

- 2025 Meetings Update
- April 10th Mueller Streamline
- How to stay on TRACK!

2025 Meeting Dates

2025

April 10th

Board Mtg & Gen. Mtg
Mueller Streamline Co.
Speaker: Matthew
Barbour
Place: Carmody's

May 8th

Board Mtg & Gen. Mtg
**ACCWPA Apprentice
Graduation**
Speaker: TBD
Place: TBD

June 12th

SOCIAL OUTING
Giant Oaks Winery,
Finleyville, PA

July & August

Board Mtgs if Necessary



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.

ACCWPA April 10th, 2025

Still brazing?

Muller Streamline Co.

Guest Speaker – Matthew Barbour

Matt intends to primarily demonstrate ACR Copper Press fittings, Jaws and Milwaukee tools used in HVAC. Most equipment manufacturers are endorsing the use of press fittings instead of brazing. He has samples and anyone who is interested would have the opportunity to press a fitting onto a piece of tubing. Press fittings are a type of connection system that uses a mechanical press to create a secure, leak-proof seal between copper pipes and fittings.

Benefits in HVAC -

Safety: Eliminates the need for open flames, reducing the risk of fires and burns

Efficiency: Faster and easier to install than brazing, saving time and labor costs.

Reliability: ASHRAE research (RP-1808) suggests press-connect fittings are among the most reliable methods for joining refrigerant pipes.

Cleanliness: No flux or solder is required, resulting in a cleaner installation. Easier to work in confined spaces.

In addition, Matt will be prepared to present on press fittings used in Plumbing & Carbon Steel fittings.

5:30 – 6:00 pm - Social (cash bar)

6:00 - 7:00 pm – Muller Streamline Co. Presentation

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

Dinner Buffet - \$55.00

Thursday, April 10th

Carmody's - Neville Island

RSVP – 724-687-7860, fax or email

No Cancellations after April 3rd Noon!

RESERVATION FORM INCLUDED ON PAGE 3

Make your Reservations NOW and JOIN US!!!



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!

2025

ASSOCIATE MEMBERS

BEAVER STEEL SERVICES, INC.

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Mike Marhefky, 412-568-3404

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Dave Heckler – 412-921-6600

FEDERATED INSURANCE

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Tim Leja – 412-922-4001

STANDARD AIR & LITE CORP.

Tom Baney – 412-920-6505



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6:00 pm to 7:00 pm

Thursday, April 10th



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)

6:00 - 7:00 pm – Muller Streamline Co. Presentation

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

Dinner Buffet - \$55.00

RSVP: 724-687-7860 (phone, email, or fax) – NO cancellations after April 3rd, noon!

*** Important – RSVP is a must! ***

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

Company _____

Name _____

Email address _____ Cell # _____

Dinner - \$55.00

NO Cancellations after April 3rd - NOON. No shows will be billed.

IF YOU ALREADY MADE YOUR RESERVATIONS, THANKS!

ACCWPA

Air Conditioning Contractors Western Pennsylvania

WE'RE THE EXPERTS YOU COUNT ON
WITH 7 PITTSBURGH AREA LOCATIONS

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Air Conditioning & Heating



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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

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PROUD AFFILIATE PARTNER WITH!!

Service Roundtable Affiliate Association



AWESOME CONTRACTOR BENEFIT!

2024 - 2025 Century Club Members

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Kevin Sundberg,
559-547-9694

Standard Air & Lite Co.
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Mike Angela, 412-529-8680

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Rob Rossell - 724-809-4047

Be There Fund™

(Must be an ACCWPA member to Win!)

Next General Meeting - \$90.00

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



FILTECH Inc. NEW BUILDING



In their 56th year of business, and after 42 years in West Homestead, PA, Filtech Inc is excited to announce that the company is moving its offices and warehouse to a new, larger location. The new location is 1.25 miles down the road in Munhall, PA. The new location will provide additional warehouse and production space, allowing Filtech Inc to better serve the filtration needs of the local market.

Filtech's new address is:

622 William Marks Drive, Munhall, PA 15120



Upcoming Meetings!

2025

Meetings Schedule!

April 10th

Board Mtg & Gen. Mtg
Mueller Streamline Co.
Speaker: Matthew Barbour
Place: Carmody's

May 8th

Board Mtg & Gen. Mtg
ACCWPA Apprentice
Graduation
Speaker: TBD
Place: TBD

June 12th

SOCIAL OUTING
Giant Oaks Winery,
Finleyville, PA

July & August

Board Mtgs if Necessary!

August 19th

ACCWPA Golf Outing
QuickSilver



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



How to stay on TRACK with your GOALS!

... Mike Coleman

Running a business is a challenging yet rewarding journey. And, as you know, having clear business goals is essential for progress and growth. They keep you focused and motivated serving as your roadmap to success in your business. But over time you may find yourself getting off track from your original goals and plans.

It's important to understand what causes you to get off track. Here are four of the most common causes along with strategies you can use to get back on track quickly.

1. Lack of Clear Priorities.

This is one of the most common reasons for losing sight of business goals and getting off track. When I work with business owners, one of the main reasons for not setting clear priorities is they have a to-do list a mile long. They are going from one thing to the next without finishing anything.

I can't tell you how many times I have sat with a client, gone through their to-do list and found exactly what the important money-making tasks were for their business. The pushback I get from clients when going through this process is always, "Everything on my list is important." That may be true, but I can guarantee you there are a few tasks that are much more important than the rest.

I challenge you to review your own to-do list and find the most important money-making tasks for your business. Classify tasks on your list as urgent, important, or low priority.

Then out of this list, pick the three tasks that will have the most impact on your bottom line.

Each task should be something you can finish in a reasonable amount of time such as making a follow-up call to a potential client. Writing a book cannot be one of the tasks, but one of the tasks could be finishing the rough outline for your book.

If you get in the habit of doing this daily, you will be surprised how quickly you finish the rest of the tasks on your to-do list in the next week or so. And there is also the added

benefit of having a sense of accomplishment once you start checking things off your list. This will give you more confidence in your ability to complete tasks.

By reassessing your priorities daily, over time you will gain more and more clarity on what truly matters to your business. It just takes awareness and consistent practice to develop the skill of prioritizing your most important tasks.

2. Overwhelm and Burnout.

Ambitious goals can often feel exciting at the start, but as the workload piles up, enthusiasm can give way to overwhelm and eventual burnout.

The first step to fixing this problem is to eliminate distractions and unnecessary activities that don't align with your goals and objectives. Sharpening your focus will help you direct your energy where it's needed most.

Break large tasks down into smaller, actionable steps. For example, if your objective is to write a book, define specific actions such as creating an outline for your book, writing the introduction, or creating a catchy title.

Continued on page 7

ACCWPA
Corner



*Integrity is the
essence of
everything
successful.*

**PEACE, LOVE
and JOY
thru out 2025!**

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

Inspiration



How to stay on TRACK with your GOALS!

... Mike Coleman

Continued from page 7

Set weekly or monthly milestones on larger tasks and measure your progress. Periodically perform an honest audit of your progress. Which goals have you made significant strides toward, and which ones have been neglected? Identify the factors that caused any delays or distractions. Were they internal, like lack of resources or motivation? Or external, such as market changes or financial challenges?

3. Shifting Priorities and Distractions.

Your responsibilities and priorities often shift in response to new challenges or opportunities in your business. But constantly pivoting can lead to losing sight of your original goals and hinder your progress. Distractions like "shiny object syndrome" (chasing new tools, trends, or ideas) can derail even the most focused business owner.

There is nothing wrong with being flexible and having the ability to adapt in your business if you keep your eye on the prize. Regularly review your goals to ensure they remain aligned with your long-term vision. When considering new opportunities, evaluate whether they support or detract from your primary focus.

4. Lack of accountability

This is another major reason for getting off track. This is especially true if you are a solopreneur running your own business with no employees and nobody to answer to other than yourself. It's tempting to do anything other than work on your business when you are discouraged because you are not making progress.

A remedy for this is to set up systems to measure success and regularly review your progress. For example, track your KPIs (key performance indicators). For your email marketing campaigns, your KPIs will be open rate, click thru rate, conversion rate, delivery rate, bounce rate and unsubscribes.

It's important to track everything in your business including how you spend your time. Schedule time daily to work on priority tasks without interruptions. Develop a daily or weekly schedule and routine that works for you to make sure you get things done.

Final Thoughts

Getting off track with your business goals happens to even the most seasoned business owner. But by addressing common causes like unclear priorities, overwhelm, burnout, shifting priorities and accountability, you can regain your focus.

Remember to celebrate your small wins along the way. This will give you the motivation you need to keep going and to stay on track.

Best,
Mike Coleman
615-308-8078
mikecoleman.net

P.S. Email marketing is the number one strategy for building a list of qualified prospects who want to purchase your products and services.

HAPPY EASTER!

Misc. Info

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
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send your
email address to:
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Happy Easter 20th!!!!



126 Resolution Drive • Mars, PA 16046-3719

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 provides.

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

ACCWPA is proud to be a Service Roundtable Affiliate Associate.



ACCWPA Upcoming Events

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Mueller Streamline Co.
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May 8th

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ACCWPA Apprentice Graduation
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Place: TBD

June 12th

SOCIAL OUTING
Giant Oaks Winery
Finleyville, PA
Time: TBD

2025 Officers and Directors



PRESIDENT: John Wilcox, SUREWAY Htg. & Clg. & Plbg.	412-706-2477
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TREASURER: Chuck Rauch, Shearer Heating & Cooling	724-222-1830
SECRETARY: Dave Williams, A-Air Company	412-728-5148
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