

# NEWS & VIEWS

Nov., 2019

The Pacific NW Heating Cooling Association  
Serving Oregon and SW Washington

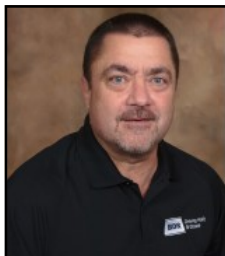


P.O. Box 87907  
Vancouver, WA. 98687-7907  
360-834-3805  
dick@oracca.org

## November 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.

### Elite Platinum Corporate Partners



### Elite Gold Corporate Partners



### Elite Silver Corporate Partners



## What? BDR Presentation

**11:30AM,**  
**November 7th**

at

Platt Electric  
10605 SW Allen Blvd  
Beaverton, OR 97005

# MEETING DIRECTIONS

## What?

### BDR Presentation

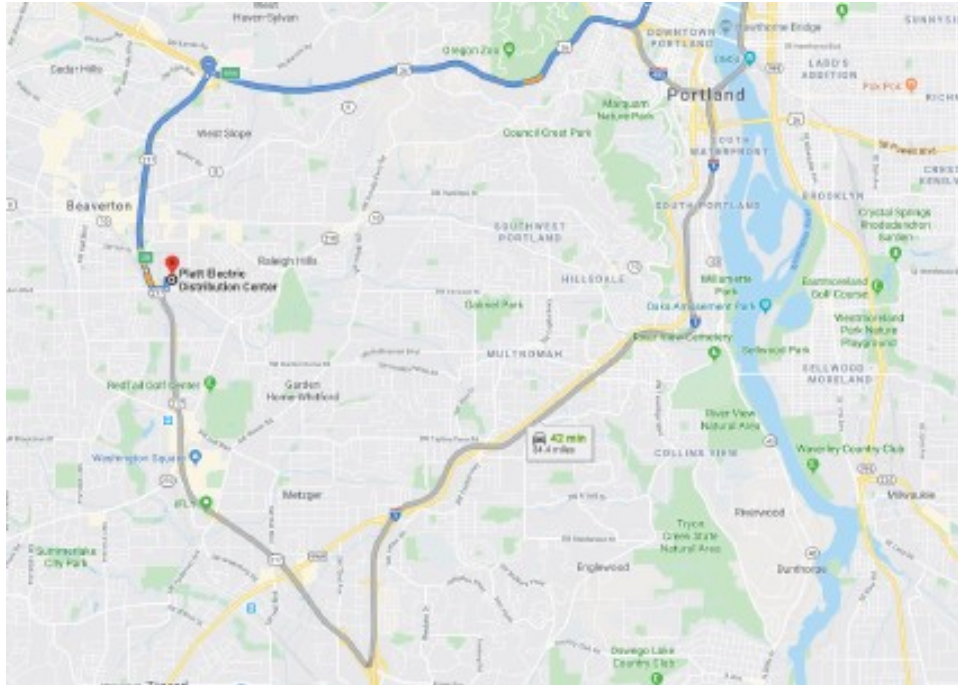
WHY we have a tight labor market and discuss the challenges we face in finding and keeping workers.

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-84 W/US-30 W via EXIT  
21B toward Portland.**

**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.**

**NW Natural®**

**2019 PLATINUM  
Sponsor**



**2019 PLATINUM  
Sponsor**



**2019 GOLD Sponsor**



**2019 GOLD Sponsor**

**JOHNSTONE  
SUPPLY**

**2019 SILVER Sponsor**

## **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 trainng/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](http://www.oracca.org) or call 360-834-3805. Email [dick@oracca.org](mailto:dick@oracca.org)

<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>Planning Ahead ....</div> <div>MEETING DATES 2019</div> <div> <p>January 17 - Codes Update @NW Natural , Sherwood - NATE CEU (1.0), CCB CE (1.0)</p> <p>February 7 - Utility Update @ PGE Wilsonville - NATE CEU (1.0), CCB CE (1.0)</p> <p>March 7- All Day Tech Training @ Airefco , Vancouver, WA.- NATE CEU (8.0), CCB CE (1.0)</p> <p><b>March 22nd - Brazing Test, 8:00AM PCC, Swan Island 2019</b></p> <p>April 18 - Codes Update, Gas Pipe Sizing Presentation @ Interstate Roofing, Tigard. NATE CEU (1.0), CCB CE (2.0)</p> <p>May 2 - VRV Ductless Systems &amp; Honeywell @ Mar-Hy. - NATE CEU (1.0) CCB CE (1.0)</p> <p><b>June 14 - Brazing Test, 8:00AM PCC, Swan Island 2019</b></p> <p><b>June 15 - Shoot Out - Canby Rod &amp; Gun Club</b></p> <p>June 20 - Codes Update@Mfg. Reps Presentation, Rinnai @ NW Natural , Sherwood- NATE CEU (1.0), CCB CE (2.0)</p> <p><b>July 15 - Golf Tournament - Oregon City Golf Course</b></p> <p>August - No Meeting</p> <p>Sept. 5 - ECM Motor Presentation Johnstone Supply @ Johnstone Corp - NATE CEU (1.0),</p> <p>October 17 - Minor Label Review, Codes Update@NW Natural , Sherwood - NATE CEU (1.0) &amp; CCB CE 2.0</p> <p><b>October 18 - Brazing Test, 8:00AM PCC, Swan Island 2019</b></p> <p>Nov. 7 - H/R Recruiting BDR @ Platt Electric, Beaverton - NATE CEU (1.0), CCB CE (1.0)</p> <p>Dec. 4 - Xmas Party @ Lennox</p> <p><b>Dec. 13 - Brazing Test, 8:00AM PCC, Swan Island 2019</b></p> </div> <div> <p>Visit our Website for information on the association's activities. <a href="http://www.oracca.org">www.oracca.org</a></p> </div> </div>	<p><b>BOARD OF DIRECTORS</b>  <u>Mark DeFrancisco</u>  <u>Clyde Burton</u>  <u>Mert Gagle</u>  <u>Dennis Klink</u>  <u>Dan Pfau</u>  <u>Randy Preston</u>  <u>Buck Sheppard</u>  <u>Travis Smith</u>  <u>Loren Watts</u>  <u>Kelly Wilhite</u></p> <p><b>ASSOC. BOARD MBRS</b>  <u>Keith Barrow</u>  <u>Eric Falk</u>  <u>Larry Johnson</u>  <u>John Karasaki</u>  <u>Stewart Mercer</u>  <u>Erik Scholibo</u>  <u>Jeff Schmidt</u></p> <p><b>EXECUTIVE DIRECTOR</b>  <u>R.E. (Dick) Stilwell</u>  Association  Management  360/834-3805  Fax: 503/914-1999</p> <p><b>"We Meet on Thursday !</b></p>
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# ORACCA

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

**ORACCA BDR Presentation**  
November 7th, Platt Electric  
Beaverton



To:

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

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