

ACCWPA

Air Conditioning Contractors Western Pennsylvania

May
2022

Inside:

- 2022 Meeting Dates
- GRADUATION!!!
- It's YOUR Legacy

Volume 17, Issue 5

2022 Meeting Dates

May 12th

Show N Tell - TOOLS
Apprentice Graduation
Speaker: Mike Schwartz
ACCWPA's 4TH Year Teacher
Place: Carmody's

June 9th

Board Mtg Only
Place: To be determined

July - No Meetings

August 25th

ACCWPA Golf Outing
Lone Pine Country Club

ACCWPA
Air Conditioning Contractors Western Pennsylvania

The mission of the Air Conditioning Contractors of Western PA is to assist its members in managing their companies more efficiently, therefore becoming more profitable, together with increasing their exposure and credibility within the community.

HAPPY
mother's
DAY

May 8th!!!

2022 APPRENTICE GRADUATION!

Almost 2022 Graduation Time!

**Due to COVID we will also Honor the
2020 ACCWPA Graduates**

Thursday, May 12th



4905 Grand Avenue (on Neville Island) - Pittsburgh, Pa 15225
Upstairs meeting room

3:00 - 5:30 pm Board Meeting

5:30 - 6:00 pm- Social (cash Bar)

6:00 - 7:00 pm - Graduation Diploma Presentations

TOOL TIME

Presented by: Preston Brickner, HBBPRO

Guest Speaker

Mike Schwartz, ACCWPA's 4th year teacher

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



Please RSVP by Monday, May 9th space is limited.

Registration form on page 3

The who, when, and how to Business Succession Planning – Federated Insurance

A business succession plan is important to help ensure a smooth transition when you are no longer able to run your business. Many business owners think about what they would like to have happen to their business, but fail to actually put a succession plan in place.

So how do you create a succession plan? One of the first questions that needs to be considered is who is going to take over your business. For some business owners, it might be a son, a daughter, or more than one child who has been working in the business and is ready and willing to step in at any time. Others may have a key employee with years of service who has expressed an interest in taking over someday. In any case, finding the right person is a very important decision. It can mean the difference between financial security and financial hardship for you, your family, and even your employees if your successor is not able to keep the business operating successfully.

Once you have identified who you would like to take over your business, the next step is to figure out the details, especially the when and the how of your transition plan. There are two ways ownership of a business could be transferred: by sale, or by gift or inheritance.

- **Sale** — A sale of the business can help provide the departing owner, or their family, with financial resources to meet ongoing income needs during retirement or after the death or disability of the owner. The future sale of a business may be documented using a written buy-sell agreement that outlines, among other things, when the sale will take place: at the owner's death, disability, divorce, or retirement, the purchase price, and the terms of the sale. The sale is often funded with life insurance on the life of the owner.
- **Gift or Inheritance** — Transferring the business through a lifetime gift or by inheritance will most likely be reserved for close family members, and generally only where the business owner or family does not need proceeds from the transfer to meet retirement or income needs. These transfers may be subject to gift or inheritance tax to the extent the value exceeds the owner's available exclusions or lifetime exemption. If you are contemplating a gift, or a series of gifts, of your business interests, consult with your legal advisors to review the tax consequences of doing so, and draft the appropriate estate planning documents.

The best option for your business – whether it's a sale, a gift, or a combination of the two — will depend on a variety of considerations and your individual circumstances. When you're ready to put your plan in place, or review an existing plan, your Federated Insurance® **marketing representative** may be able to refer you to an independent attorney who specializes in estate and business succession planning to help.

This article is for general information and risk prevention only and should not be considered legal or other expert advice. The recommendations herein may help reduce, but are not guaranteed to eliminate, any or all risk of loss. The information herein may be subject to, and is not a substitute for, any laws or regulations that may apply. Qualified counsel should be sought with questions specific to your circumstances. ©2021 Federated Mutual Insurance Company.

ACCWPA
Corner



*Integrity is the
essence of
everything
successful.*

**PEACE, LOVE
and JOY
thru out 2022!**

**SmartWords
One Kind
Word can
change
someone's
entire day!**

Inspiration

**Work
HARD
Dream
BIG
Never
GIVE UP**

Almost 2022 Graduation Time!

**Due to COVID we will also Honor the
2020 ACCWPA Graduates**

Thursday, May 12th



4905 Grand Avenue (on Neville Island)
Pittsburgh, Pa 15225
412-458-1813
Upstairs meeting room.



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

Graduation Diploma Presentations: 6:00 pm – 7:00 pm

TOOL TIME – Preston Brickner, Hbbpro

Guest Speaker: Mike Schwartz, ACCWPA's 4th year teacher

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

Dinner Buffet - \$45.00

RSVP: 724-687-7860 (phone, email, or fax) – **NO cancellations after May 9th, noon!**

*** Important – RSVP is a must! ***

Email: pforker@accwpa.org or fax (724) 687-7860

Company _____

Name _____

Email address _____ Cell # _____

Dinner Buffet - \$45.00

NO Cancellations after May 9th NOON. No shows will be billed.

**IF YOU ALREADY MADE YOUR RESERVATIONS, THANKS!
PLEASE PASS THIS NOTICE TO SOMEONE ELSE THAT WILL BENEFIT!**

Membership Benefits...

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
- ACCWPA Apprenticeship School
- 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



GRADUATION DAY!

May 12, 2022

It is Graduation Day for our

2022

Apprenticeship Class!

***We are also honoring our 2020 Graduation
Class because of COVID!***

Please join us in congratulating our 2022 Graduates and
honor our 2022 Apprenticeship Classes!



Upcoming Meetings!

2022 General Meetings Schedule!

May 12th

TOOL Time –

Preston Brickner, Hbbpro

Apprentice Graduation

Speaker: Mike Schwartz
ACCWPA's 4th Year Teacher
Place: Carmody's

June 9th

Board Mtg Only

Place: To be determined

July – No Meetings

August 25th

ACCWPA Golf Outing
Lone Pine Country Club



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

**Make
Today
Amazing!**





Not a Contractor or Associate member?

We'd love to serve you, too.

For additional information visit

www.accwpa.org

or call 724-687-7860

Email: pforker@accwpa.org

Additional reasons for membership are:

- Company membership applies to all employees of your firm.
- **NEW!! Contractors Free Associate Membership in Service RoundTable!!**
- Networking!!!
- Monthly meetings with informative presentations that benefit both the Contractor and Supplier.
- Relevant technical training and educational classes.
- 4-year Apprenticeship School with curriculum that is focused only on the HVAC industry!
- Monthly newsletters and email communications filled with industry information and updates.
- Insurance for member's company discount.
- Social Outings that everyone can participate
- And much more to come!

Join today!

ACCWPA is the Professional Alliance designed exclusively for today's HVAC/R Contractor!

2022

ASSOCIATE MEMBERS

BEAVER STEEL SERVICES, INC.

Kurt Treser, 412-429-8860

CARRIER ENTERPRISE BRYAN PGH.

Mike Marhefky, 412-568-3404

COMFORT SUPPLY

Dave Heckler – 412-921-6600

DOWIL COMPANY

Gregg Massetti – 412-787-1313

EDWARD C. SMYERS CO.

Tom Smyers, Jr. – 412-471-3222

FEDERATED INSURANCE

Justin Harris – 412-720-4697

FILTECH INC.

Andy Komar – 918-408-8246

GEO. V. HAMILTON, INC.

Ed Wallace – 412-777-4405

H. GERHARDT SUPPLY

Harry R. Gerhardt – 412-279-4880

HABEGGER HVAC CORP.

C.J. Cameron – 412-469-1010

JOHNSTONE SUPPLY

Steve Bichey – 724-561-3345

LENNOX INDUSTRIES

Tom Wainwright – 614-578-0092

R. E. MICHAEL, LLC

Joe Kuczynski – 412-526-0881 - c

ROBERTSON HEATING SUPPLY

Tim Leja – 412-922-4001-c

STANDARD AIR & LITE CORP.

Tom Baney – 412-920-6505



Welcome to the *all-new*

famous-supply.com

*Smarter Shopping.
Easier Account &
Order Management.
Faster Checkout.*

FAMOUS SUPPLY
famous-supply.com



JOHNSTONE SUPPLY



WE'VE GOT YOU COVERED...

PRODUCTS • KNOWLEDGE • SERVICE

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

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

WWW.JOHNSTONESUPPLY.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

ACCWPA
Air Conditioning Contractors Western Pennsylvania

PROUD AFFILIATE PARTNER WITH!!

Service Roundtable Affiliate Association



AWESOME CONTRACTOR BENEFIT!

2022 CENTURY CLUB MEMBERS

FEDERATED INSURANCE
Justin Harris - 908-408-8246

STANDARD AIR & LITE CORP.
TOM BANEY, 412-920-6505

JOHNSTONE SUPPLY INC.
STEVE BICHEY, 724-561-3345

2022 VO-TECH MEMBERS

PENN COMMERCIAL INC.
MARIANNE ALBERT, 724-222-5330

PITTSBURGH TECHNICAL COLLEGE
DAVE BECKER - 412-809-6505

PITTSBURGH PUBLIC SCHOOLS
ANGELA MIKE, 412-529-8680

WESTERN AREA CAREER & TECHNOLOGY CENTER
DR. DENNIS McCARTHY, 724-746-2890

ROSEDALE TECHNICAL COLLEGE
ROB ROSSELL - 412-521-6200

"Be There Fund"

(Must be an ACCWPA member to Win!)

Next General Meeting - \$30.00

It's not uncommon to hear your phone chime while you are driving, followed by the temptation to glance away from the road for a quick peek. It only takes one moment, but those precious seconds not spent actively monitoring the road in front of your vehicle could lead to disaster — and serious losses.

Distracted driving continues to lead to unnecessary accidents, claiming the lives of thousands of Americans each year.¹ And when a company driver gets behind the wheel of a vehicle, they have the responsibility to avoid personal distractions in order to make the roads safer for everyone. In turn, businesses may need to consider how best to promote a message of safety for their employees to help prevent losses.

During April's Distracted Driving Awareness Month, Federated Insurance encourages employers to consider their employees' driving behaviors and promote a strong safe driving risk management culture at their business.

The Myth of Multitasking

Although humans are capable of many amazing things, it is important to consider one simple fact: multitasking does not work.² The human brain can switch swiftly from task to task, but it cannot focus on more than one task at a time, even though it may appear that way to an outside observer. It is one of the many reasons why mobile device use and other common distractions can have such dire consequences.

Solutions to Discourage Distracted Driving

Auto crashes are not going away, and their financial consequences keep growing. An important thing do as business owners is realize that your drivers — and business reputation — could be at risk. But, auto crashes are preventable. Prevention strategies include:

- Conducting employee safety meetings on your company's driving policy. Present information in a fresh, memorable way to increase retention when you reinforce the message with your team.
- Utilizing risk management resources, such as support materials for safety meetings, safe-driving training videos, sample driving policies, and customizable distracted driving and safe driving management plans.
- Helping employee drivers understand that they each have a responsibility to practice safe driving when out on the road.

Keeping Safety Top of Mind

Any incident surrounding your drivers or vehicles could lead to high-stakes litigation or devastating losses. By keeping a close eye on your company drivers, and encouraging them to incorporate safety-conscious habits into their daily driving, you can work to make corrections before a serious accident or loss occurs. Federated Insurance clients can access a variety of safe driving risk management resources, including a customizable sample driving policy, safe-driving training videos, customizable distracted driving and risk management plans, and more by logging in to mySHIELD®.

This article is for general information and risk prevention only and should not be considered legal or other expert advice. The recommendations herein may help reduce, but are not guaranteed to eliminate, any or all risk of loss. The information herein may be subject to, and is not a substitute for, any laws or regulations that may apply. Qualified counsel should be sought with questions specific to your circumstances. ©2021 Federated Mutual Insurance Company.

Mother's Day – May 8th

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

AUTHOR UNKNOWN



ACCWPA Newsletter and all notices:

If you like to get our
ACCWPA Newsletter
send your
email address to:
pforger@accwpa.org





126 Resolution Drive
Mars, PA 16046-3719

Remember Mom – May 8th



ACCWPA is the Professional Alliance designed exclusively for today's HVAC/R Contractor!

Membership Advantages:

Networking with other contractors. This source of information is invaluable in handling problems within your own company. ACCWPA members help fellow members to be successful!



ACCWPA distributes ACCWPA Newsletters monthly to members and selected non-members, so that all those in the HVAC/R industry can keep informed of issues regarding our trade, and Chapter activities. We hope the non-members will see this newsletter as an example of the quality services that ACCWPA provide.

Contributions or suggestions can be emailed to pforker@accwpa.org

ACCWPA is proud to be a Service Roundtable Affiliate Associate.

October 18-21 - Service World Expo – Tampa, FL



ACCWPA Upcoming Events

May 12th

Apprentice Graduation

Tool Time - Preston Brickner, HBBPRO

Speaker: Mike Schwartz

ACCWPA's 4th Year Teacher

Place: Carmody's (Neville Island)

June 9th

Board Mtg Only

Place: To be determined

July – No Meetings

August 25th

ACCWPA Golf Outing

Lone Pine Country Club

2022 Officers and Directors



PRESIDENT:

Rob Champe, Shearer Heating & Cooling

724-222-1830

VICE PRESIDENT:

Sue Pelles, Pelles HVAC

724-321-0486

TREASURER:

Chuck Rauch, Valley Heating and A/C

724-941-9793

SECRETARY:

John Wilcox, Wilcox Plbg & Htg

412-212-7525

CONTRACTOR DIRECTORS:

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

412-728-5148

Steve Woodring, Wade Heating & Cooling

412-787-1341

ASSOCIATE DIRECTORS:

Mike Marhefky, Carrier Enterprise

724-989-9555

CJ Cameron, Habegger Corp.

724-550-6201

Colleen Karnes, Standard Air & Lite

412-920-6505

SPECIAL ADVISOR:

Rege Dumm, A-Air, (ACCWPA Past-President)

412-741-9420

Executive Director:

Pat Forker

pforker@accwpa.org

Office/Fax 724-687-7860

Cell 412-760-5792



Air Conditioning Contractors Western Pennsylvania