VyRal

A LeakReceipts Field Guide

LeakReceipts for Commercial Refrigeration & HVAC Service

The Field Guide: where the money leaks, how to prove it, and how to close it

For: Commercial Refrigeration and HVAC Service — Ticket to Invoice

by VyRal Dynasty

LeakReceipts for Commercial Refrigeration & HVAC Service The Field Guide: where the money leaks, how to prove it, and how to close it

First edition, November 2026, revised 12 November 2026. Built from VyRal's lane research as it stood on 11 November 2026.

© 2026 VyRal Dynasty Holdings LLC, a South Carolina company. All rights reserved. A VyRal Dynasty product.

How every number in this book is labeled.

- **VERIFIED** means the figure comes from a named, dated source, and the source is printed next to it.
- **CALCULATED** means it is arithmetic on verified numbers or on your own numbers, and the math is shown.
- **ESTIMATE** means a reasoned range, and it is always called one.
- **STRUCTURAL** marks a standing rule of the trade (a law, a contract term, how the paperwork works), not a market figure.
- **STILL BEING MEASURED** means VyRal has not verified a figure yet, so no number is printed.

If a number is not labeled, it is a blank for you to fill from your own paper.

What this book is not. This is education, not legal, tax, accounting or financial advice. Where a fix says a professional decides, a professional decides. Nothing here says that any company, customer or person did anything wrong. The fixes show you how to check your own paper and ask in writing.

About how this book was made. This book was assembled with AI from VyRal's sourced research on this trade and checked against those sources. AI can make mistakes. Before you act on a figure, check it against the source printed beside it. Rules and rates change, and every figure carries its date for that reason.

Before you share any document with anyone, Vera included, black out account numbers, Social Security numbers and anything else you would not hand a stranger.

Contents

1. The short answer for your trade
2. Get your paper together
3. Leak 1: EPA Section 608 Leak-Repair & Recordkeeping
4. Leak 2: Refrigerant Phasedown — the R-410A Service Tail Just Got Longer
5. Leak 3: Self-Employment / Entity-Structure Tax Boundary
6. Leak 4: Pride Economy: The Trucks and the Diagnostic Equipment
7. Leak 5: Callback Rate & Cost Benchmark
8. Leak 6: Manufacturer Warranty Labor Gap
9. Leak 7: Refrigerant Price Volatility — Bill at Current Cost, Not Stale Cost
10. More leaks to check
11. Grow it: the next rung
12. The household side: TrueNET
13. Your 30-day leak plan
14. Take it into LeakReceipts
15. Sources
16. Your leak log

The short answer for your trade

In your work, nobody computes your number but you — the technician decides in the field what actually reaches the ticket, and the discount happens quietly at the counter: a waived diagnostic fee, refrigerant added but never billed, an after-hours premium zeroed out to keep the customer happy. It's a small leak per job and a real one across a shop, and it gets WORSE as the shop grows, not better — five techs discounting at five counters leaks five times faster than one owner-operator who sees every ticket himself. Layered on top: EPA recordkeeping that turns an unbilled refrigerant top-off into a compliance gap as well as a revenue one, and manufacturer warranty labor that's rarely paid at what the job actually costs to run.

Your leak map

Every leak this book covers, biggest first. The size grade is VyRal's research grade for how much money a leak tends to move in this trade. It is a grade, not a dollar figure. Your own paper sets the dollars.

#	Leak	Size grade	Evidence	Fixes
1	EPA Section 608 Leak-Repair & Recordkeeping	Major	VERIFIED	1
2	Refrigerant Phasedown — the R-410A Service Tail Just Got Longer	Significant	VERIFIED	1
3	Self-Employment / Entity-Structure Tax Boundary	Moderate	STRUCTURAL	1
4	Pride Economy: The Trucks and the Diagnostic Equipment	Small but common	STRUCTURAL	1
5	Callback Rate & Cost Benchmark	Major	STILL BEING MEASURED	1
6	Manufacturer Warranty Labor Gap	Significant	STILL BEING MEASURED	1
7	Refrigerant Price Volatility — Bill at Current Cost, Not Stale Cost	Significant	STILL BEING MEASURED	1

Then there are 4 more leaks to check, each with its own fixes, in the chapter called More leaks to check.

Get your paper together

Every fix in this book starts with paper, not memory. Memory rounds in the other side's favor. Paper doesn't.

Pull the last 90 days. Put it all in one folder, paper or phone, and label each piece with its date. Black out account numbers and Social Security numbers before you share anything with anyone.

The paper that proves each leak:

- Your contracts, invoices, statements, pay records and the messages around them.

My folder checklist

Last 90 days of statements or pay records _____

Every contract or agreement I work under _____

Every invoice, ticket or settlement for the same 90 days _____

The messages that changed a price, a scope or a date _____

Leak 1: EPA Section 608 Leak-Repair & Recordkeeping

Size grade: Major · Evidence: VERIFIED

What it is. On appliances holding 50+ lbs of refrigerant, EPA rules trigger a mandatory leak repair once the annual leak rate exceeds a threshold — 10% for comfort cooling, 20% for commercial refrigeration, 30% for industrial process — with repair due within 30 days (120 for industrial-process shutdowns). The technician must give the owner an invoice stating the refrigerant added — a legally required record.

Why it leaks. The refrigerant-added invoice line is a federal recordkeeping requirement, not optional detail — when a tech tops off refrigerant and doesn't put it on the ticket, the shop isn't just leaking revenue, it's failing to generate a record EPA requires it to have.

The number to hold it against. Leak-repair triggers on 50-lb+ ozone-depleting refrigerant systems: 10% comfort cooling, 20% commercial refrigeration, 30% industrial; repair within 30 days. Since Jan 1, 2026, HFC systems of 15 lbs+ are covered too (residential AC exempt). Source: EPA, 40 CFR Part 82 Subpart F (Section 608); 40 CFR 84.106.

VERIFIED · Primary — government or regulator

> **Ask yourself:** When your techs add refrigerant on a 50-lb-plus system, does every pound actually reach the invoice as its own line?

1. Refrigerant added on site but missing from the invoice and the record

Fix approved · leak evidence: Verified

Fix 1 — Do it yourself (free).

1. Pull every ticket where refrigerant was added and check that pounds and type are on the invoice.
2. Bill the open ones from the ticket record.
3. Make pounds added a required field that flows straight to the invoice.
4. Each month, match cylinders bought against pounds billed - the gap shows up there first.
5. Since January 1, 2026, EPA's HFC leak-repair rule covers many systems holding 15 lbs or more of HFC refrigerant, not just 50 lbs or more, and owners must keep service records. Your ticket is where that record starts.

Fix 2 — The words to send, under your own name. Fill in the brackets, keep a copy, and send it from your own email or by mail. Nobody sends it for you.

> Note to customer on a corrected invoice:
>
> Hi [CUSTOMER NAME], on [DATE] at [LOCATION] our tech added [POUNDS] lbs of [REFRIGERANT] to [EQUIPMENT]. That line was left off the original invoice [INVOICE #]. The corrected invoice is attached, along with the service record for your files. Thank you.
>
> [YOUR NAME], [COMPANY]

Fix 3 — Done for you. LeakReceipts · Billing Capture

WE DO: compare tickets to invoices, list every refrigerant addition that wasn't billed, and add it as a line item before the invoice goes out. YOU DO: approve and send the invoice.

Keep it closed. No invoice goes out without a refrigerant line on any ticket that shows refrigerant added.

What this fix can't decide for you. Who must keep which records is set by 40 CFR Part 82 Subpart F and Part 84 - the shop confirms its own obligations with EPA guidance or counsel.

My receipt for this leak			
Owed by my paper	Paid or billed	Gap (CALCULATED: owed – paid)	Fix 2 sent · answer

FREE FIRST CHAPTER

That's Leak 1 of 7.

The full Field Guide for Commercial Refrigeration & HVAC Service walks through every leak on the map you just read: why it happens, the paper that proves it, and three fixes for each one — one you do yourself for free, the words to send under your own name, and what LeakReceipts can do for you while the decision stays yours.

Get the full guide:
leakreceipts.com/ebooks/commercial-refrigeration-and-hvac-service

Run it on your own numbers:
leakreceipts.com

WE WALK BY FAITH NOT BY SIGHT — 2 Corinthians 5:7