

HVACR

T • O • D • A • Y

Serving the Heating, Ventilation, Air Conditioning and Refrigeration Industry in Arizona

Volume 33 Number 10

www.HVACRTodayAZ.com

June 2026

Midstate Mechanical celebrates 40 years in business

Alan M. Petrillo
HVACR Today

Midstate Mechanical, a full service mechanical contracting firm specializing in commercial and industrial projects, is celebrating its 40th year in business this year.

Established in 1986, Midstate Mechanical was founded by the now-retired Dave Jones and the late Mike Shusman as a small family business that has expanded to become one of the largest mechanical contractors in Arizona.

Bob Sowa, Midstate Mechanical's president, said that the company has offices in Phoenix and Tucson and has more than 200 employees, which is expected to rise to 250 by the end of this year. Midstate Mechanical fields 106 trucks and employees include technicians, installers, other field staff and office workers.

Sowa pointed out that Midstate Mechanical started out as a piping company that quickly branched out to bring in working in sheet metal.

"Customers then asked for plumbing and HVAC installation and services, so we added plumbing in the late 1990s, and then in 2023 with our merger with Kassel Mechanical based in Columbus, Ohio, brought in mechanical, electrical, plumbing



and fire protection under one company," Sowa said. "This growth, and the solid reputation we've built, reflect our commitment to quality, safety, training, and customer satisfaction."

Sowa noted that Midstate Mechanical has a long-standing reputation for maximizing productivity by reducing costs and ensuring timely project completion.

"The confidence we build is the founda-

tion of our business and the reason our clients come back to us time and time again," he said. "Innovation, creativity, technical excellence, and a drive to meet our customers' needs continue to guide our company. Our goal is to surround our customers with people who have the technical knowledge and insightful expertise to help them achieve their goals while looking for ways to reduce costs wherever possible."

Sowa observed that Midstate Mechanical has the capacity, experienced people, and capabilities, backed by unmatched mechanical contracting expertise, to support both large and small projects."

Sowa joined Midstate Mechanical in September of 2008 as a project manager, and was promoted to president in January of 2023. He has more than 25 years of experience in the mechanical industry, officially launching his contracting career in 2004 in Phoenix while attending Del E. Webb School of Construction at Arizona State University. Sowa started in sales and engineering support, and with his training and varied background, gained a unique advantage in many aspects of construction management leading to strong leadership, communication, interpersonal, and organizational skills.

Sowa stressed several elements as priorities on each of Midstate Mechanical's projects. "Our first priority is to ensure a safe environment for all," he said. "We strive to provide the highest safety standards in proactive risk management and create a safety-first culture in everything we do."

"The next focus is on proper strategies, clear and listened goal-setting, firm com-

See 'Midstate' page 9

Staycool Products opens Phoenix manufacturing factory

Alan M. Petrillo
HVACR Today

Staycool Products, a manufacturer specializing in high-performance portable evaporative coolers, has opened a facility in Phoenix to make evaporative media products.

Matt Pretel, Staycool Products sales and marketing director, noted that the company has more than 40 years of experience in the evaporative cooling industry, and designs and builds the SlimKool Elite and KOOL KUBE coolers specifically for the U.S. market.

He pointed out that the products are engineered for reliability in residential, commercial, and industrial environments to

deliver powerful, energy-efficient cooling.

"At the heart of every unit is our exclusive StayCool Cooling Media, a premium-grade product developed to provide superior evaporative efficiency, longer service life, and cleaner, odor-free performance," Pretel said.

Pretel added that the 43,000-square foot factory is located at 1640 S. 39th Ave., Suite B, in Phoenix.

Pretel said that Staycool Products evaporative media pads are used in a number of different applications, including in data centers where they are used as precooling media before the air conditioning units kick in, in green house facilities, in large commercial HVAC installations that use media

pads, and in various other uses.

Pretel pointed out that Staycool Products' flagship cooler lines, SlimKool Elite and KOOL KUBE, are available in multiple sizes with advanced tri-inlet designs, oversized water tanks, and rugged rust-proof PolyPro cabinets that deliver maximum airflow and dependable performance at the best value.

"We offer solutions for any spot-cooling need," he observed. "All units are equipped with our industry-leading StayCool Cooling Media, ensuring optimal cooling efficiency and lasting durability."

Pretel said that the company's Phoenix manufacturing facility allows Staycool Products to deliver shorter lead times,

lower shipping costs, and reliable availability for customers throughout the United States.

He said the company's Staycool PRO unit has a 6.7-millimeter (mm) flute size, widths up to 20 inches, heights up to 78 inches, and depths up to 24 inches. Duro edge coating can be had on one or two sides.

The StayCool HD has a 4.5-mm flute size, widths up to 20 inches, heights up to 60 inches, and custom depths, with a PolyGlu edge coating available.

The StayCool FR is an oxide free poly-paper FR and glass fiber FR media with a rigid durable construction that is UL 723 certified (ASTME84).

Inside

Troubleshooting: A low side pressure problem	2
Hercules donates to Ronald McDonald House	4
Garvey named ABA Southern Arizona Chairman	4
Student completes first ELA internship	6
PHCC-ASA bring industry priorities to Capitol Hill	7
Sheridan marks 30 years with ELA	8
On My Heart: Dare to be different	10
Classifieds	13

Prst Std
U.S. Postage
PAID
Phoenix, AZ
Permit #1424

HVACR Today
2702 N. 3rd Street, Suite 2020
Phoenix, Arizona 85004

NEWS

Briefs

PHCC CEO Cindy Sheridan retiring, Dan Quinonez is next CEO

Falls Church, Va. — The Plumbing-Heating-Cooling Contractors—National Association announced on May 28 that Chief Executive Officer Cindy Sheridan, CAE, will retire at the end of 2026.

During a PHCC board of directors meeting on May 7, the board unanimously selected PHCC Chief Operating Officer and PHCC Educational Foundation Executive Director Dan Quinonez as her successor. Quinonez will assume the CEO position on Nov. 1, with Sheridan serving in an advisory role during the transition.



Cindy Sheridan and Dan Quinonez

"This succession plan ensures a smooth transition and continuity for the organization," said PHCC President Jason Pritchard. "We value Cindy's many contributions to the organization as a strong and steady leader, as well as a highly respected professional in the industry. We wish her all the best in the next phase of her life."

"At the same time, we are excited to elevate Dan to the top staff position at PHCC," Pritchard added. "Over the past three years, Dan has established solid relationships and earned trust throughout the organization. With his strong industry knowledge and proven leadership skills, he brings the experience and vision needed to seamlessly guide PHCC into the future."

Sheridan's legacy as PHCC's first female CEO has been shaped by a commitment to collaboration and alignment across PHCC and the plumbing and HVACR profession. Her many accomplishments include elevating PHCC's profile across the industry; advancing workforce development initiatives; creating critical resources to help contractors grow their businesses; and streamlining PHCC's internal processes.

Wespac launches charity arm to expand community commitment

Phoenix, Ariz. — Wespac has announced the launch of Wespac Charities, a new philanthropic initiative created to formalize and expand the company's long-standing commitment to community, culture, and giving back.

Wespac Charities was established with a singular purpose: to make a genuine, measurable impact within the communities that have supported Wespac throughout its growth. The initiative will focus on supporting local, smaller nonprofit organizations where targeted funding, transparency, and hands-on involvement can create a meaningful difference.

"Our community has been incredibly good to Wespac," said Wespac CEO Garrett Nybo. "Wespac Charities is our avenue to give back in a way that is intentional, personal, and impactful. There's only one reason we're doing this — to truly impact the community. I know this is a real differentiator for our team."



Wespac Charities committee members

Troubleshooting: Split system with a low side pressure problem



Jim Johnson
Technical Training
Associates

In this month's troubleshooting situation, you are assisting a technician who responded to a complaint of "not cooling" on a 12-year-old

R410A split system that employs an up-flow gas furnace indoor air handler, and a condensing unit that sits on the ground. In this installation, there is a factory installed molecular sieve filter drier inside the condensing unit, and there is less than 20' of connecting tubing. An example of this piping configuration is shown in Figure One.

Upon the technician's arrival, no apparent electrical problem was found that would result in the lack of cooling capacity, so the decision was made to check the refrigeration system. Connecting to the low side only, the result found was a pressure reading that would be considered far below normal. Based on that information, the technician decided to add refrigerant.

In a short time, the technician noted that while refrigerant is being added, there was no change in the low side gauge pressure reading. It remained the same no matter how much refrigerant was added.

In your follow-up inspection of the connecting tubing at the indoor coil and the correct piping of the liquid line near the indoor coil which employs a 90-degree ell

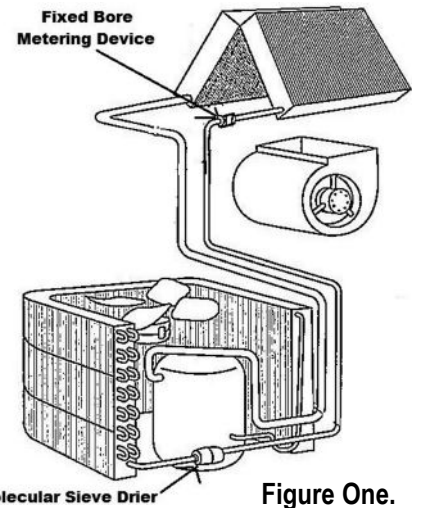


Figure One.

along with a turn near the fixed bore metering device, you find this segment of tubing to be cold and frosting.

Your two-part troubleshooting question: After shutting the system down and recovering the refrigerant, what did you find in the above-mentioned section of liquid line piping, and what do you need to do in addition to the sealed system repair to ensure that this unit will be able to operate properly?

Compare your troubleshooting answer with ours on page 14.

For information on Jim Johnson's HVACR training workshops, E-Books, customer service training for technicians and technician training DVDs, call (520) 625-6847 or visit www.techtrainassoc.com.



FALL 2026 COHORT

FACILITY MAINTENANCE TECHNICIAN PROGRAM

MEETING TUESDAYS & THURSDAYS

AUGUST 11TH THRU DECEMBER 3RD 2026

5:30 PM - 8:20 PM



ELECTRIC LEAGUE TRAINING CENTER



Tuesdays - Electrical & Thursdays - HVAC

COST:
\$1,235 Non-Mbr
\$1,185 ELA Mbr
(Cost includes textbooks & fees)

Program Highlights

This 16-week certificate program prepares the facilities technician to handle multiple HVAC and electrical technical issues in their facility. Upon completion of this program, students receive a Certificate of Completion and Master Facility Maintenance Technician Patches.



Register Today
<http://edu.elaz.org/>

HVACR

T • O • D • A • Y

Serving the Heating, Ventilation, Air Conditioning and Refrigeration Industry in Arizona

The Newspaper Serving
the Arizona HVACR Industry

Managing Editor
Paul R. Palmer

Business Manager
Heidi Sheridan

Publishing Assistant
Jayme Cook

Editorial/Advertising Office:
2702 N. 3rd Street, Suite 2020
Phoenix, AZ 85004
Phone (602) 263-8519 Fax (602) 277-9881
Editorial: editor@elaz.org
Advertising: adsales@elaz.org
www.HVACRTodayAZ.com

HVACR Today is published monthly for members of Arizona's heating and cooling industry. Please direct all changes of address to the above address. The entire contents of this publication are copyright 2026 by HVACR Today, all rights reserved. No part of this publication may be reproduced in any form, in any media, without the written permission of HVACR Today. HVACR Today is a registered trademark. Other trademarks referenced herein are used in editorial fashion only and are intended to benefit the owner; no infringement is intended. HVACR Today does not guarantee the accuracy or completeness of any information and is not responsible for any errors or omissions or for the results obtained from the use of such information. HVACR Today encourages readers to submit story ideas, editorials, press releases, new product information and letters to the editor to the address printed above.

I saw it in **HVACR**
T • O • D • A • Y

Sigler Wholesale Distributors

36 Locations Serving 6 States

ARIZONA

7749 E. Ray Rd.
Mesa, AZ 85212
623-388-5100

1350 W Rose Garden #100
Phoenix, AZ 85027
623-388-5100

9702 W. Tonto
Tolleson, AZ 85353
623-388-5100

1976 E. 5th St.
Tempe, AZ 85281
623-388-5100

1503 W. San Angelo St.
Gilbert, AZ 85233
623-388-5100

7359 E 2nd St,
Prescott Valley, AZ 86314
928-421-4666

3682 S. Wall St.
Tucson, AZ 85713
520-884-9500

841 E. 21st St.
Yuma, AZ 85365
928-317-0249

Mobile Warehouse



Troy: 480-363-8495

NEVADA

3150 W. Sunset Rd.
Las Vegas, NV 89118
702-221-8056

5360 Capital Ct Ste 102
Reno, NV 89502
775-772-7769

NEW MEXICO

3330 Pan Am Fwy
Albuquerque, NM 87107
505-881-2929

TEXAS

7250 Copper Queen #A
El Paso, TX 79915
915-592-2226

IDAHO

300 N. Mark Stall Pl.
Boise, ID 83704
208-322-4004

4224 Challenger Way
Caldwell, ID
208-322-4004

2050 Eldridge Ave.
Twin Falls, ID 83301
208-643-9052

N. CALIFORNIA

1920 Mark Ct #100
Concord, Ca 94520
925-825-1540

2390 Zanker Rd
San Jose, Ca 95131
408-453-3300
256 Sutton Place #104
Santa Rosa, Ca 95407
707-361-7600

229 Littlefield Ave #1
South San Francisco
CA 94080
415-330-6700

7021 Schirra Court #A
Bakersfield, CA 93313
661-636-0792

3636 S East Ave
Fresno, CA 93725
559-487-1880

8671 Younger Creek
Sacramento, CA 95828
916-387-3050

1037 N Market Blvd #1
Sacramento, CA 95834
916-387-3050

S. CALIFORNIA

205 S Puente St
Brea, CA 92821
714-578-5200

3424 N San Fernando Rd
Burbank, CA 90065
818-252-3351

21200 Lassen St
Chatsworth, CA 91311
818-885-6728

1900 Weld Blvd #100
El Cajon, CA 92020
619-202-1154

15041 Bake Parkway #L
Irvine, CA 92618
714-921-5281

15612 First St
Irwindale, CA 91706
626-964-4540

3648 Industry Ave
Lakewood, CA 90712
310-885-0368

2641 Lindsay Privado Dr
Ontario, CA 91761
909-390-7838

73-605 Dinah Shore
#1200-L
Palm Desert, CA 92211
760-324-3949

14751 Meridian Parkway
Riverside, CA 92518
951-656-3737

804 A Rancheros Dr
San Marcos, CA 92069
760-975-0290

1415 Lawrence Dr
Thousand Oaks, CA
91320
805-981-4090

Your Compressor Warehouse



Copeland Danfoss Tecumseh Bristol Compressors LG Gequipe Carlyle

YELLOW JACKET® A2L SERVICE TOOLS A2L COMPATIBLE

RECOVERY MACHINES: TurboRecover® and RecoverXLT®



RealTorque® Core Removal Tools & Digital Adjustable Torque Wrenches

BLDC VACUUM PUMPS: SuperVac® PLUS II and BULLET® DC

REFRIGERANT CHARGING SCALE

AccuProbe IR™ LEAK DETECTOR



YJACK® SERIES WIRELESS PROBES and YJACK® KITS



MANIFOLDS, LEFT HANDED ADAPTERS AND HOSES: TITANMAX™, DIGITAL, ANALOG, TITAN®, Series 41 and BRUTE II®



See List of A2L Compatible HVAC/R Service Tools on the Back Side.

in @ f
©1/24 Ritchie Engineering Co. #10228

www.siglers.com

www.totaline.com

Hercules Industries Metal of Honor donates \$15,000 to Ronald McDonald House of Central and Northern Arizona

Alan M. Petrillo
HVACR Today

The Hercules Industries Metal of Honor Fund has donated \$15,000 to the Ronald McDonald House at its Central and Northern Arizona location, the first time the fund has made such a donation to the group in Arizona.

Paul Torcoletti, Hercules Industries district manager, presented the check to Ronald McDonald House representatives. He said the money is the result of Hercules Industries vendors, customers and employees participating and donating at a golf event recently held at the Legacy Golf Resort in Phoenix, where participants enjoyed breakfast, lunch and 18 holes of challenging golf.

He pointed out that the Hercules Industries Metal of Honor Fund is a charitable initiative by Hercules Industries that has raised more than \$500,000 for local charities. Based in the surrounding areas of Hercules Industries locations, the fund supports community projects, including donating school supplies and supporting organizations like the Ronald McDonald House.

Torcoletti said that the Metal of Honor Fund, in partnership with employee owners at Hercules Industries, contributes to local causes in the areas where the company has

operations. Hercules Industries is a major distributor and manufacturer of HVAC products in Colorado, Wyoming, Utah, New Mexico, Arizona, Kansas and Texas.

“Hercules Industries employees participate in giving back, such as assembling bikes for local children,” Torcoletti said. “Every year we give out 80 bikes with helmets through our Bikes for Kids program in our operating footprint. We work with a bike shop through our partners, and ship and deliver them to a school on Hercules Industries trucks. We’ve been doing the Bikes for Kids program for 12 years.”

Torcoletti said Metal of Honor Fund also has a school backpack program where it identifies schools in need of supplies so teachers don’t have to spend their own money. He said the company contacts schools in their region, identifies their needs, and put supplies into backpacks for donation to the schools for the kids.

The Metal of Honor Fund also awards college scholarships annually, Torcoletti noted, with amounts ranging from \$2,000 to \$2,500 per scholarship, depending on how many scholarships are awarded that year. Other charitable events for the fund include the donation of 60,000 pounds of turkey at Thanksgiving to charitable causes, and



From left, Stacy Glass (Ronald McDonald House), Chris Langanke (Hercules), Paul Torcoletti (Hercules), Lexi Noble (Ronald McDonald House).

donations to Homes for Troops, as well as other worthy causes.

Torcoletti said the Metal of Honor Fund has been in existence for more than 10 years as a 501c(3) organization and the money it has raised for charities has helped thousands of families.

He noted that the fund taps the energy, enthusiasm, resources, and relationships within the HVACR industry in the Rocky

Mountain States to accomplish its goals, through fundraising activities, supporting community needs and donations to needy causes. By doing so, Torcoletti said, the fund accomplishes two goals — promoting the HVAC industry, and giving back to the communities that support Hercules Industries.

He said people interested in the Metal of Honor Fund should go to the fund’s website at www.mohfund.com.

Robby Garvey named ABA Southern Arizona chairman

Alan M. Petrillo
HVACR Today

The Arizona Builders Alliance (ABA) has named Robby Garvey, project director at Lloyd Construction Company Inc., as its new Southern Arizona chairman.

Kim Davids, ABA president, noted that Garvey brings 21 years of construction industry experience and deep knowledge of Southern Arizona’s market to the regional leadership position.

Garvey’s appointment reflects the ABA’s commitment to strengthening its presence throughout Arizona, she added, particularly in the Tucson metropolitan area where Lloyd Construction has completed over \$1.25 billion in projects. She pointed out that Garvey’s role will focus on expanding member services, advocacy efforts, and educational opportunities specifically tailored to Southern Arizona contractors.

“I’m excited to strengthen the ABA’s presence in Southern Arizona and ensure our regional members have the resources and advocacy they need to thrive,” Garvey said. “This role allows me to give back to an industry that has provided tremendous opportunities while helping build the infrastructure that supports our growing communities.”

Since joining Lloyd in 2005, Garvey progressed from safety manager through project engineer and manager roles to his current leadership position.

Garvey’s portfolio includes the \$44 million Reid Park Zoo Pathway to Asia expansion, the \$28 million LEED Gold certified AC Hotel Tucson Downtown, and the \$7.7 million El Rio Southeast Health Clinic. Garvey’s expertise spans healthcare, public safety, education, hospitality and commercial construction sectors.

“Robby’s extensive experience with one of Southern Arizona’s most respected construction companies makes him an ideal leader for our regional efforts,” Davids pointed out. “His understanding of the unique challenges and opportunities in the Tucson market will help us better serve our

Southern Arizona members and strengthen our advocacy throughout the state.”

Garvey plans on strengthening ABA’s ties with JTED in Southern Arizona to help build up workforce development in the region.

“Building up the younger generation is the future of the construction industry,” Garvey observed. “We want to see apprenticeship programs, workforce development efforts, and JTED programs be very strong and successful.”

Lloyd Construction is one of the largest locally-owned general contractors in Tucson, having successfully completed projects across healthcare, education, public works, and private development sectors. The company’s portfolio includes work for

non-profit organizations, academic institutions, and medical facilities throughout Southern Arizona.

Beyond his professional work and ABA committee work, Garvey maintains strong community involvement in the Tucson area. His family has devoted more than 12 years to Kids of Steel (KOS) in Tucson, supporting children with Crohn’s disease and Type 1 diabetes, and Garvey’s oldest daughter serves on the KOS board, extending their family’s service commitment.

Garvey also has spent 15-plus years coaching youth softball, leading teams to city championships while developing teamwork and leadership skills, often coaching alongside his two older daughters in support of their younger sister’s team.



Robby Garvey

ALL THE PARTS YOU NEED FOR COOLING TOWERS

UNIVERSAL TOWER PARTS

When You Need it NOW!

Large Inventory IN STOCK

- 1 Float Assemblies
- 2 Float Valves.
- 3 Pan Floats
- 4 Ball Floats
- 4 Valve Repair Kits
- 5 SS Rods and Armatures
- 6 Double Arm and Single Arm Assemblies
- 7 Electronic Water Level Controls

Call 602-997-0403

www.universaltowerparts.com

Compete supplier of Cooling Tower Components.

Fill Media, Drift Eliminators, Louvers, Float Assemblies, Nozzles, Grommets, Fans, Sheaves, Bearings, Belts, Vibration Control and more.

Cooling Tower Float Assemblies

- 1 1-1/4, 1-1/2 and 2" 1" 1/2" and 3/4"
- 2 10" and 12" 3 6" and 8" 4 Repair Kits
- 5 SS Float Rods and Armatures
- 6 Complete Assemblies

5633 N 52nd Ave, Glendale, AZ 85301 • 602-997-0403

**STAY COOL.
WE'VE GOT THIS.**



The PH3 13.4 SEER2 Packaged Heat Pump

Available in Single- and Three-Phase Options and 2T – 5T Sizes



YORK® is a registered trademark of Johnson Controls International plc and its affiliated companies. Used under license.

www.us-ac.com • www.usair-eng.com • 800/937-7222 •

AVONDALE 1250 N. Fairway Dr., Bldg A-103 Ph 602/572-2953 Fax 602/272-2663	DEER VALLEY 21420 N. 15th Lane #116 Ph 623/580-4101 Fax 623/580-4108	FORT MOHAVE 1410 Torrance Rd. Ph 928/768-2197 Fax 928/768-7752	MESA 634 E. Baseline Rd. #107 Ph 480/813-4628 Fax 480/813-3414	PEORIA 9802 N. 91st Ave. #114 Ph 623/334-8302 Fax 623/334-8309	PHOENIX 1850 E. Watkins St. Ph 602/253-2771 Fax 602/253-2774	TUCSON 3245 S. Country Club Rd. Ph 520/903-3117 Fax 520/903-0025
---	--	--	--	--	--	--

ARIZONA Avondale 602/572-2953 Deer Valley 623/580-4101 Fort Mohave 928/768-2197 Mesa 480/813-4628	Peoria 623/334-8302 Phoenix 602/253-2771 Tucson 520/903-3117	CALIFORNIA Anaheim 714/776-3170 Bakersfield 661/322-7222 Burbank 818/840-0089 Cathedral City 760/770-4520	Chatsworth 818/678-1750 Chula Vista 619/870-8707 City of Industry 626/854-6868 Concord 925/349-3712	El Cajon 619/258-0672 El Centro 760/370-5530 Escondido 760/291-1281 Fairfield 707/424-6050	Fresno 559/266-8169 Hesperia 760/948-8045 Lake Forest 949/837-8104 Lancaster 661/726-5106	Los Angeles 323/897-6969 Modesto 209/577-2335 Newbury Park 805/376-1723 North Highlands 916/482-3572	Ontario 909/987-5016 Oxnard 805/988-3650 Palm Desert 760/200-5225 Paso Robles 805/238-9353	Redding 530/722-0144 Riverside 951/786-3500 S. San Francisco 650/871-8100 San Bernardino 909/885-3206	San Diego 858/279-9750 San Jose 408/278-1555 San Leandro 510/618-2300 Santa Barbara 805/962-2999	Santa Fe Springs 562/801-5432 Santa Rosa 707/566-9810 Signal Hill 562/981-2010 Stockton 209/466-4153	Temecula 951/296-6557 Torrance 424/389-0735 Valencia 661/666-9544 Van Nuys 818/464-3387	West Los Angeles 310/928-6660 NEVADA Sparks 775/329-3455 IDAHO Idaho Falls 208/542-5270 Meridian 208/672-1244 or 800/727-9936	UTAH Salt Lake City 801/485-8071 or 800/333-8436
---	---	---	--	---	--	---	---	--	---	---	--	---	---

Santiago Beltran completes first ELA high school internship

R. Palmer
HVACR Today

Santiago Beltran recently celebrated graduating from high school, and also the completion of the first high school internship at the Electric League of Arizona (ELA) through a partnership between Phoenix Union High School District and Elevate EdAZ.

Elevate EdAZ connects high school juniors and seniors with local businesses as they take advantage of the skills learned in their Career and Technical Education courses.

Beltran started with the ELA in January 2025 and had a variety of responsibilities during his internship with ELA's Education Department, as well as other areas of the organization.

"It truly worked out really well for us," said ELA Director of Education Anne Doze-

man.. "He is just a really great kid."

Beltran said he was not expecting to be exposed to such a wide array of work and responsibilities during his paid internship. "I worked in the Education Department first, helping instructors, moving equipment around and other things, and then I went to work on window and shadescreen rebates, which was more complex, but also a great challenge for me."

During his time at the ELA, he also found that he was interested in the human resources side of an organization. "Dealing with people and a variety of issues, that seems interesting to me. So, I think working in something to do with HR would be cool, because I like to think of myself as someone who works well with people, and Anne absolutely was good with working with

See 'Intern' page 10



Santiago Beltran recently graduated high school and completed his internship.

Advertisement

SRP offers tools and tips to weather Arizona's monsoon season

Some states have earthquakes, others have tornadoes — in Arizona, we get monsoons. While some monsoons are brief and cause minimal trouble, others can inflict significant damage and disrupt business operations, including power outages. When this happens, it's reassuring to know that help is available. At SRP, dedicated Strategic Energy Managers (SEM) are there to guide companies through outages and help them prepare for future monsoon-related power problems.

From 'nonsoon' to monsoon: 2026 will likely see more storms

This year, Arizona is expected to see a rise in monsoons. According to the National Weather Service (NWS), monsoon season is projected to "lean above normal."

For businesses that depend on uninterrupted services, the prospect of monsoon-related outages can be daunting. But SRP is at the ready to ensure its business partners remain informed and supported at all times.

"SRP prepares year-round for the monsoon season and summer season," says Pedro Rios, Valued Business Customer Energy Manager (SEM) for SRP. "We do planned maintenance and have monitoring devices in place that will alert us to any interruptions in the SRP grid."

Rios explains that alerts to the grid prompt an immediate response to safely restore power. At the same time, businesses are kept up to date on all phases of a power outage until power is restored.

Keeping businesses continuously prepared and informed

When signing up for an SRP account, business customers receive:

- **eNotes:** SRP sends text and email alerts to customers notifying them of an outage, its location, the reason for the outage and an estimated restoration time. "These [messages] are updated as the outage goes on, and customers receive a notification when the outage is over and power is back on," Rios explains.
- **Business Outage Planning Checklist:** Customers can access a full checklist of business continuity plans, equipment safety, emer-



gency and safety protocols, and employee and customer preparedness for monsoon-related outages at srpnet.com/outagetraining.

- **Monsoon Season Webinar:** Just over 10 minutes, this SRP webinar instructs businesses how to proactively plan for monsoon season and beyond.
- **Assigned Strategic Energy Manager (SEM):** Each business has a dedicated SEM to contact regarding all SRP-related energy needs. They help companies optimize energy usage, reduce costs, improve energy efficiency and prepare and remain informed about weather-related outages.

"If there's an outage, your SEM can report it on your behalf and relay key information, like the estimated restoration time and, if available, the cause," Rios says. "Our goal is always to restore power within two hours. If it extends beyond that, outage eNotes will keep you up to date with the latest timeline."

Stay safe during outages

Safety is among SRP's top priorities. Downed power lines are a major safety concern, and often, individuals are unsure about what to do if they encounter one.

"We always advise SRP customers that if they're near or around those power lines, to always assume that they're live and stay away," Rios says. "The guidance is a minimum of 100 feet of distance between you and the power line; think of staying 'two semi trucks' distance away and call 911 when it is safe to do so."

"It's recommended that you shuffle away from a downed power line, rather than walking or running away, to reduce the risk of shock," Rios adds.

Routinely practice monsoon safety and preparedness

One of the best ways to ensure your business is monsoon-ready is to practice safety and emergency protocols throughout the year, such as assigning an emergency and safety point of contact, taking inventory of equipment and applying backup storage when needed, as examples.

"SRP recommends [companies] practice going through an outage," Rios says. "If you can practice it, even if it's once or twice a year, then when it does come that time, it will be almost second nature as opposed to a panic reaction."

PHCC-ASA 2026 Joint Legislative Conference brings industry priorities to Capitol Hill

Falls Church, Va. – The Plumbing-Heating-Cooling Contractors—National Association (PHCC) and the American Supply Association (ASA) successfully joined forces with the 2026 PHCC-ASA Joint Legislative Conference in Washington, D.C., with contractors, distributors and industry leaders delivering a unified message to lawmakers on workforce development, energy policy and regulatory certainty.

Held May 5-6 at the YOTEL Washington D.C., the conference brought together members from across the plumbing, heating, cooling and piping industries for direct engagement with federal legislators and staff on issues impacting contractors, suppliers and consumers nationwide.

Throughout the conference, attendees advocated for policies designed to strengthen the skilled trades workforce, preserve consumer energy choice and modernize federal energy regulations in a way that supports innovation and affordability.

“Our industry depends on practical policies that support workforce development, regulatory consistency and reliable energy solutions,” said Mark Valentini, PHCC vice president of legislative affairs. “This conference gave contractors and industry stakeholders the opportunity to bring real-world perspectives directly to Capitol Hill and demonstrate the essential role our industry plays in the American economy.”

Attendees urged lawmakers to support initiatives that strengthen career and technical education, registered apprenticeships and employer-driven training to help address the



The PHCC-ASA Joint Legislative Conference concluded May 6 following congressional meetings and a closing reception with industry leaders.

ongoing skilled labor shortage affecting contractors and suppliers nationwide.

Participants also advocated for policies that preserve consumer energy choice and provide consistent federal energy regulations for manufacturers, distributors and contractors. Attendees emphasized the importance of maintaining access to multiple energy sources while supporting modernization of federal efficiency standards in a way that promotes affordability, innova-

tion and long-term market stability.

The conference featured issue briefings from industry advocacy leaders, political analysis from nationally recognized pollster and government affairs strategist Brent Buchanan, and advocacy coaching sessions designed to prepare attendees for meetings on Capitol Hill.

Networking and collaboration remained a key part of the event, including evening events that brought together contractors, dis-

tributors, and manufacturers to discuss the future of the industry.

“Partnering with PHCC for this event was an exceptional opportunity to bring a vital segment of our industry’s supply chain to Washington, D.C., ensuring lawmakers on Capitol Hill remain informed about how critical workforce and energy legislation impacts our businesses, our customers, and the communities we serve,” said Steve Rossi, ASA vice president of advocacy.

CONGRATULATIONS

MIDSTATE

MECHANICAL

ON 40 SUCCESSFUL YEARS IN ARIZONA

ELECTRICAL

PROCESS PIPING

HVAC

PLUMBING

SERVICE

DESIGN ASSIST

PRE-CONSTRUCTION & BIM

SHEET METAL FABRICATION

Thank You...

for 40 Years of Trust and Partnership

PHOENIX: 1900 E. Riverview Drive • Phoenix, AZ 85034 • 602-470-1920
TUCSON: 4655 S. Coach Drive • Tucson, AZ 85714 • 520-770-2650

MidstateMechanical.com

Sheridan marks 30 years with Electric League of Arizona

R. Palmer
HVACR Today

The Electric League of Arizona (ELA) has been around since 1960, serving the electrical and HVAC industries in the state, and for the past 30 years, Heidi Sheridan has been an integral part of the organization.

Sheridan is now the executive director, but she first joined the organization in 1996 as the director of administration, after moving to Arizona from Chicago.

Prior to moving to the state and joining the ELA, Sheridan had experience that eventually fit well with the organization.

“When I lived in Washington, D.C., I worked at Special Olympics International,” Sheridan explained. “And in Chicago I worked for a trade magazine publisher, and I had also worked at what was formerly Arthur Andersen, so my experiences were with non-profit, accounting, consulting, and as the business manager of a trade publication before I moved here.”

This was all experience that tailored well with the ELA, being a non-profit trade association, which also produces two trade publications, The Electric Times and HVACR Today.

“I’ve always enjoyed working in smaller organizations because you have the opportunity to wear many different hats,” Sheridan explained. “In a smaller environment, everyone jumps in where needed, which allowed me to gain experience in our member services, consumer councils, administration, and relationship-building across the organization.”

The ELA is a non-profit trade organization that provides services and training to companies in the energy and HVAC fields, as well as Arizona electrical utilities.

From a total staff of just six people when she started, Sheridan has been with the ELA as

it has grown and it now employs 16 people.

For many of those years, Sheridan was at the helm of the organization, guiding its success since assuming the role of executive director in December of 2011.

“One of the most rewarding aspects of our growth has been the opportunity to create additional jobs and expand our team,” Sheridan said. “We were especially proud in 2020 to retain all of our employees during that challenging period, while continuing to grow as an organization.”

Over the years the ELA expanded its services to Arizona utilities, its education programs, referral services and rebate fulfillment programs. Education offerings have evolved and recently a full, hands-on training lab was added. However, the emphasis on quality education has been constant. “We continue to believe that in-person training led by experienced industry professionals remains the gold standard, said Sheridan. “Learning directly from subject matter experts who actively work in the field provides a level of practical knowledge and engagement that is difficult to replicate.”

Sheridan has also been a longtime member of the Registrar of Contractors Industry Advisory Council, which she said has been important for creating and facilitating industry connections, and helping to understand the current and future needs of contractors in the electrical and HVAC fields.

“I have worked with Heidi since 1999,” said Paul Palmer, managing editor of The Electric Times and HVACR Today. “And it simply can’t be overstated how important she has been to the success of the ELA as an organization. It has been, and continues to be, an honor to work with her and know her as a person, colleague and friend.”



Heidi Sheridan has been with the ELA for 30 years.

Report finds spending, aging housing stock, deferred maintenance continue driving momentum

Toronto, Canada – Jobber, a leading provider of software for blue collar businesses, on May 20 released its Home Service Economic Report: 2026 Q1, offering a real-time look at the trends shaping one of the most resilient segments of the small business economy.

Drawing on proprietary data aggregated from more than 100,000 home and commercial service businesses and 400,000+ professionals across landscaping, cleaning, contracting, and construction, along with third-party economic indicators, the report shows the Home Service category gaining momentum through the first quarter of 2026. Despite rising inflation and weakening consumer confidence late in the quarter, homeowners continued to invest in their properties, as elevated mortgage rates and limited housing inventory kept many people in place.

Across all four major Home Service segments, January began cautiously, then stabilized in February and accelerated in March as homeowners increasingly moved forward with seasonal and deferred projects. As long-term demand continues building, businesses that invest in operational capacity, customer relationships, and service quality will be best positioned to capitalize on the opportunity.

“What stands out in this quarter’s data is the growing confidence across the skilled trades,” said Sam Pillar, CEO and co-founder of Jobber. “We’re seeing more people start businesses, more workers pursue careers in the trades, and more homeowners prioritize long-term upkeep of their properties. Those trends point to a category that continues to strengthen and modernize over time.”

Key insights from the report include:

- New work scheduled in March outpaced 2025 performance across Green, Cleaning, Contracting, and Construction.
- New business formation activity and trade school enrollment continued rising in Q1 2026, reinforcing long-term momentum across the skilled trades.
- Inflation accelerated to 3.3% year-over-

year in March while consumer sentiment weakened, yet elevated home equity levels continued supporting home-related spending.

- Mortgage rates above 6% and constrained housing inventory continued driving demand for home maintenance and improvement projects.
- Green and Cleaning businesses benefited

from larger invoices and improved demand, while Contracting and Construction rebounded through stronger job volume later in the quarter.

- Digital payments accounted for more than 51% of all Jobber-processed transactions during Q1 2026, up 7% year-over-year as digital payment expectations continue to rise.



- Made in the USA
- Tariff-Free, Duty-Free
- Adjustable & Affordable
- Fast & Easy to Install
- Wind Resistant
- Made With Recycled Rubber

Proudly Made in the USA

1+ (888) 590-0120
www.PipeProp.com

Not all products depicted are Miami-Dade tested and approved



The Affordable, Adjustable Pipe Support System



Midstate

Continued from page 1

munication, and focusing on the recognition and encouragement of good performance,” he said. In addition, he noted, Midstate Mechanical stands on honesty and fairness, with trust as its cornerstone.

Sowa noted that his company’s teams embrace change and grow through learning, being dedicated to no less than the highest quality of its products, and service rendered, as well as personal/professional standards that they deliver throughout.

He added that Midstate Mechanical’s uniqueness comes from innovation as the company is constantly looking for new fronts in safety, productivity, and quality. In addition,, Midstate Mechanical organizes its teams around its clients’ needs to meet the unique expectations of a particular client or project type, Sowa pointed out. Its project teams understand clients’ business needs, as well as their project goals and operational priorities.

“To that end, our teams are supported

with extensive resources for estimating, scheduling, equipment management, accounting, information services, communications and administrative assistance,” Sowa said. “They are also equipped with industry-leading technology, including system balancing, point-to-point control system testing, commissioning and performance, and operational stabilization.

He said his company’s approach to projects—from commercial, education, municipal, healthcare, and industrial, to Native

American—provides a single-source solution, taking total responsibility for every aspect of the project, from concept through final occupancy.

Sowa said that Midstate Mechanical is expanding its offerings for existing clients, and also expanding to new clients.

“Multi-trade contractors are a focus for us right now,” he said. “There’s a lot of work in the manufacturing world at this time and we have to respond to what the market needs.”

OnSite TM OilChange **PLUS**

The Oil Change Shop that Comes to You!

FLEET SERVICES • RV'S • PERSONAL VEHICLES

**Professional Oil Changes • Battery Replacement
Full Brake Service • Tire Sale & Install
at *Your Location* Serving the Greater Phoenix Area**

Let us keep your fleet on the road and avoid costly downtime!



Servicing Gas or Diesel Vehicles

Also available:

- ★ Engine Air Filter & Cabin Air Filter replacement
- ★ Diesel Fuel Filter replacement
- ★ Wiper Blade & Exterior Light Bulb replacements

We Come To You! Home ★ Office ★ Job Sites



Authorized Service Provider for Most Fleet Management Companies



**Phoenix: 480-970-0532
Tucson: 520-244-0606**

contact@onsiteoilchangeplus.com
OnSiteOilChangePlus.com
3370 N Hayden Rd, Scottsdale AZ, 85251

It's on My Heart: Dare to be different

Jim Hinshaw - columnist
Sale Improvement Professionals



It has been said that the only constant is change. That feels truer today than ever before. In our industry, everything is being evaluated — CRMs, dispatch procedures, maintenance agreements, replacement offerings, employee pay structures, and even how customers view our products and services. Nothing is staying the same for long. This article is dedicated to a few companies who are doing things differently than others in their market.

At the recent Service Nation International Roundtable in San Antonio, I had a couple of conversations that really stood out to me.

The first was with a member from the Northeast who attended one of my sales classes years ago when I was consulting on my own. That class focused on inverter-driven systems, and he completely embraced the concept. Today, he told me, all they sell are inverter-driven, side-discharge heat pumps. That's it.

When customers arrive, they are brought into a simple room with no phones, no clocks, and very few distractions. Just a couple of chairs and a dog named Whisk.

What surprised me even more is that he operates in a market with real winters and a heavy gas furnace presence. On top of that, about 90% of his installations are ductless mini-splits.

So I asked how business was going. Not only has he succeeded in his original location, but he also purchased a second company and grew that business dramatically in just a few years. Interestingly, he didn't buy

Intern

Continued from page 6

people and working out issues.”

Dozeman added that a unique aspect of Elevate EdAZ is that they pay for specialized, safe transportation. “It is a really great program, and I don't think enough businesses take advantage of it.”

For Beltran, it was not just his first internship, but also his first job in general. And now that he is graduated he is going to attend South Mountain Community College to complete his general courses, with plans to later attend Arizona State University.

“I plan to set a schedule for myself this summer,” Beltran said. “If you don't have anything to do with your time, you won't do anything.”

the building or the trucks — only the customer list and phone number. One employee stayed, and today that business is three times larger than when he acquired it. And again, all they sell are side-discharge mini-split heat pumps.

The second conversation was with Ryan St Michel, Grove Mechanical, who has refined his sales process in a very different way. Instead of providing estimates in the home, his technicians schedule appointments for customers to come to the company office for replacement consultations.

When customers arrive, they are brought into a simple room with no phones, no clocks, and very few distractions. Just a couple of chairs and a dog named Whisk.

What surprised me even more is that he operates in a market with real winters and a heavy gas furnace presence. On top of that, about 90% of his installations are ductless mini-splits.

The entire setup is designed to help customers focus on the comfort presentation and the decisions in front of them. What they have recently added is chocolate chip cookies, which improved the sales immediately.

And it works. Their average replacement ticket exceeds \$25,000. They are also successfully selling heat pumps with furnace backups in a rural farming market where very few contractors are even presenting that option.

I also want to recognize another Service Nation member, Just In Time, owned by Justin Norquist and Janeen Norquist. Their company runs a monthly “Hero of the Month” program on Facebook, recognizing individuals who step into dangerous situations to help others.

One recent honoree was Dale Stanford, who rescued a young woman trapped in a car submerged in an icy ravine. He climbed into the freezing water, pried open the door, carried her to safety, and stayed with her until emergency crews arrived. That is true heroism.

What makes the program even better is

that Justin and Janeen rely on community nominations through their website, creating local involvement and positive visibility for their company every month.

The common thread in all these stories is simple: these companies are doing something different. They are finding ways to stand apart instead of competing with everyone else at the bottom of the pricing pyramid.

That is the challenge for all of us. Dare to raise the bar in your market. Do the things others won't do—or can't do. That's where real growth and long-term success happen.

Thanks for reading, and we'll share more next month.

Jim Hinshaw is the Vertical Market Manager, HVAC at Service Nation. Service Nation has tools to help the trades improve sales and profits. They work with contractors of all sizes, from 3-man shops to companies with several hundred employees. He can be reached at 602-369-8097. jhinshaw@servicenation.com

JOIN OUR

BUILDING OPERATORS' CERTIFICATE PROGRAM

Connect, Collaborate, and Grow

BUILDING OPERATORS' CERTIFICATE PROGRAM

Class Topics include:
 Lighting Fundamentals; HVAC Fundamentals, and HVAC Codes & Safety; Airflow Dynamics; Electrical Codes & Standards; Power Quality; Indoor Air Quality; Direct Digital Controls, and Commercial Chilled Water Systems.

CLASS DATES: **Wednesdays, September 16 – December 3, 2026**

TIME: **9am to 5pm**

LOCATION: **Electric League Training Center
 2702 N 3rd St, Ste. 2020, Phoenix, AZ 85004**

Registration Open

Enroll in full program or individual courses.

Visit edu.elaz.org
 for further class details and registration

Questions? Reach out to us at education@elaz.org

Sponsored by Operated by

HVACR
 T . O . D . A . Y

Do you have a story idea?
 People • Projects
 Company changes • Events

We want to know.
Call: 602-263-8519
www.hvacrtodayaz.com

ARIZONA HEAT PUMP COUNCIL CONTINUING EDUCATION

FALL 2026 COURSE OFFERINGS



Registration is Open

Scan QR Code to Register or
<https://edu.elaz.org>



MASTER HEAT PUMP TECHNICIAN PROGRAM

Gain skills and certification to get to the next level in your career. Show your customers you believe in staying current with training and certification. Earn your Master Heat Pump Technician (MHPT) patch by passing HPC 101-HPC 107 with a "B" or better. All MHPT courses offer NATE CEHs. Most classes offered 2 different sessions. HPC 102 & HPC 106 offered 1 session Fall 2026.

HPC 101 — REFRIGERATION THEORY & SYSTEMS DIAGNOSIS

Session 1: August 17 & 19, 2026 (Online)
Session 2: September 20 & 22, 2026 (PERA CLUB) Time: 6:00pm - 9:30pm
Fees: \$185 Non-Members, \$1525 Members

HPC 102 — CHARGING, PIPING, & DEHYDRATION *offered in person only

Session 1: December 10, 14, 15, 2026 (PERA CLUB) Time: 6:00pm - 9:30pm
Fees: \$243 Non-Members, \$213 Members

HPC 103 — ELECTRICAL FUNDAMENTALS FOR HEAT PUMPS

Session 1: September 25 & 27, 2026 (Online)
Session 2: November 10 & 12, 2026 (PERA CLUB) Time: 6:00pm - 9:30pm
Fees: \$192 Non-Members, \$162 Members

HPC 104 — CONTROL SYSTEMS FOR HEAT PUMPS

Session 1: September 1 & 3, 2026 (Online)
Session 2: November 17 & 19, 2026 (PERA CLUB) Time: 6:00pm - 9:30pm
Fees: \$192 Non-Members, \$162 Members

HPC 105 — CUSTOMER SERVICE & SELLING SKILLS

Session 1: September 2, 2026 (Online)
Session 2: October 27, 2026 (ELA) Time: 6:00pm - 9:30pm
Fees: \$157 Non-Members, \$127 Members

HPC 106 — HVAC CODE & SAFETY* offered in person only

Session 1: October 26 & 28, 2026 (ELA) Time: 6:00pm - 9:00pm
Fees: \$329 Non-Members, \$299 Members
Copy of IRC Included in Price

HPC 107 — AIRFLOW DYNAMICS

Session 1: September 15 & 17, 2026 (Online)
Session 2: November 2 & 4, 2026 (ELA) Time: 6:00pm - 9:30pm
Fees: \$192 Non-Members, \$162 Members

ADDITIONAL COURSES

HPC 126 — REFRIGERATION FUNDAMENTALS

Date: August 12, 2026 (ELA) Time: 6:00pm - 9:00pm
Fees: \$157 Non-Members, \$127 Members

HPC 108 — WAKE UP TO HEAT PUMPS

Date: September 8, 2026 (Online) Time: 6:00pm - 9:00pm
Fees: \$140 Non-Members, \$110 Members

HPC 149 — HVAC TROUBLESHOOTING

Date: September 22, 2026 (ELA) Time: 6:00pm - 9:00pm
Fees: \$140 Non-Members, \$110 Members

HPC 137 — CONSULTING FOR BETTER SALES

Date: September 24, 2026 (ELA) Time: 6:00pm - 8:30 pm
Fees: \$140 Non-Members, \$110 Members

HPC 163 — ADVANCED HVAC TROUBLESHOOTING

Date: October 1, 2026 (ELA) Time: 6:00pm - 9:00pm
Fees: \$175 Non-Members, \$145 Members

HPC 116 — MANUAL D - DUCT DESIGN

Date: October 5 & 7, 2026 (ELA) Time: 6:00pm - 8:30 pm
Fees: \$240 Non-Members, \$210 Members

HPC 144 — MANUAL S - CHOOSING THE RIGHT SYSTEM

Date: October 13, 2026 (ELA) Time: 6:00pm - 9:00pm
Fees: \$175 Non-Members, \$145 Members

HPC 139 — DUCT DIAGNOSTICS & REPAIR

Date: October 15, 2026 (ELA) Time: 6:00pm - 9:00pm
Fees: \$175 Non-Members, \$145 Members

HPC 155 — GAS FURNANCE SAFETY AND OPERATION

Date: November 9, 2026 (ELA) Time: 6:00pm - 8:30 pm
Fees: \$233 Non-Members, \$203 Members

Complete Description of Fall 2026 courses at
<https://edu.elaz.org>

Contact:

(602) 263-0115 or education@elaz.org

MASTER HEAT PUMP INSTALLER ENERGY SKILLED CERTIFICATE

Recognized by the
U.S. Department of Energy (DOE)

MASTER HEAT PUMP INSTALLER ENERGY SKILLED CERTIFICATE

In alignment with our commitment to excellence, ELA is pleased to offer the Master Heat Pump Installer Certificate which signifies that our training programs and certifications align with the DOE's clean energy transition goals and allows contractors to be eligible for state-level funding opportunities through the Inflation Reduction Act.



<https://bsesc.energy.gov/recognition>

Completion of the MHPT Certificate Program (HPC 101- HPC 107)

Plus the following Courses:

HPC 111 — PROPER INSTALLATION PROCEDURES

Session 1: October 20 & 22, 2026 (Online) Time: 6:00pm - 9:30pm
Session 2: November 18 & 18 2026 (ELA)
Fees: \$205 Non-Members, \$175 Members

HPC 162 — VARIABLE CAPACITY SYSTEMS

(Offered - In Person & Online, synchronously)
Dates: October 12 & 14, 2026 Time: 6:00pm - 9:00pm
Fees: \$233 Non-Members, \$203 Members

HPC 166 — HVAC COMMISSIONING

(Offered - In Person & Online, synchronously)
Dates: September 14, 2026 Time: 6:00pm - 9:00pm
Fees: \$175 Non-Members, \$145 Members

CLASS & LAB WORKSHOPS

HPC 101L — LAB REFRIGERATION SYSTEM DIAGNOSTICS

Class & Lab: September 28, 2026 (ELA) Time: 6:00pm - 9:30pm
Fees: \$167 Non-Members, \$137 Members

HPC 200L — HVAC ELECTRICAL CLASS & WORKSHOP

Class & Lab: Dec 1 & 3, 2026 (ELA) Time: 5:00pm - 9:00pm
Fees: \$240 Non-Members, \$210 Members

HPC 202L — AIRFLOW DUCTWORK CLASS & WORKSHOP

Class: November 5, 2026 (ELA) Time: 6:00pm - 8:30pm
Lab: November 6, 2026 (Champion Training Center) Time: 8:30am - 12:00pm
Fees: \$240 Non-Members, \$210 Members

HPC 115 — Manual J

Class: October 19, 2026 (ELA) Time: 6:00pm - 9:00pm
Computer Lab: October 21, 2026 (ELA) Time: 6:00pm - 9:00pm
Fees: \$240 Non-Members, \$210 Members
Day 2: ACCA approved Manual J software program lesson

NATE EXAM OVERVIEW AND TESTING

HPC 167 — NATE CORE & SPECIALTY TEST SESSIONS

Includes overview and study plan
Study Plan Meeting: October 6, 2026 (Online) FREE Time: 6:00 pm - 7:00 pm
Overview & Testing Session: November 13, 2026 (ELA) Time: 8:00 am - 4:30 pm
Fees: \$550 Non-Members, \$520 Members
Fees Include breakfast, lunch, snacks, CORE & Specialty Exam fee

COMMERCIAL TECHNICIAN COURSES

HPC 147 — COMMERCIAL REFRIGERATION

Date: November 23, 2026 (ELA) Time: 6:00pm - 9:00pm
Fees: \$145 Non-Members, \$115 Members

HPC 156 — VARIABLE FREQUENCY DRIVES

Date: September 29, 2026 (ELA) Time: 6:00- 8:45pm
Fees: \$140 Non-Members, \$110 Members

HPC 165 — DESIGN & OPERATION OF COMMERCIAL CHILLED WATER SYSTEMS

Date: Dec. 7 & 9, 2025 (ELA) Time: 5:00pm - 8:00pm
Fees: \$205 Non-Members, \$175 Members



FALL 2026

Tue & Thur Evenings
August 11- December 3, 2026

FACILITY MAINTENANCE TECHNICIAN PROGRAM REGISTRATION for FALL '26

Sponsored by  Delivering water and power™ Operated by  

About the Program:
Integrated, HVAC and Electrical Maintenance Program

Designed For:
Facility Maintenance Employees

Receive:
Certificate of Completion & Facility Maintenance Master Technician Patches

Operated by Electric League of Arizona and Arizona Heat Pump Council

PROGRAM CONTENT

HVAC Curriculum:

The HVAC training includes a comprehensive review of refrigeration system fundamentals, refrigerants, HVAC equipment, air movement and measurement, air quality, residential & commercial systems, air & water source heat pumps.

- Refrigeration Theory
- Refrigeration Components
- Introduction to Refrigerants
- Charging & Piping
- A/C Control Systems
- Review and Quiz
- Refrigerators and Freezers
- Residential Systems - Air Conditioning
- Residential Systems - Heat Pumps
- Commercial Systems
- Air Quality and Distribution (Airflow)
- HVAC Systems Troubleshooting
- Servicing Commercial Systems

Electrical Curriculum:

The electrical training includes a comprehensive review of basic electrical fundamentals; practical installation, operation, maintenance, and troubleshooting techniques, with an emphasis on electrical safety procedures.

- Concepts of Electricity
- Basic Circuitry
- Commercial & Industrial Buildings Practical AC Circuits
- Commercial & Industrial Practical AC Power Delivery
- Building Systems Control Systems
- Electrical Codes and Standards
- Basic AC/DC Rotating Electrical Machinery
- Variable Frequency Drive Systems
- Electrical Power Quality Commercial & Industrial
- Electrical Troubleshooting
- The Importance of Electrical Safety

Scan the QR CODE to register
or call 602-263-0115



Dates: August 11 - December 3, 2026

Time: 5:30pm - 8:20pm

Location: ELA Training Center
2702 N. 3rd St., Ste. 2022
Phoenix, Arizona 85004

NOW OFFERING NEW HANDS-ON LABS!

Fall 2026
Registration Open

BUILDING OPERATORS' CERTIFICATE PROGRAM

Sponsored by:  Operated by:  

Wednesdays
September 16 - November 4, 2026
9:00 AM- 5:00 PM

Fee includes: reference books, notebooks, handouts, breakfast snacks, lunch and beverages

Building Operator's Certificate Program Seminar Schedule.

Members \$1,725 Non-Members \$1,950



Scan QR Code to register for Program or go to edu.elaz.org.

FME 101 - HVAC Fundamentals in a Commercial/Industrial Facility

Date: Wednesday, Sept. 16
Time: 9:00am - 12:00pm
À la Carte Rate:
\$335 Mbr | \$365 Non-Mbr
****Includes a copy of Modern Refrigeration**

FME 102 - Airflow Dynamics for the Commercial/Industrial Facility

Date: Wednesday, Sept. 16
Time:
1:00pm - 5:00pm
À la Carte Rate:
\$135 Mbr | \$165 Non-Mbr
****Includes a copy AC Duct Calculator**

FME 103 - HVAC Codes & Safety for the Commercial/Industrial Facility

Date: Wednesday, Sept. 23
Time: 12:30pm - 5:00pm
À la Carte Rate:
\$270 Mbr | \$300 Non-Mbr
****Includes a copy of the 2024 International Mechanical Codebook**

FME 104 - Electrical Codes & Standards for the Commercial/Industrial Facility

Date: Wednesday, Sept. 30
Time: 9:00am - 5:00pm
À la Carte Rate:
\$270 Mbr | \$300 Non-Mbr
****Includes a copy of the 2023 NEC Codebook**

FME 106 - Electrical Safety for the Commercial/Industrial Facility

Date: Wednesday, Oct. 7
Time: 9:00am - 5:00pm
À la Carte Rate:
\$270 Mbr | \$300 Non-Mbr
****Includes a copy of the 2024 NFPA 70E**

FME 107 - Lighting Fundamentals & Efficiency for the Commercial/Industrial Facility

Date: Wednesday, Oct. 8
Time: 9:00am - 11:00am
À la Carte Rate:
\$165 Mbr | \$200 Non-Mbr

FME 108 - Power Quality for the Commercial/Industrial Facility

Date: Wednesday, Sept. 24
Time: 9:00am - 5:00pm
À la Carte Rate:
\$230 Mbr | \$275 Non-Mbr

FME 109 - Indoor Air Quality for the Commercial/Industrial Facility

Date: Wednesday, Nov. 5
Time: 12:30pm - 5:00pm
À la Carte Rate:
\$165 Mbr | \$200 Non-Mbr

FME 110 - Energy Conservation Techniques/FME 111 - Energy Audit

Date: Wednesday, Nov. 5
Time: 9:00am - 11:30pm
À la Carte Rate:
\$165 Mbr | \$200 Non-Mbr

FME 112 - Direct Digital Controls

Date: Wednesday, Nov. 4
Time: 9:00am - 12:30pm
À la Carte Rate:
\$165 Mbr | \$200 Non-Mbr

FME 115 - Design & Operation of Commercial Chilled Water Systems

Date: Wednesday, Oct. 15
Time: 9:00am - 5:00pm
À la Carte Rate:
\$300 Mbr | \$350 Non-Mbr

Schedule subject to change.



Location: ELA Training Center
2702 N. 3rd St., Ste. 2035
Phoenix, Arizona 85004
602-263-0115
<https://elaz.org/bldgop.html>

Classifieds

To place your classified ad, call 602-263-8519, or send your ad for a no-obligation quote to 602-277-9881 (fax) or adsales@elaz.org. Don't see your category? Ask!

HELP WANTED

INDUSTRIAL REFRIGERATION & BOILER CO. CAREER OPPORTUNITY

for Entry, Mid-level & Experienced Techs

TOP PAY

OUTSTANDING BENEFITS

- 100% paid employee health insurance premiums
- Top benefits including 401K
- Paid Holidays
- Paid Vacation
- Tuition & book reimbursement
- Company trucks
- Company uniforms

STABILITY & GROWTH

- 58-year old company with steady year round work
- Superior, high-quality products, outstanding services, and excellent customer care to support your efforts
- Professional certification and in-house training programs including RETA & NATE
- Opportunity to train and work in the Heavy-Commercial and Industrial facilities.
- Career advancement opportunities: lead technician, service management, construction management, & engineering

Earn what you are worth, and make a career move you won't regret!

Call today: all inquiries and interviews will be kept strictly confidential.

Call: (602) 253-4157

Email: dgerdes@irefrigerate.com
834 E. Tonto Street
Phoenix, AZ 85034



An Equal Opportunity Employer

H
V
A
C
R

S
E
R
V
I
C
E

T
E
C
H
S

HELP WANTED



FOR MORE INFORMATION OR TO APPLY CONTACT US

+480-345-2665

westernstateshomeservices.com

David@westernstateshomeservices.com

WE ARE HIRING



OUR COMPANY

- ✓ **LOCALLY OWNED AND OPERATED**
- ✓ **GROWING ORGANIZATION**
**Hiring for all positions*
- ✓ **GREAT BENEFITS PACKAGE**
**Health-Dental-Vision-401K-PTO*



NOW HIRING FOR BOTH MESA & TUCSON LOCATIONS

- ✓ **HVAC INSTALLERS**
**TAKE HOME VEHICLE INCLUDED
PAY RANGE 80K-150K*
- ✓ **TECHNICALS/SALES**
**TAKE HOME VEHICLE INCLUDED
PAY RANGE 120K-400K*
- ✓ **PLUMBERS**
- ✓ **CUSTOMER SERVICE REPRESENTATIVES**

3065 N NORFOLK
MESA AZ 85215

2470 W RUTHRAUFF
#194 TUCSON, AZ 85705

ROC #349214 ROC #342520

ARIZONA HEAT PUMP COUNCIL CONTINUING EDUCATION PROGRAM

HPC 167 NATE EXAM

NORTH AMERICAN TECHNICIAN EXCELLENCE CERTIFICATION TESTING EVENT

This event consists of the 1.5-hour Core and 2.5-hour Specialty NATE exams administered by a certified proctor instructor, Rich Porter. There is a brief overview before each exam is given. Lunch will be provided.

FRIDAY, NOVEMBER 13, 2026
8:00AM - 4:00PM

ELECTRIC LEAGUE TRAINING CENTER

2702 N 3RD ST, SUITE 2020

PHOENIX, AZ 85004

COST: NON-MEMBER: \$550 MEMBER: \$520

Upon registration, technicians receive an info session webinar link that includes tips and guides in preparation of NATE exam.

Ready to Take the NATE EXAM?

REGISTER TODAY!



VISIT EDU.ELAZ.ORG OR SCAN QR CODE TO REGISTER ONLINE

QUESTIONS? CONTACT US AT 602-263-0115 OR EDUCATION@ELAZ.ORG

Classifieds

HVAC LOAD CALCULATIONS

www.load-calculations.com
801-949-5337
 • ACCA Manual J
 • ACCA Manual S
 • ACCA Manual D
 10 & 14-Day PRICING on website

**Call
classifieds**
**602-263-8519 |
adsales@elaz.org**

TRAINING

Build Your In-House Training Program Without Building One From Scratch!

Stop waiting. Start building.

With the **ESCO Plus** online training bundle, contractors can train teams with structured, industry-recognized courses—anytime, anywhere.

- ✓ Technical + soft skills
- ✓ Self-paced, CEU-backed learning
- ✓ Built for real-world technicians

Now offering contractor pricing for teams of 10+!



ESCO+
ESCO Basic PLUS Technical Training Associates & Coscia Communications Courses!

Get started today!
 Visit <https://tinyurl.com/TTA26> or scan QR code.

Add 10 or more seats to unlock discount!






www.hvacr.elearn.network 1-800-726-9696


Troubleshooting Answer:

You found that the material in the molecular sieve drier, due to a break in the drier screen, had been forced through the liquid line, causing a restriction near the 90-degree ell near the fixed bore metering device.

In addition to the sealed system repair, due to the age of the equipment, you also need to ensure that there is adequate air flow through the indoor coil.

Call classifieds
602-263-8519 | adsales@elaz.org

ARIZONA HEAT PUMP COUNCIL CONTINUING EDUCATION PROGRAM



SEEKING PART-TIME HVAC/R INSTRUCTOR

The Arizona Heat Pump Council is seeking an instructor for its continuing education program.

ARIZONA HEAT PUMP COUNCIL CONTINUING EDUCATION PROGRAM

PREFERRED QUALIFICATIONS

- *Extensive knowledge of residential and /or commercial HVAC systems.
- *High School Diploma or GED or higher
- *5 years or more of experience as a journey level HVAC Supervisor
- *Teaching experience (optional)
- *MHPT & Heat Pump Installer Certified

Contact **(602) 263-0115** Or email **Education@elaz.org**

Operated by 

Classifieds

HELP WANTED

Don't let staffing problems *slow you down*

Hire the best with a Help Wanted ad in *HVACR Today*, Arizona's favorite industry newspaper. You'll reach Arizona's best professionals, from entry level to top management.

Classified advertising in *HVACR Today*: It's easy, it's affordable, and it works. Contact us today!

602-263-8519 adsales@elaz.org



SCRAP METAL



RZR RECYCLING
COMPLETE A/C RECYCLING & SALVAGE

COMPLETE HVAC RECYCLING SERVICES

- On-site pick of AC units, install trash and pallet
- Online, text, email or phone scheduling available
- Get paid cash on the spot or any way you like
 - Same day service usually available

We provide a full accounting of all units and materials with our Recycling software and a full service yard for drop off of materials.

All metals accepted www.rzrrecycling.com

Call or email for a price list

623-869-0021 • Will@rzrrecycling.com
22380 N 20th ave Phoenix, AZ 85027



Have a story idea?

- People
- Projects
- Company changes
- Events

We want to know
Email: editor@elaz.org



NOW HIRING IN PHOENIX & TUCSON!

CALL OR TEXT: (602) 833-2550
CAREERS@PARKERANDSONS.COM

PARKER
& SONS 50 YEARS



NOW HIRING

HVAC INSTALLERS

\$75,000 - \$100,000

HVAC TECHNICIANS

\$85,000 - \$120,000

HVAC SELLING TECHS

\$150,000 - \$250,000

SIGN ON BONUSES AVAILABLE!

“Not only is there great opportunity, but they will prepare you to be successful!”



FRANK HERNANDEZ, HVAC SUPERVISOR

ADVANCE YOUR CAREER!

- Outstanding Earnings
- Personalized Mentoring
- Balanced Work Schedule
- Promotions and Recognition

Use the QR code for more info!

ROC152654, ROC152656, ROC233298, ROC258885, ROC300696

YEAR-ROUND
**INDOOR
COMFORT**



DID YOU KNOW DAY & NIGHT® HAS
**VARIABLE SPEED
COMPRESSORS**
IN 20 – 23 SEER ION™ SERIES CONDENSERS?

In-Stock at a branch near you

The Ion 23 system heat pump offers ENERGY STAR® qualified performance with efficiencies as high as 23 SEER2 and 10.0 HSPF2. To keep comfort consistent and quiet, the C5H0V and C5H3V split system heat pumps operate with a multi-speed fan motor and include SmartSense technology that automatically selects the proper cooling stage and compressor and fan speed as needed. These models better match changing conditions to provide more uniform comfort and higher energy efficiency than standard models while using R-454B refrigerant that delivers a 75% decrease in global warming potential while maintaining the non-ozone depleting properties of R-410A.



A Proud Member of the Carrier Family
©2025 Carrier. All Rights Reserved.

	HEAT PUMP OPTIONS	C5H3V	C5H0V
COMFORT FEATURES	<ul style="list-style-type: none"> • Summer Dehumidification • Temperature Control 	Best Best	Best Best
EFFICIENCY	<ul style="list-style-type: none"> • Cooling SEER2 • Electric Heating HSPF2 	Up to 23.0 Up to 10.0	Up to 20.0 Up to 9.5
DESIGN FEATURES	<ul style="list-style-type: none"> • Ion Communicating System Compatible • Compressor Stages • Compressor Sound Jacket 	Yes Variable Yes	Yes Variable Yes
PEACE OF MIND	<ul style="list-style-type: none"> • 10-Year Parts Limited Warranty** • No Hassle Replacement Limited Warranty* 	Yes 10-Year	Yes 10-Year



Featuring
R454B

* See warranty certificate for complete details and exclusions.

** Timely registration required for 10-year parts limited warranty. Limited warranty period is five years for parts if not registered within 90 days of installation except in jurisdictions where warranty benefits cannot be conditioned upon registration. Please see warranty certificate for further details and restrictions

DISCOVER COMFORT WITH CONFIDENCE



Scan to find
your nearest
Ferguson location
or visit:
<https://qr1.be/CV28>

Call us today for more information:
(623) 474-7200