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Volume 10, Issue 5

2015 General Meeting Dates

Mark your Calendar!

May 14, 2015

Fun Time!!

Latitude 360 –

The Pointe at North Fayette

200 Quinn Dr.

Pittsburgh, PA 15275

June, 2015

Board Meeting Only

July and August, 2015

No Board or General Mtg.

August 13, 2015

ACCA Golf Outing

Lone Pine County Club

Air Conditioning Contractors of America

ACCA

Is a non-profit association serving more than 60,000 professionals and 4,000 businesses in the indoor environmental and energy services community.

Founded 40+ years ago, ACCA sets the standards for quality comfort systems, provides leading-edge education for contractors and their employees, and fights for the interests of professional contractors in every state in the country.

ACCA is the only nationwide organization of, by, and for small businesses that design, install and maintain indoor environment and building performance systems.



How YOU will be invoiced for DUES:

Dear Western Pennsylvania Members –

As of March 2015, ACCA National will no longer be sending out dues invoices that include membership at the local level, i.e. the Western Pennsylvania Chapter Office.

ACCA National decided to disassociate from all local and state chapters and will only be invoicing for their national dues, \$450 per company; I understand invoices have been received that reflect this change.

Our local association services will not be going away, we will continue to provide our apprenticeship program, sponsorship/roster services, and local advocacy on your behalf, industry/business relevant meetings and other key local membership benefits.

What will change is how you are invoiced for these services. Starting July 1st, I will be mailing invoices for your local dues – it will be coming to you on **BLUE paper. If you are paying a dues invoice printed on white paper that will only be for National services. You can now choose to belong to:**

1. Local Only
2. National Only
3. Both

As we collectively stay together as a local association, we will continue to remain a strong presence across the Western Pennsylvania Region. **We are not going anywhere.**

Do not hesitate to contact me with questions.

All the best,
Pat Forker, Executive Director

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Office: 724.779.1860
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You've Been Hacked!

It's a phrase no business owner expects to hear, nor wants to hear. But once uttered, it represents the contractor's equivalent of collapsed ductwork: You've been hacked

The vulnerability of computer systems—and all that financial and business data they hold—leapt into public consciousness in late 2013, when 40 million Target customers had their data stolen. It was the largest breach in retail history, and not long after, eBay suffered a cyberattack as well. As much as consumers faced financial uncertainty in those scenarios, the companies in question were hurt in terms of reputation and trustworthiness. Today the danger of a hack has increased, especially if you're a small- or medium-sized business (SMB).

"Advances in technology have made businesses more susceptible to breaches, says Damian Caracciolo, vice president at CBIZ, a firm that provides employee benefits and insurance advisory services to SMBs. "That makes safeguarding one's business more important than ever. In fact, small business cyberattacks nearly doubled from 2011 to 2013, from 18 percent to 31 percent."

Hacking doesn't just happen at the server or home office level, says Karen Painter Randall, a partner at the Connell Foley law firm and co-chair of the firm's Cyber Security and Data Privacy Group. Here, she cites an example that should put every HVAC contractor on guard.

"Through smart thermostats, hackers can turn off heat and cause pipes to freeze, resulting in property damage," Randall says. "Moreover, based upon thermostat settings, attackers can build a profile and know exactly when a customer is not home—potentially resulting in burglaries—as well as disable security systems."

That risk is small, and happens through malware that attacks the thermostat's operating system controls. "But informing the homeowner about the risks of using such a product is important," she says. "Contractors should also consult with their insurance broker to ensure that they are covered in the event of a breach, as the potential for damages, and loss of reputation, can be crippling."

How fast can it happen? "It takes only a USB flash drive with malicious software and seconds of physical access to compromise a device," Randall says.

In some cases, the hackers just want to make trouble. Penny Sansevieri, the CEO of Author Marketing Experts, says cyber-rogues compromised her website to the point where even the slightest change in her blog made the entire site delete itself. "This went on for months," she laments.

Eventually, Sansevieri discovered a major source of the problem: Her website was on a shared server that had been compromised. "If one site gets hacked the hackers can often get into all of them," she says. Lesson learned? "We are now on our own hosting site. We can never be on shared hosting again—nor would we want to be, given what happened."

But in a majority of instances, it's about getting at your sensitive financial information—just as in the Target breach. Matthew Repicky and Peter Bamber of

EDUCATION & EVENTS

To register: acca.org

Residential Design for Quality Installation Class (ACCA Headquarters)

May 12 - 14, 2015

Residential Design for Quality Installation Class (Atlanta)

May 19 - 21, 2015

Residential EPIC Class (ACCA Headquarters)

July 14 - 17, 2015

SmartWords

You Must Remember

Those who make the worse use of their time are the first to complain of its shortness."

— Jean De La Bruyere

Product Spotlight

Mastering Core Service

Learn how to successfully take and pass the NATE Service Core Exam – the fundamentals to general, construction and HVACR-specific knowledge required for certification.

To learn more about this and other tools ACCA has to offer, visit: www.acca.org/store.

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Security Management Partners advise contractors not to ignore the early warning signs.

"A virus cleaned is not always cleaned," they note. "A system crash is not always just a system crash. A web browser closing unexpectedly with an error could be an attacker trying to compromise your computer."

At the first sign of trouble, they advise contacting financial institutions on transactional accounts as a preemptive, protective step: "Confirm that the accounts are not being accessed inappropriately. This step could save you significantly in the event that someone can get a hold of your financial account information and attempt to make transfers."

This assumes you can head off the hack at the pass. But how should you respond if a hack happens? These bullet points come courtesy of Tony Scheina, a private security expert and owner of MOSAIC (Multi Operational Security Agency Intelligence Company):

Verify the attack. Was it merely an act of mischief, or a true loss of sensitive information? If the latter, "Notify all employees and trusted members of your network that may be affected by it," Scheina says.

Reset, reset, reset. This means changing passwords, updating your operating system and removing third-party apps.

Locate the breach. A hack simply isn't a generic event, but one that usually starts at a precise entry point. "Explore all possible vulnerabilities and locate where and how your system was penetrated."

Rebuild or eradicate. Once you have the breach in hand, you have two choices: bolster the entry point, or rebuild your system altogether.

It's a given that hacks are headaches. But before disgruntled customers hack you to bits, turn your attention to what you can currently control: Prevent attacks before they happen, and build a thoughtful, fast-acting strategy in case they do.

(Source: "IE3 Buzz" - April 14, 2014)

ACCA – How Do We Do IT!!!

We write the standards for the design, maintenance, installation, testing, and performance of indoor environment systems. We bring contractors together with other contractors through unique learning opportunities and online communities. We provide exclusive technical, legal, and marketing resources. We bring customers to our members, since they come to our website trying to find quality contractors. And we fight aggressively for contracting business interests in Washington, DC and in every state in the country.

Manual J®

ACCA announced the release of Addendum E to ANSI/ACCA 2 Manual J – 2011, which updates the weather data contained in Manual J®.

The Addendum underwent an ANSI Public Review period (August 29, 2014 – October 13, 2014) and was ANSI-recognized on October 20, 2014. The addendum updates the weather data values for outdoor design conditions in MJ8 Table 1A and Table 1B and provides a new degree day ratio (HDD base 65°F / CDD base 50°F) column.

The purpose of the changes are to provide the most recent weather data by consolidating information from two separate authoritative sources and to present HDD/CDD ratios as required in ANSI/ACCA 3 Manual S® – 2014 for the optional heat pump selection and sizing procedure. This proposed revision has no effect on the underlying Manual J or Manual S procedures that use weather data values.

The information in Addendum E will be added to a future printing of Manual J. In the interim, you can download a free PDF copy (65 pages) of Addendum E from www.acca.org/standards/ansi.

For questions about Addendum E:

Luis Escobar, ACCA's manager of codes and standards, at luis.escobar@acca.org.