

NEWS & VIEWS

May, 2014



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dick@oracca.org

May 8th @ NW College of Construction MITSUBISHI Electric Cooling & Heating

MITSUBISHI

The ORACCA May 8, 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 GENSCO.



GENSCO representatives, Eric Van Orden and John van den Heuvel will present on the new line of Mitsubishi products, featuring higher efficiency units. These units boast higher HSPF ratings, which qualify for higher State tax credits.

They will also be discussing an exciting and innovative new inverter unit which can provide the dwelling with hot water plus the necessary home heating requirements for consumer comfort.

GENSCO was recently honored by Mitsubishi as the 2014 US distributor of the year.

Seating is filling up fast so make plans to join us on the 8th for lunch and information on this new equipment.

A Word About Your Employees

Do your employees set New Year's Resolutions? A very popular one this year is "Find a new job," according to a new Career Builder survey. Per that research, 1 in 5 full time employees (or 21 percent) are looking for new jobs. This is up from last year's 17 percent.

People look to leave for a variety of reasons. Among others, they feel they're overdue for a pay raise or they want more work/life balance. But your real question is how do you keep your star players from walking away?

Promote penalty-free discussion: Have an open relationship and don't punish people who tell you that they are unsatisfied with their jobs. It's highly possible that with a few tweaks you can make their jobs better. Somethings, of course, aren't fixable--if your employee is unhappy because he wants to be a world class chef and you are repairing washing machines, that's just not going to happen. But, if your star accounting performer wants to experience HR, it's highly possible that you can get the person training and some responsibilities in that area.

Create opportunities: The advancement possibilities are always tough in small businesses. There aren't layers and layers of jobs, and you can't promote some

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What?

**GENSCO Presents
Mitsubishi**

When?

**11:30AM , May 8th at
NW College of
Construction
8111 NE Holman St.
Portland, OR 97218**

A Word About Your Employees, continued from page 1

one from department admin to VP of Marketing without the necessary experience. Still, look to promote from within rather than always going outside. Offer opportunities for mentoring and such so that people feel that there is room for growth, even in a small company.

Offer raises or perks: Pay raises can be tough ones. If there's no extra money, there is no extra money. But, if possible, make sure your best team members get compensated according to their import. And, when that's not available, there are perks and rewards that can make people happier and cost less than salary increases.

Improve your work/life balance quotient: Want to reduce employee stress? Getting your projects done on time can be difficult and inherently stressful, but as the boss you shouldn't make it harder than it already is. Consider evaluating your processes--are you doing things that don't need to be done. Are clients making demands that don't need to be met immediately? Is there a culture of distrust and fear in your office? All these things can be fixed.

You can't make everything better, and employees will always move on, but if you're careful, you can increase the odds of keeping the good ones.

A Word About R-22

With all the talk about the phaseout of R-22— with its huge range of air conditioning and refrigeration applications — one thing that seems to be often overlooked is that the refrigerant is not going away any time soon.

Yes, it will be newly manufactured and imported in lesser amounts each year until the spigot for new and imported R-22 is turned off in 2020 — or as early as 2018, as some are advocating.

But this is not a ban on the continued use of the gas for as long as supplies, whether stockpiled or reclaimed and reintroduced to the market, exist.

If you work on systems utilizing R-22 — from residential air conditioners to supermarket refrigeration units — and you can get your hands on R-22, feel free to continue to use the stuff. In fact, there are many in the industry who say that the best refrigerant for an R-22 system is R-22. There are a number of non-hydrochlorofluorocarbon (HCFC) refrigerants that have been introduced to the market, primarily hydrofluorocarbons (HFCs) and HFC/hydrocarbon (HO blends that work quite well, thank you, as retrofits in such instances, but in the end sticking with R-22 can be considered a viable option.

That latter statement, of course, depends on what you and your customers want. Some large supermarket chains are intentionally moving away from R-22 to lower-global warming potential (GWP) HFCs or so-called natural refrigerants.

For those of you who are in the R-22 camp, here are some things to remember:

Manage your supplies — You are not dealing with an unlimited supply. There is a finite amount out there and whatever is out there come 2020 (or 2018) is the maximum amount that will be there. If you plan to be in the industry for some time after that, take supplies into consideration.

Stay away from questionable sources — Internet buying is a slippery slope. Too-good-to-be-true deals from outside mainstream sources could lead to all sorts of problems with purity and/ or whether or not the refrigerant came through legal channels. This is all a way of saying: Know your supplier.

Recover and recycle — It's still the law, just as is owning a recovery machine. Make sure you use the tool that it is adequate for your needs and that you get a new one when the old one wears out.

Every pound of R-22 you recover and reintroduce to the system is a pound you don't have to buy from the shrinking global inventory.

Commit to reclamation - If you are recovering and recycling refrigerant over and over again, issues with contamination will arise. Reclaim addresses that situation.

This is even more significant should you come upon a system in which you were not initially involved with.

Keep systems tight — The old bromide is that if a system is not leaking, you are not contributing to ozone depletion or global warming, no matter what refrigerant you are using.

A final thought: New systems coming into the industry are not running on R-22. So there is a finite amount of R-22 equipment to be serviced. The longer you keep such equipment running efficiently, the longer you are granting customers an environmentally acceptable and cost-effective situation before they eventually have to switch out to equipment with non-HCFC refrigerants.

(R-22 article taken from the ACHR news)

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.
May 3, 2014, 8:00AM, PGE
Facility in Wilsonville.

NATE GAS HEAT Training/Testing.
May 10, 2014, 8:00AM, NW Natural Computer Lab.

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

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

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	10	11	12	13	14	15	16	17	18	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:

PRESIDENT Buck Sheppard Tri County Temp Cntrl 503/ 312-3204 VICE-PRESIDENT Mark DeFrancisco Heat Relief 503/261-9915 SEC-TREASURER Dan Pfau BlairCo 360-573-1331 LEGISLATIVE- CODES - ENERGY Mert Gagle Gagle's Htg. & AC 503/581-2972 PROGRAMS Mark DeFrancisco EDUCATION/ APPRENTICESHIP TRADE SHOW/ PROMOTION Mark DeFrancisco Heat Relief 503/261-9915	<h2 style="color: blue;">Planning Ahead</h2> <h3 style="color: blue;">MEETING DATES</h3>	BOARD OF DIRECTORS Mark DeFrancisco Mert Gagle Dennis Klink Mike Morgan Dan Pfau Buck Sheppard Travis Smith Kelly Wilhite Loren Watts ASSOC. BOARD MBRS Keith Barrow Christopher Combs John Karasaki Larry Johnson Stewart Mercer Marilyn Reed Andrew Shepard Dan Wilkinson EXECUTIVE DIRECTOR Suzanne M. Stilwill Association Management 360/834-3805 Fax: 503/914-1999 <p style="text-align: center;"><i>"We Meet The Second Thursday of Each Month"</i></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 style="text-align: center; color: blue; font-size: 1.2em;"> Visit our Website for information on the association's activities. www.oracca.org </p> 	

ORACCA

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

ORACCA, May 8th
 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