

# NEWS & VIEWS

Nov., 2016

The Pacific NW Heating Cooling Association  
Serving Oregon and SW Washington



P.O. Box 87907  
Vancouver, WA. 98687-7907  
360-834-3805  
dick@oracca.org

## November 3rd @ NW College of Construction Johnstone Supply - Service Parts

The **November ORACCA meeting** is scheduled to be held at The NW College of Construction, **8111 NE Holman St, Portland, OR 97218** at 11:30AM, Thursday, November 3rd.



**JOHNSTONE  
SUPPLY**

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

There will be a tool raffle give-away following the event. You do not want to miss this, so add the date to your calendar and plan to attend.

### **Goal, 1st Call Completion (Using Universal Parts)**

Most HVAC Service Departments today will attempt to work on all brands of furnaces, air conditioner and heat pumps even though they may only install one or two brands themselves.

Travel-times are getting longer as urban areas see denser traffic.

Extreme weather can put additional pressure on our technicians to get their scheduled work completed as well as handle the emergencies that crop up.

We barely have time to the job right the first time so it stands to reason that don't have time to any job twice.

The most productive technicians are the highest compensated technicians.

It is for these reasons that 1st Call Completion is becoming the highest priority among Service Managers tasked with keeping their technicians productive and profitable.

The November 3rd presentation by Dan Trachsel from Johnstone Supply NW will focus on how we conduct ourselves as service technicians with respect to opportunity on a service call, how we stock our vans, and even how we determine what is a repair or a sales lead.

The main takeaway is how we are able to use Universal Service Parts to stock our service vans so that we can make fewer trips to each jobsite.

This is a fun and informing training that raises plenty of questions by challenging technicians to learn new products and stay open-minded when your goal is to complete the service call on the first trip to the jobsite.

### **Brazing Certification**

The October 21st Brazing certification class is being held at the PCC facility on Swan Island at 8:00 am. Registration form on page two.

### **Trade Ally Forum Dates**

Tuesday, October 25—Portland,  
Thursday, October 27—Medford,  
Friday, October 28—Bend,

Each forum will begin with a hot breakfast from 8:00 to 8:30 a.m. and end at noon.

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### **What?**

**Universal Service Parts**

### **When?**

**11:30AM - 11/03/16  
NW College of Construction  
8111 NE Holman St, Portland, OR  
97218**

**Need NATE CEU credits to maintain your certification? You need 16 CEU hours in two years. ORACCA offers CEU's for their meetings**

**See page two for registration form for the October 21st Brazing Class.**



Oregon Air Conditioning  
Contractors Association

# TEST Registration Form

ORACCA Order Form for Brazing Certification Tests

Return the completed form and make check payable to:

**ORACCA**

Oregon Air Conditioning Contractors Association  
P.O. Box 87907, Vancouver, WA. 98687-7907  
Voice: 360-834-3805 • Fax: 503-914-1999  
E-mail: dick@oracca.org

**FAX ORDERS WELCOME**

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

\* Please fill in the requested test date

Test Date 10/21/16

## REGISTRATION INFORMATION

Name \_\_\_\_\_ Company \_\_\_\_\_  
Phone \_\_\_\_\_ Email \_\_\_\_\_

Name \_\_\_\_\_ Company \_\_\_\_\_  
Phone \_\_\_\_\_ Email \_\_\_\_\_

Name \_\_\_\_\_ Company \_\_\_\_\_  
Phone \_\_\_\_\_ Email \_\_\_\_\_

## \*\* THE FOLLOWING INFORMATION WILL BE NEEDED TO SHIP BOOKS & FAX BACK CONFIRMATION

Name \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_ Email \_\_\_\_\_

Phone Number \_\_\_\_\_ Cell \_\_\_\_\_

## METHOD OF PAYMENT

American Express     Master Card     Visa     Check

Credit Card # \_\_\_\_\_ Security Code \_\_\_\_\_

Cardholder's Name \_\_\_\_\_

Expiration Date \_\_\_\_\_

Check # \_\_\_\_\_

Authorized Signature \_\_\_\_\_

Make checks ORACCA  
payable to: P.O. Box 87907

Zip Code \_\_\_\_\_

Vancouver, WA. 98687-7907

## ORDERING INFORMATION - IMPORTANT - FILL OUT CONTACT INFORMATION BELOW

Please send more information about  
ORACCA membership products and  
services

ORACCA Member     Non Member

Send attention \_\_\_\_\_

Address \_\_\_\_\_

Catalog ID	Description	Qty	Unit Price	Total Cost
918TO	Section 918 Test - non member		\$325.00	
918TSO	Section 918 Test - member		\$225.00	
918RTW	Section 918 - retest Written Only		\$150.00	
918RTP	Section 918 - retest Practical Only		\$170.00	
918RTB	Section 918 - retest Both		\$225.00	
918MT	Section 918 Test - reschedule		\$ 35.00	
	Total			

\* Please fill in the requested test date

Test Date 10/21/16



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**NATE CEU's** - Attend the November meeting. This meeting qualifies for a NATE CEU one hour credit

**The NATE Gas Heat Training/Testing session** is scheduled for October 18th. **is cancelled.** A new date for the testing will be set soon.

**Brazing Certification:** October 21, 2016 at the PCC facility on Swan Island. We have a few spaces left, so get your registration in soon. Here is a link for the registration: <http://www.oracca.org/event/brazing-certification-testing-2/>

**Not a member? We'd love to serve you, too.**

For additional information visit [www.oracca.org](http://www.oracca.org) or call 360-834-3805. Email [dick@oracca.org](mailto:dick@oracca.org)

<b>PRESIDENT</b> Mark DeFrancisco Heat Relief 503/261-9915  <b>VICE-PRESIDENT</b> Dan Pfau BlairCo 360-573-1331  <b>SEC-TREASURER</b> Loren Watts Watts Heating 360-786-2858  <b>LEGISLATIVE-CODES - ENERGY</b> Mert Gagle Gagle's Htg. & AC 503/581-2972  <b>IMMED. PAST PRESIDENT</b> Buck Sheppard  503/ 936-9672  <b>EDUCATION/ APPRENTICESHIP TRADE SHOW/ PROMOTION</b>	<h2>Planning Ahead ....</h2> <h3>MEETING DATES</h3>	<b>BOARD OF DIRECTORS</b> Mark DeFrancisco Clyde Burton Mert Gagle Dennis Klink Dan Pfau Nathan Phillis Randy Preston Buck Sheppard Travis Smith Loren Watts Kelly Wilhite  <b>ASSOC. BOARD MBRS</b> Keith Barrow Larry Johnson John Karasaki Aaron Lazelle Stewart Mercer Jeff Schmidt  <b>EXECUTIVE DIRECTOR</b> Suzanne M. Stilwill Association Management 360/834-3805 Fax: 503/914-1999  <i>"We Meet The first Thursday of the Month"</i>
	<p>A. January 7, 2016 - Rebate program roundtable with ETO, PGE, NWN. CCPUD &amp; Air NW</p> <p>B. February 4, 2016 - Honeywell @ Mar-Hy - <b>NATE CEU's (1.5)</b></p> <p>March 3, 2016 - Codes Update -@ PGE Wilsonville</p> <p>C April 8, 2016 - Casino Night @ NW Natural, Sherwood</p> <p>D. May 3, 2016 - Thermal Supply Training Day - <b>NWCC NATE CEU's (7)</b></p> <p>E. June 2, 2016 - Johnson Air Presentation@ Johnson Air</p> <p>F. July 18 , 2016 - Golf Tournament - Oregon City Golf Course</p> <p>G. August 2016 - No meeting</p> <p>H. September 1, 2016 -GENSCO Presentation @ NWCC - <b>NATE CEU's</b></p> <p>I. September 10, 2016 -Shoot out Canby Rod &amp; Gun Club</p> <p>J. September 22, 2016 -Codes Meeting @ NW Natural (Sherwood) - <b>NATE CEU's</b></p> <p>K. October 06, 2016 - Daikin @ NW College Const.- <b>NATE CEU's</b></p> <p>L. November 3, 2016 - Johnstone training day @ NWCC - <b>NATE CEU's</b></p> <p>M. December 1, 2016 - Xmas party @ Lennox</p>	

# ORACCA

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 P.O. Box 87907  
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 360-834-3805

November Meeting  
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 Constuction

To:

Are you a member? We'd love to serve you, too  
 For additional information visit [www.oracca.org](http://www.oracca.org) or call 360-834-3805. Email [dick@oracca.org](mailto:dick@oracca.org)