HVAC/R contractors are price sensitive, though more so with residential. The average residential contractor may have up to $100 (U.S.) per month to spend on test tools and other equipment. Contractors are usually expected to provide their own tools; however, companies will often provide more expensive specialty tools.

Many contractors work on a flat rate basis, fueling the need to complete jobs on time and within budget. Test tools and equipment that help them operate more efficiently are key.

**Minimum Qualifications:**
Uniform licensing laws are virtually non-existent, with individual states holding different requirements. Technicians typically enter the trade at an apprenticeship level, then work towards journeyman and ultimately become licensed contractors. Advancement usually involves a combination of work experience, written exam, and fees.

**Population:**
Estimated 80,000 (U.S.)

**Buying Patterns:**
HVAC/R is highly seasonal, with upswings in the early spring and fall in anticipation of the cooling and heating seasons. Technicians will purchase from their local HVAC/R distributor, and tend to make purchasing decisions based upon counter sales feedback, word of mouth from peers, and distributor catalogs.

**Where they Buy:**
- HVAC distributor storefront
- Catalog
- Industrial distributor storefront
**Toolbelt:**
- Contact thermometer
- IR thermometer
- Thermohygrometer
- Carbon monoxide tester
- Flue gas analyzer
- Combustion checker
- Combustible leak detector
- Digital multimeter
- Clamp meter
- Flow hood
- Vane anemometer
- Hot wire anemometer
- Manometer
- Refrigerant leak detector
- Pressure/vacuum tester

**Fluke Offering:**
- 983 Particle Counter
- 971 Temperature Humidity Meter
- CO-220 Carbon Monoxide Tester
- CO-210 Carbon Monoxide Probe
- CO-205 Aspirator Kit
- Fluke 62 Mini IR Temperature
- Fluke 63 IR Temperature
- 337 Clamp
- Fluke 16 DMM
- Fluke 179 DMM
- Fluke 87V DMM
- T5-600 Electrical Tester
- 80PK-8 TC Clamp
- PV350 Pressure Vacuum Module