

NEWS & VIEWS

June, 2014



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

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What?

Johnstone Supply Presents Technician Day

When?

11:30AM , June 12th at
 NW College of
 Construction
 8111 NE Holman St.
 Portland, OR 97218

June 12th @ NW College of Construction TECHNICIAN DAY



The ORACCA June 12, 2014 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.**

Azure™ Digi-Motor®

Zack Bray, Western Component Sales will present on the Azure™ Digi-Motor® from MARS. This is a perfect motor for truck stock. It is a high efficiency variable speed direct drive



**A Great Truck
 Stock Item**

blower motor for a multitude of applications. Azure™ is a replacement for both standard PSC and Genteq X-13 motors. Two motors cover ratings from 1/5HP to 1HP at 115V or 230V and CW or CCW.

Azure™ features an auto sizing learn mode. In start-up learn mode, Azure™ runs for approximately 2 minutes measuring the external static pressure of the system application. Azure™ then assigns torque values to each of its speed taps self-programming itself to the correct HP for the application.



**Get Your
 Vacuum Pump
 Oil Changed
 While You Have
 Lunch**

Johnstone Supply has arranged for representatives from Build Products NW to be on hand to change service technician's vacuum pump oil while they are attending the meeting. Just bring your Vacuum Pump to the meeting, check it in and pick it up after the meeting. Simple!!!

Dan Trachsel and David James, Johnstone Supply NW, have prepared a great series of presentations to include Summer Service Tips, Tools, Parts and Training!

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 June 12th, along with some important training on how to make more sales, have less call backs and improve profits for your company.

Our presentation is built on a few key concepts:

- Quickly and smartly set up equipment to peak operating efficiency during commissioning, or while doing a tune-up maintenance.
- Keeping a smart selection of product on your trucks to prevent un-necessary and costly trips to vendors.
- Highlighting tools and instruments that can make your job easier, your diagnostics more precise, and make you look like a professional in front of your customer.

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 yore.

Draft Simulator



Such products as a **Draft Simulator** used to easily and accurately test and calibrate pressure switches.

Digital Psychrometer calculates temperature (DB) and %relative humidity (%RH).

Digital Manifolds are highly versatile in that they function not only as a way to charge and diagnose a system, some offer the added functions of being able to read the



superheat and subcool temperatures. Some models have a feature that allows it to read deep vacuum levels.

How about **Inspection Cameras** that allow the technician to visually inspect the hard to reach parts of a piece of equipment. The heat exchanger for instance!!



The end game is highlighting the new tools and service parts that will allow your professionals to convert service calls into profit calls. Mark your calendars and make it a priority to get together and share lunch and some fun HVAC tradecraft!

Johnstone Supply has arranged to have tabletop displays to show their lines of service and truck stock products that will make one stop completed calls possible. Soft start/ Easy start, Solid State Contactors, Multi Tap Capacitors, Leak detection devices are just some of the products that will be displayed and available for answers to your questions.

This is a great opportunity to get your technicians up to speed on a number a profit items for your business. They can learn how to sell it to their customers and how to take the mystery out of how to install the items

ORACCA and Johnstone Supply look forward to seeing you at the June meeting!

11:30AM , June 12th at
NW College of
Construction
8111 NE Holman St.
Portland, OR 97218

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

Brazing Certification Test, May 30, 2014, PCC, Cascade Campus

Go to www.oracca.org for all the training or event information

FREE GAS EXPRESS

Certification and Refresher Class

NW Natural is hosting a GAS EXPRESS Certification Class on Wednesday, June 18th. This is an excellent opportunity for contractors who have not been certified and for those who are certified but would like a refresher course, 5:30 to 7:30 PM, Fourth Floor . Please register by June 11th to Lacey Garrett:

lacey.garrett@nwnatural.com

503.226.4211 ext 4526, or fax your reservation to 503.220.2588

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 14, 2014 - 1:00PM Tee Off

ORACCA



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

Please Register by Wednesday, July 7, 2014

2014 ORACCA CHALLENGE GOLF TOURNAMENT REGISTRATION FORM



Please Register before Wednesday, July 7, 2014*

2014 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 14, 2014 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 June 30, 2013 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 7, 2014 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 14, 2014



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 7, 2014.

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



2014 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 14th, 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						2014				
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 14th 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:

<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 Dan Pfau BlairCo 360-573-1331</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>Planning Ahead</p> <p>MEETING DATES</p> <p>A. January 9, 2014 - Rebate program roundtable with ETO, PGE, NWN. B. February 13, 2014 - Honeywell Presentation @ YORK Tigard March 13, 2014 - Codes Update - York, Tigard C. March 17-20, 2014 - ACCA National Meeting, Nashville, TN. D. April 4, 2014 - Hold'M/Blackjack Night @ NW Natural E. May 8, 2014 - GENSCO Presentation @ NW College of Construction F. June 12, 2014 - Technician Day - Johnstone Supply G. July 14 , 2014 - Golf Tournament H. August 2014 - No meeting I. September 20, 2014 -Shoot out Canby Rod & Gun Club J. October 09, 2014 - Johnson Air Presentation@ Johnson Air K. November 13, 2014 - York Presentation at York, Tigard L. December 11, 2014 - Xmas party - Lennox</p>	<p>BOARD OF DIRECTORS Mark DeFrancisco Mert Gagle Dennis Klink Mike Morgan Dan Pfau Buck Sheppard Travis Smith Kelly Wilhite Loren Watts</p> <p>ASSOC. BOARD MBRS Keith Barrow Christopher Combs John Karasaki Larry Johnson Stewart Mercer Marilyn Reed Andrew Shepard Dan Wilkinson</p> <p>EXECUTIVE DIRECTOR Suzanne M. Stilwill Association Management 360/834-3805 Fax: 503/914-1999</p> <p style="text-align: center;"><i>"We Meet The Second Thursday of Each Month"</i></p>
	<p>Visit our Website for information on the association's activities.</p> <p>www.oracca.org</p> 	

ORACCA

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

**ORACCA Technician's Day,
 June 12th
 at NW College of Construction**

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