ORACCA’s November Events

ORACCA Meeting at York
The November program, November 14th, 11:30, at York in Tigard will feature the NW Ductless heat Pump Project, An update on 2014 incentives through ETO and a presentation by Demandforce. Lunch is sponsored by YORK.

Kaity Tang with the NW Ductless team will provide an overview of the following information concerning the Heat Pump Project. She will lead a discussion of the project sponsor and its objectives, available incentives and rebates involved with the project. Also, single zone installation trends, the displacement approach and electric forced air applications. Kaity will discuss the master installer program plus their co-op marketing and marketing resources, available to program participants.

Also on the program an Energy Trust Existing homes representative will provide updates on a current bonus promotion to support gas fireplaces, as well as an update on new 2014 incentives.

Are you currently using QuickBooks for your accounting software? Looking to receive more 5-star reviews while retaining more of your clients and maximizing your company’s growth? As part of November’s ACCA Oregon meeting, we would like to officially introduce Demandforce which is an Intuit product and ACCA’s newest corporate partner. It is revenue generating enhancement as well as an automated marketing and communication, turn-key solution that integrates seamlessly with your existing QuickBooks software to:

- Enhance your online reputation to attract new customers
- Communicate more effectively with existing customers
- Reach the right audience with targeted promotions and newsletter
- Reactivate lost customers
- Leverage social media to increase brand awareness
- Measure customer satisfaction and monitor overall results

Joining us from San Francisco to share one of our industry’s exciting new products will be Intuit’s very own territory manager and marketing consultant, Paul Rife. Refreshments and coffee will be provided as well by Demandforce.

SEPTEMBER SHOOT-OUT- What a fun day!!!
For those of you who joined us at the Canby Rod & Gun Club for the first ORACCA Shoot-Out. We think you will agree that it was a hoot. The weather co-operated and everyone enjoyed the competition on the range, great food served by NW Natural and the great values, if you won one of the many raffle items. Some photos of the group are shown on page 7.
Members Message By Buck

September’s ORACCA Shoot-Out, was to say the least, a great event. Those attending could not say enough about the fun they had on the trap line or the target range. As you can see from some of the pictures on page 7, there was a lot of shooting going on. The competitiveness of the teams on the trap line was exciting to watch. As with all our events, being an expert at the type of event is not a factor. We encourage anyone to participate, no matter what their level of expertise might be. Judging by the number of clay pigeons hitting the ground unharmed by the shooters, it was apparent that they were a number of shooters who were not classed as expert in trap. They still enjoyed themselves. That is the important part!!! Our regards to Stewart Mercer, who went out of his way to ensure that those clay birds were allowed to land safely, when it was his turn to shoot.

We had three winning teams in the trap contest. First place went to the Milwaukie Heating team. Second went to the Johnstone Supply team and third to the Johnson Air team. Congrats to the winning teams.

We look forward to seeing you at York for the November meeting on the 14th. We have a great program on tap. NW Ductless will provide an overview of all their Heat Pump project topics. Those of you who are selling ductless mini-splits should find this part of the program invaluable for your business. The Energy Trust of Oregon representative will give us updates on their current program supporting gas fireplaces, as well as their upcoming 2014 incentive programs. And, Paul Rife, area account manager for Demandforce, an Intuit company, and recent ACCA corporate partner, will discuss the merits of their automated marketing and communication program. See you at York!!
Genso is a multi-state HVAC distributor and manufacturer serving the Northwestern United States. Genso began business in 1947 as the General Sales Company and incorporated under the name Genso, Inc. in 1948. The name Genso is a contraction of the words General Sales Company. Over the last fifty years, Genso 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.

TRAINING/ TESTING

NATE HEAT PUMP Training/Testing.
NOVEMBER 2, 2013, 8:00AM, PGE Facility in Wilsonville.

Please see the registration material on pages 4 & 5

See the enclosed calendar of events for other training/testing opportunities in the second halt of 2013. Page 6

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
November 2, 2013
7:00AM - 5:00PM
NATE Core & Heat Pump Training & On-Line Test
Registration limited to the first 20 applicants

Test Site
CCC Wilsonville Campus
Room 214
29353 SW Town Center Loop East,
Wilsonville, OR 97070

Session will be held on the second floor. There is plenty of parking at the building. Applicants should have at least one to two years experience in the HVAC industry. This is a very rigorous test of the technician’s knowledge of the trade.

Testing On-line

When you arrive at a testing location, a proctor will access the on-line testing site. You will then click on “Take a NATE test on-line” and enter the Proctor ID number and the Session ID number, both of which you will receive from the proctor. You will then be asked to enter your NATE ID and PIN number to proceed. If this is your first time taking a NATE exam, you will create your own data record in the NATE system. You will then be able to create a PIN and you will be given a NATE ID. Please make note of both numbers.

What to Bring

- Photo Identification.
- Your NATE ID number if you have one.
- Personal Identification Number (PIN), which you created when you first tested with NATE. Candidates who have already tested with NATE and do not recall their NATE ID or PIN must call the NATE office for assistance. This should be done at least two days prior to the test. Call 1-877-420-6283
- A non-programmable calculator

Training will consist of four hours of training and test preparation dealing with special emphasis on the core and heat pump sections. Following the training, each participant will move to the Computer lab (limited to 20 computer stations) where they will take the proctored NATE test(s) on line. Once the applicant has finished the test(s) on line, each applicant will have on line access to their pass/fail status on the test.

Each applicant wishing to participate in this NATE testing session must fill out the registration form and return it to ORACCA Headquarters. You will be notified of test specifics and a link to the study guides once you have registered.

If you have any further questions, please call us at 360-834-3805
PO Box 87907, Vancouver, WA 98687-7907
Oregon Chapter of Air Conditioning Contractors of America
NATE Certification Test Registration Form

Return the completed form and make check payable to:

ORACCA
Oregon Chapter of Air Conditioning Contractors of America
P.O. Box 87907, Vancouver, WA. 98687-7907
Voice: 1-877-413-1259 • 360-834-3805 • Fax: 503-914-1999
E-mail: dick@oracca.org • Website: www.oracca.org

NATE test November 2, 2013

COMPANY CONTACT INFORMATION

Company __________________________________________ Name _________________________________
Phone __________________ Fax __________________ Email __________________ ORACCA Member □
Address __________________ City __________ State __________ Zip __________

REGISTRANTS INFORMATION

Test results are mailed to the Home address unless otherwise indicated, use additional paper for more registrations

1) Phone __________________ Email __________________
Address __________________ City __________ State __________ Zip __________

2) Phone __________________ Email __________________
Address __________________ City __________ State __________ Zip __________

ORDERING INFORMATION

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Total

Program consists of 4 Hour Training with special emphasis on Core & H/P, followed by on line testing at the PGE Computer center. Participants will know pass/fail at end of test session. Price is per test. i.e. Core or Heat Pump, or you can save by ordering the combo pack, which includes both tests.

Due to the limited class size, a $35.00 “No show Fee” will be applied to participants who do not notify ORACCA office before canceling.

☐ Visa □ M/C □ Amex
Credit Card # ____________________________
Exp Date ____________________________ Security Code ____________________________
Card Holder Name ____________________________
Zip Code ____________________________

Check # __________________
Sent to
ORACCA Headquarters
PO Box 87907
Vancouver, WA 98687

FOR OFFICE USE ONLY

Received by ____________________________ Date __________
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- **Independence Day**, Jul 4
- **Golf Tournament**, July 8th.
- **No Meeting**

**Board Meetings**

- **Mar 14 10:00AM**: Codes Update / DOE - York- 3/14/13
- **Apr 11 10:00AM**: ETO Presentation - Lennox 4/11/13
- **May 9 10:00AM**: NATE Presentation - Don Frendberg Johnson Air - 5/9/13
- **June 13 10:00AM**: How to determine your company's overhead. Johnstone Supply 6/13/12
- **Dec 12 10:00AM**: NATE Gas Heat Training- 12/07/13

**Public Events**

- **Utility Update** at NW Natural - 1/10/13
- **Universal Service Parts** - Dave Thomas NWCC - 2/14/13
- **ETO Presentation** - Lennox 4/11/13
- **Board to start planning for Golf in July**
- **Mother’s Day**, May 12
- **Memorial Day**, May 27
- **Texas Hold’M Tourney Watts** - 3/16/13
- **Manual D Training**- 10/19
- **Halloween**, Oct 31
- **Daylight Savings**, Nov 3
- **Thanksgiving**, Nov 28
- **Hanukkah, Nov 28**
- **NATE H/P Training**-11/02/13
- **BD MTNG 11/14 10AM**
- **NW Dutless, ETO Rebates, Demandforce/ - 11/14/13**
- **Christmas**, Dec 25
- **New Years Eve**, Dec 31
- **NATE Gas Heat Training- 12/07/13**
- **Brazze Testingg- 12/13**
- **Maual J Training- 09/28**

**Annual Events**

- **Board Meeting**
  - Mar 14 10:00AM: Codes Update / DOE - York- 3/14/13
  - Apr 11 10:00AM: ETO Presentation - Lennox 4/11/13
  - May 9 10:00AM: NATE Presentation - Don Frendberg Johnson Air - 5/9/13
  - Jun 13 10:00AM: How to determine your company's overhead. Johnstone Supply 6/13/12
  - Dec 12 10:00AM: NATE Gas Heat Training- 12/07/13
- **Casino Night October 11th**, NW Natural
- **Manual D Training-10/19**
- **Halloween, Oct 31**
- **Daylight Savings, Nov 3**
- **Thanksgiving, Nov 28**
- **Hanukkah, Nov 28**
- **NATE H/P Training-11/02/13**
- **BD MTNG 11/14 10AM**
- **NW Dutless, ETO Rebates, Demandforce/ - 11/14/13**
- **Christmas, Dec 25**
- **New Years Eve, Dec 31**
- **NATE Gas Heat Training- 12/07/13**
- **Brazze Testingg- 12/13**
- **Xmas Party - Lennox - 12/13**
- **BOARD MEETING Dec 12 10:00AM**
John Karasaki wins the Honeywell generator raffle

Mashall Johnson armed and semi dangerous

Checking out the competition. Laughing is kept to a minimum

The personnel at the Gun Club did a great job of keeping everyone safe while enjoying the event

Participants at the ORACCA September Shoot-Out gather for a moment to record the event for posterity
Planning Ahead ....

MEETING DATES

A. January 10, 2013 - Rebate program roundtable with ETO, PGE, NWN.
C. February 26-March 2, 2013 - ACCA National Meeting, Orlando, FL.
D. March 14, 2013 - Codes Update - York
E. April 11, 2013 - ETO - Lennox
F. May 9, 2013 - NATE - Johnson Air
G. June 13, 2013 - How to determine your overhead - Johnstone Supply
H. July 8, 2013 - Golf Tournament
I. August 2013 - No meeting
J. September 21, 2013 - Outing - ORACCA Shoot-Out
K. October 11, 2013 - Casino Night @ NW Natural
L. November 14, 2013 - NW Ductless Update - York
M. December 12, 2013 - Xmas party - Lennox

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

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Oregon Air Conditioning Contractors of America
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