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!
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.*

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.

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.

To summarize the IRS communication:

♦ 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.
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

SPONSOR OF THE MONTH

16650 SW 72nd. Ave. Tigard, OR 97224

Not a member? We’d love to serve you, too.
For additional information visit www.oracca.org or call 360-834-3805. Email dick@oracca.org
THE ORACCA CHALLENGE GOLF TOURNAMENT
Oregon City Golf Course at Lone Oak
July 13, 2015 - 1:00PM Tee Off

Oregon City Golf Course at Lone Oak
20124 S. Beavercreek 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
Please Register by Wednesday, July 8, 2015

2015 ORACCA CHALLENGE GOLF TOURNAMENT REGISTRATION FORM

Page 4
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 ☐ 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
Questions? Call 360-834-3805 or 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.
Yes, our company would like to help make this Golf Tournament a resounding success. We would like to commit to the following:

<table>
<thead>
<tr>
<th>Amount</th>
<th>Tournament Sponsor $2,000.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount</td>
<td>Banquet Platinum Sponsor $1,000.00</td>
</tr>
<tr>
<td>Amount</td>
<td>Gold Sponsor $750.00</td>
</tr>
<tr>
<td>Amount</td>
<td>Beverage Cart - Gold Sponsor $750.00</td>
</tr>
<tr>
<td>Amount</td>
<td>Silver Sponsor $500.00</td>
</tr>
<tr>
<td>Amount</td>
<td>Hole sponsorship $300.00 ea.</td>
</tr>
</tbody>
</table>

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 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.

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.
Visit our Website for information on the association’s activities. www.oracca.org

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

Planning Ahead ....

MEETING DATES

A. January 8, 2015 - Rebate program roundtable with ETO, PGE, NWN.
B. February 12, 2015 - Mar-Hy Distributors @ Mar-Hy
C. March 12, 2015 - Codes Update -@ York, Tigard
D. April 10, 2015 - Casino Night @ NW Natural
E. May 7, 2015 - Johnstone Supply Presentation, NW CC
F. June 4, 2015 - Johnson Air Presentation@ Johnson Air
G. July 13, 2015 - Golf Tournament - Oregon City Golf Course
H. August 2015 - No meeting
I. September 3, 2015 - GENSICO Presentation @ GENSICO
J. October 1, 2015 - Mitsubishi Presentation@ NW College Const.
K. November 5, 2015 - York Presentation at York, Tigard
L. December 3, 2015 - Xmas party @ Lennox

Not a member? We’d love to serve you, too.
For additional information visit www.oracca.org or call 360-834-3805. Email dick@oracca.org