ETO Update
April 11th @ Lennox

The April meeting of the Oregon Chapter of Air Conditioning Contractors of America is scheduled to be held at Lennox Industries, 13101 SE 84th Ave., Bldg. A, Clackamas, OR. 97015. at 11:30AM, Thursday, April 11th.

Lunch is being provided by Lennox, so bring your appetite and join your fellow HVAC contractors to network and hear about these exciting programs.

All contractors want to have something in their back pocket to “close the sale”. Where do you get such information? At the April ORACCA meeting. We have invited representatives from the Energy Trust of Oregon, Fluid and Lockheed Martin to discuss their various programs and incentives along with supporting activities to aid the HVAC industry.

Our Energy Trust Overview: presenter is Andrew Shepard.

He and Andrew Morphis will discuss issues dealing with existing homes programs. (Key measures and technologies, key contacts)

Jeffrey Schwartz will cover Existing Buildings:

Dan Wilkinson will present on Multifamily

Sarah (Fujita) Truax will cover New Buildings: (Applicable measures, key contacts, touch on new offerings, etc.)

In addition, to discuss ways in which they may interact with the HVAC industry, there will be representatives from Fluid, ICF and Lockheed.

TEXAS HOLD’M Tournament/Fund-raiser, held March 16th, was a resounding success. If you were there, you obviously understand this statement. If you weren’t, you missed it, big time! Great food, good fun and plenty of action for those playing.

TRAINING/ TESTING

BRAZING Are you ready to get your brazing certification? The next local tests are scheduled for June 14, 2013 at Portland Community College, Cascade Campus, Technology Education Building (TEB 116) 565 Killingsworth - Room # 116 - Portland, OR. 97217. Classes are already filling fast, so get your registration form in soon.

The next Brazing class, following this is scheduled in December, so if you miss this one, you’ll have to wait 6 months.

NATE A Heat Pump and Core Training/Testing class is set for April 20th at the PGE facility in Wilsonville.

MANUAL D The manual D certification class is set for May 4th, also at the PGE facility in Wilsonville.

See the enclosed calendar of events for other training/testing opportunities.
President’s Corner By Buck

Well, Spring is officially here, although it is hard to tell some mornings. The flowers are in bloom, as well as most of our businesses according to those of you I have spoken with lately. I have to believe that this is in part due to the excitement generated by the Fed’s new furnace rules. There is nothing like telling a customer his new furnace will have to be high efficiency unless we get it in by May 1. Let’s hear it for our Federal Government.

I certainly hope to see many of you at Lennox on April 11th. We should have a lot to talk about as well as having good speakers. Our ETO Reps will be there to share the news from ETO and what we can expect. I for one look forward to hearing their message.

Our partnership with NW Natural gas continues to blossom and this month we are partnering with PGE to offer a NATE Heat Pump certification class and test. The class and test are on the 20th of April at PGE’s Wilsonville facility. These certifications really help keep our service businesses growing in the off season. Let’s get those techs and installers trained and certified now, so we can all take advantage of NATE’s new website where customers can search for NATE Trained and certified companies. Slots are filling fast so contact headquarters for any info you need.

For now goodbye..look forward to seeing all of you at Lennox on the 11th.

Buck
Gensco is a multi-state HVAC distributor and manufacturer serving the Northwestern United States. Gensco began business in 1947 as the General Sales Company and incorporated under the name Gensco, Inc. in 1948. The name Gensco is a contraction of the words General Sales Company. Over the last fifty years, Gensco has grown and currently operates from over twenty locations in Washington, Oregon, Alaska, Montana and Idaho. We have approximately 550 employees. Our Corporate Offices are located in Fife, WA, approximately 25 miles south of Seattle. Our corporate building has over 200,000 sq. ft. of warehouse, manufacturing and office space.

Just some of our product lines:

| ADP | Johns Manville | Robertshaw |
| American Standard | JP Lamborn | Roth |
| Beckett Corp | Knauf | Shoemaker |
| Buderus | Majestic-Vermont Castings | Simpson Duravent |
| Columbia Manufacturing | Malco | Thermaflex |
| Crown Boilers | Mars | Titflex |
| DMO-Olsen | Metalbestos | Trane |
| DuroDyne | Nashua | White Rodgers |
| Empire Comfort Systems | Nutone/Broan | Z-Flex |
| Heat & Glo | Peterson Logs | |
| Honeywell | Rheem Manufacturing | |
Planning Ahead ....

MEETING DATES

A. January 10, 2013 - Rebate program roundtable with ETO, PGE, NWN.
C. March 14, 2013 - Codes Update - York
D. April 11, 2013 - ETO - Lennox
E. May 9, 2013 - NATE - Johnson Air
F. June 13, 2013 - How to determine your overhead - Johnstone Supply
G. July 8, 2013 - Golf Tournament
H. August 2013 - No meeting
I. September 12, 2013 - Outing - TBA
J. October 11, 2013 - Casino Night @ NW Natural
K. November 14, 2013 - Medical Insurance Update - TBD
L. December 12, 2013 - Xmas party - Lennox

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

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

ORACCA, April 11th at 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
# ORACCA Planning Calendar 2013

**January 2013**
- New Year’s Day, Jan 01
- M L King Day, Jan 16
- Utility Update at NW Natural - 1/10/13

**February 2013**
- Valentine’s Day, Feb 14
- President’s Day, Feb 20
- Universal Service Parts - Dave Thomas
- NWCC - 2/14/13
- GENSCO to Sponsor.

**March 2013**
- Daylight Savings Time, Mar 10
- Passover, Mar 26
- Easter, Mar 31
- Codes Update / DOE - York- 3/14/13
- Texas Hold’M Tourney Watts - 3/16/13

**April 2013**
- ETO Presentation - Lennox
  4/11/13
- Board to start planning Golf in July

**May 2013**
- NATE Presentation - Don Frendberg
  Johnson Air - 5/9/13

**June 2013**
- Father’s Day, June 16
- How to determine your company’s overhead.
  Johnstone Supply 6/13/12

**July 2013**
- Independence Day, Jul 4
- Golf Tournament, July 8th.

**August 2013**
- Labor Day, Sept 2
- Guns !!!!!!
  NW Natural to Sponsor Lunch, GENSCO will sponsor the room

**September 2013**
- Casino Night October 11th, NW Natural
- Halloween, Oct 31

**October 2013**
- Daylight Savings Time, Nov 3
- Thanksgiving, Nov 21
- Hanukkah, Nov 28

**November 2013**
- Medical Coverage update / - 11/14/13

**December 2013**
- Christmas, Dec 25
- New Years Eve, Dec 31

- Xmas Party - Lennox - 12/12/13

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**Utility Update at NW Natural - 1/10/13**

**Universal Service Parts - Dave Thomas**

**NWCC - 2/14/13**
- GENSCO to Sponsor.

**ETO Presentation - Lennox**
- 4/11/13
- Board to start planning Golf in July

**NATE Presentation - Don Frendberg**
- Johnson Air - 5/9/13

**How to determine your company’s overhead.**
- Johnstone Supply 6/13/12

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= Training Dates
## Training & Testing Courses

**Training & Testing Courses**

- **Vancouver, WA. 98687-7907**  
  - Phone 360-834-3805  
  - Fax 503-914-1999  
  - www.oracca.org

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<thead>
<tr>
<th>Date/Time</th>
<th>Course Description</th>
<th>Cost/Class</th>
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<tr>
<td></td>
<td><strong>January to June 2013</strong></td>
<td><strong>ORACCA</strong></td>
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<tr>
<td>Feb. 9th, 2013</td>
<td>NATE Gas Heat Training/Testing. Training will consist of four hours of training and test preparation dealing with special emphasis on the Core and Gas Heat sections. The proctored NATE test(s) will be on line. <strong>Price is per test. i.e. Core or Gas Heat, or you can save by ordering the combo pack, which includes both tests.</strong></td>
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<td>March 22, 2013</td>
<td>ORACCA Brazing certification testing. The class consists of a class lecture on the subject matter (1-2 hour preparation lecture before test). a written, multiple choice, certification test and a practical brazing lab.</td>
<td>#918 Test</td>
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<td>May 4, 2013</td>
<td>Duct Design - Program consists of 8 Hours Training/Testing with special emphasis on Duct Design. Testing consists of 50 question multiple choice written exam. <strong>Students are required to purchase both manuals D&amp;T for this class. A Trane Ductulator, donated by GENSCO, is included in the class price. The purchase of an ACCA ductulator is optional</strong></td>
<td>Class Man. D*</td>
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To register for any of the above courses, please contact the ORACCA office, 360-834-3805, email: dick@oracca.org or check the ORACCA website, www.oracca.org. Class dates and times are subject to change, based upon level of registrations.

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