

# NEWS & VIEWS

May, 2015

The Pacific NW Heating Cooling Association  
Serving Oregon and SW Washington



P.O. Box 87907  
Vancouver, WA. 98687-7907  
360-834-3805  
dick@oracca.org

## May 7th @ NW College of Construction TECHNICIAN DAY



The ORACCA May 7, 2015 meeting will be held at the NW College of Construction, 8111 NE Holman St, Portland, OR 97218, 11:30AM. **This meeting and lunch is being sponsored by Johnstone Supply.**

Plan to make time in your schedule for the upcoming Technician Day hosted by Johnstone Supply during the May 7th meeting.

**Dan Trachsel, Technical Specialist with Johnstone Supply,** will be presenting tools and diagnostic techniques that can add proficiency and credibility to your service team, as well as tips that may generate sales leads for your company. Combustion testing, evaporator performance, refrigeration-side analysis, air-side analysis, pressure switch testing and basic diagnostics will be some of the subjects discussed.

There will be several tool vendors on hand to show off their latest a greatest tools, including UEI, Fieldpiece, Appion, JB, Refco and Fluke.

**Johnstone Supply is the premier source for service and replacement parts with one stop shopping in person or online.** So they are uniquely qualified to present to your technicians

The idea behind a meeting for technicians is to bring attendees up to the minute information on products to make their job easier and more professional. So plan on scheduling your technicians for a long lunch on Thursday May 7th, along with some important training on how to make more sales, have less call backs and improve profits for your company.

Not all technicians are comfortable with selling to their customers. The information obtained at this meeting will enable them to feel at ease promoting products once they are shown how easy and efficient their installation and use is.

Summer is the best season of the year for HVAC shops and technicians. We have New Construction running the wheels off of our installation vans while our service technicians are trying to keep up with weather-related issues. Now is the time to work harder and smarter if we want to capitalize on the season.

**Johnstone Supply is proud to host Technician Day for the ORACCA audience and membership. We would like to present some new tool technology, service parts, and savvy technical tips that will enrich your technician's knowledge beyond the beer-can-cold days of yore.**

This will be a fun and informative event with great ideas shared among the group. We look forward to seeing you in attendance!

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**What?**

Johnstone Supply  
Presents Technician Day

**When?**

11:30AM , May 7th at  
NW College of  
Construction  
8111 NE Holman St.  
Portland, OR 97218

## Once More with Feeling— Are You ACA Compliant?

The overwhelming flood of Patient Protection and Affordable Care Act mandates and related IRS regulations is about to reach another deadline.

Some employers have been paying for their employees' individual health insurance policy premiums. An IRS update (Notice 2015-17) states that this arrangement is considered a "health plan" but is not ACA-compliant. The sponsor of such a non-ACA-compliant health plan could face an excise tax of \$100 per employee per day.

To help employers avoid the excise tax, the IRS is offering a grace period to give employers time to stop paying premiums for individual coverage and make their plan ACA-compliant if they wish to offer a group health plan. **Businesses found to be non-compliant after June 30, 2015, may be subject to the applicable excise tax.**

To summarize the IRS communication:

- ◆ Employers who reimburse employees—either on a pre- or post-tax basis—for costs related to individual health policies are subject to the excise tax for not being ACA compliant.

- ◆ Employers may not allow employees to deduct the cost of their individual policy premiums from their wages.

- ◆ The excise tax penalty applies regardless of whether the employer is reimbursing the employee directly or is working with a Third Party Administrator to provide an individual health policy on a pre-tax basis.

- ◆ Employers cannot provide extra wages to employees for the express intent of purchasing an individual health policy unless they provide the extra wages to all employees regardless of whether they purchase health coverage.

The IRS's intent is to enforce the law after the grace period ends on June 30. Employers have until then to stop reimbursing for individual health

premiums and enroll their eligible employees in a compliant group health plan if they wish to offer health coverage.

If you have been reimbursing your employees for their individual policy premiums, don't delay bringing your health plan into ACA compliance plan to help avoid the related tax penalties. Federated Insurance's marketing representatives can help you find a group health policy suited for your employees and advantageous to your business.

Remember, setting up a ACA compliant group health plan may actually have financial benefits for both you and your employees.

Giving your employees additional wages to pay for their premiums will subject both you and them to payroll taxes, and dilutes the value of each additional dollar you give them. Instead, employer contributions toward group health insurance offer greater advantages for both you and your employees.

To find your local Federated representative, call 1-888-333-4949 or visit [www.federatedinsurance.com](http://www.federatedinsurance.com).\*

## An Impossible Skill

As you're reading this article, are you doing something else at the same time? Maybe you're eating, listening to the radio, or even planning your day. You might think you're multitasking, but—and this may come as a surprise—you're *not*. Scientists have learned that our brains don't process more than one stream of information at a time.<sup>1</sup>

When you read, your brain absorbs the information it receives through the act of reading. You may be conscious of the radio in the background, but, to be fully aware of the song that's playing, your brain drifts to the music for a few seconds. When that happens, you no longer comprehend the words on the page. The time "away" is so fleeting that you may not realize

you're not fully focused on the original task of reading, leading you to believe you're multitasking.

Knowing what you know now about your brain's inability to process simultaneous activities, do you still think you can multitask behind the wheel? Keep in mind that, during the time your mind wanders from focusing on driving to focusing on a distraction, your vehicle may have traveled hundreds of feet. And, depending on the duration of the distraction, the trip could involve events much more disastrous than just "unconscious" driving.

Employers whose employees drive on behalf of the company have a responsibility of ensuring their employees are safe drivers. They need to understand the gravity of a distracted driving incident, and the potential risk to others, themselves, and their employer—and possibly their job.

Explain the **three kinds of distractions** to your employee drivers, then work together to devise ways to avoid them.

- ◆ **Visual** – anything that takes your **eyes** off the road, both inside and outside the car.

- ◆ **Manual** – anything that takes your **hands** off the wheel. Two hands are much better than one for making corrective maneuvers.

- ◆ **Cognitive** – anything that takes your **mind** off driving. This is known as inattentive blindness. It's often what happens when you drive somewhere and don't remember the drive itself.

As much as we'd all like to believe we can multitask, our brains simply are not wired to do so. Being distracted while reading is relatively harmless; being distracted while driving is not. When you're focused on driving, it could help you avoid the guy in the next lane who isn't.

*Multitasking is a mythical activity in which people believe they can perform two or more tasks simultaneously. 2*



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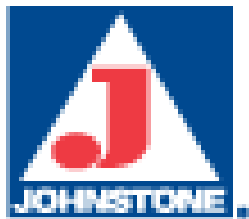
Full Line Wholesaler of HVAC Supplies,



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## SPONSOR OF THE MONTH



16650 SW 72nd. Ave.  
Tigard, OR 97224

## TRAINING/ TESTING

NATE GAS HEAT Training/Testing.  
May 2, 2015, 8:00AM, NW Natural Computer Lab. -

Brazing Certification Test, June 12, 2015,  
PCC @ Swan Island Facility

**Not a member? We'd love to serve you, too.**

For additional information visit [www.oracca.org](http://www.oracca.org) or call 360-834-3805. Email [dick@oracca.org](mailto:dick@oracca.org)

# THE ORACCA CHALLENGE GOLF TOURNAMENT

Oregon City Golf Course at Lone Oak

July 13, 2015 - 1:00PM Tee Off



ORACCA

The  
Pacific NW  
Heating Cooling Association  
Serving Oregon and SW Washington



Oregon City Golf Course at Lone Oak  
20124 S. Beaver Creek Rd.; Oregon City, OR 97045  
503-518-2846

- Open to all ORACCA members, Guests and non-members. All skill levels encouraged to play
- Scramble format play - Shotgun start
- 1 & 2 place team prizes
- Longest Drive and KP prizes
- 50 - 50 putting contest.

Green Fees are \$99.00 per Member or  
Non Member Guest\* and \$125.00 for Non Members and include:  
\* *ORACCA members can sponsor as many guests as they wish for the member price.*  
*Guest names must be shown on the member registration form.*

18 holes of golf and 1/2 cart

Dinner **Sponsored by NW Natural** after Golf  
Golf prizes

And more fun than you can imagine!

Download a Registration online Today at [www.oracca.org](http://www.oracca.org)

Please Register by Wednesday, July 8, 2015

2015 ORACCA CHALLENGE GOLF TOURNAMENT REGISTRATION FORM



# Please Register before Wednesday, July 8, 2015\*

## 2015 ORACCA CHALLENGE GOLF TOURNAMENT REGISTRATION FORM

Registration will be first come, first served, so register early

### Individual Registration

First Name: \_\_\_\_\_ Last Name \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

My three most recent golf scores \_\_\_\_ - \_\_\_\_ - \_\_\_\_ or handicap \_\_\_\_\_

### Additional Registrations

In addition to my registration, I have two, three or four additional players to register.

(if you register individually you will be assigned to a foursome.)

Name: \_\_\_\_\_ Last (3) 18-hole scores: \_\_\_\_ - \_\_\_\_ - \_\_\_\_ or handicap: \_\_\_\_\_

Company: \_\_\_\_\_ Address: \_\_\_\_\_ Phone: \_\_\_\_\_

Name: \_\_\_\_\_ Last (3) 18-hole scores: \_\_\_\_ - \_\_\_\_ - \_\_\_\_ or handicap: \_\_\_\_\_

Company: \_\_\_\_\_ Address: \_\_\_\_\_ Phone: \_\_\_\_\_

Name: \_\_\_\_\_ Last (3) 18-hole scores: \_\_\_\_ - \_\_\_\_ - \_\_\_\_ or handicap: \_\_\_\_\_

Company: \_\_\_\_\_ Address: \_\_\_\_\_ Phone: \_\_\_\_\_

### Fee Schedule: July 13, 2015 at Oregon City (tee off at 1:00PM).

- Group registration form(s) & payment are enclosed for the tournament
- Individuals will mail registration form(s) and/or payment under separate cover.

# \_\_\_\_\_ Golf Tournament Reservations @ \$99.00 each\* (Member/Guest Rate) \$ \_\_\_\_\_

# \_\_\_\_\_ Golf Tournament Reservations @ \$125.00 each (Non Member Rate) \$ \_\_\_\_\_

**Total Enclosed \$ \_\_\_\_\_**

*\* ORACCA Members can sponsor as many non member guests as they wish at the member rate.  
See registration requirements on front page. Fee includes: 18 holes, 1/2 cart\*\*, dinner & prizes.*

### Method of Payment

If paying by credit card we need the credit card billing address to be able to process.

Is this a corporate card?  Yes  No

Check (Enclosed)  Visa  Mastercard  American Express

Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Amount Authorized: \_\_\_\_\_

Name of Cardholder: \_\_\_\_\_ Signature: \_\_\_\_\_

Billing Address: \_\_\_\_\_ Zip: \_\_\_\_\_

**Cancellation Policy:** Cancellations must be received on or before July 8, 2015 to receive a full refund. A 50% refund will be given after that date. No shows and same-day cancellations will not receive a refund.



**Complete and return, with payment made out to ORACCA**

P.O. Box 87907, Vancouver, WA. 98687-7907

Fax 503-914-1999 or register online at [www.oracca.org](http://www.oracca.org)

Questions? Call 360-834-3805 or [dick@oracca.org](mailto:dick@oracca.org)



**\*\* Registrations received after July 8, 2015 may not have a cart available as we have to order extra carts for the tournament. So register early or you may have to walk the course.**



# ORACCA



## Vendor Support Commitment Form ANNUAL ORACCA Golf Tournament July 13, 2015

Yes, our company would like to help make this Golf Tournament a resounding success. We would like to commit to the following:

	Amount
Tournament Sponsor _____	\$2,000.00 _____
Banquet Platinum Sponsor _____	\$1,000.00 _____
Gold Sponsor _____	\$ 750.00 _____
Beverage Cart - Gold Sponsor _____	\$ 750.00 _____
Silver Sponsor _____	\$ 500.00 _____
Hole sponsorship _____	\$ 300.00 ea. _____

Each hole sponsor receives signage and advertising in the tournament program)

List the hole(s) number(s) you wish to sponsor \_\_\_\_\_

**Holes Sponsors are entitled to man a game booth at their sponsored hole. Prizes for hitting within a circle at the hole, or answering product quiz questions are examples of games.**

**Prize Contribution** (Cash or Product, Please list and give a value) \_\_\_\_\_

\_\_\_\_\_

Method of payment: \_\_\_\_\_ Check enclosed \_\_\_\_\_ Please Bill Us, P.O. # \_\_\_\_\_  
 Credit Card MC • Visa • AMEX Card # \_\_\_\_\_ Exp Date. \_\_\_\_\_  
 Signature \_\_\_\_\_

Sports Tournament -- YES, in addition to this general contribution, we will make the following contribution of equipment (balls, tees), prizes, giveaways (caps, visors, towels), etc. to the ORACCA Golf Tournament:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

All Vendor Contributions will be recognized and acknowledged during and after the tournament. To appear in the printed program for the Tournament, commitments must be received by July 8, 2015.

Signed \_\_\_\_\_ Date \_\_\_\_\_  
 Name (Printed) \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone AC( ) \_\_\_\_\_ FAX AC( ) \_\_\_\_\_

Return this fact sheet along with your Golf Registration Form to:

**ORACCA**

P.O. Box 87907

Vancouver, WA. 98683-3461

Voice 360-834-3805

FAX 503-914-1999



**The Pacific NW Heating Cooling Association  
Serving Oregon and SW Washington**

# 2015 ORACCA Golf Tournament

The annual ORACCA Golf Tournament is again being held at the Oregon City Golf Course. This course is fun to play and is kind to players of all levels of expertise. The date is Monday, July 13th, with tee off at 1:00PM.

The format is a Scramble, so everyone contributes, no matter their level of play. So get your foursome together and come out and enjoy the day with your peers in the HVAC industry.

July							2015	
S	M	T	W	T	F	S		
			1	2	3	4		
5	6	7	8	9	10	11		
12	13	14	15	16	17	18		
19	20	21	22	23	24	25		
26	27	28	29	30	31			

NW Natural is again bringing their traveling food caravan to make sure everyone gets their fill of great food.

Plan on joining us on the 13th for fun food and great prizes.



DIRECTIONS: From South on I-205 S

Merge onto OR-213 S/CASCADE HWY S via EXIT 10 toward PARK PLACE/MOLALLA.

Turn LEFT onto BEAVERCREEK RD.

If you are on OR-213 S and reach OR-213 N you've gone about 0.6 miles too far

20124 BEAVERCREEK RD is on the LEFT.

The course is 0.1 miles past GLEN OAK RD. If you reach TIMBERSKY WAY you've gone about 0.1 miles too far

HOLE	1	2	3	4	5	6	7	8	9	Out	INITIAL								In	Tot	Hcp	Net	Adj											
Back Tees	397	409	595	303	189	532	286	304	175	3190		298	354	170	315	159	457	172	502	255	2682	5872	68.2	/116										
Middle Tees	380	384	570	290	161	512	266	278	155	2996		280	339	150	297	139	443	150	487	235	2520	5516	66.5	/112										
Men's Par	4	4	5	4	3	5	4	4	3	36		4	4	3	4	3	5	3	5	4	35	71	Rating/Slope											
Handicap	7	3	5	15	11	1	13	17	9			18	6	16	4	10	2	12	8	14														
Target Time	:14	:29	:46	:59	1:09	1:26	1:39	1:52	2:02			2:16	2:30	2:40	2:55	3:07	3:25	3:35	3:52	4:05														
Forward Tees	337	371	511	283	148	459	256	268	125	2758		268	329	140	247	117	413	141	474	225	2354	5112	68.9	/120										
Ladies' Par	4	4	5	4	3	5	4	4	3	36		4	4	3	4	3	5	3	5	4	35	71	Middle	71.3	/125									

Scorer:

© Golf ScoreCards, Inc.  
6/2012 1-800-238-7267

Attest:

Date:

<b>PRESIDENT</b> Mark DeFrancisco Heat Relief 503/261-9915  <b>VICE-PRESIDENT</b> Dan Pfau BlairCo 360-573-1331  <b>SEC-TREASURER</b> Loren Watts Watts Heating 360-786-2858  <b>LEGISLATIVE-CODES - ENERGY</b> Mert Gagle Gagle's Htg. & AC 503/581-2972  <b>IMMED. PAST PRESIDENT</b> Buck Sheppard  503/ 936-9672  <b>EDUCATION/ APPRENTICESHIP TRADE SHOW/ PROMOTION</b>	<h2>Planning Ahead ....</h2> <h3>MEETING DATES</h3>	<b>BOARD OF DIRECTORS</b> Mark DeFrancisco Mert Gagle Dennis Klink Mike Morgan Dan Pfau Buck Sheppard Travis Smith Kelly Wilhite Loren Watts  <b>ASSOC. BOARD MBRS</b> Keith Barrow Christopher Combs John Karasaki Larry Johnson Collin McHugh Stewart Mercer Marilyn Reed Tim Weintraut  <b>EXECUTIVE DIRECTOR</b> Suzanne M. Stilwill Association Management 360/834-3805 Fax: 503/914-1999  <i>"We Meet The first Thursday of the Month"</i>
	<p>A. January 8, 2015 - Rebate program roundtable with ETO, PGE, NWN.</p> <p>B. February 12, 2015 - Mar-Hy Distributors @ Mar-Hy          March 12, 2015 - Codes Update -@ York, Tigard</p> <p>C. March 16-19, 2015 - ACCA National Meeting, Grapevine, TX.</p> <p>D. April 10, 2015 - Casino Night @ NW Natural</p> <p>E. May 7, 2015 - Johnstone Supply Presentation, NW CC</p> <p>F. June 4, 2015 - Johnson Air Presentation@ Johnson Air</p> <p>G. July 13 , 2015 - Golf Tournament - Oregon City Golf Course</p> <p>H. August 2015 - No meeting</p> <p>I. September 3, 2015 -GENSCO Presentation @ GENSCO          September 19, 2015 -Shoot out Canby Rod &amp; Gun Club</p> <p>J. October 1, 2015 - Mitsubishi Presentation@ NW College Const.</p> <p>K. November 5, 2015 - York Presentation at York, Tigard</p> <p>L. December 3, 2015 - Xmas party @ Lennox</p>	

# ORACCA

The Pacific NW Heating Cooling Association  
 Serving Oregon and SW Washington

Oregon Air Conditioning Contractors Association  
 P.O. Box 87907  
 Vancouver, WA. 98687-7907  
 360-834-3805

**ORACCA, May 7th  
 at NW College of Construction**

To:

Are you a member? We'd love to serve you, too  
 For additional information visit [www.oracca.org](http://www.oracca.org) or call 360-834-3805. Email [dick@oracca.org](mailto:dick@oracca.org)