

# NEWS & VIEWS

## June, 2015

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

## June 4th @ Johnson Air ETO Incentives, OSHA and NAECA



The ORACCA June 4, 2015 meeting will be held at the Johnson Air, 2220 SE 9th Ave., Portland, OR. 97214, 11:30AM. This meeting and lunch is being sponsored by Johnson Air (how do you say Honey Baked ham). Parking is also being arranged so that you do not have to park on the street. See page 2 for details, the lot is just across the street from their facility.

### ETO Incentives

**Ted Weintraut** will cover the cash incentives for Energy Trust's Existing Homes program (with likely guest speaker Kirk Douglas from Energy Trust's Existing Multifamily program). Together they will be able to review what incentives are available for HVAC systems installed in existing residential housing stock throughout Oregon as well as some areas of SW Washington. We will also include information on Oregon state tax credits. This way audience members can quote incentives to customers with confidence to help close sales.

### NAECA? New Water Heat Rules

On April 16, 2015, the Department of Energy (DOE) will make effective its new energy efficiency mandates, as part of the National Appliance and Energy Conservation Act (NAECA).

This update will affect all household appliances manufactured for sale in the U.S.,

and Canada will soon follow in their implementation of similar energy efficiency upgrades. This new update was first announced in April 2010. Paul Stolten and Steve Magnuson with Hollabaugh Bros., will bring everyone up to speed on what effect this will have on your water heater sales.

Part of this efficiency standards update will require nearly all residential electric, oil, gas and tankless gas water heaters to carry higher Energy Factor (EF) ratings. The new rule does not preclude the installation of non-compliant products that are manufactured before April 16, 2015.

### OSHA Compliance Issues

We will have two speakers. Gina Teal with LaPorte & Assoc. She will be presenting a service that we are offering for all attendees called INSource. It is a Safety/OSHA Compliance/HR resource. This has over 7500 ready to use templates that can be branded to the end user. Relevant and timely material is created every week. For example – the recent laws in Washington and Oregon have resulted in HR pieces talking about Marijuana in the workplace.

Second is Russ Reasoner with Oregon OSHA. He is speaking on the OSHA Consultative services – which is separate and confidential from OSHA enforcement.

What is Oregon OSHA Consultative Services and how is it different from Or-

### Inside This Issue

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**What?**

**Johnson Air**

**A Trio of Information**

**When?**

**11:30AM, June 4th at  
Johnson Air Products  
2220 SE 9th Ave  
Portland, OR 97214**



egon OSHA Compliance?

- Consultation is a no-cost service available for any place of employment to help you anticipate, identify and assess safety, health and ergonomic hazards.

- They write your business a report containing the hazardous employee exposure(s), exposure severity, and recommendations to correct or eliminate the hazard or reduce the exposure. We do not cite violations or assess monetary penalties, unlike the Compliance-side who is required by law to cite and assess monetary penalties based on severity and probability of employee hazard exposure.

- There is a legislative "firewall" preventing them from sharing client information with Compliance. They keep all consultation information confidential and have a confidential agreement between your company and their office.

- They can work with you on several levels:

- Comprehensively (like a comprehensive inspection without the worry of monetary penalties)
- Specifically
- Training
- Presentation/speeches
- Safety and Health Management
- SHARP development
- VPP

How can Oregon OSHA Consultative Services help me keep my employees safe?

- a. Anticipate, identify and assess safety, health and ergonomic hazards.
- b. Concrete hazard of each
- c. Help you see and understand the underlying reason for the hazardous exposure
- d. Provide you a comprehensive report that covers:

Hazards identified and means or methods to correct hazards

Safety and Health Management,  
Relevant Oregon OSHA specific codes

Recordkeeping and DART rate information about your business, and

Safety Committee or meeting organization and function;



Why should I call on Oregon OSHA Consultative Services for help?

- a. They know the codes and can help you identify which codes are particular to your business, reducing your time and frustration.
- b. They have the knowledge and skill to anticipate, identify and assess hazards that you may not have been aware, and make control recommendations.
- c. They have the resources to get you objective information you need to make sound decisions, and
- d. You don't have to – you have a right to call you workers' compensation insurance company for the same services or hire a private safety/health/ergonomics firm to provide you similar services.
- e. You may want to participate in Oregon OSHA SHARP (Safety and Health Achievement Recognition Program) or VPP.
- f. They teach employers how to become self-sufficient, proactive and reduce employer comp costs. Less injury and illness means less premiums paid out on compensation insurance and less employee pain and suffering.

When can I call on Oregon OSHA Consultation for services and what should I expect?

Any employer representation or manager-type employee can call us on the weekdays from 8-5. In the Portland

area a consultant is scheduled phone duty, to take consultation requests, answer your question related to safety health or ergonomics, and help you make sense of a mired of code requirements that may affect your business.

After the consultation visit you will receive by mail or e-mail the consultants confidential report. If during the request all three disciplines were agreed on, then you can expect three separate visits and three separate reports, unless otherwise requested.

What are the costs and benefits associated with an Oregon OSHA consultation?

- a. No out of pocket costs for the consultation(s) or report,
- b. Have expert knowledge to act upon,
- c. Provide a ROI of about 4 to 1 when purchasing resources/equipment that will protect employees for pain, suffering, lost workdays or restricted job duties,
- d. Have the power to reduce employee injury and illness cases, and premium costs,
- e. Build confidence in the controls used to provide employee protection,

Join us at Johnson Air on Thursday, June 4th to learn about these important aspects related to your business. See you there!





Making a Difference in Air

[www.johnsonair.com](http://www.johnsonair.com)

# GENSCO

Full Line Wholesaler of HVAC Supplies,



It's Our Business to Protect Yours

**FEDERATED**  
**INSURANCE** 

## SPONSOR OF THE MONTH



Johnson Air Products  
A Proud Sponsor of ORACCA

[www.johnsonair.com](http://www.johnsonair.com)

2220 SE Ninth Ave.  
Portland, OR. 97214  
503-234-5071

## TRAINING/ TESTING

Brazing Certification Test, June 12, 2015, PCC  
@ Swan Island Facility

Brazing Certification Test, June 22, 2015,  
Instutue of Technology, Salem, OR.

Brazing Certification Test, August 19, 2015,  
RSD, Salem, OR.

NATE Gas Heat Training/Test, September 12,  
2015, NW Natural, Portland, OR.

## 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)

# THE ORACCA CHALLENGE GOLF TOURNAMENT

Oregon City Golf Course at Lone Oak

July 13, 2015 - 1:00PM Tee Off



**ORACCA**

The  
Pacific NW  
Heating Cooling Association  
Serving Oregon and SW Washington



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](http://www.oracca.org)

Please Register by Wednesday, July 8, 2015

2015 ORACCA CHALLENGE GOLF TOURNAMENT REGISTRATION FORM





Please Register before Wednesday, July 8, 2015\*

**2015 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 13, 2015 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 July 8, 2015 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](http://www.oracca.org)

Questions? Call 360-834-3805 or [dick@oracca.org](mailto:dick@oracca.org)



**\*\* Registrations received after July 8, 2015 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 13, 2015



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	_____	\$1,000.00
Platinum Sponsor	_____	
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 8, 2015.

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



**The Pacific NW Heating Cooling Association  
Serving Oregon and SW Washington**





## Important information regarding the ORACCA Health Plan!

As a member of ORACCA, you qualify for a unique Member Benefit on your health insurance.

We have successfully negotiated with Health Net to obtain discounted large group rates for members – even if you are a small group!

- Avoid some Healthcare reform FEES & FINES!
- Save Money on premiums
- Fortune 500 Style Benefits for small to mid-size employers
- 14 different plan designs

Why wait? All health insurance contracts are month to month!

Underwritten by: Health Net of Oregon



Health Net®

For a quote or plan information, please contact:

Larry Johnson 971-404-3768

[ljohnson@laporte-insurance.com](mailto:ljohnson@laporte-insurance.com)



Here is one of the many benefits of ORACCA Membership for HVAC Contractors

Save enough money on your insurance costs to more than offset the price of membership!

Consider joining ORACCA and take advantage of insurance savings, as well as the many other member benefits of membership!!

<p><b>PRESIDENT</b>  <u>Mark DeFrancisco</u>  Heat Relief  503/261-9915</p> <p><b>VICE-PRESIDENT</b>  <u>Dan Pfau</u>  BlairCo  360-573-1331</p> <p><b>SEC-TREASURER</b>  <u>Loren Watts</u>  Watts Heating  360-786-2858</p> <p><b>LEGISLATIVE- CODES - ENERGY</b>  <u>Mert Gagle</u>  Gagle's Htg. &amp; AC  503/581-2972</p> <p><b>IMMED. PAST PRESIDENT</b>  <u>Buck Sheppard</u>  503/ 936-9672</p> <p><b>EDUCATION/ APPRENTICESHIP TRADE SHOW/ PROMOTION</b></p>	<div> <div> <h2>Planning Ahead ....</h2> <h3>MEETING DATES</h3> <ul style="list-style-type: none"> <li>A. January 8, 2015 - Rebate program roundtable with ETO, PGE, NWN.</li> <li>B. February 12, 2015 - Mar-Hy Distributors @ Mar-Hy</li> <li>March 12, 2015 - Codes Update -@ York, Tigard</li> <li>C. March 16-19, 2015 - ACCA National Meeting, Grapevine, TX.</li> <li>D. April 10, 2015 - Casino Night @ NW Natural</li> <li>E. May 7, 2015 - Johnstone Supply Presentation, NW CC</li> <li>F. June 4, 2015 - Johnson Air Presentation@ Johnson Air</li> <li>G. July 13, 2015 - Golf Tournament - Oregon City Golf Course</li> <li>H. August 2015 - No meeting</li> <li>I. September 3, 2015 -GENSCO Presentation @ GENSCO</li> <li>September 19, 2015 -Shoot out Canby Rod &amp; Gun Club</li> <li>J. October 1, 2015 - Mitsubishi Presentation@ NW College Const.</li> <li>K. November 5, 2015 - York Presentation at York, Tigard</li> <li>L. December 3, 2015 - Xmas party @ Lennox</li> </ul> </div> <div> <p>Visit our Website for information on the association's activities.</p> <p><a href="http://www.oracca.org">www.oracca.org</a></p> </div> <div>  </div> </div>	<p><b>BOARD OF DIRECTORS</b>  <u>Mark DeFrancisco</u>  <u>Mert Gagle</u>  <u>Dennis Klink</u>  <u>Mike Morgan</u>  <u>Dan Pfau</u>  <u>Buck Sheppard</u>  <u>Travis Smith</u>  <u>Kelly Wilhite</u>  <u>Loren Watts</u></p> <p><b>ASSOC. BOARD MBRS</b>  <u>Keith Barrow</u>  <u>John Karasaki</u>  <u>Larry Johnson</u>  <u>Collin McHugh</u>  <u>Stewart Mercer</u>  <u>Marilyn Reed</u>  <u>Jeff Schmidt</u>  <u>Tim Weintraut</u></p> <p><b>EXECUTIVE DIRECTOR</b>  <u>Suzanne M. Stilwill</u>  Association Management  360/834-3805  Fax: 503/914-1999</p> <p><b>"We Meet The first Thursday of the Month"</b></p>
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## ORACCA The Pacific NW Heating Cooling Association Serving Oregon and SW Washington

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

ORACCA, June 4th  
at Johnson Air

To:

## 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)