it matters most:

On the job.

For more information, visit the Malco website.

FAQs

What products were added to the MalcoEdge HVACR tool line?

Malco Tools added 15 new products to the MalcoEdge line, including A2L- and A3-ready core removal tools, nitrogen purge and regulator tools, a gasket picker and ratcheting flare nut torque wrenches.

Who are the new MalcoEdge tools designed for?

The new MalcoEdge products are designed for HVAC and refrigeration professionals performing installation, evacuation, refrigerant recovery, pressure testing, brazing and service.

Are the new MalcoEdge core removal tools compatible with A2L refrigerants?

Yes. The new MalcoEdge core removal tools are A2L- and A3-ready.

Glasfloss Industries Announces Promotion of Robert Burnette to Vice President of Sales & Marketing

Desoto, TX – Mark Filewood, Senior VP of Sales & Marketing, announced today the promotion of Robert Burnette to Vice President of Sales & Marketing.

Robert Burnette previously served as National Sales Manager for the ARW Division of Glasfloss, where he played a pivotal role in strengthening customer relationships, expanding market presence, and driving sustained sales growth across multiple regions.

In his new role, Robert will oversee all sales and marketing operations, guide strategic growth initiatives, and support Glasfloss' continued leadership in high-performance air filtration solutions. His proven track record of leadership, industry expertise, and commitment to

customer value have made him an integral part of the company's success.

"Robert's promotion reflects his outstanding contributions and the confidence we have in his ability to lead our sales and marketing department", said Mark Filewood, Senior VP Sales & Marketing.

Established in 1936, Glasfloss Industries is the oldest privately held and operated manufacturer of HVAC air filtration products in the United States. The company is 100% employee owned and operated and serves all major commercial, industrial and residential HVAC filtration markets.

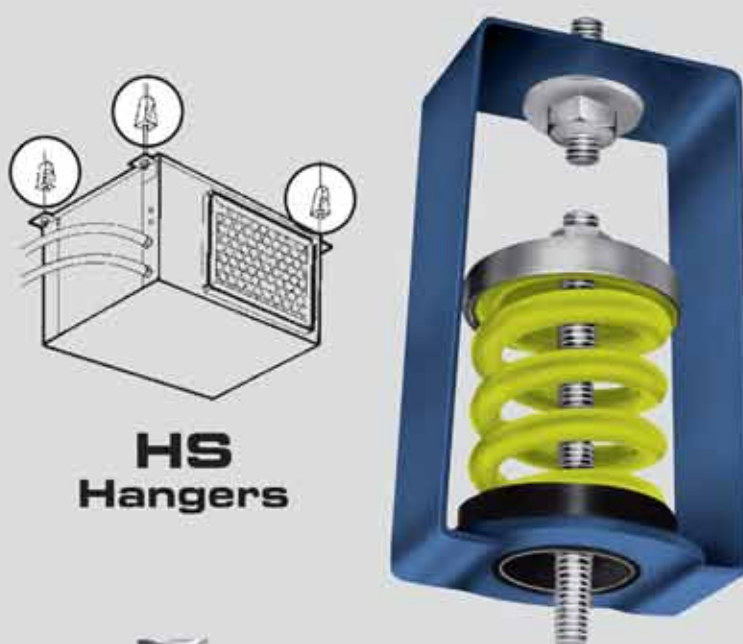
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Women in HVACR Seeks Nominations for 2027 Board of Directors



TALLAHASSEE, Fla. – Aug. 27, 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 nominations for its board of directors.

As WHVACR continues to expand its membership and influence across the industry, the organization is seeking experienced leaders who want to give back, help shape its strategic direction and support its mission of empowering women to succeed in HVACR. Members should submit a nomination on the WHVACR website by Wednesday, Sept. 16.

“Women in HVACR has grown because of leaders who are willing to invest their time, experience and ideas into creating opportunities for others,” said WHVACR President Jane Sidebottom. “Serving on our board is an opportunity to have a significant im-

pact on the future of this organization and the women we serve. We are looking for leaders who understand our industry, believe in our mission and are ready to help us continue building on the momentum we have created.”

WHVACR is seeking board candidates who can contribute experience and expertise in several key areas, including:

Strategic leadership: A track record of leading organizations or teams, setting long-term priorities and turning strategic goals into action.

HVACR industry leadership: Five or more years of experience serving in a leadership capacity within the HVACR industry.

Governance: Knowledge of board responsibilities, fiduciary obligations, bylaws and compliance, with the judgment to assess risk and make decisions that support WHVACR’s mission and values.

Financial acumen: Experience reviewing non-profit financial statements and budgets and contributing to sound financial planning and oversight. Knowledge of reserve funds and endowments is beneficial.

Fundraising and outreach: A willingness to help strengthen financial support for WHVACR by cultivating funding opportunities and leveraging industry relationships to broaden the organization’s reach and visibility.

Collaboration and mentorship: A collaborative approach to leadership, an ability to build consensus and a commitment to mentoring others while championing WHVACR’s mission.

Board members are elected to three-year terms, and self-nominations are accepted. Following the deadline, WHVACR’s nominating committee will review applications before scheduling and conducting candidate interviews in early October. Final selections will be determined by a board vote in November 2026.

The call for board nominations comes as WHVACR continues to grow its national reach. The organization has more than 1,200 members and provides networking, education, mentorship, scholarship opportunities and regional and national events designed to help women build successful careers in HVACR. For more information, visit womeninhvacr.org.

PHCC CONNECT 2026 to Feature Expanded Educational Programming

FALLS CHURCH, Va. – August 2026 – The Plumbing-Heating-Cooling Contractors—National Association (PHCC) announces that PHCC CONNECT 2026, October 19-22 in Milwaukee, will feature expanded educational programming focused on giving plumbing and HVACR contractors practical strategies, expert insights and peer-to-peer perspectives to help them build stronger businesses.

Covering today’s challenges and opportunities across the plumbing and HVACR industries, CONNECT 2026 will offer more than 20 educational sessions, panel discussions and roundtable discussions led by industry experts and experienced contractors. Programming will cover topics including workforce development, leadership, business operations, regulatory compliance, technology and strategies to help contractors build stronger businesses.

Interactive roundtable discussions will encourage attendees to exchange ideas, share best practices and learn from peers facing similar challenges. One featured session is the Quality Service Contractors (QSC) Lunch & Learn: Stories from the Breakroom, presented by Nora Burns, The Undercover Employee™. Signatory contractors will have access to dedicated programming through PHCC’s Union-Affiliated Contractors (UAC) enhanced service group. Sessions will cover topics including labor and employment law, collective bargaining, contractor obligations, behavioral health in the workplace and practical strategies for supporting employees through challenging situations.

Additional education continues throughout the expanded Product & Technology Showcase, where attendees can participate in Learning Labs, explore

hands-on training opportunities and experience manufacturer demonstrations showcasing the latest technologies and innovations shaping the plumbing and HVACR industries.

“PHCC CONNECT is where our industry comes together to share ideas, strengthen relationships and learn from one another,” said Jason Pritchard, president of the PHCC-National Association. “The education at CONNECT 2026 is designed to give attendees practical strategies they can take home and implement immediately while building the relationships that help move our industry forward.”

PHCC CONNECT 2026 brings plumbing and HVACR professionals from across the country together for education, networking, industry insights and the expanded Product & Technology Showcase. For more details, visit phccweb.org/CONNECT.

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	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
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	VERTICAL CONDENSER 1075 RPM MULTI-HORSE POWER 60°C (140° F)		
	SE39458	MARS 10458	1/3 - 1/8 HP



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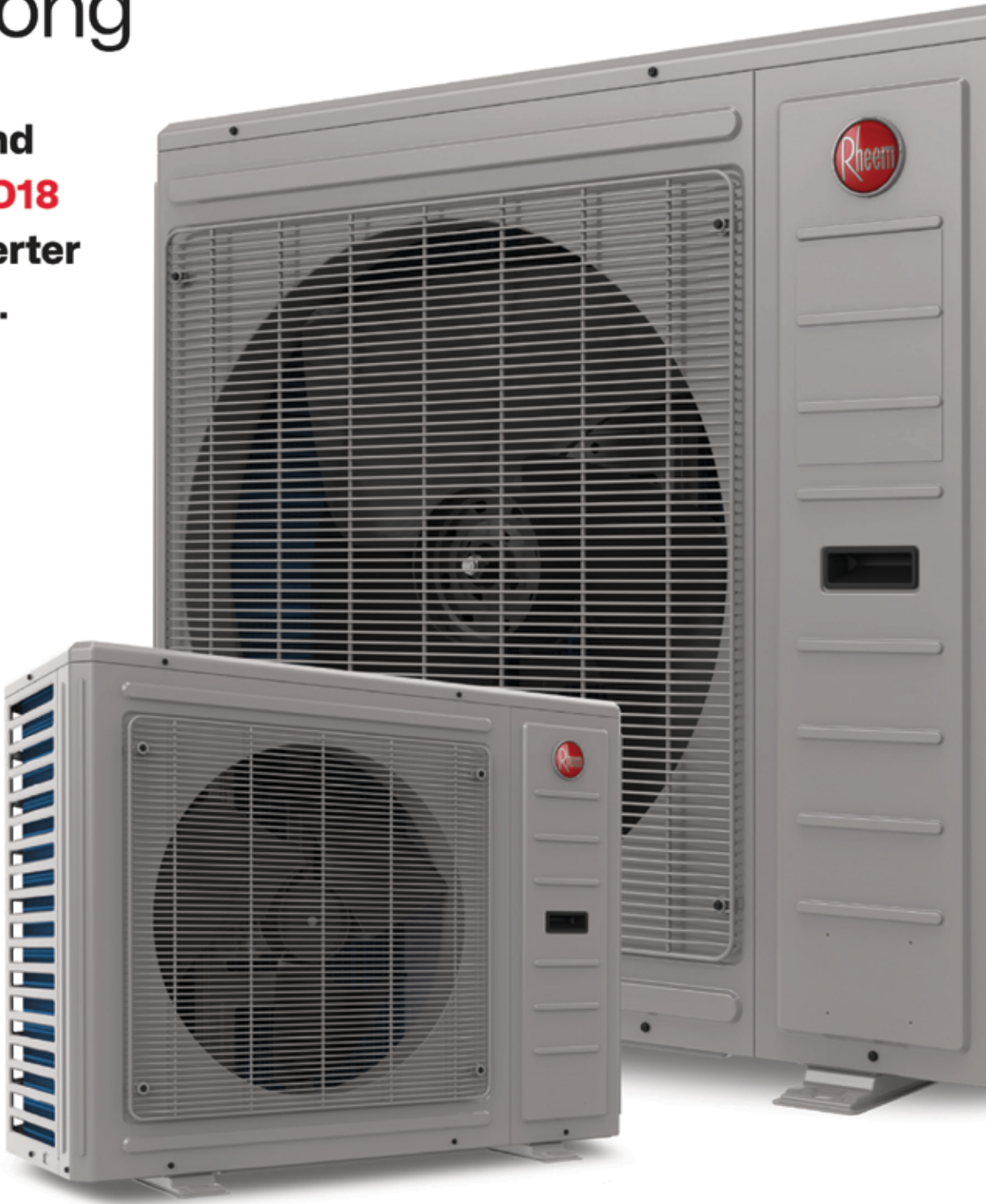


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Wednesday, Sept. 23	8am - 11am	T9	Delray Beach
Wednesday, Sept. 23	8am - 11am	T14	Sarasota
Thursday, Sept. 24	8am - 11am	T12	Port Charlotte
Thursday, Sept. 24	8am - 11am	T20	Sunrise
Tuesday, Sept. 29	8am - 11am	T7	Mid Miami
Tuesday, Sept. 29	8am - 11am	T10	Naples
Wednesday, Sept. 30	8am - 11am	T3	South Miami
Wednesday, Sept. 30	8am - 11am	T8	Fort Myers

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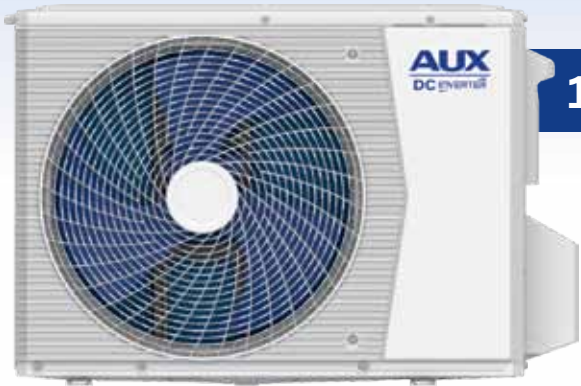
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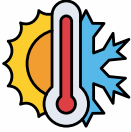

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Bluon Brings Back Best-In-Class Live Tech Support for HVAC-R Field Technicians

Live Technical Support quickly routes service calls to HVAC pros who have decades of experience with specific types of equipment and problems

IRVINE, Calif. – Aug. 25, 2026 – Bluon today announced the relaunch of their brand-agnostic Live Technical Support, staffed entirely by U.S.-based HVAC technicians with 20-50+ years of experience. This service pairs with MasterMechanic AI, Bluon's in-app diagnostic assistant, giving technicians two tiers of help: instant answers for the 95% of questions, and a human specialist for the complex challenges or truly unusual equipment that requires human insight.

The relaunch lands in the middle of a widening labor gap. According to ACHR News, the HVAC industry is short roughly 110,000 technicians and doubling to 225,000 by 2030. With about 25,000 experienced technicians leaving the workforce each year, decades of hands-on diagnostic knowledge leave with them.

Here is how it works in the field. A technician uses the Bluon app to pull specs, parts, replacements, and MasterMechanic AI for diagnostics. If the tech is still stuck, one tap connects them to Live Technical Support, rather than having to call and wait in a hold queue or pulling another technician or manager from their job. Calls route by equipment and problem to a specialist with 20-50+ years of field experience on those exact system and issue types. Managers flag which technicians have the ability to call so that contractors can scale this offering into their existing workflows with ease.

Live Technical Support is available now to all Bluon subscribers on a per-use basis. Bluon may also offer the service through its partner integrations in the future, including field service management platforms.

Bluon provided brand-agnostic Live Technical Support once before. It grew from five veteran technicians handling five to ten calls a day in 2019

to a team of more than 40 fielding over 600 calls a day at peak season in 2022. Those conversations became the training data behind MasterMechanic AI, which is built on more than 135,000 real tech-to-tech support calls that are further reviewed by veteran technicians.

“At Bluon, we focus on making HVAC troubleshooting as efficient as possible for technicians in the field,” said Peter Capuciati, CEO of Bluon. “While our AI troubleshooting tool Master Mechanic solves 95% of problems, sometimes a technician just needs to talk to a live person and work through an extremely nuanced issue. Our Live Support is built to route those complicated issues to the experts with 20-50+ years experience on that exact equipment and issue type. This support is critical to the industry as new equipment, parts, and regulations are proliferating rapidly.

The combination of deterministic, HVAC-specific AI paired with live veteran expertise positions Bluo as the indispensable technical partner for contractors looking to maximize productivity and profitability on every job.

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 bluon.com/.

Registration Now Open: NFACCA's First-Ever Fall Clay Shoot Tournament



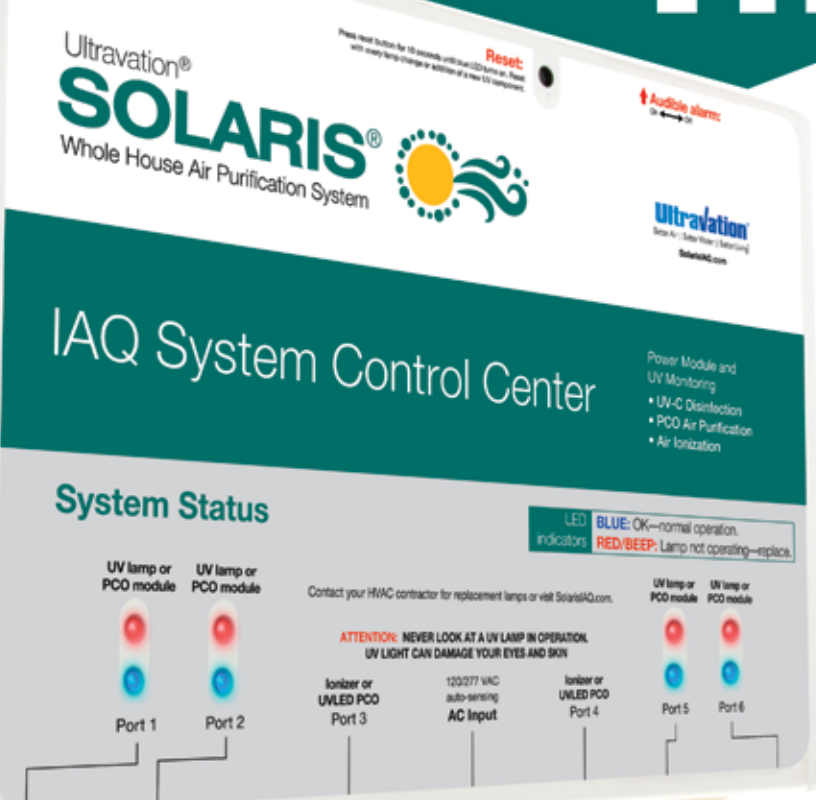
By popular demand, we are excited to officially announce that NFACCA will be hosting our FIRST-EVER Fall Clay Shoot Tournament!

This fall we're bringing our HVAC community back together for a day filled with friendly competition, networking, great food, prizes, and plenty of fun. Whether you're an experienced shooter or just coming out to enjoy time with fellow industry professionals, this event promises to be another memorable NFACCA experience.

Registration is now officially LIVE on the NFAC-CA website! Spots are expected to fill quickly, so we encourage teams and individual shooters to secure their place early.

Sponsorship opportunities are also available, offering a great chance to showcase your business while supporting one of NFACCA's newest and most exciting events.

Visit our website at <http://www.nfacca.com> for more details! Don't miss your chance to join us for a fun-filled day on the course as we continue building connections and strengthening our North Florida HVAC community — one clay at a time!



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Friedrich® Breeze™ Select System Demo Days

In August, Tropic Supply hosted multiple Friedrich® Breeze™ Select System Demo Days at Resource Centers across Florida.

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Better Installs: Discover Friedrich® Breeze™ Select installation, startup, and system setup best practices that can help improve efficiency, maximize performance, reduce callbacks, and support long term reliability.

Meet the Experts:

- Chris Palmer, Training Specialist – Friedrich Air Conditioning

- Adam Jameson, Outside Sales Manager – Southwest Florida, Shupe Carboni & Associates
- Angela Garcia, Outside Sales Manager – Southeast Florida, Shupe Carboni & Associates

Visit www.tropicsupply.com/eventscalendar for more details on upcoming educational opportunities and in-store events throughout the year.



Angela Garcia of Shupe Carboni & Associates, Juan Jaramillo of Expert Cool Air Conditioning Services, and Chris Palmer of Friedrich.



Kara Blue of Tropic Supply, Christopher Palmer of Friedrich, Dwight Forcey, Rafael Baez, Bradford Bowers of Tropic Supply, and Angela Garcia of Shupe Carboni and Associates.



Chris Palmer of Friedrich (right) giving a product demonstration on the Breeze™ Select System.



Tim Murphy of Tropic Supply (center) explained the Friedrich Breeze™ is designed for easy install, but it's also backed by premium support.



Angela Garcia of Shupe Carboni & Associates revealed to local contractor about the Breeze™ Select air handler, which can be installed vertically or horizontally.



Chris Palmer of Friedrich, with Joe Zvolenski and Kara Blue of Tropic Supply, and Angela Garcia of Shupe Carboni & Associates.



Angela Garcia of Shupe Carboni & Associates (center) showing the outdoor inverter-driven side discharge unit, which provides a quieter, more enjoyable outdoor space.



Angela Garcia of Shupe Carboni & Associates, Chris Palmer of Friedrich, and Ryan Combs of RCAC Mechanical.



Chris Palmer of Friedrich stated that Breeze™ Heat Pumps are universal, which allows them to work with nearly any furnace or air handler.

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Message from FRACCA President Bryan “BJ” Lingerfelt



September - On the Edge...of Fall...

The month of September is a very special month of transition from Summer to Fall. Service Contracts are so important to follow up on and truly maintain. Those of you that have cold weather, are gearing up for that and we all appreciate the warmth our services bring to our clients. What are you leaving behind to remind them to utilize their maintenance contracts?

The next FRACCA Board Meeting will be in October in Tampa, and even though you have two delegates from your local Chapter, we also welcome new interest to help fill empty spots, and to learn what the FRACCA Board does for our Members.

In our Legislative Planning Session last month, the Board chose the two priorities for 2026/27 with

our Lobbyist, Mr Edward Briggs, from B & B Capitol. The FRACCA Day at the Capitol is scheduled for January of 2027.

To close out 2026, we have the Specifically Designed FRACCA SERVICES MANAGERS Forum:

West Coast - November 9 & 10 hosted by the Carrier Location in Tampa, FL - 30 Seats.

East Coast - November 12 & 13 hosted by the Carrier Location in Orlando, FL - 50- Seats.

All of the details and registration links are on the FRACCA Website: FRACCAAir.Com.

Our Incredible Speakers:

Don Gillis, Brian Feenie, Ed Janowiak, Brynn

Cooksey, Paul Huszar, Zach Wilson, & Nate Adams.

On the Horizon for 2027: FRACCA Cruise February 18 - 22, out of Tampa, FL -check the website and join us! Welcome Party, and Disembarking party for our cruisers.

April Golf Tournaments are being scheduled...More to follow.

2028 FRACCA Conference...Yes, we are working on the location now!

Please reach out to us with any ideas, suggestions or questions. We want to hear from you!

Bryan Lingerfelt, FRACCA President

Office Phone (407) 676-0031

Email us at Paula.Huband@FRACCAAir.com

NIBCO Announces PressACR® Line Extension with New P-Trap Fittings for HVACR Applications



ELKHART, Ind. – August 2026 – NIBCO INC. announces the addition of P-trap fittings to its PressACR product line, expanding installation solutions for HVACR professionals with six new SKUs.

The wrought copper PressACR P-traps, available

in sizes ranging from 1/2" OD to 1-3/8" OD, feature two fitting ends designed to streamline installation in air conditioning and refrigeration systems. Also known as condensate traps, P-traps help prevent air leakage into or out of HVAC units while allowing condensate water to properly drain from the system.

NIBCO's PressACR fittings are made of high-quality, globally-sourced pure copper. Manufactured in Stuarts Draft, Va., press end connections reduce installation time while the patented interior groove design and gray HNBR seals make them suitable for high pressure HVACR applications.

"NIBCO continues to expand our PressACR line to meet the evolving needs of HVACR pro-

fessionals," said Marilyn Morgan, senior product manager-fittings, NIBCO. "The addition of PressACR P-traps provides contractors with a reliable, flame-free solution that helps streamline installation and maintain system performance."

Featuring a professional appearance and delivering consistent joint quality, PressACR fittings meet stringent certification and compliance standards that support applications rated up to 700 psi.

The PressACR line ranges in size from 1/4-inch OD to 2-1/8 inches OD and is approved for use with K, L and M hard copper tubing that complies with ASTM B280 ACR tube or B88 standards and soft tube up to 7/8-inch OD. For more information, visit nibco.com/pressacr.

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WOMEN IN HVACR

HVAC's Next Great Technicians: Are They Training Behind Bars?

Article by Mike Weil of National Comfort Institute



For years, many of us in the HVAC Industry, including me, have warned about the technician shortage. We are now past the point of simply sounding the alarm. The U.S. Bureau of Labor Statistics projects the need for HVACR mechanics and installers will grow 8% from 2024 to 2034, with about 40,100 technician openings each year.

Retirement and workers leaving the trade are compounding the problem. If High-Performance HVAC™ contractors want enough qualified

people tomorrow, the entire industry must widen the talent pipeline today.

We all know the job itself is more demanding. Heat pumps, low-GWP refrigerants, connected controls, building automation, and data-center cooling require greater technical skill. Tomorrow's technician must troubleshoot complex systems, communicate clearly, and keep learning. We will not meet that need by competing harder for the same shrinking pool of candidates.

In my opinion, that's why our industry should take prison-based HVAC training seriously. These prison programs are no longer isolated experiments. California offers HVAC certification at 17 correctional institutions, with training aligned to first-year apprenticeship standards and credentials that may include EPA 608, OSHA 10, and NCCER (National Center for Construction Education and Research) coursework.

Some Examples

The Virginia Department of Corrections has invested in dedicated HVACR labs and industry partnerships. Washington's Coyote Ridge program combines classroom instruction, hands-on work, college credit and industry certifications. Florida programs likewise provide substantial practical training designed to lead to employment after release.

Of course, not every prison graduate will be ready for a service van or suitable for every position. Obviously, contractors must protect their customers, employees, and their reputation. Such protections should include background reviews, licensing rules, insurance requirements, and offense-related restrictions. Technical assessments, driving eligibility, and supervised field experience should remain non-negotiable.

But responsible screening is not the same as automatic rejection. A criminal record should not become a convenient excuse to overlook a motivated, trained candidate. Completing rigorous coursework in a correctional setting can demonstrate initiative, discipline, and commitment to change.

"With tens of thousands of openings ahead and evidence that vocational training improves employment, ignoring this talent pool is not caution — it is a workforce mistake HVAC can no longer afford."

Second Chances

"Returning citizens" need a genuine second chance; HVAC needs people who can master a portable skill, climb a career ladder, and perform work that communities depend on. That is not charity. I believe this can be a workforce strategy.

To tap this resource, both contractors and trade associations should at least meet with corrections departments, community colleges, and reentry organizations. Find out what correctional institutions are offering and maybe help them shape curricula. You might even consider donating current equipment.

Consider conducting mock interviews with them, offering shop tours, and creating paid apprenticeships. Pair clear hiring standards with mentoring and milestone-based responsibility. A well-designed pilot can prove the model without lowering a single standard.

We want people who can learn, work with their hands, and earn customer trust. Some of those people are learning our trade behind prison walls right now.

Rigorous Requirements

Meanwhile, a major RAND analysis reveals some other interesting facts: participants in correctional education had 43% lower odds of recidivating, and those completing vocational training were 28% more likely to find work after release. If trained candidates satisfy rigorous safety requirements and prove they are ready, we should be ready to hire them.

With tens of thousands of openings ahead, ignoring this talent pool is not caution — it is a workforce mistake HVAC can no longer afford.

Mike Weil is the Director of Communications for National Comfort Institute, Inc. He has been in this role since 2014. He also serves as editor-in-chief of High-Performance HVAC Today magazine. He is focused on a contractor-first approach to editorial, specifically targeted to the High-Performance HVAC Contracting community. He also focuses on a customer-first approach to connecting these contractors to vendors and suppliers that address their needs.

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CellarPro Launches Unit Cooler Series, Bringing Its Wine Cellar Refrigeration Platform to HVAC/R Contractors

PETALUMA, Calif., Aug. 19, 2026 /PRNews-wire-PRWeb/ -- CellarPro Cooling Systems, a Petaluma-based manufacturer of wine cellar refrigeration equipment, today launched its Unit Cooler Series, a new product category designed specifically for HVAC/R technicians, refrigeration contractors and cellar builders who want to specify and source their own condensing units. The launch marks CellarPro's first product line aimed exclusively at the professional refrigeration trade.

Unit Coolers are built on CellarPro's proven Air Handler evaporator platform, which has been deployed in custom wine cellar installations for more than a decade. While CellarPro's traditional split cooling units are sold as complete systems, Unit Coolers are offered as configurable evaporator assemblies. Standard models include a coated evaporator coil, high-output EC centrifugal fan and factory-installed TXV. The installing contractor selects the matching condensing unit based on their own load calculations and system design.

"Refrigeration contractors have been asking us for a component version of our Air Handler platform for years," said Ben Argov, President of CellarPro Cooling Systems. "They want CellarPro's coil performance and build quality, but they want to specify the condensing side themselves. Unit Coolers give them exactly that - a configurable, ETL-certified evaporator with the options they need for custom wine cellar applications, without locking them into a complete system."

Launch Lineup - Three models cover cellars from 600 to 1,750 cu ft:

- AH3500UC — Up to 600 cu ft; 1/4-ton nominal size; BTUH*: 2,182 / 2,367 / 2,632 at low / medium / high fan speeds; 8" ducting.
 - AH5000UC — Up to 1,250 cu ft; 1/3-ton nominal size; BTUH*: 3,531 / 4,059 / 4,690 at low / medium / high fan speeds; 10" ducting.
 - AH8500UC — Up to 1,750 cu ft; 1/2-ton nominal size; BTUH*: 4,252 / 4,938 / 5,810 at low / medium / high fan speeds; 10" ducting.
- * BTUH ratings based on 55°F cellar temperature, 17°F TD, 38°F SST. Condensing units sold separately.

Built for the Trade - All models ship with features aimed at professional installers:

- Oversized, coated evaporator coil
- High-output EC centrifugal fan, ductable up to 100 equivalent feet (50 feet per duct)
- Three-speed variable fan control
- Factory-installed TXV
- Factory-pressurized and shipped with dry nitrogen
- Stainless steel drain pan with 1/2-inch drain connection
- Removable housing and refrigerant access valve
- Multiple service knockouts and access points
- ETL tested and certified
- Made in the USA with a 2-year warranty

Contractors can specify optional upgrades, including:

- Standard and remote Dixell digital controllers
- 24V thermostat configuration
- Low Ambient Kit for cold-weather installations
- Integrated humidifier
- Integrated heater

Together, the equipment and available options make Unit Coolers suitable for residential wine cellars, commercial wine storage and specialty temperature-controlled rooms.

Availability - CellarPro Unit Coolers are available for pricing and purchase exclusively to approved contractors and dealers at <https://www.cellarprocoolingsystems.com/purchase-wine-cooling-unit/unit-coolers>. Contractors and dealers can apply for trade access at <https://www.cellarprocoolingsystems.com/professional-contractors-technicians>.






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Bosch Home Comfort Group Launches Two New Multifamily HVAC System Offerings

DALLAS, August 13, 2026 – Today, Bosch Home Comfort Group released a new range of Evcon® and Guardian® multifamily heating and cooling solutions. Designed specifically for the unique requirements of multifamily applications, the portfolio gives developers, designers and contractors the flexibility to meet a wide variety of project needs. The offering includes heat pumps, air conditioners, furnaces, air handlers, coils and thermostats, providing complete system solutions optimized for multifamily residences across the U.S. and Canada. With features engineered to address installation challenges such as long piping runs, higher vertical lifts and limited equipment space, the new systems deliver dependable comfort and performance for property owners and residents alike.

Multifamily residences, including condominiums, apartments and townhouses make up nearly a third of housing in the U.S. Occupant demographics vary widely, from young professionals to empty nesters, and so do their heating and cooling needs. This comprehensive portfolio enables contractors and developers to deliver solutions tailored to project requirements while maintaining comfort, reliability and long-term system performance.

"Multifamily projects require a different perspective than traditional single-family applications," said Bahadır Taskonak, head of residential ducted products, Bosch Home Comfort Group Americas. "Developers, consulting engineers and contractors are balancing multiple priorities—from maximizing building design flexibility and accommodating longer piping lengths, to keeping projects on schedule and delivering reliable comfort for residents. With our new Evcon® and Guardian® multifamily offerings, we focused on addressing these requirements holistically."

The systems are designed to support longer line-set applications and higher lifts, simplify installation in space-constrained environments and provide dependable operation across a wide range of climates.

"The result is a solution that helps designers achieve their project objectives, allows contractors

to install with greater speed and confidence, and ultimately delivers the comfort, reliability and long-term performance that homeowners and residents expect," said Taskonak.

Air conditioners range from 1.5 to 5 tons with SEER2 levels of 13.4 and 14.3. Heat pumps range from 1 to 5 tons, with 1.5-, 2-, and 2.5-ton models available now and 1-, 3-, 3.5-, 4-, and 5-ton models launching later this year. Gas furnaces include both condensing and non-condensing models to support a broad range of regional application requirements.

The portfolio includes a variety of features specifically developed to address common multifamily installation and operational challenges:

- Long-line sets that are up to 250 feet and increased lift up to 150 feet, providing greater design flexibility in multi-story applications.
- New, compact 24 by 24-inch cabinet footprints for air conditioners and horizontal-discharge heat pump configurations that help maximize usable space in tight installation environments.
- Crankcase heaters on heat pumps to support long-term reliability and performance.
- A hard-start kit is included on select air conditioner models,

with accessory availability across additional capacities.

Contractors and technicians can also leverage the Bosch Home Comfort GoTemp Pro app from for instant access to critical system information and powerful tools that streamline installation, commissioning and maintenance. This helps projects stay on schedule and systems perform as intended throughout their lifecycle.

Having established a presence in North America in 1906, today the Bosch Group employs around 38,000 associates in more than 100 locations in the North American region (as of Dec. 31, 2025).

According to preliminary figures, Bosch generated consolidated sales of \$18.7 billion in the U.S., Mexico and Canada in 2025. For more information visit www.bosch.us, www.bosch.mx and www.bosch.ca.



Who's Setting the Standard in HVACR? ACCA's 2027 Awards Nominations are Open

ALEXANDRIA, VA. (August 11, 2026) — The Air Conditioning Contractors of America (ACCA) has opened nominations for its 2027 Awards of Excellence, the association's annual recognition of the contractors, service managers, and volunteers whose work sets the standard for professionalism in the HVACR industry.

Nominations close November 30. Winners will be notified privately in late January or early February and announced at ACCA 2027 in National Harbor, Washington, D.C., held March 10–12 in conjunction with ACCA's 2027 Advocacy Day.

"Every one of these awards starts with somebody deciding to fill out a form," said ACCA Interim President and CEO Martin Hoover. "The contractors who deserve this recognition are usually too busy running their companies to ask for it. If that describes you, nominate yourself. If it describes someone on your team, take ten minutes and do it for them."

Eight honors are open for nomination:

- Residential Contractor of the Year and Commercial Contractor of the Year — two of ACCA's highest honors, each recognizing a single standout company.
- Service Manager of the Year — for a service manager at a member company who goes beyond day-to-day responsibilities to drive company success, inspire their team, and deliver results for customers.
- ACCA Community Leadership Award — honoring individuals who are service-oriented, knowledgeable, and kind.
- Spirit of Independence — the highest individual honor in the indoor environment profession, presented only on rare occasions and open to posthumous recognition.
- Distinguished Service Award — for a volunteer whose contributions through ACCA committees, task forces, and special projects have gone above and beyond.
- Federated Insurance's ACCA Super S.T.A.R. Award — for a contractor who prioritizes Safety, Teamwork, Accountability, and Responsibility.
- Marketing Masters Award — recognizing campaigns developed and executed within the past calendar year, across traditional media, new and digital media, and branding. Marketing firms are encouraged to apply on behalf of their clients.

There is no application fee and no limit on how many nominations a member may submit. Nominees must be ACCA members in good standing, or employed by a member company, and available to attend the ACCA Awards Ceremony at ACCA 2027 in National Harbor, Washington, D.C. (March 10–12, 2027) to accept in person.

Nominations are open now at acca.org/awards. Contractors interested in joining ACCA can learn more at acca.org/join.

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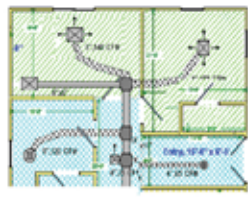
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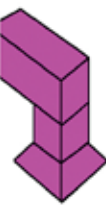


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Psalm 100:5 KJV

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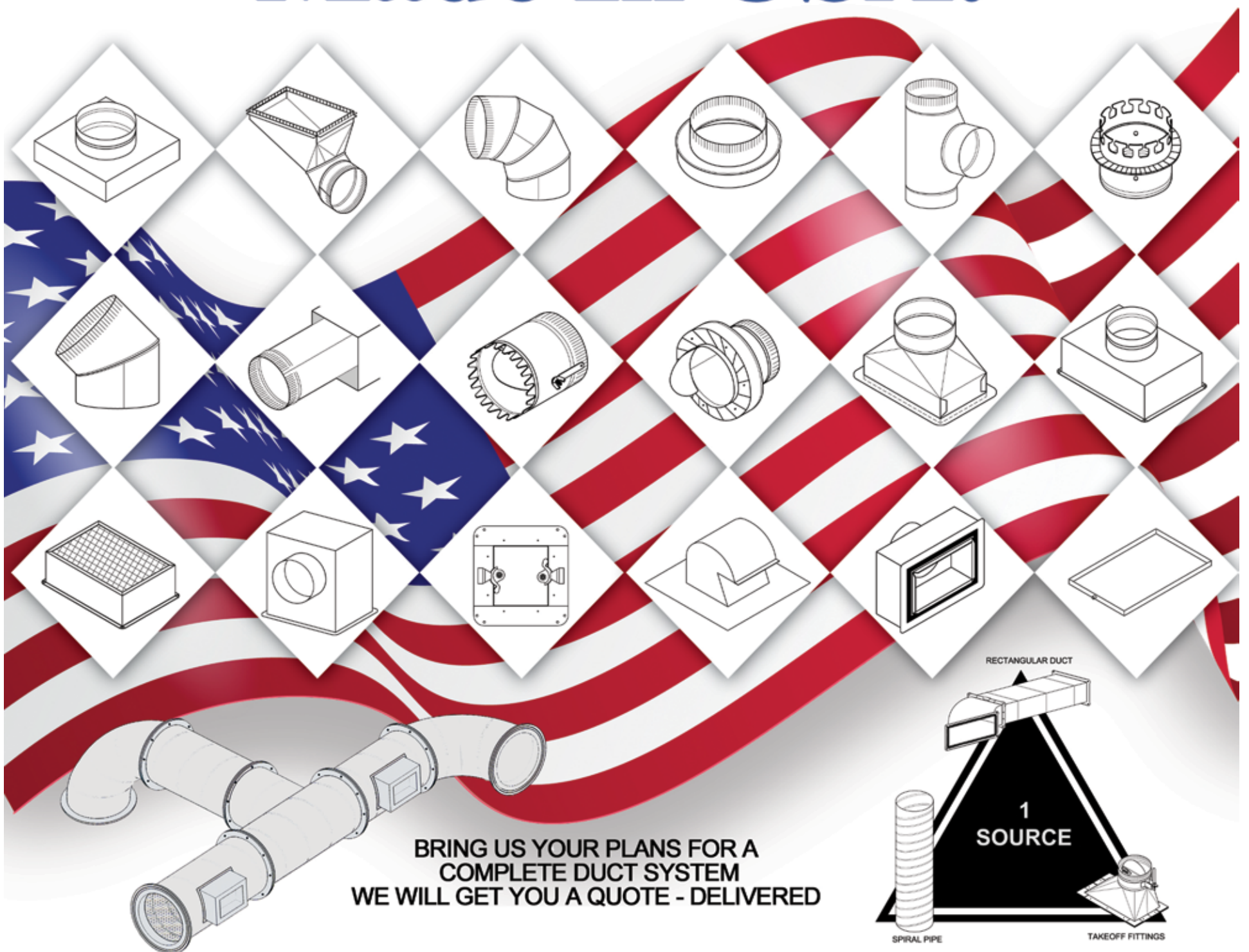
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