

# NEWS & VIEWS

Sept, 2022

The Pacific NW Heating Cooling Association  
Serving Oregon and SW Washington



P.O. Box 1949  
Vancouver, WA. 98668  
360-834-3805  
dan@oracca.org

## Tuesday, September 27th ORACCA meeting

ORACCA's September meeting will be a presentation on Best Practices for HVAC companies, presented by ORACCA Contractor members who have been there.

Why do ORACCA members and other HVAC companies need this discussion?  
Most small business owners of HVAC companies do not have a deep or accurate understanding of business fundamentals, especially overhead.

**The meeting will be held at Mar-Hy Distributors, 3850 SE International Way, Milwaukie, OR 97222, Thursday, September 22, 2022, at 11:00am. Lunch will be sponsored by Airefco.**

For those of you who live to far from Portland to attend in person, the meeting will be available to view on zoom. Paste this ink into your web browser and join the presentation remotely

Join Zoom Meeting

<https://us06web.zoom.us/j/82367985706?pwd=ZWVZUkU5bWZSRjU0MjZkdz09>

Meeting ID: 823 6798 5706

Passcode: 012112

One tap mobile

+16699006833,,82367985706#,,, \*012112#

+14086380968,,82367985706#,,, \*012112#

US (San Jose)

John Karasaki will moderate the presentation using a target audience: \$1-3 million revenue companies that want to grow or at least have something truly profitable to sell for retirement, as subject matter.

Presenters are:

Cory Streeter, Specialty Htg. & Cooling  
Loren Watts, Watts Heating  
Tim Burton, Ben's Heating  
Travis Smith, Sky Heating

Talking points:

1. Properly accounting for all overhead costs
  - a. Depreciation and Amortization
  - b. Separate financial sets for installation and service business groups
2. Start with financial Basics
  - a. What information you MUST know or have?
  - b. How do you accurately calculate overhead considering ALL costs?
3. Managing HVAC companies require several different "brains"
  - a. Technical. Most that excel in this industry have this.
  - b. Financial.
    - i. Most don't have this.
    - ii. Hire it out or develop it
    - iii. Eventually every small business owner needs to develop this to be successful.
4. Travis with input and examples from the panel will run two financial exercises/demos:
  - a. Installation team
  - b. Service team

The information provided by the panel won't transform your company in an hour, but will perhaps give attendees food for thought. The best outcome is to give members enough to know what they don't know.

**Elite Platinum  
Corporate Partners**



**Elite Gold  
Corporate Partners**



## WHERE:

Mar-Hy Distributors  
3850 SE International Way,  
Milwaukie, OR 97222

## WHEN:

Tuesday,  
September 27, 2022  
at 11:00am.

## WHAT:

Panel Discussion on  
Best Business Practices  
for HVAC Companies

# ORACCA ...

## Trap Shoot Registration

### Saturday

**September 10, 2022**

**8:00AM to 12:00**

**Noon**

**Canby Rod & Gun Club,  
25011 S Molalla Forest  
Rd., Canby, OR. 97013**

**8:30AM to 9:00AM  
Registration**

**Food Sponsored by  
NW Natural 8:30AM -  
10:00AM**

**TRAP SHOOT  
\$80.00 per Shooter**

Ammo - 25 Shells per shooter

Birds - 25 per shooter

**Awards for 1st, 2nd, and  
3rd Place**

**PISTOL RANGE  
\$40.00 per Shooter**

Targets, Range Fee, Range Safety  
Officer included.

Target shooters supply their own  
handguns and ammo

ORACCA, P.O. Box 1949  
Vancouver, WA. 98668  
Voice: 360-834-3805



ORACCA, The Oregon Air Conditioning Contractor Association, is a Non - Profit, 501-C6, trade association. Our members are Heating and Air Conditioning Contractors and Associate members, comprised of suppliers to the industry. We make special effort to reward our sponsors with the patronage of our contractor members, associates and their employees, which number in the thousands, throughout the Oregon, Southern Washington area.

The function is a fundraiser used to support our efforts to provide training and certification to our HVAC contractor member companies and their technicians.

We would sincerely appreciate your support of our association and as such will include your company name on our sponsor board, function program, three monthly newsletters (sent to over 800 recipients) and announced at our April member meeting. Raffle prizes are also appreciated and similarly recognized.

We have room for several table top displays for any firm wishing to display their wares. Since this date is close to hunting season, many of the attendees are interested in new field equipment and or the latest in weapons.

### 2022 Golf Tournament a Huge Success!

We want to say thanks to all of you who made this years golf tournament so successful, we had our largest field ever, with 128 golfers (34 foursomes) taking part and every hole having a sponsor. A special shout-out to our Platinum Sponsors Northwest Natural and Airefco, Federated Insurance at a Gold level, with both Daikin and Lennox sponsoring the drink cart. We got nothing but rave reviews on this year dinner put on by Noho's Hawaiian Cafe, courtesy of NW Natural. Through the generosity of all our sponsors we had more and better raffle prizes this year which also helped the bottom line.

For the fourth year in a row Airefco team 1 took first prize, although the City of Portland team had the same score but dropped to second in the tie-breaker, followed by newcomer this year Milwaukie Heating.

All and all the feedback has been terrific, everyone seemed to have has a great time, everyone was happy to be able to get out and enjoy the setting, the comradery, and the competition.

Again THANK YOU ALL for your participation and support in making this a fun and profitable event, let's do even better next year!

ORACCA Board

**NW Natural®****2022 PLATINUM  
Sponsor****2022 PLATINUM  
Sponsor****2022 GOLD Sponsor**

Making a Difference in Air

[www.johnsonair.com](http://www.johnsonair.com)**Johnson Air Products  
2220 SE Ninth Ave.  
Portland, OR. 97214  
503-234-5071**

## **. 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**

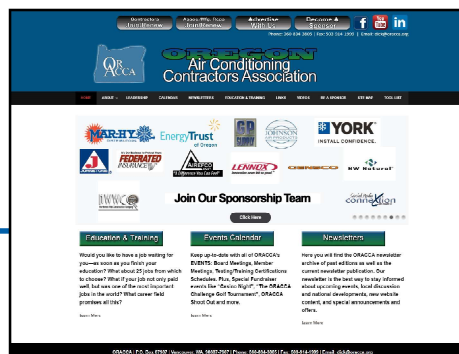
**Brazing Certification Test,**

**October 14, 2022** at MarHy Distributors. Tests start at 8:00 and continue hourly til done. Get your registration now to ensure you will have a spot.

## **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 [dan@oracca.org](mailto:dan@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>  360-4834-3805</p> <p><b>SEC-TREASURER</b>  <u>Loren Watts</u>  Watts Heating  360-786-2858</p> <p><b>EDUCATION/  APPRENTICESHIP  TRADE SHOW/  PROMOTION</b></p>	<div> <div>Planning Ahead ....</div> <div>MEETING DATES 2022</div> <div> January 6th - Virtual Meeting - Insurance Audits- NATE CEU (1.0), CCB CE (1.0)  February 3rd - Virtual Meeting Earth Advantage - NATE CEU (1.0), CB CE (1.0) CCB CE (1.0)  February 25th - Brazing Test, location MarHy Distributors  March 3rd- Zoom Meeting Codes and Incentives - NATE CEU (8.0), CCB CE (1.0)  April 7th - ETO &amp; Trade Ally Network NW Updates - Virtual  May 5th - A2L Refrigerants MarHy Distributing, NATE CEU (1.0), CB CE (1.0) CCB CE (1.0)  May 20th - Brazing Test, MarHY Distributing  June 3 - XO! Technologies - AIREFCO Vancouver Branch  July 11 - Golf Tournament - Oregon City Golf Course It is on!!  August - No Meeting  Sept. 10th - Shoot Out - Canby Rod &amp; Gun Club  Sept. 22 - NW College of Construction NATE CEU (1.0),  Oct. 6 - TBD- NATE CEU (1.0),  Oct. 14th- Brazing Test, Location TBD  Nov. 3 - Virtual Air Purifier and Workforce- NATE CEU (1.0), CCB CE (1.0)  Dec. 1 - Xmas Meeting. Happy Holidays at Lennox  Dec. 16 - Brazing Test, Location TBD </div> <div> Visit our Website for  information on the  association's activities.  <a href="http://www.oracca.org">www.oracca.org</a> </div> </div>	<p><b>BOARD OF DIRECTORS</b>  <u>Mark DeFrancisco</u>  <u>Tim Burton</u>  <u>Dennis Klink</u>  <u>Dan Pfau</u>  <u>Travis Smith</u>  <u>Richard Stilwill</u>  <u>Loren Watts</u>  <u>Kelly Wilhite</u></p> <p><b>ASSOC. BOARD MBRS</b>  <u>Keith Barrow</u>  <u>John Erickson</u>  <u>Eric Falk</u>  <u>Larry Johnson</u>  <u>John Karasaki</u>  <u>Jeff Schmidt</u></p> <p><b>EXECUTIVE DIRECTOR</b>  <u>Dan Pfau</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 1949  
Vancouver, WA. 98668  
360-834-3805

**ORACCA**  
September 27th meeting

To: \_\_\_\_\_

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# OREGON AIR CONDITIONING CONTRACTORS ASSOCIATION

## Shoot - Out

# Saturday

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25011 S Molalla Forest  
Rd., Canby, OR. 97013**

**8:30AM to 9:00AM  
Registration**

**Food Sponsored by  
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### TRAP SHOOT

**\$80.00 per Shooter**

Ammo - 25 Shells per shooter

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**Awards for 1st, 2nd, and  
3rd Place**

### PISTOL RANGE

**\$40.00 per Shooter**

Targets, Range Fee, Range Safety  
Officer included.

Target shooters supply their own  
handguns and ammo

Please complete and return this  
registration form to:  
ORACCA, P.O. Box 1949  
Vancouver, WA. 98668  
Voice: 360-834-3805  
Fax: 503-914-1999  
dan@oracca.org

### Registration Information

**5 Shooters per team**

Name \_\_\_\_\_

Company \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

### Method of Payment

Amount \_\_\_\_\_

Check # \_\_\_\_\_ ☐ Visa ☐ M/C ☐ Amex

Name \_\_\_\_\_

Card # \_\_\_\_\_

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

Security Code \_\_\_\_\_

Signature \_\_\_\_\_

Billing Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

### Sponsors

**Yes our company would like to support ORACCA as:**

☐ Magnum (\$500) ☐ Super Expressr (\$350) ☐ Express (\$250)

☐ Hi Velocityr (\$150)

Name \_\_\_\_\_

Company \_\_\_\_\_

Payment Check # \_\_\_\_\_ Visa ☐ M/C ☐ Amex ☐