

- 2026 Meetings Update
- ACCWPA Golf Outing
- ACCWPA Trap Shoot

2026

Meeting Dates

2026

August 18th

ACCWPA Golf Outing
QuickSilver

September – 10th

ACCWPA Board Mtg - ONLY

October 13th

Board Meeting
ACCWPA Trap Shoot

November 12th

HARDI

Guest Speaker: Todd Titus
The Sports Gille - Cranberry



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.

**OR FURTHER
INFORMATION...**

ACCWPA

724-687-7860

pforker@accwpa.org

SIGN UP FOR OUR....

ACCWPA Golf Outing

Quicksilver

2000 Quicksilver Road, Midway PA 15060

10:00 am Shotgun Start

Tuesday

August 18th, 2026



REGISTRATION FORM ON Page 3

ACCWPA

Air Conditioning Contractors Western Pennsylvania

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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

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Air Conditioning Contractors Western Pennsylvania

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AWESOME CONTRACTOR BENEFIT!

Be There Fund™

(Must be an ACCWPA member to Win!)

Next General Meeting - \$120.00



2000 Quicksilver Road, Midway PA 15060 • 724-796-1594
(Directions to Golf Course on the back)

August 18th, 2026

8:30 a.m. – Registration ♦ 10:00 a.m. - Shotgun start

\$175.00 per golfer

(bag drop, Texas Scramble, range balls, putting green, golf & cart, Hotdog/Soda at turn, Bar-B-Que dinner, cash bar, prizes)

\$55.00 per person (Dinner Only / cash bar)

DRESS CODE: Golfers are required to wear appropriate golf attire. Tanks tops, tee shirts, blue jeans, and athletic pants are not permitted. Metal spikes are not permitted on the golf course or in the clubhouse. Respect for the golf course and fellow golfers is required. There are lockers, showers, and towels for your use.

SIGN UP EARLY - Maximum number of golfers – 120

NOTICE: No Cancellations or Refunds after August 10th

*Make Check out to **ACCWPA** / mail check and registration form to below address*

Or call the below phone # to pay by credit card (+3.5% fee for using CC)

ACCWPA
Attn: Pat Forker
126 Resolution Drive, Mars, PA 16046-3719
412-760-5792

PLEASE PRINT CLEARLY!

Golfers: _____

Company: _____

Email: _____ Cell # _____

Only 65% of HVACR Technician Time is Billable Hours

The News

A new report from Field Promax indicates there are massive savings to be gained by optimizing an HVAC technician's workday.

The report examined more than 10,000 data points across 300 HVAC companies. It reveals that an average of 5.7 hours per day can be considered billable. In this case, "billable" is defined as the amount of time a contractor can charge the customer on their invoice.

The data shows that an average workday for technicians is 8.8 paid hours. That means three of those hours are unbilled time.

"That is the gap that we are trying to reduce, or trying to understand what that gap is, because for a business owner, the ideal situation is, whatever I'm paying my guys, I'm going to charge the customer ... but that doesn't happen in the real world," said Joy Gomez, founder of Field Promax.

Around 1.13 hours a day are spent on driving time not recovered through trip charges or flat-rate pricing. This leaves about two hours a day spent on tasks like site work that isn't on a work order, idle gaps between jobs, paperwork, training, and vehicle maintenance.

"The report suggests ... 65% of technician paid time is actually billable," he said.

As Gomez points out, labor is often the largest expense for an HVAC company. It is also one of the most variable. Gaining more control over it means making the most of what technicians can do.

Gomez said the first step for HVAC contractors to take control and seek efficiencies is to acknowledge the issue with technicians. He said it's not about examining how much a customer is billed or what a technician is paid; it's about examining the number of hours for optimization.

"I think human nature suggests that if I start reviewing this number with you, if I understand this number on a daily meeting or a weekly meeting that I have with my technicians, if I start reviewing that number, without even doing anything, things will start improving," he said. "By just monitoring that number, it is going to have immediate gains.

"When you start monitoring, even your technicians are going to come out and say, 'Hey, you never gave me this work, that's why this utilization is so low.' So, there is a dialogue that happens between the dispatcher and the technician for more work."

Even if HVAC contractors can reduce the unbillable time by 30 minutes, that alone could create significant savings. As an example, Gomez said if a technician earns \$30 an hour, that equates to saving \$15 per day. If 10 technicians cut downtime by 30 minutes, that equates to \$39,000 a year that goes directly to the bottom line.

"I guarantee you, people will find 30 minutes very easily," he said.

It also means a more efficient crew. With the ongoing labor shortage impacting how many techs an HVAC contractor can reasonably hire, doing more with the same number of employees pays for itself, says Gomez.

Ways to Optimize Your Workforce

The Field Promax report outlines ways to increase workforce efficiency beyond the generic "use FSM software," including improvements in logistics, documentation, dispatch, and administration.

Continued Page 6

ACCWPA Corner



*Integrity is the
essence of
everything
successful.*

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

Smart Words
One Kind
Word can
change
someone's
entire day!

Inspiration





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!**

2026

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ACCWPA GOLF OUTING

October 18th, 2026



Driving and On-Site Time

Compress drive time. Group each day's jobs by neighborhood to reduce longer commutes between jobs.

Drivetime caps. Cap driving time between appointments to 30 minutes. Use dispatch to route around this ceiling.

Standardized truck stock. Having uniform equipment loads means any technician can take any call. "Missing a common part wrecks two routes, not one," the report says.

Technician Placement. Place the first and last jobs of the day closest to each tech's home to reduce unpaid commute time.

Checking in. Start billable hours the moment the truck parks in the driveway, not when the tech opens the system.

"Reduce the travel time as much as possible, because travel is a very expensive thing," Gomez said. "It's not only that you're paying the guy; you're also paying for your gas, you're also paying for the maintenance of the truck when you drive more. It's a very expensive proposition."

Scheduling and Administrative

Block Time for Emergencies. Blocking out 5% of each day for same-day demand instead of booking 100% of a technician's time saves on overtime and provides flexibility to respond to emergency calls.

Install and Service Dispatch. Run installs and service jobs with separate dispatch boards. Field Promax suggests putting a daily cap on each type of job, such as two installs and four service calls per truck.

Cut Shop Time. Reducing morning and afternoon shop time by 15 minutes twice a day equals roughly 120 hours per tech per year that never gets billed. The report suggests having techs go straight to their first job from their home, if able.

Truck Maintenance. Set a 30-minute weekly preventative maintenance window for trucks. The report lists this as the "single biggest unplanned-overhead reducer."

"What became very clear to me is that there is enough profit sitting within that labor expense that you can reduce and move it into your bottom line," Gomez said. "Even if you just reduce it by 5%, that goes into your profit margin immediately."

HVAC contractor best practices software for HVACR technicians technology

ACCWPA TRAP SHOOT

OCTOBER 13, 2026

Board Meeting: 3:00 to 5:30 pm

North Side Sportsmen's Association

325 Mt. Pleasant Road – Warrendale, PA 15086

DiBella's Subs 5:30 pm to 6:00 pm

Trap Shoot: 6:00 pm until completion!

Every Job is a

**SELF-
PORTRAIT**

Of the Person
who does it.
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work
with
Excellence!

AUTHOR UNKNOWN



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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 / Trap Shoot
- Education opportunities for your technicians
office staff – Associates bring in Mfg. Reps.
- Advocacy agenda promote contractor interest.
- Labor and HR legal advice before utilities
- Helping members to stay ahead of the curve
- 6-8 Monthly informative meetings



2026 ACCWPA GOLF OUTING

JOIN US!

ACCWPA Golf Outing

Quicksilver

2000 Quicksilver Road, Midway PA 15060

10:00 am Shotgun Start

Tuesday

August 18th, 2026



Upcoming Meetings!

2026

Meetings Schedule!

August

Board Mtg. if Necessary

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Quicksilver

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Board Mtg. - ONLY

October 13th

ACCWPA Trap Shoot
Board Mtg.

November 12th

Board Mtg.
Guest Speaker: Todd Titus
HARDI



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



**FOR FURTHER
INFORMATION...**

ACCWPA

724-687-7860

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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.



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November 12th

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The Sports Gille - Cranberry



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