

ACCWPA

Air Conditioning Contractors Western Pennsylvania

November
2018

Inside:

- 2018 Mark Your Calendar
- Hiring Right – Nov. 8th
- Turkey Shoot

Volume 13, Issue 11

2018 General Meeting Dates

Mark your Calendar!

November 8, 2018
Hire Right!

Jeff Conley
EG Conley PC &
Business Performance
Advisors
Sports Grille – Cranberry

2019 ACCWPA Election of Officers

December 2018
No Meetings

ACCWPA

Air Conditioning Contractors Western Pennsylvania

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



November 8th – Hiring Right!

Hire Right - using the Predictive Index Behavioral Survey

Does it ever seem like understanding systems, tools and things is so much easier than understanding the person working next to you? Have you ever thought that if it weren't for the customers or co-workers, your work would be so easy?

Just as you've learned your job and business through training and how to use your tools, we'll spend a little time learning to use a tool to understand people. The Predictive Index uses two questions that take 5 minutes to answer to give you surprising insight into a person. You will understand why some people drive you crazy and others are so easy to get along with. Why some people talk all the time and why others hardly say a word. It will be a fun, interesting way to spend an hour – maybe you will take back a little knowledge that will help you the next day.

Beth Friel, CEO - day2i consulting

Guest Speaker Hosted by EG Conley

Take the Survey you will be getting via email
for a funny meeting!

Join Us:

November 8, 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 - \$45.00

Dinner: Prime Rib buffet

**RSVP: 724-687-7860 (phone, email or fax) – NO cancellations
after November 5th, noon!**

Registration Flyer on page 3

2019 ACCWPA Election of Officers

Will take place at our
November 8th General Meeting

Nominees are:

President: Rege Dumm , A-Air, Inc.
Vice-Presidnet: Rob Champe, Shearer Heating
Secretary: Ron Doebler, Premier Heating
Treasurer: Chuck Rauch, Valley Heating

If you are interested in a Officers Position contact
Chuck Rauch at 724-941-9793

Cell Phone Safety on the Road ... Bud Price

Here's another study about the hazards of using a cell phone and driving. This one, conducted by University of Utah psychologists, concludes that drivers talking on cell phones are as impaired as a person with the 0.08 percent blood-alcohol level that defines drunk driving in most states. Drivers are far more distracted by talking on a cell phone, the study reports, than by conversing with a passenger in the vehicle.

Using a sophisticated driving simulator, researchers found that drivers using a cell phone drift out of their lane and miss exits more frequently than drivers talking with someone in the vehicle.⁴



November 4th!

ACCWPA Corner



*Integrity is the
essence of
everything
successful.*



SmartWords

**One Way to
remember who
you are is to
remember who
your heroes are!**

Inspiration

BeLIEVE

IN
YouRSELF

Hire Right - using the Predictive Index Behavioral Survey

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Beth Friel, CEO - day91 consulting

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November 8, 2018



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 November 5th, noon!

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

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

Name(s): _____

Company: _____ Phone: _____

Email: _____

Dinner Buffet: \$45.00 NO Cancellations after Nov. 5th NOON. No shows will be billed.

IF YOU ALREADY MADE YOUR RESERVATIONS, THANKS!

PLEASE PASS THIS NOTICE TO SOMEONE ELSE THAT WILL BENEFIT!

About our Speaker – Beth Friel, CEO

Beth is the CEO of Day 91 Consulting, a Management Consultancy specializing in using science to help clients understand how their people work best and how to manage them. For the past 8 years Beth has focused on helping clients use the Predictive Index® tools for all aspects of 'Talent Management' including hiring, retention, team building, succession planning and Management Training. She has helped build good managers into great managers, with a focus on supporting their employees to perform at their highest levels by understanding what motivates them. She is passionate about creating environments where all employees can have better lives.

Prior to her involvement with Predictive Index, Beth held Senior Management roles in both large and small companies. Several of these companies realized 'liquidity events' for their owners and employees. At two of these organizations, she used the Predictive Index as a client and experienced the how powerful the tools can be to understand, manage and motivate people and create a culture of trust.

Specialties: Management, Team Performance, Operations, Finance, Training, Coaching, Acquisition Integration, Strategy Facilitation

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- 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



Upcoming Meetings!

Nov. 8, 2018

Hire Right!

Jeff Conley
EG Conley PC &
Business

Performance
Advisors

December 2018

- No Meetings

Watch for
ACCWPA's 2019
Upcoming Meeting
List



**Sunday
November 4th!**

**Happy
Thanksgiving!
Everyone**

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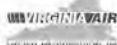
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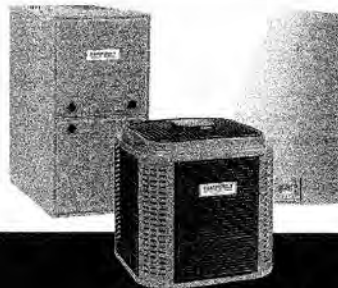


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Air Conditioning Contractors Western Pennsylvania

Take Steps to prevent workplace fires ... By Bud Price

What does it take to start a workplace fire? Surprisingly little. First, you need some oxygen. Then you need some kind of fuel, and we have a lot of that in the form of paper, cardboard, wood, flammable and combustible liquids, and other materials that burn easily. Finally, you need an ignition source like a spark, a flame, heat, or electricity. There's one other thing-carelessness to allow all the fire-starter elements to get together.

Look around your work area. Is there fuel to start a fire? Are there ignition sources? Are you being careful and making sure that the fuel and the ignition sources don't get together to start a fire?

You Can Prevent Fires At Work and 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.



Misc. Info

ACCWPA Newsletter and all notices:

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ACCWPA Newsletter in
2019

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Air Conditioning Contractors Western Pennsylvania

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126 Resolution Drive
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Indoor Environmental & Energy Professionals

Hire Right - using the Predictive Index Behavioral Survey

Beth Friel, CEO - day9 consulting

Guest Speaker Hosted by EG Conley

November 8, 2018



1294 Freedom Road, Cranberry Twp. Pa 16066



Happy Thanksgiving!

ACCWPA Upcoming Events

November 8, 2018

Hire Right!

Jeff Conley
EG Conley PC & Business
Performance Advisors
Sports Grill – Cranberry

2019 ACCWPA Election of Officers

December 2018 - No Meetings

ACCWPA
Air Conditioning Contractors Western Pennsylvania



2018 Officers and Directors

President:

Steve Woodring, Wade Heating & Cooling

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Vice President:

Rege Dumm, A-Air

412-741-9420

Treasurer:

Chuck Rauch, Valley Heating and A/C

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Secretary:

Rob Champe, Shearer Heating & Cooling

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John Matthews, A-Air Company
Dave Williams, A-Air Company (ACCWPA Past-President)
Bob Boyle, J. A. Sauer
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Executive Director:

Pat Forker
accwpa@zoominternet.net

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