

Turning HVAC Transitions into Opportunity

An Interview with Steven Lazar, Lazco Corp.

Indoor Comfort News (ICN): Steven, you've had a long and unique journey in the HVAC industry. Can you start by sharing your background and how Lazco Corp came to be?

Steven Lazar:

Absolutely. I grew up in the HVAC industry through my father's company, **Air-Wize**, so it's been part of my life from the beginning. Over time, I went on to establish **Speedway Supply**, which focused on surplus HVAC equipment. That experience really opened my eyes to the amount of excess inventory that exists in our industry and the opportunity to manage it more effectively.

That ultimately led to the formation of **Lazco Corp**. We evolved from a traditional warehouse operation into a sell-by and solutions-driven model, working directly with manufacturers like Carrier, Trane, **ICP**, and **others**. Today, Lazco Corp. collaborates with manufacturers, distributors, and contractors to help convert surplus and obsolete equipment into working capital. Being a **HARDI member** has also been instrumental—it allows us to work collaboratively across the supply chain without competing with manufactures and distributors.

ICN: The EPA's phase-down of R410A has been a major topic of concern for contractors. How do you see this impacting IHACI members?

Lazar:

We've been here before. I remember the transition from 12 to **13 SEER equipment**, and I see many similarities. When refrigerants or efficiency standards change, consumers naturally gravitate toward newer, compliant equipment. With R410A, contractors may feel pressure around availability, service requirements, and compliance costs—but those who focus on **selling and marketing new systems** will be in the best position.

The key is not getting stuck in the anxiety of the transition. Instead, contractors should be preparing their sales strategies and messaging now. Resources like **IHACI distributors** are playing an important role in helping contractors understand and navigate the R410A transition effectively.

ICN: As R410A systems are phased out, what challenges are you seeing, and how does Lazco Corp help address them?

Lazar:

One of the biggest challenges is **training**—not just technical training, but also training around marketing, installation, servicing, and proper handling of new products. Contractors need confidence when presenting these new systems to customers.

At Lazco Corp. , our core solution is buying and selling **surplus, excess, and obsolete equipment**. That can include everything from unused inventory to large assets like **used chillers from demolition companies**. In some cases, we provide alternatives when new equipment has long lead times.

ICN: Lazco Corp is well known for helping manufacturers and distributors manage excess inventory. Can you explain how that model works?

Lazar:

Our business model is simple: we help manufacturers and distributors **clear excess inventory** so they can focus on selling current and future product lines. We purchase surplus inventory outright, converting it into working capital.

We've done this across the industry—helping **Fujitsu clear an entire warehouse in Texas**, moving rooftop units from **ICP into the Texas market**, and working with multiple **Johnstone Supply locations** and **Carrier enterprises**. Lazco Corp is based in **Cornville, Arizona**, and we're very selective in what we purchase. That selectivity ensures we don't compete with IHACI contractor members—we're a solution, not a disruption.

ICN: What advice would you give contractors who may be hesitant to move away from existing R410A inventory?

Lazar:

Delaying the transition can be risky. Contractors who focus too long on aging inventory may miss opportunities with new systems that consumers increasingly want. The contractors who succeed will be the ones who **train their teams**, understand the new products, and provide high-quality installation and service.

Looking ahead, I see Lazco Corp playing an important role in helping the industry convert remaining R410A inventory into working capital. At the same time, **rebates for new high-efficiency systems** could create a win-win for contractors and consumers alike.

ICN: Finally, how do you see Lazco Corp working with organizations like IHACI moving forward?

Lazar:

Trade associations like **IHACI** are critical during times of transition. We actively collaborate with associations to advocate for practical policies, realistic standards, and contractor education. The future of HVAC will continue to evolve, and our goal at Lazco Corp is to help the industry adapt smoothly—turning change into opportunity rather than disruption.

Interview conducted by Ricardo Grizzelle for Indoor Comfort News.

