

NEWS & VIEWS

November, 2013

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.



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Vancouver, WA. 98687-7907
360-834-3805
dick@oracca.org

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What?

NW Ductless Heat Pump
Project
ETO 2014 Incentives
Demandforce

When?

11:30PM
November 14th
at
YORK

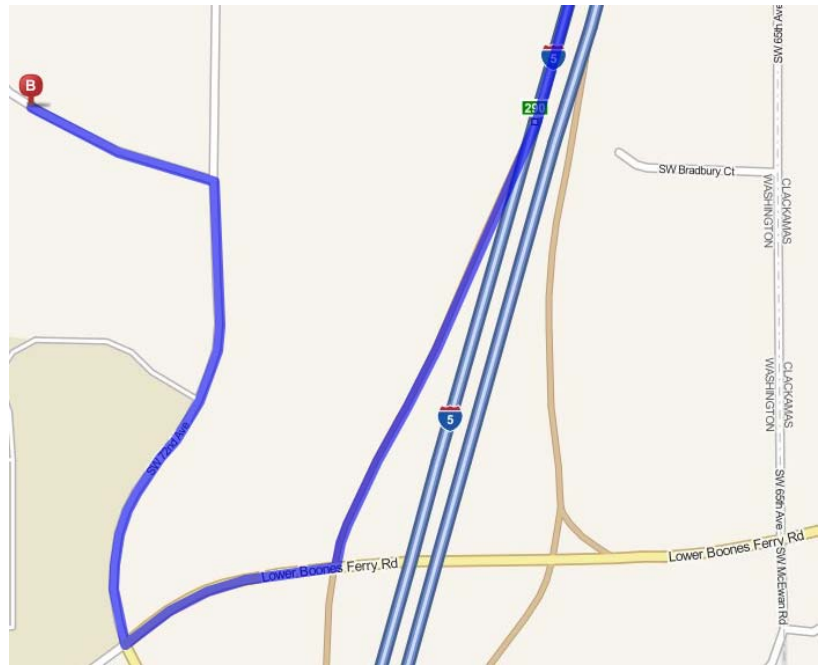
7245 SW Durham Rd.
Tigard, OR. 97224

ORACCA Meeting Thursday, November 14, 2013

11:30AM Registration

NW Ductless Heat Pump Project
ETO 2014 Incentives
Demandforce

**YORK,
7245 SW Durham
Rd,
Tigard, OR. 97224**



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!!



ORACCA distributes NEWS & VIEWS on a monthly basis to members and selected non-members, so that all those in the HVAC/R industry can keep informed of issues regarding our trade, and Chapter activities. We hope the non-members will see this newsletter as an example of the quality services that ORACCA provides. Contributions or suggestions can be faxed to Association Headquarters at 503-914-1999 or emailed to dick@oracca.org

GENSCO

Full Line Wholesaler of HVAC Supplies, Equipment & Service Parts

About Gensco

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.



Johnson Air Products
A Proud Sponsor of ORACCA

www.johnsonair.com

2220 SE Ninth Ave.
Portland, OR. 97214
503-234-5071

TRAINING/ TESTING

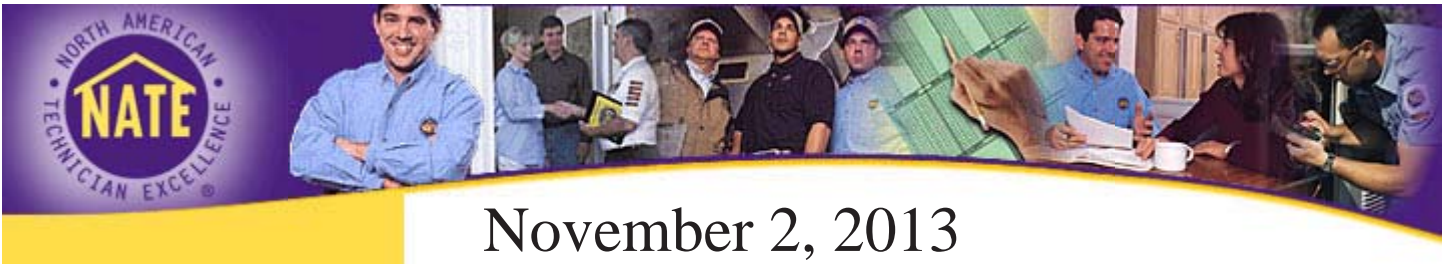
NATE HEAT PUMP Training/Testing.
NOVEMBER 2, 2013, 8:00AM, PGE
Facility in Wilsonville.

Please see the registration material on pages
4 & 5

See the enclosed calendar of events for other
training/testing opportunities in the second
half 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

FAX ORDERS WELCOME

**With Credit Card
 VISA, M/C, AMEX**
 Please make copies
 of this form to use for
 future orders

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

Catalog	Description	Qty	Mbr Price	Non Mbr Price
COHPTO	NATE On-Line Test Core		\$295.00	\$395.00
COHPTO	NATE On-Line Heat Pump		\$295.00	\$395.00
COHPTO	NATE Combo Core & H/P		\$550.00	\$750.00
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 # _____

Check # _____

Exp Date _____ Security Code _____

Sent to

Card Holder Name _____

ORACCA Headquarters
 PO Box 87907
 Vancouver, WA 98687

Zip Code _____

FOR OFFICE USE ONLY

Received by _____ Date _____



ORACCA PLANNING CALENDAR

2013

New Year's Day, Jan 01

M L King Day, Jan 16

Utility Update at NW Natural - 1/10/13

January 2013						
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		

July 2013						
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			

Independence Day, Jul 4

Golf Tournament, July 8th.

Valentine's Day, Feb 14

President's Day, Feb 20

Universal Service Parts- Dave Thomas NWCC - 2/14/13 GENSCO to Sponsor.

February 2013						
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		

August 2013						
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

No Meeting

BOARD MEETING Mar 14 10:00AM

Codes Update / DOE - York- 3/14/13

Texas Hold'M Tourney Watts - 3/16/13

March 2013						
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

September 2013						
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					

Labor Day, Sept 2

NATE Gas Heat Training- 09/14

September 21st Shootout Trap at the Canby Rod & Gun Club

Maual J Training- 09/28

BOARD MEETING Apr 11 10:00AM

ETO Presentation - Lennox 4/11/13

Board to start planning for Golf in July

Mother's Day , May 12 Memorial Day, May 27

BOARD MEETING May 9 10:00AM

NATE Presentation - Don Frenberg Johnson Air - 5/9/13

April 2013						
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				

October 2013						
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		

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

May 2013						
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	

November 2013						
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

Father's Day , June 16

BOARD MEETING June 13 10:00AM

How to determine your company's overhead. Johnstone Supply 6/13/12

June 2013						
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						

December 2013						
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				

Christmas, Dec 25

New Years Eve, Dec 31

NATE Gas Heat Training- 12/07/13

Brazze Testingg- 12/13

Xmas Party - Lennox - 12/12/13

BOARD MEETING Dec 12 10:00AM

= Training

ORACCA SHOOT-OUT 2013



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



Mashall Johnson armed and semi dangerous



Checking out the competition. Laughing is kept to a minimum



John Karasaki wins the Honeywell generator raffle



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

<p>PRESIDENT Buck Sheppard Tri County Temp Cntrl 503/ 312-3204</p> <p>VICE-PRESIDENT Mark DeFrancisco Heat Relief 503/261-9915</p> <p>SEC-TREASURER</p> <p>LEGISLATIVE- CODES - ENERGY Mert Gagle Gagle's Htg. & AC 503/581-2972</p> <p>PROGRAMS Mark DeFrancisco</p> <p>EDUCATION/ APPRENTICESHIP TRADE SHOW/ PROMOTION Mark DeFrancisco Heat Relief 503/261-9915</p>	<p style="text-align: center;">Planning Ahead</p> <p style="text-align: center;">MEETING DATES</p> <p>A. January 10, 2013 - Rebate program roundtable with ETO, PGE, NWN. B. February 14, 2013 - Universal Repl. Parts - NW College of Constr. February 26-March 2, 2013 - ACCA National Meeting, Orlando, FL. 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 21, 2013 -Outing - ORACCA Shoot-Out J. October 11, 2013 - Casino Night @ NW Natural K. November 14, 2013 - NW Ductless Update - York L. December 12, 2013 - Xmas party - Lennox</p> <p style="text-align: center;">Visit our Website for information on the association's activities. www.oracca.org</p> 	<p>BOARD OF DIRECTORS Mark DeFrancisco Mert Gagle Dennis Klink Mike Morgan Dan Pfau Buck Sheppard Loren Watts Kelly Wilhite</p> <p>ASSOC. BOARD MBRS Keith Barrow John Karasaki Larry Johnson Marshall Johnson Collin McHugh Stewart Mercer Dan Wilkinson</p> <p>EXECUTIVE DIRECTOR Suzanne M. Stilwell Association Management 360-834-3805 Fax: 503-914-1999</p> <p style="text-align: center;">"We Meet The Second Thursday of Each Month"</p>
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ORACCA

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

**ORACCA,
November Meeting - York, Tigard**

To:

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