

TODAY'S A/C

& REFRIGERATION NEWS

Serving the Southeast Region

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



SFACCA Hosts October Miami Inspector Night at Tank Brewery (see page 18)



Tropic Supply, Glasfloss, & Ruud Unite in Support of Breast Cancer Awareness Month (see page 20)



Refricenter in Orlando Celebrates their 1st Anniversary (see page 9)



Refricenter Hosts NAVAC Mega Sale at all 10 Locations (see page 12)



Tropic Supply Hosts Samsung Demo Days around the state in October (see page B4)

What the Sales in Distribution 2026 Report Reveals about HVACR Distributors



Jeff Schlichenmeyer
Publisher

HVACR distribution remains a relationship-driven business. New research from Phocas shows that while technology is changing how distributors sell, HVACR customers value service and a relationship ahead of price.

Phocas surveyed more than 100 distribution sales professionals for its State of Sales in Distribution 2026 report, with HVACR and plumbing professionals making up 19% of respondents. The results provide a useful summary of what customers expect from HVACR distributors and where sales teams see opportunities to improve.

For HVACR distributors, the finding that demonstrates the personal nature of the industry is in relation to customer needs.

When asked what their customers want most, 43% of HVACR and plumbing respondents selected great service and a business relationship. Another 29% chose the convenience of buying across multiple product categories, while technical expertise and best price each attracted 14%.

That puts relationships well ahead of price and reinforces something many HARDI members know. Your customers value a supplier that understands their business, knows the products they buy and can help them buy those products in one place.

Field sales continue to matter for all distributors

Across the survey, 55% of all respondents said field or outside sales was their most effective sales channel, compared with just 5% who nominated e-commerce. Product and usage knowledge was also the most valued attribute of an effective sales rep, selected by 75% of respondents.

Digital tools haven't removed the need for knowledgeable sales reps, but they can help make those salespeople more effective.

An HVACR sales rep can have a 20-100 accounts (40%) or 400+ accounts (40%) across a territory so they need to know which customers are growing, which normally buy a particular product or which have reduced their order frequency and where there may be a cross-sell opportunity.

The challenge is consolidating all your sales data and turning it into insights that sales reps can action at the next visit. This is where sales analytics and guided selling can complement the relationship skills that HVACR sales reps already have.

Field sales continue to matter for all distributors

When distributors were asked about the most pressing internal issue facing their sales teams, the most common response was sales reps not knowing which accounts to prioritize, selected by 20% of respondents. Pipeline and forecast accuracy followed at 18%.

These findings indicated sales reps wanted access to useful information or insights. They want help to identify where their attention is most likely to make a difference to their customers and their targets.

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Women in HVACR Celebrates Industry Leaders, Professional Growth at 2026 Annual Event

TALLAHASSEE, Fla. – Oct. 5, 2026 – Women in HVACR (WHVACR), a nonprofit organization dedicated to empowering women in the heating, ventilation, air conditioning and refrigeration trades, wrapped up its 2026 annual conference Sept. 27-29 at the JW Marriott in Indianapolis, bringing industry professionals together for three days of education, networking and recognition.

The racing-inspired conference featured keynote speakers Christine Cashen and Rebecca Heiss, interactive workshops, Momentum Moments and networking events focused on leadership, career development, communication, technology and business growth.

"Every year, this conference shows what can happen when women across HVACR come together to share their knowledge and invest in one another," Women in HVACR President Jane Sidebottom said. "Attendees came ready to learn, exchange ideas and build relationships that will continue long after the conference ends."

Women in HVACR recognizes 2026 Pillar Award winners: Women in HVACR recognized three industry professionals with its Pillar Awards, which honor women who exemplify the organization's core pillars of mentorship, education and networking.



Lori Tschohl, owner of Eagle Pipe Heating & Air, received the Mentor Pillar Award. With more than 35 years of business leadership experience, Tschohl has built multiple successful businesses and grown Eagle Pipe from a small gas piping operation into a full-service HVAC and plumbing company. A past president of Women in HVACR, she also serves in industry coaching, mentoring and advisory roles.

Crystal Naegle, HVAC assistant coordinator for United Association of Journeymen and Apprentices of the Plumbing and Pipe Fitting Industry of the United States and Canada (UA) Local 525, received the Education Pillar Award. Naegle spent more than a decade teaching high school and college students at the College of Southern Nevada and has served as an HVAC lead, program director and department chair overseeing 13 programs.

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November's Top Deals

Pro Picks



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1



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2



FocusPRO® Non-
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L51-910
Mfg. #TH1320U4002/U

3



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Driver



H27-026
Mfg. # 32527

4



Valve Core Torque Tool



H27-114
Mfg. # A32008

5



Blackhawk 18oz Aerosol
Coil Cleaner



B86-383
Mfg. #4127-75

6



Dual-Sided Reversible
Hex Driver



H28-440
MFG.#MSHC

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Reach her at ruthking@hvacchannel.tv.

A contractor called me “freaking out” because the profit and loss statement showed a \$60,000 loss. My response, “You probably didn’t lose that much money. Send me the financial statements.”

When I looked at the profit and loss statement, it showed a negative gross profit and a huge material expense.

Turns out, they had purchased materials for a large job that they were not starting for at least a month. This purchase should have gone into inventory...not cost of goods sold. Once we took that large purchase out of material expense, the company made a profit that month. This contractor had “Financial Statement Fruit Salad”

Financial statement fruit salad is revenues with no expenses incurred producing the work for that revenue. Or, revenues in a month without the expenses incurred producing those revenues.

For example, if revenues (apple month) are put in one month and the expenses incurred to produce those revenues are in another month (orange month), you have fruit salad (apples and oranges) when you look at jobs, service, and more.

Fruit salad is disastrous. You want only apple salad (or orange salad or another fruit of your choice). Revenues must match expenses in the same month. This helps ensure that you can make accurate decisions about your revenues and direct costs.

If you put revenues in one month and expenses in another month, then you are fooling yourself. Here’s what happens: The month with the revenues and no expenses will look like a great month from a profit perspective. You’ll be feeling great about the business. The month that has the expenses and no revenues will be a profit loser and you’ll feel bad about the business. Neither is accurate. You can’t

make good business decisions with inaccurate financial statements.

Seasonality can mask your opinion of your financial statements. Many times the thought is, “we didn’t do enough work so we should expect a loss this month.” Even in slow months (from a revenue perspective) your gross margin still should be consistent. There may not be enough revenue volume to cover the overhead so the financial statements show a loss.

Make sure that revenues and the direct expenses occurred producing those revenues are in the same money. Eliminate financial statement fruit salad. It’s the only way to see whether you truly have a profit or loss in a specific month.

Next Topic: How to Really Account for Rising Costs in Pricing - The Bureau of Labor Statistics shows dramatic price increases from a year ago. Gasoline is up 27.4%, Electricity is up 3.8%, Postage is up 12.8%, Ground coffee is up 4.8%. Ground beef is up 9.6%.

These increases don’t include rising insurance and other business costs. As a result, your employees feel “pinched” because their paychecks don’t go as far. They, too, want raises.

Instead of “I’ll just raise prices X% thinking, here’s how to really increase pricing as a result of increasing costs.

Simple example – insurance cost

Assume that your insurance is increasing by \$10,000 next year. If your company has 5,000 billable hours, that means your overhead cost will increase by \$2/hr.

Simple example – raises for field employees

Assume you give all field employees a 5% raise to cover the increasing cost of inflation which is averaging 3.4% at the moment. Labor costs need to

go up 6.5% to cover the cost of additional payroll taxes, worker’s compensation, and other employee benefits. This assumes that your benefits are 30% of wages.

Simple example – raises for office employees

You are increasing all overhead salaries by \$15,000 total. Assuming a 30% employee benefits, then the raise will be \$19,500. Assuming the same 5,000 billable hours as above, the overhead cost will increase \$3.90.

New pricing for a job

Assuming you have all three scenarios above, then, if you are estimating a job that will take 16 hours, then you need to add 6.5% to the cost of labor and \$5.90 to your overhead cost per hour (total of \$94.40 – 16X\$5.90) to your overhead cost).

If you feel that you can’t do this – are you willing to take less profit for each job you win? The choice is yours.

Books/Audios that Could Help Your Business and You



Follow the story of Russ, the technician who, after 16 years, starts a business... and discovers that it is harder than he thinks. He discovers tools, processes, and the things that will make him truly successful without consuming every waking minute of his life.

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

R-32 is a single component refrigerant and not a blend, which makes it easy to recycle and handle. The new HVAC equipment we are using this year because of the Kigali Amendment to the Montreal Protocol are designed to use A2L refrigerants while maintaining safety for technicians and homeowners alike. R-32 will deliver a slightly higher cooling capacity than the other

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- All R-32 refrigerant cylinders over 1.2L or 2.2lbs in weight are required to have a relief valve per DOT regulations. * (Not a rupture disc like the devices on R-410a and other non-flammable HFC refrigerants.)
- Upright storage in the warehouse or service vehicle is required to keep the vapor space in

For more information you can reach Bruce Heberle, Eastern US Regional Business Director, at: sales2@chempenn.com or his cell at: 850-499-1430. Our website is: www.chempenn.com and the office phone number is: 215-638-1077. Give us a call to see what Chem Penn can do for you.

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HVAC School
For Techs by Techs

The Case For Pulling The Blower Housing

When I started in the trade in 1999, there were still many oilable blower motors in service. As part of the maintenance, we would remove the housing and oil the motor. We would also vacuum the motor and wipe it down.

Before you pull the blower, shut off the power at the breaker or disconnect, verify zero volts at the unit, and make sure the wheel has stopped. On ECM motors, disconnect power before unplugging any connector and safely discharge any capacitors. Snap a photo of the wiring before you unplug anything.

As oilable motors have become extinct, I see fewer and fewer techs pulling the blower housing. Here are some reasons you may want to consider doing it more often:

Cleaning the motor itself can help it run cooler and last longer. A hot motor is not only more susceptible to winding breakdown but also to bearing/lubricant failure. Grab a vacuum, soft bristle brush, and a rag and get the dust buildup off the motor. If you have any dust that gets stuck inside, use some low-pressure nitrogen or compressed air (under 30

psi, with eye protection) to get it clean.

Get in there and look carefully at the wheel. A wheel that is even slightly dirty can have a significant effect on air output. If it's dirty, recommend cleaning.

Check the blower bearings; it's easier to do this when the motor is out. In high-efficiency furnaces, pulling the blower is a good way to check the secondary heat exchanger. On 80% furnaces, you can check parts of the primary exchanger and even the evaporator coil with a mirror or inspection scope.

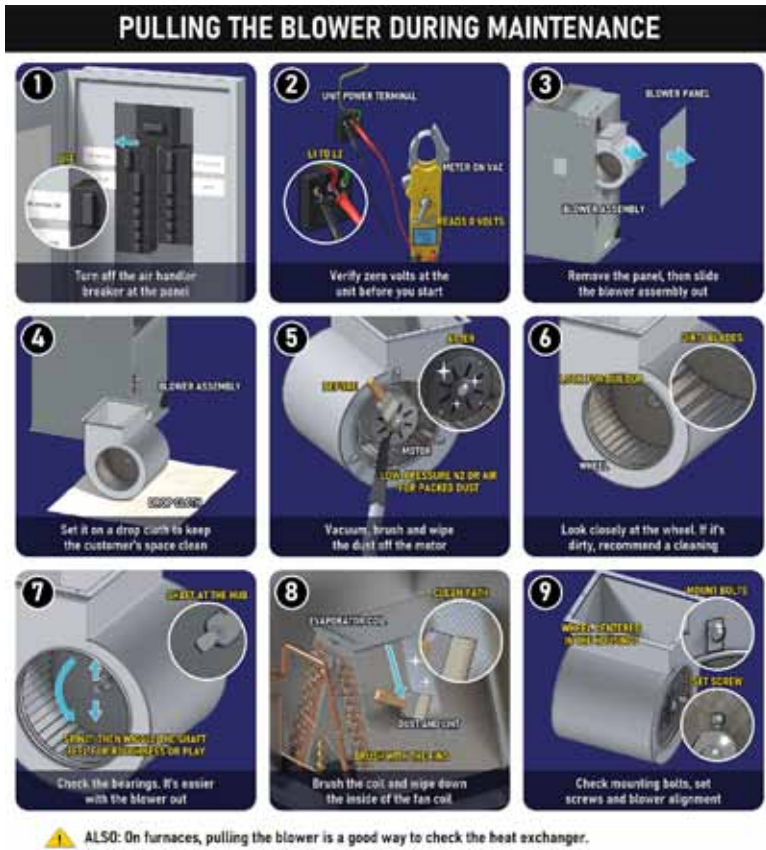
Pulling the blower gives you the ability to wipe down the inside of the furnace or fan coil.

You can check blower mounting bolts, set screws, and blower alignment. You can also

balance more easily.

Obviously, when and why you pull the housing will vary from contractor to contractor, but I advocate it being done more often than it is now.

What say you?
—Bryan



FRACCA, RACCA, and B&B Capitol Strategies FHBA is Hosting Two Hour Zoom Sessions on the 9th Edition of the Florida Building Code, Taking Effect December 31



The 9th Edition (2026) Florida Building Code takes effect December 31. The Florida Home Builders Association is offering four free two hour virtual training sessions on October 29, November 10, December 3, and December 15 covering

changes to the residential code along with mechanical, electrical, and plumbing updates. Continuing education hours are available for eligible licensed professionals, and registration is required.

Here are the details. FHBA is running four two hour Zoom sessions on the 9th Edition of the Florida Building Code, which takes effect December 31.

Each session covers the same two one hour courses, so members only need to attend one. The first is The New Florida Residential Code: Changes Every Builder Should Know, and the second is Behind the Walls: Mechanical, Electrical and Plumbing Code Updates. Each session counts for 2 hours of General CE for CILB licensees (course numbers 0615489 and 0615485), and it is also approved for BCAIB and FBPE.

- Tuesday, November 10, 10:00 a.m. to 12:00 p.m. Register for November 10
- Thursday, December 3, 2:00 to 4:00 p.m. Register for December 3
- Tuesday, December 15, 10:00 a.m. to 12:00 p.m. Register for December 15

All times are Eastern, and the full details are on FHBA's page at fhba.com/building-code-update-webinars.

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SWACCA 2026 Golf Tournament at Spring Run in Bonita Springs

SWACCA Hosted their 2026 Annual Golf Tournament at the Spring Run Golf Club in Bonita Springs on 10/3/26. Congratulations to the Winners: 1st Team Daikin - Jeff Young, Nick Rogmano, Kyle Sanders, Roy Garcia. 2nd Place Romeo Air Conditioning - Ryan Romeo, Don Romeo, Bob Romeo, Linda Romeo. 3rd Place Victory - Brian Major, Christian Hall, Johan Morales, Daniel Robles

Men's Long Drive - Hole #2 - Pos. Player Details 1 Ryan Romeo. Men's CTP - Hole #6. Pos. Player De-

tails - Kyle Waldrop 9 feet 4 inches. Women's Long Drive - Hole #10. Pos. Player Details - Linda Romeo

Thank you to all of our sponsors - we could not be successful without you! Title Sponsor: AC Max TechBev Cart: Tropic Supply, Putting Contest: RGF, Trophy Sponsor: Presidential AC, Breakfast Sponsor: Daikin, Hole Sponsorships: Project Build, Omni Resource Group, Victor Packaging, Ellsworth Heating & Air, NexGen AC, 1st Citizens Bank, and Raffle Item Sponsor: Trane. - Looking forward to next Year!



1st Place Winners: Team Daikin
Jeff Young, Nick Rogmano,
Kyle Sanders, Roy Garcia



2nd Place Winners: Romeo Air Conditioning
Ryan Romeo, Don Romeo,
Bob Romeo, Linda Romeo

What the Sales in Distribution 2026 Report Reveals about HVACR Distributors

Continued from Cover Story

A sales performance suite that combines analytics, CRM and guided selling can continuously assess customer and transaction data to highlight accounts that need attention. For example, it can provide customer summaries for a rep to help them prioritise their sales run.

These tools work to make the knowledgeable sales rep more effective and gives them better information to get better results.

Make CRM useful to the rep on the road

CRM presents another opportunity. When survey respondents were asked which capability would have the biggest impact on their sales team, better CRM adoption ranked first at 27%. Yet only 34% of distributors with a CRM record at least 75% of their customer interactions in it.

Low adoption of a CRM becomes a bad cycle and if reps don't see practical value in a CRM, they don't consistently update it. If they don't update it, managers and other reps can't rely on the information it contains.

For field-based HVACR sales teams, the answer is to make their CRM part of selling rather than low-value administration.

A distribution-focused CRM should give a rep useful customer information ahead of a customer visit. They should be able to see recent sales and order history, previous activities and notes on their phones.

When a CRM connects directly with analytics and guided selling, there is the additional benefit of the rep knowing who to call and why, while the CRM records follow-up and interactions. This set-up is a more practical sales practice where an opportunity is identified, a rep can understand the state of the account or context, have an informed conversation and then capture the follow-up.

Bring sales information together

The State of Sales in Distribution Report does not frame sales technology as a replacement for the traditional strengths of distribution sales. Instead, it shows how technology can help make those strengths easier to apply consistently.

For HVACR distributors, that means preserving the service, relationships and product knowledge customers value while giving sales reps better information about where to focus.

Bringing analytics, CRM and guided selling into one sales performance suite helps achieve that. Analytics provides visibility across customer and product performance. CRM keeps customer knowledge and activity connected. Guided selling turns the underlying data into practical priorities and opportunities for each rep. This gives sales reps a clearer view of which customers may need attention, why contact may be useful, and what information to review before reaching out.

In an industry where relationships remain a competitive advantage, better customer insight helps HVACR reps strengthen trust and deliver more relevant service.

Learn more

Learn more about the Phocas Sales Performance Suite and discover how 85+ HARDI members, including Behler-Young Company, Johnstone Supply, and Torrico, are turning insights into action.



Katrina Walter
Phocas Software

Katrina is Senior Communications and Media Manager at Phocas Software, where she brings a strategic and creative approach to corporate storytelling. With experience across communications and public relations, she brings energy to every project and focuses on delivering impactful results.

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- For a ~2,200 sq. ft. home = 1 home's worth of air/hour

See how it adds up



Refricenter Orlando Celebrates 1st Anniversary



The Refricenter Orlando Team celebrating their 1st Anniversary open for business!

On Friday, October 23, between 1:00pm – 5:00 pm, Refricenter Orlando, located at 2705 Eunice Avenue, celebrated their 1st Anniversary, with a party. that included some great raffle prizes of Tools and Equipment, along with drinks, free food, and music too!

Refricenter is committed to being one of Central and South Florida’s leading stocking distributors of HVACR equipment, parts and supplies. Their experienced sales staff can also help facilitate any special requests, no matter how big or small.



Orlando Lozano of E&S Services, Carlos Hernandez of Refricenter, Ender Sanchez of E&S Services, and Yonathan Gonzalez of Refricenter



Many local Refricenter customers came out to take a break, enjoy some food, and celebrate their 1st Anniversary!



Local contractors enjoyed a delicious lunch at the 1st Anniversary celebration at Refricenter in Orlando



Brian Donderiz of Refricenter (top right) with family and friends attending the 1st Anniversary celebration



Kevin Greenhill, Todd Walls, Andrew Colley and Trisha Joevkel of Webster Air Conditioning



Everyone enjoyed the Pork, Chicken Rice & Beans, Boiled Yuca, Macaroni Salad, and Flan for Dessert, Yum!



William Aponte of William Air, with Carlos Hernandez of Refricenter and Yovany Aponte of William Air



Ece de la Torre Salceda of Legacy Cress International Holdings LLC and Brian Donderiz of Refricenter winner of one of the tool prizes



Eddie Guzman, Carlos Hernandez of Refricenter and Carlos Parra of JP Service enjoying the 1st Anniversary celebration



Brian Donderiz of Refricenter awards Cool Today as the winner of the Grand Prize, a TGM 3ton Heat Pump Split System

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ATEX Distributing Launches New Website to Better Serve HVAC Customers Across Commercial Building, Modular Building, and Mission-Critical Market



ORLANDO, Fla., October 8, 2026 – ATEX Distributing is proud to announce the launch of its newly redesigned website, www.atexac.com, providing customers with a more intuitive way to explore the company’s products, services, technical expertise, and support resources.

Built with customers in mind, the new website makes it easier to learn about ATEX’s capabilities, connect with the right team members, and access information needed throughout the lifecycle of a

project. The updated site reflects ATEX’s continued commitment to delivering value beyond equipment distribution through technical knowledge, application expertise, and customer support.

The new website features:

- Improved navigation and user experience
- Enhanced information on products, services, and capabilities
- Expanded resources and support content
- Greater visibility into ATEX’s HVAC expertise across commercial building, modular building, and mission-critical applications
- Streamlined paths for customers to connect with the ATEX team

“We’re excited to launch a website that better reflects who we are today and makes it easier for customers to find the information and support they need,” said Greg Duggan, CEO of ATEX Distributing. “This investment reinforces our commitment to helping customers succeed by providing easier ac-

cess to our products, expertise, and resources.”

The website launch represents a collaborative effort involving employees across the organization, as well as valued partners who contributed to the planning, design, content development, and implementation of the project.

Customers, building manufacturers, contractors, engineers, and industry professionals are encouraged to visit the new site and explore its features. For more information, visit www.atexac.com.

ATEX Distributing is a leading HVAC distributor serving commercial, industrial, modular, and missioncritical markets across the Eastern and Midwest United States. Headquartered in Orlando, Florida,

with additional offices in Elkhart, Indiana, and Shreveport, Louisiana, the company provides equipment, application expertise, technical support, and value-added services that help customers successfully execute projects and maintain critical operations.

PHCC CONNECT 2026 Delivers a Strong Industry Experience in Milwaukee

FALLS CHURCH, Va. – October 2026 – The Plumbing-Heating-Cooling Contractors—National Association (PHCC) recently welcomed professionals across the country to Milwaukee for PHCC CONNECT 2026, October 19–22. Drawing the highest attendance in many years, CONNECT delivered business solutions, innovative technologies and new connections to help contractors strengthen their businesses and advance the industry.

This year’s event – themed “Building Community. Advancing the Industry.” – featured more than 20 educational sessions, interactive discussions and opportunities for contractors to network with peers and industry experts. Attendees explored topics ranging from business growth and workforce development to emerging technologies and strategies for strengthen-

ing their companies.

The expanded two-day Product & Technology Showcase gave attendees more opportunities to meet with manufacturers, explore new products and technologies and discover solutions designed to support their businesses and jobsites. CONNECT 2026 also featured new opportunities for connection and education, including Link Up: Shaping the Future of Women in the Industry Networking Event, which brought women from across the trades together to network and share experiences. Showcase attendees also explored Milwaukee Central, highlighting manufacturers with ties to the region, and new industry training vehicles that brought hands-on education directly to the show floor.

“CONNECT is about bringing our industry to-

gether to share ideas, learn from one another and build relationships that move our industry forward,” said Jason Pritchard, president of the PHCC-National Association. “The conversations and connections made at CONNECT help strengthen our businesses, our workforce and the future of the trades.”

PHCC thanks the attendees, exhibitors, speakers and sponsors who helped make CONNECT 2026 a success and contributed to another strong gathering of the plumbing and HVACR community.

Next year’s conference will be held October 25–28 in Fort Worth, Texas. Contractors are encouraged to mark their calendars now for this opportunity to continue building connections and enhancing their businesses. For more information about PHCC and future CONNECT events, visit phccweb.org/events.

Happy Thanksgiving

Thank you for your continued trust and support.
Wishing you and your family a wonderful Thanksgiving!



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Performance Pointers

By James Ball



The Hidden Cost of Duct Leakage

Why ductwork deserves as much attention as the HVAC equipment

When homeowners complain that some rooms are too hot, others are too cold, or the house never seems comfortable, our first instinct is often to look at the HVAC equipment. Is it operating properly? Is the refrigerant charge correct? Is the equipment sized appropriately?

Those are important questions, but there is another part of the HVAC system we shouldn't overlook: the ductwork.

Duct leakage is a hidden problem that wastes energy, reduces comfort, affects humidity control, and contributes to moisture problems in a building. HVAC contractors who understand duct leakage will have better diagnoses, more satisfied customers, and solutions that address an actual problem.

Comfort Starts With Proper Air Delivery - An HVAC system produces heated or cooled air, but that doesn't guarantee the air will reach the rooms it's needed.

Supply ducts that leak into an attic, crawlspace, or garage will lose conditioned air before it reaches the intended space. Return duct leaks draw air from those same areas into the system. Depending on the location, that air may be hot, humid, dusty, and undesirable.

The results are uneven temperatures, reduced airflow to certain rooms, longer equipment run-times, and difficulty maintaining thermostat settings. In humid climates, return-side leakage can introduce additional moisture that the air-conditioning system must remove.

Homeowners often respond by lowering the thermostat or calling for service repeatedly. Yet the equipment itself may be operating reasonably well. The problem may be how the air is being distributed—or where unwanted air is entering the duct

system.

The equipment can only do its job effectively when the entire air distribution system works as intended.

A Commissioning Lesson: Where Did the Air Go? - I recently encountered an example of this problem while commissioning a large manufacturing plant. Although this wasn't a residential project, the lesson directly applies to residential HVAC systems.

The office section of the plant is served by four variable air volume (VAV) air-handling units. Two of those units were moving their design airflow at the blower. However, when we totaled the airflow measurements at the supply grilles in the occupied spaces, the numbers told a different story.

For one unit, the combined airflow at the grilles was only 75% of the airflow measured at the unit. For the other, it was 85%.

In other words, a significant portion of the air leaving these units didn't show up at the supply grilles where it was supposed to be delivered. The investigation pointed to duct leakage, with conditioned air escaping into the attic rather than reaching the occupied spaces.

Meanwhile, the temperature in the conditioned office area was reading 72°F, yet the space was still uncomfortable. A temperature reading alone doesn't tell us whether air is distributed properly or if the system is meeting the occupants' needs.

At the time of writing, the installing mechanical contractor had been searching for the duct leakage for approximately six weeks.

This experience reinforces an important point: **measuring airflow at the unit is not the same as verifying airflow at the spaces being served.** If

we only check the equipment, we can miss a major problem between the unit and the occupants.

For residential contractors, the same thinking applies when the equipment appears to be operating correctly but customers continue to complain about comfort. Look beyond the equipment and investigate the complete air distribution system.

Duct Leakage Affects the Building - Duct leakage can also contribute to moisture problems. For example, cold supply air escaping into a hot, humid attic can cool nearby surfaces. Under the right conditions, moisture can condense on surfaces where temperatures fall below the dew point.

Return leaks draw humid air into the system, increasing the moisture load the air conditioner must remove. Persistent moisture can contribute to mold growth, damaged insulation, deteriorating wood, and also affect nearby building materials.

These outcomes aren't inevitable; the risk depends on climate, duct location, insulation, air pressures, and other building conditions. However, duct leakage deserves investigation when comfort complaints occur alongside signs of moisture damage.

Make Duct Inspection Part of the Diagnosis - Inspect accessible ductwork for disconnected joints, damaged flexible ducts, poorly sealed connections, crushed sections, and gaps around registers and boots. Pay particular attention to ductwork outside the conditioned space.

When appropriate, use duct leakage testing equipment, airflow measurements, and pressure testing to help locate problems that a visual inspection alone may miss. Seal leaks with suitable materials, such as approved duct mastic or listed sealing products, and verify the results whenever practical.

go to page B8

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William Venegas of NAVAC, Lazaro Martinez of Viking Air, Jose Morales of Gabriella Air Conditioning, Marlon Perez of Target Sales



William Venegas of NAVAC giving a product demonstrations to local HVAC contractors at Refricenter in South Miami



Marlon Perez of Target Sales showing NAVAC Tools at the Refricenter South location

Refricenter of Miami hosted the NAVAC Mega Sale, a special two-week promotional event that took place October 19–31, 2026, across all 10 Refricenter locations.

During this limited-time event, HVAC professionals had the opportunity to take advantage of exclusive deals on select NAVAC tools and equipment, including vacuum pumps, recovery machines, digital manifolds, and tubing tools.

Customers who purchased qualifying products received FREE bonus items, making this a great opportunity to upgrade their tool collection and maximize savings.



Everyone came together at the NAVAC Mega Sale at Refricenter West Palm Beach



Rolando Marrero of Refricenter West with Thomas Diaz and Lorenzo Giammarino of Express Air Conditioning



Aaron Miller of NAVAC, Ron Rohde of Hilling Air Conditioning, Keith Keller and Marlon Perez of Target Sales



William Venegas of NAVAC discussing the the special free bonus tools available with his qualifying purchase



The Refricenter - NAVAC Team at the Pembroke Park (North) location which was in full force!



Marlon Perez of Target Sales unpacking the many features of the new NX4G Digital Manifold



Marlon Perez of Target Sales with Maquis Perez of Florida Appliance Repair



Aslay Valdes of Pegasus HVAC and Plumbing with Marlon Perez of Target Sales



Ray Rodriguez of Refricenter West with the team from Results Air Conditioning, who purchased a NAVAC Flaring Tool



Marlon Perez of Target Sales with Lazaro Masjuan of Refricenter, and Aaron Miller of NAVAC



William Venegas of NAVAC showing the full line of innovative Vacuum Pumps which meet the needs of your HVACR evacuation tasks



Marlon Perez of Target Sales with Daniela Ruiz of Refricenter, and William Venegas of NAVAC



Ray Rodriguez and Kelly Martinez of Refricenter West with Yolexis Biera of Best Air Solutions



Esnaia Valdez of Legazy Air Conditioning with Marlon Perez of Target Sales displaying the new NX4G Digital Manifold



Refricenter West Palm Beach was very busy during the NAVAC Mega Sale!



Aaron Miller of NAVAC, with Able Fortes of AC Appliance Repair, and Marlon Perez of Target Sales

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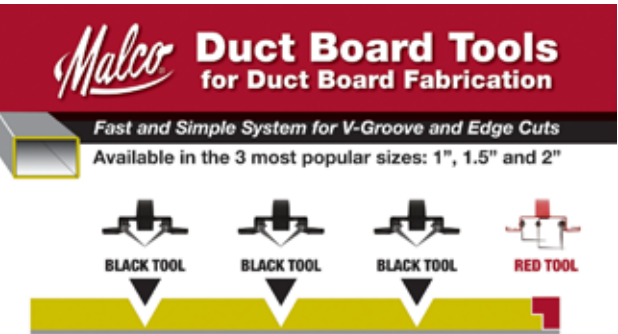


BILINGUAL EXPERTS
AT YOUR SERVICE

New Duct Board Tools from The Malco Group

Complete your duct board fabrication setup with Malco Tools' duct board cutters and square tool for accurate layout and consistent cutting results.

Duct Board Cutting Tools



Malco's line of V-Cut and Cut-Off tools are designed to upgrade your duct board fabrication game. They're easy to handle, intuitive to use, and built to deliver fast and simple v-groove (black model) for creating foldable duct board joints, and clean straightedge and shiplap cuts (red model) while maintaining top quality results professionals rely on. Equipped with high-grade, heat-treated and corrosion resistant stainless steel blades, the cutting

tools produce clean, accurate cuts every time. The razor-sharp blades offer superior edge retention and are easily replaceable when needed, ensuring long-term performance on the job. Plus, the heavy-duty steel sled frame features a thicker base for prolonged durability. Both models are available with 1", 1.5" and 2" blade sizes.

Duct Board Square



The Malco Duct Board Square (DTSQ) is purpose-built to help HVAC professionals measure, mark and cut duct board with precision and confi-

dence for accurate layout and consistent cutting results.

Designed to work seamlessly with Malco duct board cutting tools, this layout square simplifies setup and improves consistency, so you can move faster without sacrificing accuracy.

The square locks securely into a 90° open position for quick, reliable layout. When the job is done, it folds closed for compact storage in your bag or van.

An integrated adjustable material thickness scale aligns with Malco's three duct board cutting tool sizes, making it easy to match layout marks to your material thickness for clean, professional cuts.

Constructed from rigid, lightweight aluminum, the square withstands jobsite conditions without adding unnecessary weight to your kit.

Whether you're fabricating in the shop or cutting on-site, this tool helps reduce guesswork and improve efficiency, keeping your installations clean and consistent from start to finish.

To see Malco's full portfolio of duct board essentials, visit: www.malcotools.com/categories/fiberglass-duct-essentials.

ACCA and ICC Renew Alliance to Advance HVAC Codes, Standards, and Education

ALEXANDRIA, VA. (October 22, 2026) — The Air Conditioning Contractors of America (ACCA) and the International Code Council (ICC) have announced an expanded alliance to strengthen collaboration between the two organizations on codes and standards, education, and issues affecting the HVACR industry.

ACCA and ICC have been working together since 2009; the expanded alliance provides an updated framework for ACCA and ICC to work together where interests are aligned.

"ACCA contractors work with building codes every day, so it is critical that the codes and standards governing HVACR systems are practical, technically sound, and enforceable in the field," said Martin Hoover, interim president and CEO of ACCA. "This

agreement strengthens our longstanding relationship with ICC and creates new opportunities to bring the experience of contractors and code officials together."

ACCA and ICC intend to collaborate in three primary areas:

1. Codes and standards advocacy: The organizations will work together to support appropriate inclusion of ACCA design standards, including Manual J®, Manual D®, and Manual S®, within the International Codes (I-Codes), including the International Mechanical Code®, International Residential Code®, and International Energy Conservation Code®. ACCA and ICC will also participate in each other's standards and code development processes to encourage practical, enforceable, and technically sound requirements.

2. Education and professional development: ACCA and ICC will explore joint and cross-promoted educational programs, webinars, and seminars aimed at helping contractors understand code compliance while giving code officials greater insight into HVACR design and installation realities. The organizations will also explore opportunities to align ICC certification programs with ACCA training curricula.

3. Industry advancement and outreach: The organizations plan to explore joint awareness efforts emphasizing permitted work, professional HVACR design, and the risks associated with unlicensed installations. ACCA and ICC will also exchange research, data, and technical insights concerning emerging technologies, including low GWP refrigerants and heat pump adoption.



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NCI 2026 Summit Event Emphasizes Culture as the Heart of High-Performance HVAC™



High-Performance HVAC™ contractors landed in Pigeon Forge, TN this month as National Comfort Institute's (NCI) 23rd Annual Summit got underway. Once again, the High-Performance HVAC Summit was open to the entire HVAC Industry to spotlight like-minded people willing to share their high-performance experiences with peers.

This gathering of contractors, preferred partners, and other industry luminaries gathered to network and learn. They arrived at the Dollywood HeartSong Lodge and Resort in record numbers. In fact, more than 250 attendees and exhibitors crowded the session rooms, trade show table tops, and panel discussions.

NCI hosted, for the second time, a series of podcast interviews with a series of HVAC industry influencers, including:

- NCI Instructor Adam Mufich interviewed Ken Beasley of Mission Critical Comfort Solutions
- Adam Mufich interviewed Alana Ward of Baggett Heating, Dawn Mroczek of GV's Heating, and Misty Meiners of Discount Heating & Air
- NCI Instructor Casey Contreras interviewed Brian Wright, Crossway Mechanical, and Jon Esquivel, Austin Star Services
- NCI CEO Dominick Guarino spent time with Ed Smith and Eric Fitz of Amply Energy
- Adam Mufich spoke with Tom and Denielle Hearn of Hearn Plumbing and Heating
- Casey Contreras interviewed Bill Spohn of TruTech Tools and Dominick Guarino of NCI
- Adam Mufich spoke with John Ellis, Dynamic Air Consulting, Anthony Lenard, Ties 360, and Barry Mankin of 4 Corners Environmental
- Adam Mufich also interviewed Jim Fultz of Emerson and Louise Kellar from UEL.

During the Keynote Address, Mary Belden-McGrath, founder and chief relationship officer of Driven Leadership, focused on the absolute necessity of having a strong business culture. Her message was

loud and clear, setting the stage for the next few days of learning, camaraderie, and fun.

Next-Level Breakout Sessions

This year's breakouts, presented by both high-performance contractors and NCI instructors, include the following:

- High-Performance HVAC Begins with Leadership, presented by Anthony Woo, co-founder of Climatisation ACG, Quebec, Canada
- How to Change Culture and Build a High-Performance Team, presented by Ken Beasley, owner, Mission Critical Comfort Solutions, Kathleen, GA
- Be the Torchbearer: Lead Your Organization to High-Performance HVAC. This session was presented by John Ellis, president, Dynamic Air Consulting, Las Vegas, NM
- How to Leverage Technology Without Losing Craftsmanship, presented by Terry McWilliams, founder, Texcellent A/C Service, Deer Park, TX
- The High-Performance HVAC™ Sales Process – Ask Us Anything! Both David Richardson and Dominick Guarino of National Comfort Institute, Morristown, TN led this session.
- Become a Home Performance Whisperer, presented by Jon Esquivel, president, Austin Star Comfort Services, Austin, TX
- A Great Handoff Makes All the Difference! Led by Dawn Mroczek, general manager, GV's Heating and Cooling, Buffalo Grove, IL.
- How to Educate Customers and Price Profitable Duct Renovations presented by Casey Contreras, instructor and coach, NCI, Morristown, TN
- High-Performance Heat Pumps: Reverse Cycle: Putting the Questions First presented by Ty Branan, Head of Training, GRIT Foundation, Clermont, FL and Adam Mufich, Instructor, Coach, and Curriculum Developer, National Comfort Institute, Inc., Morristown, TN
- NCI's New Training Center – Beauty is More Than Skin Deep! This session was presented by both Bruce Randall, Founder, Standard Air Conditioning, Knoxville, TN, and Ben Lipscomb, Director of Engineering, NCI, Morristown, TN
- Real IAQ Solutions for HVAC Contractors presented by: Tim DeStasio, Founder, Comfort Science Solutions, Southport, NC

· The ABC's (and D) of Refrigerant-Side Performance, presented by Luke Peterson, President, Magnolia Home Comfort, Louisville, KY, and Casey Contreras, Instructor and Coach, NCI, Morristown, TN

· Sorry, Just Venting! Presented by Mark Hunt, Instructor and Coach, NCI, Morristown, TN

· NCI, measureQuick and The Energy Conservatory; Test-a-Thon! Presented by Jim Bergmann, president and founder, measureQuick®, Mogadore, OH, Chris Hughes, director of sales, The Energy Conservatory™, Oakdale, MN, and David Richardson, VP of Training, NCI, Morristown, TN

Annual Awards Banquet

Dominick Guarino always says that the awards part of Summit is his favorite. "It's an opportunity for us to shine a bright light on the real heroes of this group," he explains.

This year's awards went to the following:

- Small Contractor of the Year — Honest Heating and Cooling, Marshalltown, IA
 - Medium Contractor of the Year — Mission Critical Comfort Solutions, Kathleen, GA
 - Large Contractor of the Year — Kalos Services, Clermont, FL
 - John Garofalo Implementation Excellence Award — Jon Esquivel, Austin Star Services, Austin, TX
 - Jim Davis Technical Excellence Award — Bobby Bevell, Davis Services, Spartanburg, SC
 - Rob Falke Servant Leadership Award — John Ellis, Dynamic Air Consulting, Las Vegas, NM
 - Scott Johnson Training Excellence Award — Mitch Bailey, Air Heroes, Modesto, CA
 - Spirit of Excellence Award — Michel Greany, ASAP Plumbing, Heating, & Air Conditioning, Corona, CA
 - Sales Excellence Award — Zach Ortwine, Southeast Clean Air Solutions, Henrico, VA
 - Vendor Partner of the Year Award — Steve Clinton, Southern California Edison, Rosemead, CA
 - The NCI 2026 Chairman's Award — Jim Brown, Jim Brown Company, Mountain Home, AR.
- Mark your calendars for the High-Performance HVAC Summit 2026. It will return to Pigeon Forge, TN, Sept. 7-9, 2027. We will have more information posted on GoToSummit.com.

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The Knowledge Gap: HVAC/R Automation Demands a New Generation of Skilled Technicians



As Programmable Logic Controllers (PLC), Human-Machine Interfaces (HMI), Supervisory Control and Data Acquisition (SCADA), Building Management Systems (BMS) platforms, and low -Global Warning Potential refrigerants reshape

the industry, contractors face a critical shortage of technicians qualified to program, troubleshoot, and maintain next-generation systems.

The heating, ventilation, air conditioning, and refrigeration (HVAC/R) industry is standing at an unprecedented crossroads. For decades, the professional profile of the field technician relied almost entirely on mastering fluid mechanics, copper pipe brazing, and traditional electromechanical troubleshooting. However, the rapid surge of advanced automation, artificial intelligence (AI), and strict environmental mandates is fundamentally reshaping the skill sets required on the job. This metamorphosis has created an alarming paradox: while demand for smart climate and refrigeration systems hits historic highs, contractors and facility managers face a critical shortage of personnel qualified to install, program, and maintain these next-generation technologies.

This shift in paradigm is clearly visible across modern commercial and industrial facilities. The integration of PLCs, HMIs, SCADA platforms, and BMS has transformed HVAC/R machinery into complex data networks. Industrial communication protocols such as Modbus, BACnet, and MQTT now serve as the digital backbone of modern facilities. It is no longer enough to read a manifold gauge or adjust a mechanical pressure switch; today's field professional must interpret telemetric data streams, program localized HMI touchscreens, navigate centralized SCADA dashboards, and manage automated safety interlocks designed for A2L and natural refrigerants.

This technological sophistication arrives alongside a major demographic shift often referred to as the "Silver Tsunami." Thousands of veteran technicians and master mechanics are reaching retirement age, leaving a massive void

in qualified field labor. Industry workforce analyses indicate that for every three experienced professionals retiring from the trade, only one trained apprentice enters the workforce. This deficit is exacerbated because the fact that traditional vocational curricula have struggled to keep pace with rapid technological advancements, creating a severe technical gap that threatens the operational reliability of cold chain logistics, data centers, and healthcare facilities.

In the face of this talent shortage, specialized training and upskilling in industrial automation have become an urgent priority for both contractors and technical educators. Industry leaders are discovering that traditional "parts-replacer" methodologies are entirely inadequate for troubleshooting systems governed by algorithmic control. Modern field technicians must perform logical diagnostics, read PLC memory maps, parameterize Variable Frequency

Drives (VFDs), and calibrate BMS sensor loops. Technicians who successfully bridge the gap between thermodynamics and electronic controls not only secure their professional future against industry shifts but also command significantly higher wages and enjoy long-term career stability.

The future of the HVAC/R industry will depend directly on the sector's ability to build hands-on, continuous training programs. Strategic partnerships between technical colleges, training initiatives, and automation manufacturers represent the only viable path to equip tomorrow's workforce. Investing in specialized technical education is no longer an optional perk for HVAC/R businesses—it is the core strategy that will define which organizations thrive in the era of smart buildings and energy sustainability. Article by Miguel Betancourt, Electrical and Automation Trades Instructor,

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SFACCA Hosts October Miami Inspector Night at Tank Brewery



Saez Distributors came out in full force to attend the SFACCA Miami Dade Inspectors Night

The SFACCA October Monthly Meeting was held on October 7th, from 5:30 - 8pm, at the Tank Brewery in Miami. SFACCA welcomed Miami-Dade city and county inspectors for a panel discussion on new codes, pressing issues and Q & A. HVACR contractors could get answers, and network with vendors and view their newest products.

Don't miss the SFACCA Ultimate Cigar Night Out Miami - with Special Cigar Blender to be held at Tabacon Cigars and Spirits, Doral, FL on Wednesday, December 9 from 6 PM - 10 PM.



Inspectors: William Altman, Luis Medina, Ebel Morey, Omar Guillén, John Argton, Luis Perez, Fred Acosta, Pete Quintela, Amador Barzaga, Mario Montero, George Sariego, Luigi Chinaea



Abby Mejia, Marco Acevedo, and Jameson Selaya of Hart Air Conditioning with Ronald Rojas of E&R Air Conditioning



Andrew Olefson of SpeedStick with Javier Cepero of Saez Distributors displaying their new products



Ibrahim Alvarez, James Bertell, Lewis Perez and John Ramirez of City of Maimi Beach enjoying the food and refreshments at Tank Brewery



Senior Code Officer Miami-Dade County Pete Quintela explaining when old permits expire, new permits with the new code need to be applied



There was a great turnout for the October SFACCA Miami Inspector meeting at The Tank Brewery!



Miami Dade Inspector Jorge Sariego answers question for requirements on fire alarms and smoke detector systems from mediator Andres Ponce



Kevin Maggs of Marcone Supply, with Brian Jecha of Trinity Air Conditioning and Volph Lafortune of Marcone Supply



Evelio Mata - McAllister Group, Anthony Docampo, Daimi Martinez, & Walter Salamanques of Alfresco Air, Andres Ponce of AMP, Fernando Ramirez and Carlos Borja of Saez



Stacey Miller, SFACCA Exec Director, with Kelly Dexter Air Quality Control and SFACCA President, Andres Ponce of AMP, and Jeff Campen of Pyke Mechanical

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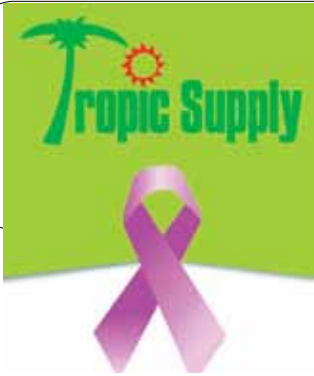
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Tropic Supply, Glasfloss, and Ruud Unite in Support of Breast Cancer Awareness Month

This year, Tropic Supply proudly donated \$6,000 to support the American Cancer Society's Making Strides Against Breast Cancer. Thank you to everyone who participated in Tropic Supply's "Chilling in Pink" Breast Cancer Awareness Campaign. Together, we helped raise awareness and support the fight against breast

cancer while making a meaningful impact in our community. Throughout October, contractors who purchased two cases of Glasfloss filters from Tropic Supply received a free, limited-edition "Chilling in Pink" t-shirt. Participants also had the opportunity to enter a raffle to win an "Ultimate Chill Pack" by submitting a photo of themselves wearing their

campaign shirt. On October 17, 2026, Tropic Supply's Sunrise team joined the Making Strides of Broward County's Breast Cancer Awareness Walk at Amerant Bank Arena to show their support for this important cause. Visit www.tropicsupply.com/eventscalendar for upcoming educational opportunities and in-store events.



"Tropic Supply's "Chilling in Pink" Walk Team": Daniel, Daniella, Jen, Kara, Sandy, Kurt, Veronica, James, Martin, Ana, Jennifer, Charlie, Sue, and Mike!



Ian with Choice Mechanical is proudly wearing his limited edition "Chilling In Pink" t-shirt while displaying his Glasfloss purchase.



Tropic Supply's Ft. Pierce Team: Graham, Lacey, Alyssa, Randall, Gabe, Kevin, and Andrew supporting Breast Cancer Awareness.



Amy, Angie, Mario, Amanda, and Jen from Robert R McGill Air Conditioning Inc. supporting Breast Cancer Awareness.



Tropic Supply's East Tampa Team is proudly "Chilling in Pink": Tito, CJ, Uncle Jim, Daniel, Ariel, Arman, Mike, Leo, Jordan, Doug, Dennis, Danny, Reynaldo, and Johnathan.



Ted from Excellence Air at Tropic Supply Sarasota showing his support for Breast Cancer Awareness Month with a big smile.



Tropic Supply's Corporate Credit Team: Veronica, Natalie, Vanessa, and Daniela in support of Breast Cancer Awareness month.



Jeff Faircloth and Son from A Degree Above Heating and Cooling at Tropic Supply Jacksonville wearing their "Chilling In Pink" t-shirts.



Making Strides of Broward County's Walk: Jennifer, Sandy, Stacy, Kara of Tropic Supply Sunrise making a difference and helping to raise awareness for breast cancer.



Brooke, Kelly, Laurel, and Brandie from All American Air & Electric wearing their "Chilling in Pink" t-shirts.



Cezar of Polar Mechanical Inc. proudly wearing his "Chilling In Pink" t-shirt.



Tropic Supply's Ft. Myers Team: - Michael A., James, Armando, Mayra, Lonnie, Lazaro, Ray, Mike E., Raydel, and Ken proudly showing their support for a great cause!



Tropic Supply's North Miami Team wearing their "Chilling in Pink" t-shirts in support of The American Cancer Society.



Team Glasfloss wearing their "Chilling in Pink" t-shirts to show their heartfelt support for Breast Cancer Awareness Month.



T-14 Jared from Southwest FL Mech posing with the "Chilling In Pink" frame.

ASHRAE Announces Full Technical Program for 2027 Winter Conference in Chicago

ATLANTA (October 19, 2026) – ASHRAE has released the full technical program for its 2027 Winter Conference, taking place January 23–27 at the Marriott Marquis Chicago in Chicago, Illinois. Held concurrently with the AHR Expo, January 25–27 at McCormick Place, the conference will bring together engineers, researchers, manufacturers, building professionals and industry leaders to exchange knowledge and explore the technologies and strategies shaping the future of HVAC&R.

The program features more than 100 technical sessions across nine tracks, covering topics ranging from HVAC&R fundamentals and equipment to refrigeration, residential systems, building decarbonization retrofits, artificial intelligence (AI) and thermal network systems. Sessions will offer opportunities to explore new research, examine real-world applications and earn Professional Development Hours (PDHs).

“The challenges facing our industry are complex, and addressing them takes more than new technology alone,” said 2026-27 ASHRAE President Sarah E. Maston, P.E., BCxP, LEED AP BD+C. “We need to share what works, learn from one another and turn technical knowledge into solutions that improve building performance and resilience. The Winter Conference gives our industry an opportunity to do that while connecting with the people who are helping shape what comes next.”

The 2027 technical program addresses a broad range of challenges facing today's building professionals, from decarbonization and existing-building retrofits to emerging technologies and system design. Dedicated tracks will examine advances in thermal network systems, including district heating and cooling, as well as the role of AI in building operations. A new Application Notes in Professional Practice track features individual presentations focused on practical lessons, proven approaches and solutions that can be applied to real-world projects.

Data centers will receive focused attention as the industry responds to growing demand for computing capacity and the infrastructure needed to support it. Sessions in the Real and Artificial Intelligence track will explore data-center environments, power delivery and building and campus design strategies. These discussions will address the engineering considerations involved in designing and operating facilities that can meet increasing demands for performance, reliability and resilience.

Other program areas include refrigeration technologies and refrigerant practices, residential HVAC performance, evolving HVAC&R systems and equipment, and research addressing current industry challenges. Together, the sessions provide opportunities for attendees to deepen their technical knowledge, consider different approaches to common challenges and exchange ideas with colleagues across the industry.

The ASHRAE Learning Institute (ALI) will offer 20 continuing education courses during the conference and AHR Expo. All courses are approved for continuing education credits toward maintaining professional engineering licensure. Offerings include new courses on cogeneration, indoor air quality, and the design and installation of A2L refrigerant systems, as well as Fundamentals of District Cooling System Design (MENA), which provides region-specific instruction for practitioners across the Middle East, Africa and Asia in both SI and IP units.

Attendees can also participate in committee meetings, technical tours, networking opportunities and conference events. The ASHRAE 365 app allows participants to review the schedule, select sessions and build a personalized agenda. On-demand registration will provide access to technical session recordings, downloadable conference papers and additional learning resources for those who cannot attend in person or wish to revisit sessions afterward.

Early-bird registration for the in-person confer-

ence is available through October 28, 2026. Rates are \$885 for ASHRAE members (\$1,160 for nonmembers). The nonmember rate includes a complimentary one-year ASHRAE membership. On-demand and company registration packages are also available.

For the full technical program, registration details, continuing education courses and additional conference information, visit ashrae.org/2027winter.

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.

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

U.S. shipments of central air conditioners and air-source heat pumps totaled 756,739 units in August 2026, increased +11.4 percent compared to 679,378 units shipped in August 2025. U.S. shipments of air conditioners increased +17.2 percent, to 418,323 units, compared to 356,930 units shipped in August 2025. U.S. shipments of air-source heat pumps increased +5.0 percent, to 338,416 units, compared to 322,448 shipped in August 2025.

Year-to-date combined shipments of central air conditioners and air-source heat pumps increased +6.2 percent, to 6,390,257, compared to 6,019,962 units shipped during the same period in 2025. Year-to-date shipments of central air conditioners increased +6.5 percent, to 3,481,613 units, compared to 3,268,714 units shipped during the same period in 2025.

The year-to-date total for heat pump shipments increased +5.7 percent, to 2,908,644, compared to 2,751,248 units shipped during the same period in 2025.

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Carrier to Invest More Than \$600 Million to Expand Advanced U.S. Manufacturing and Engineering

Oct. 22, 2026 -- Carrier Global Corporation today announced plans to invest more than \$600 million over the next three years in a new advanced manufacturing and engineering center in Fort Worth, Texas. Carrier has transformed its commercial HVAC business, leading to record backlog levels and a robust and growing pipeline across many key verticals. The new state-of-the-art site demonstrates Carrier's confidence in its growth in this business and furthers Carrier's commitment to domestic manufacturing as the largest U.S.-headquartered company in its industry.

"This investment reflects the strong demand we are securing for high-performance, energy-efficient solutions and underscores our confidence in the future of American manufacturing," said Carrier Chairman & CEO David Gitlin. "By expanding our U.S. manufacturing and engineering footprint, we are increasing capacity for critical technologies, strengthening supply chain resilience and creating high-quality jobs. We are proud to partner with the Fort Worth community and the State of Texas as we invest in the workforce, innovation and manufacturing capabilities needed to support our customers' growth for decades to come."

This investment supports Carrier's commercial momentum, expanding the company's U.S. manufacturing capacity for advanced thermal management systems, including air- and water-cooled commercial chillers, and helping customers meet growing demand for intelligent climate and energy solutions across data centers, healthcare, education, industrial markets and other key verticals.

Carrier is expected to begin operations in the more than 1-million-square-foot facility in 2027. The investment will create 1,500 advanced manufacturing, engineering and other jobs. Consistent with Carrier's 2030 Sustainability and Impact Goals, the new Fort Worth center is expected to pursue LEED® certification. Fort Worth was selected because of its highly skilled workforce, strong manufacturing base and strategic location that will support the facility's long-term growth and success.

"I'm proud that Fort Worth continues to be one

of the top cities in the nation for advanced manufacturing, and this investment by Carrier is just the latest example of the momentum we're building," said Fort Worth Mayor Mattie Parker. "With the creation of 1,500 high-quality jobs, this project will add to Fort Worth's manufacturing hub at AllianceTexas while strengthening our energy and technology industries for years to come."

"The Fort Worth momentum continues. This new investment from Carrier is a powerful statement about what's possible in our city. It demonstrates that Fort Worth is rapidly becoming a center of choice for advanced manufacturing and engineering services — a destination where companies choose to come to invest, expand and grow," said President and CEO of Fort Worth Economic Development Partnership Robert Allen.

"Carrier's decision to invest in Fort Worth and create new jobs is a significant win for our region," said Ross Perot Jr., Chairman of Hillwood and The Perot Companies. "A global company of Carrier's scale choosing AllianceTexas underscores our region's momentum in advanced manufacturing and the strength of the workforce, infrastructure and supply chain connectivity that continue to attract major employers. We're proud to welcome Carrier and look forward to having them as part of this community."

"With nearly half a million manufacturing jobs open today in the U.S., building the workforce of tomorrow is just as important as building the facilities of tomorrow. By creating good-paying skilled jobs and workforce training opportunities, Carrier is making an investment not only for this community, but in America's long-term competitiveness and economic growth," said the National Association of Manufacturers.

This landmark facility represents the next chapter in Carrier's legacy of innovation, combining state-of-the-art engineering labs with dedicated workforce development organizations. Carrier will partner with local schools and colleges to help prepare the next generation of skilled talent.

Bluon Brings Deep HVAC Asset Intelligence to Contractors and Property Managers

IRVINE, Calif. – Oct. 13, 2026 – Bluon today announced the launch of Asset Manager, a new feature that enriches historical equipment records to help contractors and property managers uncover new value and revenue opportunities.

Unlike AI generated equipment specifications and intel, which is limited and subject to very high error rates, Bluon's proprietary dataset provides deep equipment intelligence that is 99.9% accurate covering more than 35 million unique model numbers across 270 OEMs dating back to 1980. Bluon can enrich the vast majority of historical equipment records with valuable intelligence, including full model specifications, equipment age, warranty status, original manuals + documentation, common problems, complete bill of materials, part specifications and replacement part options.

With deep and accurate intelligence on their customer equipment records, contractors can now create value for their businesses through lead generation, increased revenue opportunities, more profitable service contracts, smarter dispatching and improved first-time fix rates. Bluon's Asset Manager gives commercial and residential HVAC contractors an extraordinarily effective way to grow their business organically by mining their enriched customer equipment records.

Many contractors have thousands, or even millions, of model numbers and/or nameplate photos stored in their customer records with little to no additional information on each piece of equipment. Historically, these model numbers or unprocessed nameplate images provide virtually no value to their business, other than identification. Once enriched by Bluon's Asset Manager feature, contractors can efficiently plan inventory for maintenance + service agreements, identify customers with R-22 equipment that can be retrofitted, flag lower-SEER systems to target for an upgrade providing a favorable ROI or target customers and regions based on equipment types with certain specifications.

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Women in HVACR Celebrates Industry Leaders, Professional Growth at 2026 Annual Conference

(Continued from Cover Story)



Becky Hoelscher, senior account manager at Arkema, received the Network Pillar Award. Hoelscher has nearly 20 years of industry experience in procurement, sales and marketing. She has been active with ACCA, NATE, HARDI, PHCC and PAHRA and has served vocational schools in an advisory role.

Women in HVACR also presented its 2026 Leadership Awards, recognizing leaders making an impact across the HVACR and home services industries.

The 2026 Leadership Award recipients are:

- Sonya Fryer, client success manager for

CertainPath, Advocate Leadership Award

- Rosa Leal, senior manager of global product strategy and customer experience at Rheem Manufacturing, Manufacturer Leadership Award
- Treasure Boston, owner of Cline's Heating & Air, Office and Operations Leadership Award
- Teri Rogers, chief marketing technology officer at Alps Controls, Vendor and Distribution Leadership Award

"These award recipients reflect the many ways leadership can make an impact in HVACR," Side-

bottom said. "Through mentorship, education, networking and innovation, they are opening doors and helping more women build successful careers in our industry."

Other conference highlights included the Starting Line Reception at the Indianapolis Motor Speedway Museum, a mentorship mixer, Vendor Expo Tailgate Party, Green Means Go Gala and a "Grease" themed party. Workshops and Momentum Moments covered AI, personal branding, workforce retention, communication and leading through change.

For more information, visit womeninhvacr.org.

DiversiTech® Announces Industry's First A2L-Certified Asurity® Condensate Pumps

October 12, 2026 (Duluth, Ga.) – DiversiTech, a leading manufacturer and supplier of HVAC/R parts and accessories, today announced that condensate pumps under its Asurity® brand have successfully passed rigorous in-field testing and are now A2L certified per UL 60335-2-40, helping contractors meet evolving safety requirements as the HVAC/R industry transitions to lower Global Warming Potential (GWP) refrigerants.

The transition to A2L refrigerants, driven by EPA regulations and industry-wide sustainability initiatives, is reshaping HVAC/R installation and service practices. As the use of low-GWP refrigerants becomes the industry standard, contractors require components designed to support these new systems while maintaining safety, reliability, and performance.

Asurity Condensate Pumps are the only condensate pumps currently available in the United States and Canada that combine proven condensate management performance with validated A2L certification, providing contractors with confidence as they navigate changing refrigerant regulations.

"North American Contractors are looking for products that help them stay ahead of regulatory changes without compromising performance or reliability," said Aaron Engel, Condensate Management Product Line Leader. "By achieving the very stringent A2L certification for our Asurity condensate pumps, we're providing HVAC/R professionals with a trusted solution that supports the industry's transition to low-GWP refrigerants while delivering the safety, quality and dependability they expect from the Asurity brand."

Asurity Condensate Pumps are part of a comprehensive condensate management portfolio, which also includes Overflow Switches, Drain Pans, Treatments, Drain Traps, and Accessories. Together, these products are designed to help prevent condensate-related water damage and provide more complete system protection. In addition, qualifying Asurity condensate management installations are backed by the Asurity Promise, an industry-first protection program that provides up to \$5,000 in water damage coverage to contractors who install approved Asurity Condensate Management systems. The program delivers added peace of mind for contractors while helping protect homeowners from costly condensate overflow incidents. For more information about Asurity Condensate Pumps, visit asurityhvacr.com

Arco Supply, Inc.
Christmas Pig Roast

Thursday, December 17, 2026
12-2PM

We invite all Customers and Friends to join us for our Annual Cuban Pig Roast. This is our way of giving thanks to you, our loyal customers, for your valued business. We look forward to celebrating the holiday season with you!

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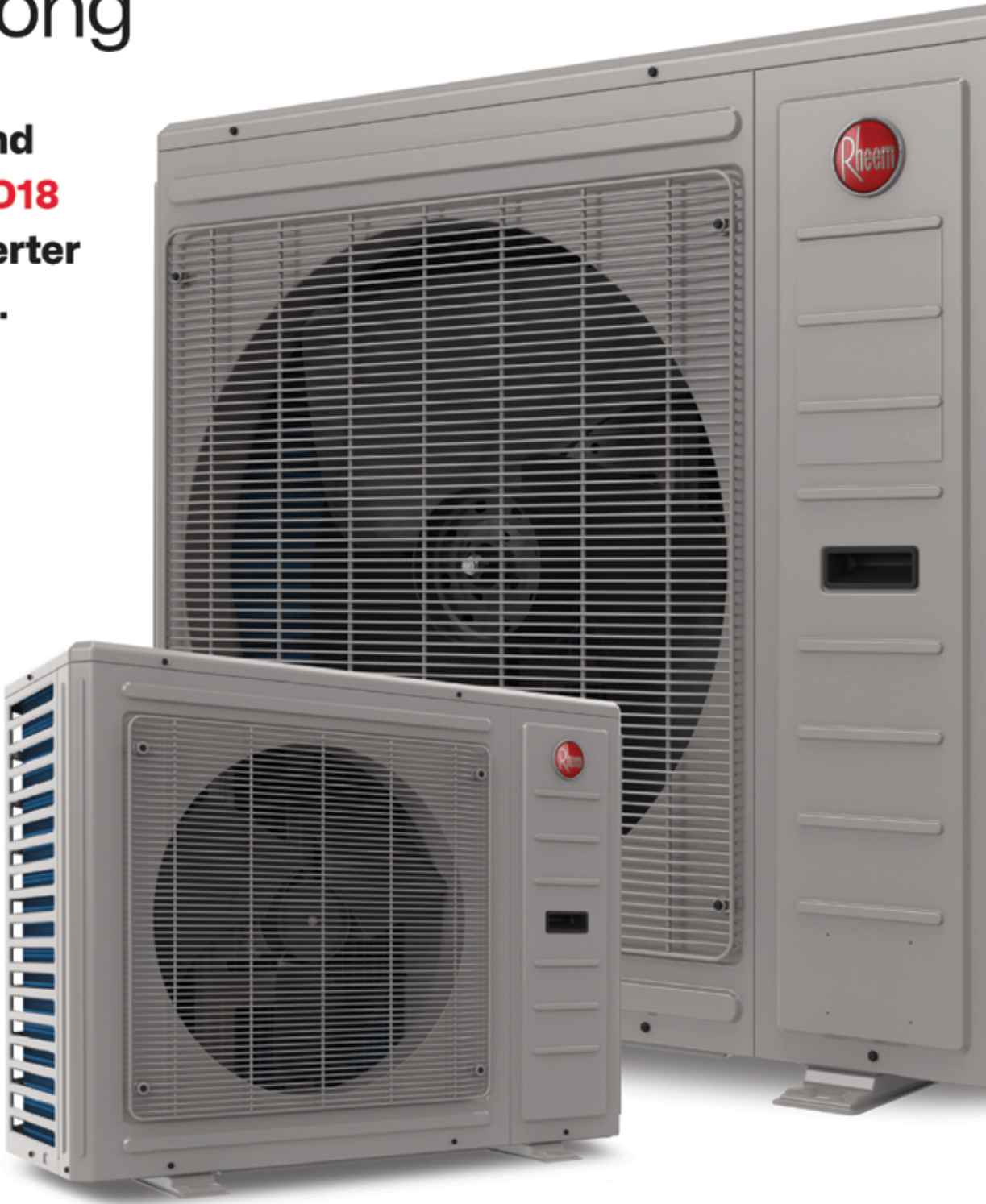


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Bring any of the following food items to any Tropic Supply Resource Center across the state of Florida during the month of November.

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Canned Fruit or Vegetables
Bottled Water or Juice
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Breakfast Bars
Peanut Butter
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Ketchup/Mustard
Pancake Mix
Canned Meat
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Each donation will earn you one entry into our raffle for a chance to win one of the prizes listed below.*

*Minimum of one winner per Tropic Supply Resource Center

RAFFLE PRIZES

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- One \$200 Bass Pro Gift Card courtesy of Armacell
- One Maxi Blue Fascia Kit Condensate Pump courtesy of Blue Diamond
- One YETI Tundra® 35 Hard Cooler courtesy of Chamberlin
- One Cooper & Hunter System (OS-SR12-230VO & OS-12SRW-230VI) courtesy of Cooper & Hunter
- One VPS6DU Vacuum Pump courtesy of CPS
- One ecobee Smart Thermostat Premium courtesy of ecobee
- One \$200 Tropic Supply Gift Card courtesy of HeatCraft
- One Jug of Honeywell R-454B Refrigerant courtesy of Honeywell
- One Whisper Ultrasonic Leak Detector courtesy of INFICON
- One MODbox™ Two-Drawer Rolling Toolbox courtesy of Klein Tools
- One Dottie Hydro Flask Insulated Cooler (20L), Bottle Openers, Waterproof Bluetooth Speaker, Deck of Playing Cards courtesy of L.H. Dottie
- One \$200 Tropic Supply Gift Card courtesy of Little Giant
- One \$200 Tropic Supply Gift Card courtesy of MA-LINE
- One Mueller Streamline-Branded Arctic Cooler courtesy of Mueller
- One \$200 Tropic Supply Gift Card courtesy of Nu-Calgon
- One Milwaukee PACKOUT Rolling Toolbox courtesy of Precision Aluminum
- One 20-Can Soft Pack Cooler courtesy of POLYKEN (Berry Global)
- One QT8040 QwikPad courtesy of Qwik Products / Mainstream
- One Large Grill courtesy of RectorSeal
- One \$200 Tropic Supply Gift Card courtesy of Refrigeration Technologies
- One REME HALO Unit courtesy of RGF
- One \$200 Tropic Supply Gift Card courtesy of Russell / HTPG
- One \$200 Tropic Supply Gift Card courtesy of Ruud
- One Sensi Equipment Interface Module (Indoor + Outdoor) & Touch 2 Smart Thermostat Bundle courtesy of Sensi by Copeland
- One \$200 Tropic Supply Gift Card courtesy of Sigma Engineering
- Three SPE-MVLEZDS Kits (Three Winners) courtesy of Spectroline
- One Sporlan-Branded Backpack courtesy of Sporlan (Parker Sporlan)
- One Big Boy Tank Stand courtesy of THE METAL GROUP
- One \$200 Publix Gift Card courtesy of UNIWELD
- One Alloy Ratchet Tube Bender Kit courtesy of Yellow Jacket

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Message from FRACCA President Bryan “BJ” Lingerfelt



November - Experiencing Gratefulness.

The month of November should be a time of being Grateful for all things 2026, because IT IS What It IS. Celebrate your Success!! and learn how to prepare to deal with unforeseen setbacks. Visit a Local Chapter meeting and talk to your peers, you never know how an hour and a half could change the trajectory of your Company. Local meetings & events for the State can be found on the www.FRACCAAir.com website or your local Chapter Website.

Almost every chapter had events during October and finishing out November with a few more.

One of the Initiatives for the next Legislative Session that our FRACCA Lobbyist will be working on is the following:

NOTICE OF COMMENCEMENT EXEMPTION (s. 713.135, F.S.)

Residential HVAC changeouts are now approaching \$17,500, which has effectively erased the current

\$15,000 exemption from the notice of commencement requirement and added cost and delay for homeowners on routine replacements. Our bill fixes that.

We worked directly with DBPR leadership on the language, including Director of Legislative Affairs Christie Fazekas and Deputy Secretary Thomas Campbell. DBPR did not want the responsibility of publishing an annually adjusted dollar threshold, but it is comfortable with exempting all residential HVAC repair and replacement from the notice of commencement requirement regardless of contract amount. For commercial work, the bill keeps the \$15,000 threshold and adjusts it each year by CPI beginning in 2028. Deputy Secretary Campbell called the language workable, and BJ and Paul have signed off on it. The proposed effective date is July 1, 2027.

Spa heat pump fix. The bill will also carry our spa heat pump language, which allows our contractors to install spa heat pumps. We have worked this issue in Tallahassee for the past two sessions without it cross-

ing the finish line, and pairing it with the notice of commencement fix gives it a strong vehicle this year.

Sponsors. We are working with Sen. James Buchanan in the Senate and Rep. Randy Maggard in the House to sponsor the bill for the 2027 Session. Rep. Maggard's office has the draft for review, and we will report back as soon as both sponsors are confirmed and the bill is filed. Having DBPR on board from the start should help the bill move smoothly through committees.

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: Annual GOLF Tournaments, more to follow! 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

Tropic Supply North Miami Hosts Regal Rexnord ECM Motor Solutions Lunch & Learn

On Tuesday, October 6th, from 11:30am - 1pm, Tropic Supply North Miami hosted Regal Rexnord ECM Motor Solutions Lunch and Learn. Ken Darin of Regal Rexnord was the facilitator.

The Learning Objectives were - 1) Better installs by learning Regal ECM motor features, applications, and installation best practices. 2) Better diagnosis and repairs through troubleshooting smarter and seeing how stocking five motors can solve up to 98% of field failures. 3) Better maintenance and profitable upsells in discovering the advantages of the new dual-voltage ECM condenser motor and the added value it offers customers. For more information on upcoming educational opportunities and in-store events please visit www.tropicsupply.com/s/content/events.



Yani Soto, Jen Cepeda, Stacy Edelson, and Kara Blue of Tropic Supply, Ken Darin of Regal Rexnord, and Andy Taylor of Leone Green



Alexander Barriera of Royal Air Conditioning and Larry Michelson of Custom Air Supply inspecting a Evergreen ECM Motor



Ken Darin of Regal Rexnord shared how stocking five motors can solve up to 98% of field failures

Boldr: Beyond the Thermostat for Ductless Mini Splits

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↓ Pro benefits

- 5

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Why SAMSUNG? Discover A Better Mini-Split Option Built For Today's HVAC Pro

In October, Tropic Supply hosted multiple SAMSUNG Demo Days at Resource Centers across Florida.

Event Highlights:

Smarter Solutions for Your Customers:

Attendees explored SAMSUNG's versatile mini-split lineup and discovered additional options to confidently recommend during their next job.

Better Installations:

Contractors gained valuable insights into SAMSUNG mini-split features, installation

techniques, and commissioning best practices to improve efficiency and minimize callbacks.

Improved Diagnostics and Repairs:

Participants strengthened their SAMSUNG product knowledge and learned practical diagnostic techniques to support faster troubleshooting and more successful repairs.

Meet the Expert, Hays Bassett:

With nearly 13 years of HVAC industry experience, Hays Bassett brings a wealth of technical expertise and business development experience.

His background includes system applications, product selection, design support, and troubleshooting.

With extensive knowledge of the Florida HVAC market, Hays works closely with contractors and distributors to deliver practical solutions for residential and commercial projects.

Other Tropic Supply Events:

Visit www.tropicsupply.com/eventscalendar for more information on upcoming educational opportunities and in-store events.



Yani Soto, Alexander Garrido, and Jen Cepeda of Tropic Supply with Hays Bassett of SAMSUNG for the Demo Day at North Miami Resource Center.



Carlos Carol and Daniel Dumenos of Pilar Air Conditioning with Hays Bassett of SAMSUNG.



Ron Rohde of Hilling Air Conditioning with Hays Bassett of SAMSUNG.



Jason Godwin of Tropic Supply, Hays Bassett of SAMSUNG, Austin Harrell, Ashton Hodges, and Mario Arellano of Tropic Supply.



Daniel Monseca of Miami Dade Public Schools with Hays Bassett of SAMSUNG.



Hays Bassett of SAMSUNG with Reggie Bernhardt and Orlando Castro of Reliable Air Conditioning.



Hays Bassett of SAMSUNG, Will Sernerzier and Gary Marcotte of Superb Family AC, Mike Biditoe of Rohme AC, and Emiel Addison AC Technician.



Marc Arcano of Tropic Supply with Hays Bassett of SAMSUNG for the Demo Day at the Sunrise Resource Center.



Hays Bassett of SAMSUNG highlighting the newest WindFree Wall Mounted Residential Mini-Split Unit.



Argeny Bautista of High End Service, Jennifer Conception of Tropic Supply, and Hays Bassett of SAMSUNG.



Hays Bassett of SAMSUNG with Todd Poirier and Joseph Giliberti of Tropic Supply Delray Beach, and Darius Shaw of Advanced Mechanical Systems.



SAMSUNG Demo Day at Tropic Supply North Miami showcasing high-quality mini-splits!



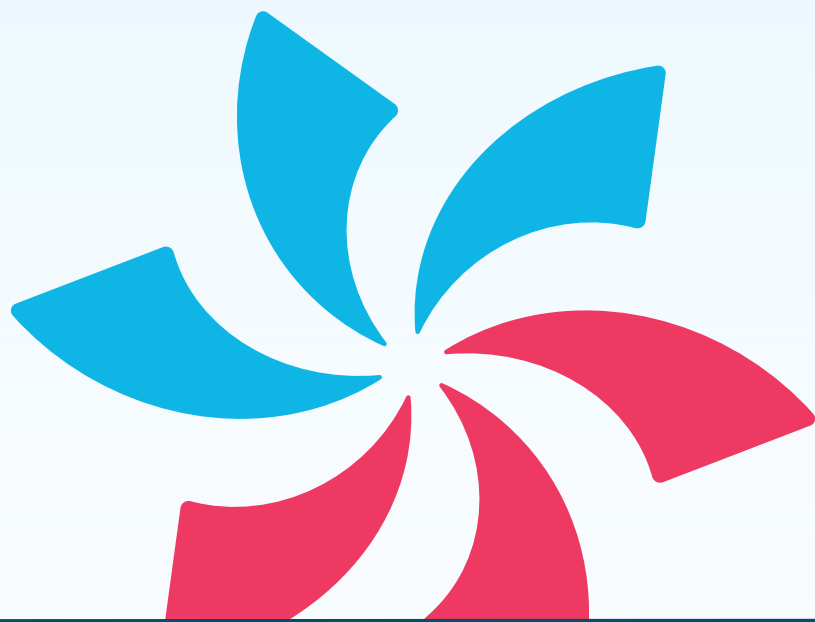
Todd Poirier, Chris Jones, Joseph Giliberti, and Belen Cabrera of Tropic Supply with Hays Bassett of SAMSUNG.



Hays Bassett of SAMSUNG with Jason Godwin of Tropic Supply in Tallahassee.



Joe Zvolenski, Charles Augustine, and Emily Bowein of Tropic Supply Sunrise with Hays Bassett of SAMSUNG.



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24th Annual Golf Tournament at Winston Trails Golf Club October 24th, 2026



On October 24th, PBACCA held their 24th Annual Golf Tournament at Winston Trails Golf Club, with around 100 Golfers who teed off at 8:30am. Lite bites and coffee were provided before tee time. The awards lunch followed the tournament.

Over \$2,222 dollars were raised at this event to help support the Maury Jacobson Scholarship and Education fund. Beneficiaries of the Education & Scholarship Fund were, The Royal Palm Beach High School Air Conditioning Program, and The Maury Jacobson Scholarship Fund. PBACCA would like to

thank all of the sponsors, participants, volunteers and Winston Trails Golf Club for helping make this tournament possible!

Ultravation was the Title Platinum sponsor. RGF was the Gold and Lunch Sponsor. Johnstone Supply was the prize sponsor. Winners are as follows:

1st Place Tournament Winners were Ben Walker, Joe Vonstetten, Bain Monteith, and Billy Falconio of Ferguson. 2nd Place winners were Arthur Maxwell, Brad Lindstrom, Kevin Beatty, and Mathew Daniele of Ferguson. 3rd Place winners were

Randy Castricone, Paul Cleary, Adam Rousseau, and Brady Nuss of HVAC Mafia. Longest Drive Winner was Andy Taylor of Leone Green and Closest to the Pin was Bill Breecher of RGF Environmental Group Team.

The Mission of the Palm Beach Air Conditioning Contractors Association is to better assist its members to manage their companies more efficiently, acquire, serve and satisfy their customers. Looking forward to see everyone again next year at the 25th Annual Golf Tournament!



Registration was fast, as everyone enjoyed some morning bites and coffee before the tournament



The Ladies of RGF Environmental showing their latest IAQ products!



Golfers received tournament instructions and were getting ready to start!



Sean Whalen, Corey Derdorff, Mark Rieser, and Dan Thompson of Whalen Air



Andy Taylor, Gary Giancarli, Slobodan Mijovski, and Anthony Buhler of Ultravation



Alan Riddle, Michael Roberts, Owen Dowle, and Robert Thomas of Johnstone Supply



Sean Caplan, San Rosado, Rickie Bussey, and Michael Millican of Air Ref



Rob Mayhew, Ed Bossie, Hunter Bossie, and Justin Bossie of Tropic Supply



Scott Russell, Chris Erikson, Tyler Rush, and Steve Jeziorowski of Ultravation



Jason Ploysungvarl, Joey Voss, Dario Alvarez, and Michael Hobbs of Steven K. Denny



Michael Kelly, JD. Debosckey, Robin Broderick, and Bill Breecher of RGF Environmental Group



Timothy Klaus, Riley Klaus, Kyle Palmer, and Austin Staats of Klaus Air Conditioning



Randy Casticone, Paul Cleary, Adam Rousseau, and Brady Nuss of HVAC Mafia



Nick Johnson, Rob Tinley, and Evan Johnson of Ferguson



Benjamin Walker, Joe Von Stetten, Billy Flaconio, and Bain Monteith of Ferguson



Matt Daniele, Kevin Beatty, Arthur Maxwell, and Brad Lindstrom of Ferguson



Alexa Lee of PBACAA, Sean Caplan, Sam Rosado of Air Ref, and Rolando Barreto



Tony Kiser, Katie Veltri, Andrew Hofstrand, and Seth Robbins of EDS Air Conditioning



24th Annual Golf Tournament at Winston Trails Golf Club October 24th, 2026



Chris Erickson and Andy Taylor of Leone Green & Associates / Ultravation



Jeff Foster, Jamie LoCastro, Jeff Rowell and Brett Lang of Smyth Air Conditioning



Jim Pickard, Richard Petricine, Mike Skiles and Noah Gonyer of CMI Air Conditioning



Fred Barch, Chris Romano, Joe Cortes, and Lyle Agnew of Workforce Education



Royal Palm Beach High School helping out at the PBACCA Golf Tournament



Danny Schwab and Erika Consuegra of AC Drain Wiz



Nelson Carranza of Johnstone awarded a high tech Lego set to Arturo Alba of Arco Supply



Closest to the Pin was awarded to Bill Breecher of RGF Environmental Group



Longest Drive was awarded to Andy Taylor of Leone Green



3rd Place Winners: Randy Casticone, Paul Cleary, Adam Rousseau, and Brady Nuss of HVAC Mafia



2nd Place Winners: Matt Daniele, Kevin Beatty, Arthur Maxwell and Brad Lindstrom of Ferguson



1st Place Winners: Benjamin Walker, Joe Von Stetten, Billy Flaconio, and Bain Monteith of Ferguson

Women in HVACR and Carrier Team Up to Award \$55,000 in Scholarships

Next generation of industry workforce represented by 11 outstanding students



TALLAHASSEE, Fla. – Oct. 16, 2026 – Women in HVACR (WHVACR), a nonprofit organization dedicated to empowering women in the heating, ventilation, air conditioning and refrigeration trades, and Carrier Global Corporation, a leader in the HVACR industry, have partnered to provide scholarships to 11 exceptional female students training for

technical careers.

Open only to currently enrolled students at a college or trade school with a minimum 3.0 grade average, each scholarship provides \$5,000 applied directly to the recipient's educational expenses. The scholarships were presented at WHVACR's recent annual conference in Indianapolis. Six scholarships were funded by WHVACR and five were supported by Carrier for a total of \$55,000 in educational support.

"Our industry faces a tremendous challenge in meeting the demand for well trained and qualified workforce," said Women in HVACR President Jane Sidebottom. "By providing these scholarships we hope to motivate more women to consider the incredible opportunities in skilled trades, with diverse paths from entry-level technician roles to ultimate business ownership."

The 2026 scholarship winners are:

- Dalila Aguirre, a student at Tulsa Tech
- Jenna Alred, a student at Northwestern Technological Institute
- Brittany Caffey, a student at the College of Southern Nevada
- Latoya Howard, a student at Southern Regional Technical College
- Kendra Kalstad, a student at Northwest Tech-

nical College

- Anah Kincheloe, a student at Lamar Institute of Technology
- Krrisha Patel, a student at the University of Pennsylvania
- Aayana Roy, a student at the University of Wisconsin-Madison
- Jaqua Seay, a student at the New York City College of Technology
- Tyra Talley, a student at the University of Arkansas' Pulaski Technical College
- Alexa Wilson, a student at Southern Technical College

"This year's winners reflect a wide range of experiences and ambitions, from following in their families' footsteps and transitioning into new careers to aspiring to own businesses," Sidebottom said. "They are passionate about expanding opportunities for women in traditionally male-dominated fields, especially in HVACR, and recognize the valuable perspectives women bring to problem-solving. They also hope to challenge conventional industry boundaries and serve as leaders and mentors for the next generation of women in the trades."

For more information about Women in HVACR, visit womeninhvacr.org.

Performance Pointers

By James Ball

(continued from page 11)

Look Beyond the Equipment - You do more than install equipment and keep it running. Your customers depend on you to make their homes comfortable, healthy, and efficient.

Duct leakage can undermine all three goals. The next time a customer complains that a room never gets comfortable, don't automatically assume the equipment is the problem.

Before deciding the system isn't producing enough conditioned air, make sure that air is reaching where it belongs.

Measure - Don't guess

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

HARDI Distributors Report 7.6% Revenue Increase in August

COLUMBUS, OH—Heating, Air-conditioning & Refrigeration Distributors International (HARDI) released its monthly TRENDS report, showing sales by HARDI distributors increased by 7.6% during August 2026. The annual sales growth for the 12 months through July 2026 is an increase of 3.4%.

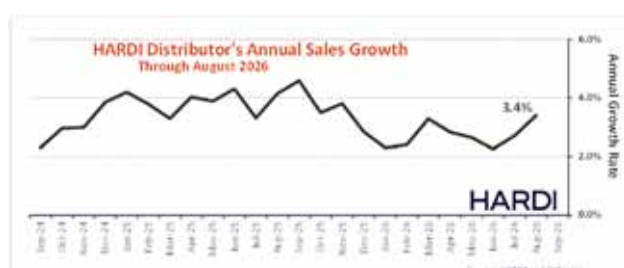
"July and August were the best back-to-back sales growth since late 2022 after the sales growth peaked," said Brian Loftus, Senior Market Analyst at HARDI. "The 7.6% gain this month was helped by warmer than normal temps against below normal temps in most regions last August."

HARDI's monthly distributor sales survey also calculates Days Sales Outstanding or DSO which is a measure of how quickly customers pay their bills. The DSO for August 2026 was less than 37 days which is about the same as July, and comparable to July and August last summer. "The DSO is not indicating any market stress. We expect it to increase the next few months as part of the normal seasonality."

"It is nice to see a couple of good months of sales growth," said Loftus. "That is a more encouraging headline than the increasing inflation and interest rates."

HARDI members do not receive financial compensation in exchange for their monthly sales data and can discontinue their participation without prior notice or penalty. Participation is voluntary, and the depth of market coverage varies from region to region. An independent entity collects and compiles the data that can include products not directly associated with the HVACR industry.

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



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Danfoss Expands Wholesale Distributor Support Team in North America

With the goal of increasing support for its distributor customers, Danfoss Climate Solutions has expanded its North America wholesale distribution sales team, hiring two account managers, a channel development manager, a channel sales manager and a technical training manager. This increase in investment reflects the company's commitment to building stronger relationships and more effective communication with distributors and contractors.

James Taylor, channel development manager, will develop and manage channel business promotions, research and recruit new distribution partners, and facilitate the Danfoss distribution partner program, including Danfoss's distributor advisory council. He has over 30 years of experience in technical service, outside sales, branch management and sales management in the HVAC/R distribution and aftermarket channel.

Jason Sniff, channel sales manager, will lead distribution account managers to develop territory and account strategies, with the goal of enhancing relationships with existing accounts and developing new distribution partners. He has over 25 years of experience in the HVAC/R industry and distribution sales channel.

Nelson Pinero, account manager, will support wholesale distribution partners in Colorado, Oklahoma, Kansas, Nebraska, and portions of Texas and Missouri. He has over 35 years of experience in the HVAC/R industry, serving as a technician, sales representative, project manager, account management and regional manager at several companies.

Robert McConnell, account manager, will support Danfoss' distribution and wholesaler partners in New York and New England. He brings over 20 years of experience supporting the sales and growth of technical products via the distribution channel.

The larger account team will enable increased responsiveness and in-person interaction between account managers and customers. Rick Sporrer, director of indirect sales in North America, emphasized that this shift will "reduce complexity, give our wholesale distribution customers a single point of contact, and allow us to be more consistent in our distributor support." He noted that the team's growth will continue, with plans to hire two additional account managers in the coming months.

To ensure that distributors and contractors have the knowledge needed to install and recommend Danfoss products, the team also hired a technical training manager, Tony Schluttenhofer. Tony brings over 20 years of experience as an HVAC service technician and trainer to his role and will work with the account managers to conduct product training and informational visits at distributor locations for their contractor networks.

Sporrer is excited about the team's growth, noting that supporting distributors and contractors is a priority for Danfoss. "Building relationships with distributors and contractors is essential to our business. We want to be seen as a consistent partner in the channel and provide distributors and contractors with the knowledge and confidence to promote Danfoss products to their customers."

Honor an HVACR Instructor & Free Opportunity for Instructors to Attend

Most Influential HVACR Educators & Trainers, Sponsored by TruTech Tools. If you are an HVACR educator or trainer, have others nominate you to be one of the 2027 Most Influential Educators / Trainers.

This is an opportunity to stand out, and have those you have inspired let others know about the difference you made in their lives. Nomination are open to educators and trainers in any part of the HVACR industry.

Up to 25 honorees will: 1. Receive a commemorative plaque. 2. Be recognized onstage at the 2027 National HVACR Education Conference (March 21-24, 2027, Las Vegas). 3. Have their names featured on the official Top 25 T-shirt given to every attendee.

Previously nominated? You are eligible again.

Nominations close October 30, 2026. It only takes a few minutes.

Opportunity To Attend The Conference For Free - D. Brian Baker Memorial Scholarship, Sponsored by Fluke. If you've been teaching HVACR for 5 years or less and have never attended the National HVACR Education Conference, here is your opportunity to go for FREE!

Free conference registration / Free three nights' lodging / and Free roundtrip airfare to Harry Reid International Airport (LAS)

Join fellow educators in Las Vegas, March 21-24, 2027, at no cost to you. The deadline for scholarship applications is Friday, December 18, 2026.

Daikin SkyportCare Wins Coveted 2026 Integrated Home Competition Award



WALLER, Texas, October 25, 2026 – Daikin SkyportCare, a robust, embedded commissioning and service platform designed for residential HVAC contractors, has won a 2026 Integrated Home Competition Award sponsored by CEE, the binational Consortium for Energy Efficiency.

Daikin Comfort Technologies North America, Inc. (Daikin) designed the SkyportCare cloud-based platform to help both contractors and homeowners with assurance that their Daikin, Amana® brand, or Goodman HVAC systems have been installed properly and then continue to perform effectively.

“Daikin SkyportCare represents a huge win for consumers and installers alike, with the potential to reduce installation issues and associated efficiency losses, while educating customers about maintenance to prevent future problems,” remarked one of the 2026 Integrated Home Competition judges.

“Integrated with Daikin’s connected controls ecosystem, SkyportCare helps contractors move beyond a one-time installation event to a digitally verified, lifecycle-based service experience,” according to the judges.

“Connecting installation, verification, 24/7 x 365 days a year reporting, telemetry diagnostics and service alerts into one platform, SkyportCare is designed to help improve installation quality, maintain long-term system performance and supports proactive maintenance to help strengthen homeowner relationships with their trusted HVAC professional,” explains Lee Smith, Vice President of Strategic Marketing and Environmental Technology Solutions for Daikin.

Using SkyportCare, HVAC technicians are guided through a structured Quality Install workflow. They can configure system settings for optimal performance, calculate required refrigerant volume, verify added refrigerant charge, and run a system test. Refrigerant charge can be validated for specific systems and regions, with convenient preset equipment and location profiles available.

After installation, SkyportCare generates a detailed commissioning report for technicians that can also be provided to the homeowner documenting system configuration, operating parameters, performance data and installation results. The commissioning report helps provide peace of mind to both the contractor and homeowner as an acknowledgment of adhering to Daikin’s installation standards.

“Post-installation challenges can be a burden to contractors and cost them valuable time,” says Vish Ganesan, Director of Residential Controls and Solutions for Daikin. “SkyportCare helps contractors minimize callbacks by facilitating a comprehensive digital commissioning process while also empowering remote system monitoring, diagnosis and adjustments – instead of rolling out a truck and technician.”

“Commissioning reports are powerful tools that can help nurture connections with homeowners, while potentially minimizing callbacks,” explains Ganesan. “They can help provide homeowners with confidence that their system was installed and is operating in accordance with manufacturer expectations.”

After installation, homeowners can choose to give their trusted HVAC professional remote, secure access. With remote access, SkyportCare lets technicians diagnose, adjust and optimize system performance using a computer, smartphone or tablet, while receiving alerts and notifications if issues arise. HVAC professionals can generate performance insights and trends gleaned from the system’s operational data. Regular performance reports and maintenance reminders, like filter changes, can be sent to the homeowner.

“Being able to meet a homeowner’s needs remotely without sending a technician out is a powerful benefit of SkyportCare,” says Ganesan. “That can avoid interrupting the homeowner’s routine, while demonstrating a proactive service approach and potentially saving HVAC contractors valuable time.”

Awards sponsor CEE is a leading United States and Canadian consortium of efficiency program administrators working to develop consensus-based strategies that accelerate adoption of energy efficiency and load management solutions, with an emphasis on delivering energy and demand savings through Demand Response and Virtual Power Plant programs.

The competition judges noted that North American utilities and efficiency program managers can also benefit from SkyportCare’s commissioning reports by providing additional assurance that customers will achieve intended optimal performance end-use savings from Daikin HVAC systems.

For homeowners, Daikin offers a companion SkyportHome app featuring a user-friendly interface with remote thermostat control, humidity and air quality monitoring and control, alerts and maintenance notifications.

SkyportHome supports multiple zone control, home-and-away geofencing, plus energy insights. Homeowners can adjust schedules, heating or cooling modes and airflow settings even when away from home, while seamlessly integrating the SkyportHome app into their existing smart home setup.

“Daikin is honored to be recognized by the 2026 Integrated Home Competition,” says Smith. “Ultimately, SkyportCare and SkyportHome can help provide peace-of-mind for both contractors and homeowners, as well as provide necessary information for utility and government programs, while creating opportunities for HVAC professionals to support productivity and strengthen customer relationships.” For more, visit the SkyportCare and SkyportHome homepage.

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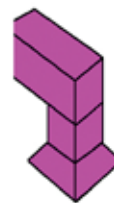
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For his anger lasts only a moment, but his favor lasts a lifetime; weeping may stay for the night, but rejoicing comes in the morning.

Psalm 30:5 (NIV)



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