

### Inside:

- 2018 Mark Your Calendar
- ACCWPA Mtg. Notice
- Be FIRE smart!

### 2018 General Meeting Dates

*Mark your Calendar!*

**April 12, 2018**

**Belt Drive  
Optimization**

Mickey Perry

Sponsored by: Johnstone Supply  
Sports Grille – Cranberry

**May 10, 2018**

**Team Bowling Fun**

Mt. Lebanon Lanes  
1601 Washington Road

**June 2018**

**Board Meeting Only**

## 2018

### Meeting Topics!

May 10<sup>th</sup> - Team Bowling

June 14<sup>th</sup> – Board Mtg Only

July – no meetings

August 23<sup>rd</sup> – Golf Outing

September 13<sup>th</sup> - TBA

October 10<sup>th</sup> – Trap Shoot

November 8<sup>th</sup> – Hire Right

December – No Meetings

## ACCWPA

Air Conditioning Contractors Western Pennsylvania

If you wish to continue getting  
our ACCWPA Newsletter, please  
email your email address to:  
accwpa@zoominternet.net

### April 12th - Meeting

## Spotlight

ON BELT DRIVE OPTIMIZATION

## Mickey Perry

HVAC INDUSTRY SPECIALIST – Browning

Mickey is a specialist in V-belt drive technology. He is well-versed in best practices regarding proper installation techniques and component selection. Mickey will answer your questions on product selection, installation and ROI analysis.

**Eliminate Call Backs** – to increase your efficiency

**Drive Optimization** – to reduce component cost and installation time

**Increase Drive Efficiency** – to reduce facility energy costs

## Come Join Us:

## April 12, 2018



1294 Freedom Road, Cranberry Twp., PA 16066

3:00 pm – Board Meeting ♦ 5:30 – 6:00 pm - Social Hour (cash bar)

**Guest Speaker: 6:00 pm – 7:00 pm**

7:00 pm – Dinner Buffet and Social Hour resumes (cash bar)

**Dinner: Prime Rib buffet - \$45.00**

**RSVP – 724-687-7860, fax or email**

**NO cancellations after April 10<sup>th</sup> noon**

Registration Flyer on page 3

**WE HAVE MOVED SEE PAGE 8.  
PLEASE UPDATE YOUR INFORMATION!**

## The Unhappy Reality of Slip and Fall Accidents ... by Federated Insurance

Although it varies by industry, claims made by businesses for slip and fall accidents account for more than 20 percent of general liability claims each year and have an average payout of more than \$20,000. Every business has the potential to experience these incidents, but the retail and commercial industries are often prime targets for slips and falls, most likely due in part to their frequent interaction with the public. Likewise, certain times of the year also seem more prone to slip and fall incidents, such as colder months and the autumn and winter holidays. The causes definitely vary, but three particular circumstances commonly increase a business's risk.

**One area of increased risk is simply more traffic.** Regardless of the reason, more traffic naturally points to a greater chance for mishaps. Add other distractions such as point of sale displays, store demonstrations, or any other typical "shopping" distraction, and the risk increases. To reduce this risk, you would need to reduce foot traffic, and what business owner wants to do that? A more acceptable alternative is to emphasize the importance of regular facility inspections, on-going housekeeping, and sound maintenance practices.

**Next is seasonal weather.** Depending on your store's location, rain and winter's sleet, ice, and snow can significantly impact slip and fall frequency. Couple this with customers who may not be wearing appropriate footwear for the conditions, and your risk increases.

Businesses should implement policies to keep walkways, driveways, and customer parking areas clear of ice and snow accumulation.

- Pay special attention to drainage runoff or discharge from buildings, canopies, and landscaping.
- Many incidents occur after a day of snow/ice melt and the refreeze in the evening or morning hours, which are also often the busiest times of day.
- And don't forget indoor slips and falls. Customers inevitably track in whatever type of precipitation is outdoors, creating wet and slippery floors, especially around entrances.

Keeping employees aware of and on the lookout for these increased weather-related risks is critical to slip and fall prevention—inside and out.

**And last, but certainly not least, is fraud.** The winter holidays in particular are prime time for fraudsters. The reasons are as varied as the people involved, but often they stem from an increased need for money, or even simply taking advantage when larger crowds or weather conditions present an opportunity. Fraud can be hard to detect and prove, but being aware of fraud indicators, keeping video surveillance footage, and documenting your housekeeping details (e.g., When was ice melt laid? When was the floor mopped?) can be valuable for helping to combat fraud.

Slip and fall incidents and their root causes can be obvious (an icy sidewalk), or not so obvious (a "staged" fall for fraudulent purposes). In other words, business owners need to be ready for all conditions. Look at your business through the eyes of a customer, paying special attention to the three common causes discussed here. They show what your business could be exposed to, and the preventable situations you can remedy to help you avoid an insurance claim. For more information on slip and fall prevention, contact your local Federated marketing representative.

This article is intended to provide general information and recommendations regarding risk prevention only and should not be considered legal advice. Following these guidelines does not guarantee reduced losses or elimination of any risks. This information may be subject to regulations and restrictions in your state. Qualified counsel should be sought regarding questions specific to your circumstances and applicable state or federal laws. © 2017 Federated Mutual Insurance Company. All rights reserved.

## ACCWPA Corner



*Integrity is the  
essence of  
everything  
successful.*



### SmartWords You Must Remember

"You are not your  
resume, you are your  
work."

-- Seth Godin

## Inspiration

*Be*LIEVE  
IN  
*You*RSELF

---

# Spotlight ON BELT DRIVE OPTIMIZATION

## Mickey Perry

HVAC INDUSTRY SPECIALIST - Browning

Mickey is a specialist in V-belt drive technology. He is well-versed in best practices regarding proper installation techniques and component selection. Mickey will answer your questions on product selection, installation and ROI analysis.

**Eliminate Call Backs** – to increase your efficiency  
**Drive Optimization** – to reduce component cost and installation time  
**Increase Drive Efficiency** – to reduce facility energy costs

**Join Us:**

**April 12, 2018**

Guest Speaker Hosted by Johnstone Supply



1294 Freedom Road,  
Cranberry Twp., PA 16066  
(In front of Quaker Steak & Lube)

3:00 pm – Board Meeting ♦ 5:30 – 6:00 pm - Social Hour (cash bar)

**Guest Speaker: 6:00 pm – 7:00 pm**

7:00 pm – Dinner Buffet and Social Hour resumes (cash bar) • Dinner - \$45.00

**Dinner: Prime Rib buffet**

**RSVP: 724-687-7860** (phone, email or fax) – **NO cancellations after April 10<sup>th</sup> noon!**

---

**\* Important – RSVP is appreciated! \***

Email: accwpa@zoominternet.net or fax (724) 687-7860

Name(s): \_\_\_\_\_

Company: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**Dinner: \$45.00 NO Cancellations after April 10<sup>th</sup> NOON. No shows will be billed.**

**IF YOU ALREADY MADE YOUR RESERVATIONS, THANKS!**

**PLEASE PASS THIS NOTICE TO SOMEONE ELSE THAT WILL BENEFIT!**

---

## Deepest Sympathy ....

### JOHN R. UBINGER ...

John he was a long-time member of NWA, NESCA and ACCA local board and ACCA National Board Member. (NWA, NESCA were names before the National Association changed the name to ACCA)

Age 87, died peacefully at his home in Bethel Park on March 6, 2018, after a courageous battle with cancer. Despite this difficult journey, he maintained extraordinary grace and dignity and an unwavering faithfulness in God. John was born in Pittsburgh to Robert and Eleanor Ubinger on June 14, 1930, which is Flag Day. The Bethel Park community came to expect to see the hundreds of flags that decorated his yard for that day and every patriotic holiday. After graduating from St. Joseph's High School in Mt. Oliver, he enlisted in the United States Air Force. He served three years at Castle Air Force Base, CA during the Korean War. During the mandatory third year, his fiancée, Shirley Hesse, flew out so they could be married on the base in 1951. Upon returning to Pittsburgh with their first child, John started working in the HVAC business. John became the owner of Admiral Heating and Cooling Co. in 1959. He served on many trade association boards.

## Air Conditioning of Western PA

**will continue to be your local industry partner,  
as we have been since 1950.**

### Annual Membership Brings You the Following Benefits:

- Networking events
- Discounts on seminar
- Current info from local suppliers
- Legislative efforts
- Local website
- Technical training courses
- Apprenticeship program  
State recognized
- Monthly newsletter
- Information of industry news  
changes within the industry
- Insurance for member's company discount
- Code enforcement updates
- Local lobbying
- Indoor Air Expo
- Voice for the local contractors
- Golf Outing
- Education opportunities for your technicians  
office staff
- Advocacy agenda promote contractor interest
- Labor and HR legal advice before utilities
- Helping members to stay ahead of the curve
- 8 Monthly informative meetings



**May 10<sup>th</sup>**

**Get your TEAMS Together for some Bowling Fun!**

**Mt. Lebanon Lanes**

**1601 Washington Road, Mt Lebanon**

**More to come!**

## Upcoming Meetings!

**April 12, 2018**

### **Belt Drive Optimization**

Mickey Perry

Sponsored by: Johnstone Supply  
Sports Grille - Cranberry

**May 10, 2018**

### **Team Bowling Fun**

Mt. Lebanon Lanes

1601 Washington Road

## **2018**

### **Meeting Topics!**

May 10<sup>th</sup> – Team Bowling

June 14<sup>th</sup> – Board Mtg Only

July – no meetings

August 23<sup>rd</sup> – Golf Outing

September 13<sup>th</sup> - TBA

October 10<sup>th</sup> – Trap Shoot

November 8<sup>th</sup> – Hire Right!

December – No Meetings



**Work Hard  
in Silence,  
Let  
Success  
make the  
Noise!**



## 2018 ASSOCIATE MEMBERS

### BEAVER STEEL SERVICES, INC.

KURT TRESER, 412-429-8860

### CARRIER ENTERPIRSE BRYANT PGH.

MIKE MARHEFKY, 412-586-3404

### COLOMBIA GAS

MIKE BELSKY, 724-388-3519 CELL

### COMFORT SUPPLY

DAVE HECKLER, 412-921-6600

### DONWIL COMPANY

GREGG MASSETTI, 412-787-1313

### E. G. CONLEY, PC

JEFF CONLEY, 412-367-2001

### EDWARD C. SMYERS CO.

TOM SMYERS, JR., 412-471-3222

### FILTECH, INC.

ANDY KOMAR, 412-461-1400

### G.B.G. INC.

FRANK LIBRICH, 412-321-8300

### H. GERHARDT SUPPLY

HARRY R. GERHARDT, 412-279-4880

### HABEGGER HVAC CORP.

JOE FIELDS, 800-886-6937

### JOHNSTONE SUPPLY INC.

STEVE BICHEY, 724-561-3345

### LENNOX INDUSTRIES

MARK MILTKO (interim), 614-305-4385

### R.E. MICHEL CO.

JOE KUCZNSKI, 412-526-0881 CELL

### REFRIGERATION SALES CORP.

RICK KRAMER, 412-482-6969

### ROBERTSON HEATING SUPPLY

TIM LEJA, 412-922-4001 CELL

### SABRE EQUIPMENT, INC.

FRANK BELLAY, 412-262-3080

### STANDARD AIR & LITE CORP.

TOM BANEY, 412-920-6505

### TRANE RES/LT COMM SYSTEMS

MARK FOSTER, 412-223-5100

### UNITED REFRIGERATION INC.

DON NIEMANN, 412-833-0200

### VENANGO PLBG. & HTG. SUPPLY

TOD ECKERT, 412-486-0695

## 2018 CENTURY CLUB MEMBERS

### JOHNSTONE SUPPLY INC.

STEVE BICHEY, 724-561-3345

### LENNOX INDUSTRIES

MARK MILTKO (interim), 614-305-4385

### STANDARD AIR & LITE CORP.

TOM BANEY, 412-920-6505

## 2018 VO-TECH MEMBERS

### PENN COMMERCIAL INC.

MARIANNE ALBERT,

724-222-5330 X228

### PITTSBURGH TECHNICAL COLLEGE

ROBERT ROSSELL, 412-809-5350

### TRIANGLE TECH

STEVE FLAHERTY,

412-359-1000 X7194

### WESTERN AREA CAREER

### & TECHNOLOGY CENTER

LEA ANN FAIRALL, 724-746-2890

### WESTERN AREA CAREER

### & TECHNOLOGY CENTER

DR. DENNIS MCCARTHY,

724-746-2890

## “Be There Fund”

(Must be an ACCWPA member to Win!)

April 2018: \$60.00

1525 Beaver Avenue  
Pittsburgh, PA 15233  
P: 412.321.8300  
F: 412.321.8306



201 Locust Street  
Youngwood, PA 15697  
P: 724.925.9570  
F: 724.925.9571



Authorized Distributor of



### Wholesale Distributor

Heating & Air Conditioning Equipment  
Hydronics | Ductless | Geothermal | IAQ  
Parts & Accessories

800.228.4822 | [www.hvacdist.com](http://www.hvacdist.com)

# ACCWPA

Air Conditioning Contractors Western Pennsylvania

# ACCWPA

Air Conditioning Contractors Western Pennsylvania

# LENNOX

Now with 2 locations in the Pittsburgh Area!

## EAST

706 Seco Road  
Monroeville, PA 15146  
412-457-7000 – phone  
412-373-0195 – fax  
Mgr. – Chris Vicari

## WEST

110 Parkway View Drive  
Pittsburgh, PA 15205  
412-489-9170 – phone  
412-788-5291 – fax  
Mgr. – Joe Zylinski

Reliability. Reputation. Responsiveness.  
Pick All Three



Being confident in the brand you sell, makes the sale a little easier. And working with the Trane Pittsburgh DSO can give you that assurance by providing you with all the resources and materials you need, when you need them.

**Trane Pittsburgh DSO**  
**(412) 223-5100**



**WE'VE GOT YOU COVERED...**

**PRODUCTS • KNOWLEDGE • SERVICE**

Now with 7 locations in the Pittsburgh area stocking Heating, Ventilation, Air Conditioning and Refrigeration equipment.

<b>MONACA</b> Phone 724-775-8041	<b>BUTLER</b> Phone 724-283-9100	<b>NORTH HILLS</b> Phone 412-367-8040
<b>BETHEL PARK</b> Phone 412-831-8188	<b>MONROEVILLE</b> Phone 412-373-6360	<b>PITTSBURGH</b> Phone 412-690-2388
		<b>GREENSBURG</b> Phone 724-216-5406

**WWW.JOHNSTONESUPPLY.COM**



sold locally by...

**Virginia Air Distributors**

960 Riverside Place (724)266-2020  
Leetsdale, PA 15056 www.virginiaair.com



RELAX. IT'S RHEEM. Rely on Ruud Service That Satisfies Since 1934

BEAVER FALLS.....	500 Seventh Ave. ....	724-843-4500
BUTLER.....	678 E. Butler Rd. ....	724-282-8200
CRANBERRY TWP.....	1245 Freedom Rd. ....	724-772-3855
GREENSBURG.....	990 Broad St. ....	724-836-6319
MONROEVILLE.....	1616 McClure Rd. ....	724-733-7577
PITTSBURGH.....	952 Noblestown Rd. ....	412-922-0500
WHEATLAND.....	10 Mill St. ....	724-347-3774
WASHINGTON.....	84 Stewart Ave. ....	724-222-6720

**ACCWPA**

Air Conditioning Contractors Western Pennsylvania



**24/7 ACCESS**  
**FROM YOUR FAVORITE**  
**MOBILE DEVICE!**

ACCESS 1,000's OF PRODUCTS  
PRICING & LIVE AVAILABILITY  
MOBILE ORDER PLACEMENT  
ACCOUNT INFORMATION  
TECHNICAL SPECS + MORE!

DOWNLOAD THE EFAMOUS APP TODAY!  
SEARCH "EFAMOUS" ON YOUR APPLE OR ANDROID DEVICE  
First Time user? Sign up directly through the eFamous App!

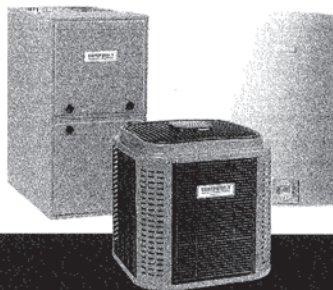


famous-supply.com



We've got it!

**YOUR PREMIER SOURCE**  
IN WESTERN PENNSYLVANIA



**TEMPSTAR**  
Heating and Cooling Products  
Quality you can feel.

**412.482.6969**  
3180 Sassafras Way • Pittsburgh, PA 15201

**HABEGGER**  
PREMIER HVAC DISTRIBUTOR



Duquesne : 412-469-1010

Clarksburg: 304-622-4328

**ACCWPA**

Air Conditioning Contractors Western Pennsylvania

## You Can Prevent Fires At Work And At Home

### Housekeeping

- Put waste in proper containers.
- Keep combustible materials like cardboard, paper, and wood away from heat and heat-producing equipment.
- Keep work areas free of dust and lint.

### Flammable liquids

- Follow storage precautions on labels and SDSs
- Clean up spills immediately.
- Report leaks right away.
- Use nonflammable substitutes whenever possible for cleaning and other tasks.
- Use approved airtight metal containers that are kept closed when not in use.
- Ground containers during transfers.
- Use only in well-ventilated areas, away from heat and other ignition sources.
- Treat empty containers as you would full ones, unless purged.

### Electricity

- Don't overload outlets, circuits, or motors.
- Replace cords and wires with worn or broken insulation.
- Get good ground connections.
- Keep machines and motors clean of dust and grease.

### Fuel and ignition sources

- Smoke only in designated areas.
- Extinguish cigarettes and matches completely and dispose of them safely.
- Contain welding operations.
- Keep compressed gas cylinders secured and stored away from ignition sources.
- Use SDSs and labels. Keep incompatible chemicals apart.

### **ACCWPA Newsletter and all notices:**

If you wish to continue getting your ACCWPA Newsletter in 2018 Please email the ACCWPA Office with your correct email address. [accwpa@zoominternet.net](mailto:accwpa@zoominternet.net)

---

Every Job is a  
**SELF-  
PORTRAIT**  
Of the Person  
who does it.  
Autograph your  
work  
with  
**Excellence!**

AUTHOR UNKNOWN



---

**ACCWPA**  
Air Conditioning Contractors Western Pennsylvania



Air Conditioning Contractors Western Pennsylvania

126 Resolution Drive  
Mars, PA 16046-3719

## Indoor Environmental & Energy Professionals

# ACCWPA has moved!

ACCWPA

126 Resolution Drive

Mars, PA 16046-3719

New Phone & Fax number;

724-687-7860

### ACCWPA Upcoming Events

**April 12, 2018**

**Belt Drive Optimization**

Mickey Perry

Sponsored by: Johnstone Supply  
Sports Grille – Cranberry

**May 10, 2018**

**Team Bowling Fun**

Mt. Lebanon Lanes  
1601 Washington Road

**June 2018**

**Board Meeting Only**



Air Conditioning Contractors Western Pennsylvania

### 2018 Officers and Directors

**President:**

Steve Woodring, Wade Heating & Cooling 412-787-1341

**Vice President:**

Rege Dumm, A-Air 412-741-9420

**Treasurer:**

Chuck Rauch, Valley Heating and A/C 724-941-9793

**Secretary:**

Rob Champe, Shearer Heating & Cooling 724-222-1830

**CONTRACTOR DIRECTORS:**

Ron Doebler, Premier Heating 412-928-8277

John Wilcox, Wilcox Plbs & Htg 412-212-7525

**ASSOCIATE DIRECTORS:**

Mike Marhefky, Carrier Enterprise 724-989-9555

Steve Bichey, Johnstone Supply 724-561-3345

Colleen Karnes, Standard Air & Lite 412-920-6505

**SPECIAL ADVISOR:**

John Matthews, A-Air Company 412-741-9420

Dave Williams, A-Air Company (ACCWPA Past-President) 412-728-5148

Bob Boyle, J. A. Sauer 412-931-7200

Bob Champe, Shearer Heating & Cooling 724-222-1830

**Executive Director:**

Pat Forker  
accwpa@zoominternet.net

Office/Fax 724-687-7860  
Cell 412-760-5792