

NEWS & VIEWS

Nov., 2017

The Pacific NW Heating Cooling Association
Serving Oregon and SW Washington



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November 2nd @ NW College of Construction: Getting a Grip on Your Company



Matt Todd

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 2nd, 2017.

Lunch is being provided, so bring your appetite and join your fellow HVAC contractors to network and hear about this exciting program. You do not want to miss this, so add the date to your calendar and plan to attend.

Matthew D. Todd, P.E. sales engineering and a retired principal with Entek will be presenting. Matt has 30 years practical experience in numerous areas of Heating Ventilating and Air Conditioning design, installation and maintenance. Matt has earned the Building Energy Assessment Professional certification from the American Society of Heating, Refrigerating and Air-Conditioning Engineers.

Entek Corporation is a heating and cooling company, specializing in commercial HVAC, efficient air movement through the entire building in order to help its clients save energy and money..



Since its founding in 1946, Entek has evolved from a mom and pop appliance repair and refrigeration business to what they offer today: a high-tech 21st century HVAC and building performance company.

How do you convert the mindset of a small family owned and very local mom and pop Heating and Ventilation company into a midsized regional player in the industry, with multiple offices serving the design/build/maintain and building performance market?

How do you do it when hitting the ceiling numerous times, busting through and then getting too large to do what you do so well?

How do you then slow down (or not) enough to actually get what you want out of the business you have grown and now own?

How do you remain focused enough on what you are doing to stay the course, even during volatile economic periods or industry trends?

This presentation will help explain the story of those business metrics, programs and strategies, how they were applied and often misapplied and an ultimate winning formula to navigate the perils and complexities of today's Indoor Environment & Energy Efficiency, (IE3) world.

Matt has presented numerous times at ACCA conventions and a number of other industry events.

Join us at NW College of Construction and learn more about how you can restructure your company to be more effective.

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What?

Getting a Grip on Your Company

When?

11:30AM - 11/02/17

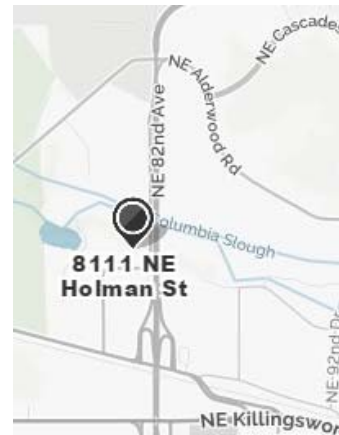
**NW College
of Construction**

**8111 NE Holman St, Portland,
OR 97218**

**Need NATE CEU
credits to maintain
your certification?
You need 15 CEU
hours in two years.
This meeting earns
NATE CEU's and
CCB- CE's**

Thursday
November 2, 2017
11:30AM
Getting a Grip on Your Company

NW College of Construction
8111 NE Holman St, Portland, OR. 97218



ORACCA offers members Medical Insurance Coverage at Group rates. You can save some serious money with this member benefit!

It has been reported that health insurance renewals are showing a significant increase in 4th quarter 2017 rates! I know that the screaming headlines about skyrocketing premiums grabbed your attention a few years ago. It was painful. The last few years followed with somewhat stable rates in both the small and large group markets here in Oregon and Washington. However, this current renewal cycle is going to be a little bumpy. Several variables stack up to make Fall 2017 an unpleasant renewal.

If you are experiencing an increase and have not looked at the ORACCA Health Plan in the last year, you should review this option. There are structures that have been created to specifically shield businesses from the market cycles and provide long-term rate stability. These are called MEWA's. A Multiple Employer Welfare Arrangement is basically a group of businesses formally banding together to use the power of large numbers to negotiate advantages on their health insurance.

Our plan is through HealthNet, it offers 14 different deductible levels and 3 prescription plans. I am aware of 8 MEWA's in Oregon and 6 in Washington. I can't promise you that you will have ridiculously inexpensive health benefits or that a MEWA will provide a perfect solution for all companies. If anyone does make this promise, they are not being truthful. I can say that our 20 year experience managing MEWAs in Oregon has demonstrated that they offer an excellent long-term solution to thousands of Oregonians on their health care.

Let me know if you want to learn more about it

Thanks!
Larry Johnson
ORACCA Board Member

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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



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SPONSOR OF THE MONTH



TRAINING/ TESTING

Brazing Certification Test, October 20, 2017,
PCC @ Swan Island Facility

NATE Test, Are being scheduled on demand. Con-
tact the ORACCA office for details 360-834-3805

CFC Test, Are being scheduled on demand. Con-
tact the ORACCA office for details 360-834-3805

Brazing Certification Test, November 7, 2017,
RSD Salem, OR. Contact RSD for Info

Brazing Certification Test, December 15, 2017,
PCC @ Swan Island Facility

Go To www.oracca.org for registration

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

PRESIDENT Mark DeFrancisco Heat Relief 503/261-9915 VICE-PRESIDENT Dan Pfau BlairCo 360-573-1331 SEC-TREASURER Loren Watts Watts Heating 360-786-2858 LEGISLATIVE- CODES - ENERGY Mert Gagle Gagle's Htg. & AC 503/581-2972 IMMED. PAST PRESIDENT Buck Sheppard 503/ 936-9672 EDUCATION/ APPRENTICESHIP TRADE SHOW/ PROMOTION	Planning Ahead MEETING DATES	BOARD OF DIRECTORS Mark DeFrancisco Clyde Burton Mert Gagle Dennis Klink Dan Pfau Nathan Phillis Randy Preston Buck Sheppard Travis Smith Loren Watts Kelly Wilhite ASSOC. BOARD MBRS Keith Barrow Eric Falk Larry Johnson John Karasaki Stewart Mercer Erik Scholibo Jeff Schmidt EXECUTIVE DIRECTOR 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 5 Utility Program Roundtable w/ ETO, PGE, NWN, etc. NATE CEU (1.0)</p> <p>A January 19 - Codes Update@NW Natural , Sherwood - NATE CEU (1.0)</p> <p>B. February 2 - Honeywell @ MarHy - NATE CEU (1.0)</p> <p>C. March 9- GENSCO Presentation @ NW Coll. of Constr. - NATE CEU (1.0)</p> <p>D. April 6 - Mfg. Reps Presentation @ NW Natural , Sherwood- NATE CEU (1.0)</p> <p>D April 20 - Codes Update@PGE Wilsonville - NATE CEU (1.0)</p> <p>E. May 2 - Thermal Training Day @ NW Coll. of Constr. - NATE CEU (7.0)</p> <p>F. June 1 - Johnson Air Presentation @ Johnson Air- NATE CEU (1.0)</p> <p>G. July 17 - Golf Tournamnet - Oregon City Golf Course</p> <p>G July 20 - Codes Update@NW Natural , Sherwood - NATE CEU (1.0) & CCB CE 2.0</p> <p>H. August - No Meeting</p> <p>I. Sept. 7 - ETO Presentation @ NW Coll. of Constr. - NATE CEU (1.0)</p> <p>J. Sept 9 - Shoot Out - Canby Rod & Gun Club</p> <p>K. Oct. 5 - Thermal Presentation @ NW Coll. of Constr. - NATE CEU (1.0)</p> <p>K October 19 - Codes Update@NW Natural , Sherwood - NATE CEU (1.0)</p> <p>L. Nov. 2 - Matt Todd Presentation @ NW Coll. of Constr. - NATE CEU (1.0)</p> <p>M. Dec. 7 - Xmas Party @ Lennox</p>	

Visit our Website for
 information on the
 association's activities.

www.oracca.org



ORACCA

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

**November Meeting
 11/02/17 @ NW College of
 Constuction**

To:

Want to be 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