November 7th @ Platt Electric, Beaverton
BDR Presentation

The November 7th ORACCA meeting is scheduled to be held at the Platt Electric Distribution Center, 10605 SW Allen Blvd, Beaverton, OR 97005. Lunch and the meeting facility is being provided by Platt Electric, so bring your appetite and join your fellow HVAC contractors to network and hear about these exciting programs.

Our presenter is Scott Tinder
BDR Trainer & Instructional Designer

Join Scott Tinder and Business Development Resources (BDR) to get insight into WHY we have a tight labor market and discuss the challenges we face in finding and keeping workers. Dealers that become the Employer of Choice are surviving and thriving in the tight labor market. To become the Employer of Choice you must be a profitable company to provide the best wages and benefits. This all starts with selling the right job, managing labor and making double digit net profits. Learn how BDR and Recruit 4 Hire, can help you become profitable, become the employer of choice and WIN in today’s market.

Scott has been involved in the HVAC industry since graduating with a business degree from Eastern Washington University in 1988. He has worked with dealers, distributors and manufacturers throughout the United States and Canada to drive profitable growth in their businesses. He brings a genuine passion for helping the companies and individuals he works with to implement and achieve a higher level of success.

Scott joined BDR in 2008. He leads dealer training classes for Sales, Service and Wall classes and conducts all of BDR’s Distribution and Territory Manager training. When in the office, Scott is BDR’s Instructional Designer, working with the training team to create and update all of BDR’s training classes.

Prior to joining BDR, Scott was the United States Director of Sales and Operations for a large Canadian sheet metal manufacturer. His role was to make sure their products were accepted and stocked by independent wholesale distributors across the U.S. Scott also spent 10 years working as a Territory Manager, and later a Regional Sales Manager, at an HVAC distribution company in the Northwest. In the time Scott was there, the distributor went from 10 branches doing $20m to 20 branches doing $200m.

ORACCA thanks Platt Electric for their sponsorship of this meeting and urges all members to attend and learn about Platt Electric’s offerings for the HVAC industry. Platt is well represented through the Northwest with numerous branches.
MEETING DIRECTIONS

What?

BDR Presentation
WHY we have a tight labor market and discuss the challenges we face in finding and keeping workers.

11:30AM,
November 7th
at
Platt Electric
10605
10605 SW Allen Blvd.,
Beaverton, OR 97005

From the South on I-5

Merge onto I-5 N.

Then 7.99 miles
Merge onto Beaverton Tigard Fwy/ OR-217 N via EXIT 292A toward Tigard/Beaverton.

Then 4.87 miles
Take the Allen Blvd exit, EXIT 2B.

Then 0.15 miles
Keep right at the fork in the ramp.

Then 0.03 miles
Merge onto SW Allen Blvd.

Then 0.10 miles
10605 SW Allen Blvd, Beaverton, OR 97005-4828, 10605 SW ALLEN BLVD is on the left.

From the North on I-5

Using I-205 S toward I-84/Portland/ Salem.


Merge onto I-5 S via the exit on the left toward Salem.

Merge onto I-405 N via the exit on the left toward US-26/Beaverton.

Merge onto US-26 W via EXIT 1D toward Beaverton/Ocean Beaches.

Merge onto Beaverton Tigard Fwy/ OR-217 S via EXIT 69A toward Tigard/ Beaverton.

Take the Allen Blvd exit, EXIT 2B.

Turn left onto SW Allen Blvd.

10605 SW Allen Blvd, Beaverton, OR 97005-4828, 10605 SW ALLEN BLVD is on the left.
TRAINING/ TESTING

On-Demand Training /Testing. This means the tests are scheduled with both your availability and that of the the Proctor in mind. Once you feel comfortable to take the test, a date and place are set up through the ORACCA office. Call 360-824-3805 for information. These on demand training/testing sessions include the following:

**EPA 608 CFC Training/Test - Now Available!**

NATE Training/Test Core, Gas Heat and Heat Pump

Brazing Certification Test,
December 13, 2019, PCC @ Swan Island Facility

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
To:

Planning Ahead ....

MEETING DATES 2019

January 17 - Codes Update @NW Natural , Sherwood - NATE CEU (1.0), CCB CE (1.0)
February 7 - Utility Update @ PGE Wilsonville - NATE CEU (1.0), CCB CE (1.0)
March 7 - All Day Tech Training @ Airefco , Vancouver, WA.- NATE CEU (8.0), CCB CE (1.0)
March 22nd - Brazing Test, 8:00AM PCC, Swan Island 2019
April 18 - Codes Update, Gas Pipe Sizing Presentation @ Interstate Roofing, Tigard.
   NATE CEU (1.0), CCB CE (2.0)
May 2 - VRV Ductless Systems & Honeywell @ Mar-Hy - NATE CEU (1.0) CCB CE (1.0)
June 14 - Brazing Test, 8:00AM PCC, Swan Island 2019
June 15 - Shoot Out - Canby Rod & Gun Club
June 20 - Codes Update@Mfg. Reps Presentation, Rinnai @ NW Natural , Sherwood -
   NATE CEU (1.0), CCB CE (2.0)
July 15 - Golf Tournament - Oregon City Golf Course
August - No Meeting
Sept. 5 - ECM Motor Presentation Johnstone Supply @ Johnstone Corp - NATE
   CEU (1.0),
October 17 - Minor Label Review, Codes Update@NW Natural , Sherwood -
   NATE CEU (1.0) & CCB CE 2.0
October 18 - Brazing Test, 8:00AM PCC, Swan Island 2019
Nov. 7 - H/R Recruiting BDR @ Platt Electric, Beaverton - NATE CEU (1.0), CCB CE (1.0)
Dec. 4 - Xmas Party @ Lennox
Dec. 13 - Brazing Test, 8:00AM PCC, Swan Island 2019

Visit our Website for information on the association’s activities.
www.oracca.org

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

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