



Air Conditioning Contractors of America
Greater Cleveland

Chapter News

JANUARY 2009

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LENNOX
Innovation never felt so good.™

Contracting
Business

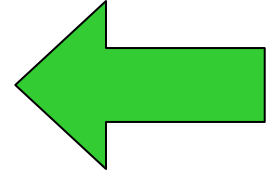
DISTRIBUTORS
Robertson
HEATING SUPPLY CO.

FERGUSON®
Heating & Cooling

Thursday, Feb. 12

Holiday Inn, Independence
6001 Rockside Rd @ I-77

7:45 am Social
8:00 am Breakfast
8:30 am Announcements
Speaker



HOW TO SURVIVE IN THIS SLOW ECONOMY

Mark Swepston - Atlas Butler, Columbus

Who better to address this topic than one of Ohio's ACCA members who has dealt with this type of problem before, moved ahead and is one of the most successful HVACR contractors in Ohio.

Learn from one of your peers how to survive by assessing your position head-on and changing your future by implementing new programs and marketing ideas in your company that will help you get through it and come out a more successful contractor.

REGISTRATION form & more details attached.

To Contact Greater Cleveland ACCA

Phone

Fax

440-543-4011

440-543-1699

e-mail:

accacleveland@aol.com

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NEW! Lending library -- pg. 2
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ATTACHMENTS

Feb. 12 meeting details & REGISTRATION form
Who are You Insuring?
March 7 - Jukebox Saturday Night

NEW MEMBER BENEFIT !

In December, your Board of Directors approved the purchase of materials from ACCA for use by our members on a library loan basis. Great training tools for yourself and your technicians! And what better use of your “down” time than training!

Understanding Manual D.

Air Flow & Duct Design in the Real World.

Starting at the very basic level of air flow, these 5 CD's explain how to choose a blower (which even our most sophisticated computer load calculation/system design software can't do), and moves through the placement of outlets and inlets to create occupant comfort. Next a step-by-step residential duct system for a three-bedroom Ranch house is designed and laid out (using the ACCA duct calculator) and after installation of the system, testing and balancing procedures are discussed and explained to help the user to determine that what he designed is actually working as intended (5 hrs. 46 min) Topics covered include: **Airflow Basics; System Design, Choosing a blower; Testing & Balancing, and Creating Comfort Using Manual T.**

Understanding Manual J

Heat Gain and Heat Loss in the Real World

Understanding Manual J provides the basics of residential heat loss and heat gain calculations. This program is designed for the HVAC professional who will be using a computer-based program to calculate the heat loss and/or heat gain for residential buildings. The CD set takes the nationally-recognized residential load calculation standard and breaks it down in a way that's easy to understand and apply.

Starting with a discussion of the basic principles of the abridged and unabridged 8th editions, infiltration, ventilation and exfiltration and how to calculate the Btuh cost of each, the CD then discusses density, volume, R Value, U Value and Heat Transfer Multipliers Next, design conditions are defined and explained and load calculations are performed for windows, glass doors, skylights and shaded glass. Opaque structures are then defined and load calculations are performed as well as duct system losses and gains. (5 hrs. 23 min.) Topics covered include: Guidelines and Limitations How Heat Moves and What To Measure; Design Conditions and Fenestration; Opaque Surfaces and Duct Systems.

Ultimate Residential Design Package

- Manual D - Residential Duct Systems - Design a duct system in less time with the streamlined duct sizing procedure in this revised Manual D. (298 pgs.)
- Manual S - Residential Equipment Selection - Shows you how to select and size heating and cooling equipment to meet Manual J loads based on local climate & ambient conditions. Sizing strategies as well as how to use manufacturer's performance data for various operating systems. (115 pgs.)
- Manual T - Air Distribution Basics - Shows you how to prevent drafts & stagnant air problems caused by improper sizing or incorrect equipment selection. Step-by-step details. (85 pgs)
- Manual J8 Version 2 - The industry “bible” for producing residential heat loss/gain load calculations. ANSI-recognized.

TIPS FOR RESIDENTIAL HVAC INSTALLATION CD-ROM

- 41 practical tips to work faster, better, and smarter.

TO BORROW

- Request the material you want to borrow on the form for Library Loan
- Deposit the full value of the material with ACCA Cleveland (to be returned or refunded upon return of the material in usable condition) (check or credit card accepted)
- Loan time is 2 weeks with 1 extension request honored for a 3rd week.



PRESIDENT'S MESSAGE

Brian Stack, Stack Heating & Cooling

We started off the year with a great first meeting. The Mike and Mike show is always entertaining and a treat for everyone in attendance. Their insight and the changes that are happening in our industry reminded me of another great part of belonging to ACCA.

The ACCA Political Action Committee (PAC) is a powerful force on Capitol Hill. Last year I took part in a two day event in Washington with the PAC. We charged the Hill in numbers and met with our local and State Representatives. They listened to our issues and responded. This year is even more important to get involved. You don't have to travel to Washington to make a difference. Ask me how to get involved or go to the ACCA website and look under Outreach and Advocacy. You can make a difference and help our industry.

You can also get involved with our chapter. We are looking for new "blood" to get involved. If you are interested in taking part in any of the committees for our social and outreach events please let us know. I became involved with the committees a few years ago and have found great pleasure in helping others and meeting new people. I really encourage all of you to get involved in some way.

The ACCA State Convention is coming up quickly. Mark your calendars March 18-21 to be at Sawmill Creek in Huron. You can save \$\$ by submitting your registration before February 15. Since it is so close hopefully many of you will be able to attend and take advantage of the great seminars and social events.

Welcome to our newest Associate Members, Lennox and Aprilaire. Members keep in mind to support all of our associate members.

Thanks again to everyone for attending our breakfast meetings. We will continue to strive to find the best speakers and provide you with the best education we can.

Brian

ASSOCIATE MEMBERS

NEW! Lennox Industries

NEW! Aprilaire

American Air Conditioning Academy
Arzel Zoning Technology, Inc.
Cleveland Plumbing Supply Co.
Contracting Business Magazine
Famous Enterprises
Ferguson Heating
Productive Air Duct Cleaning
Professional HVAC/R Services, Inc.
R.E. Michel Co., Inc.
Refrigeration Sales
Robertson Supply
Virginia Air
Welker McKee
Wolff Brothers

GREATER CLEVELAND ACCA

Officers:

President — Brian Stack, Stack Heating & Cooling
888-850-9994

Vice President - Kris Guzik - Energy Management Specialists - 216-676-9045

Secy/Treasurer – Enos Detweiler, Burton Sheet Metal
440-834-1717

Board of Directors / Committee Chairs:

Mike Aerni – Conserv-Air -Golf Outing 216-889-8800

Jerry Collins - Royal Heating - Past President
440-946-3355

Al DiLauro –Cleveland Air Comfort-Golf Outing
440-232-1861

Jim Ellia – Efficient Heating - Past President -
216-663-6462

Kris Guzik - Energy Management Specialists -
Membership Comm.Chair 216-676-9045

Jerry Johnson – Johnson Heating/ Fixzit Man -
Programs 440-232-8086

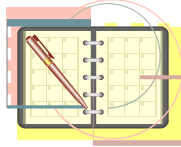
Paul Wadsworth – PK Wadsworth - Immed. Past
President & Nominating 440-248-2110

Bill Radigan - American Air Conditioning Academy
Associate Member 216-332-9188

Chapter Manager: Sandy Pogan, CAE 440-543-4011

COMING EVENTS

MARK YOUR CALENDAR



February 12 -- Mark Swepston
Atlas Butler Htg & Air Conditioning --
How to Survive in a Slow Economy

February 15 - discounted registration deadline for
ACCA-PHCC Ohio Convention.

March 7 -- **Jukebox Saturday Night**
50's Dinner & Reverse Raffle
Pazzo's Grand Ballroom, Garfield Hts.

March 12 - David Johnson, NEOSINC.com
**Best Practices for Networking via the
Internet; Managing Your Email**

March 18-21 -- ACCA-PHCC Ohio Convention
Sawmill Creek Resort, Huron, Ohio
www.ohioconvention-phccacco.org

wise words

"SIGHT is what you see
with your eyes.

VISION is what you see
with your mind."

-Robert Kiyosaki

CAN YOU GUESS THE YEAR?

- The average life expectancy was 47 years.
- Only 14 percent of the homes had a bathtub.
- Only 8 percent of the homes had a telephone.
- There were only 8,000 cars and only 144 miles of paved roads.
- The maximum speed limit in most cities was 10 mph.
- The tallest structure in the world was the Eiffel Tower
- The average wage was 22 cents per hour.
- The average worker made between \$200 and \$400 per year .
- A competent accountant could expect to earn \$2000 per year,
- A dentist \$2,500 per year, a veterinarian between \$1,500 and \$4,000 per year, and
- A mechanical engineer about \$5,000 per year.
- More than 95 percent of all births took place at *HOME* .
- Ninety percent of all doctors had *NO COLLEGE EDUCATION!* Instead, they attended so-called medical schools, many of which were condemned in the press *AND* the government as 'substandard.'
- Sugar cost four cents a pound.
- Eggs were fourteen cents a dozen.
- Coffee was fifteen cents a pound.
- Canada passed a law that prohibited poor people from entering into their country for any reason.

Marijuana, heroin, and morphine were all available over the counter at the local corner drugstores. Back then pharmacists said, '*Heroin clears the complexion, gives buoyancy to the mind, regulates the stomach and bowels, and is, in fact, a perfect guardian of health.*'

Five leading causes of death were:

1. Pneumonia and influenza
2. Tuberculosis
3. Diarrhea
4. Heart disease
5. Stroke

The American flag had 45 stars.

The population of [Las Vegas, Nevada](#), was only 30!!!!
Crossword puzzles, canned beer, and ice tea hadn't been invented yet.

Two out of every 10 adults couldn't read or write.

See pg. 5 for the answer

SOME SAFETY ISSUES TO THINK ABOUT

GPS

A friend had their car broken into while they were at a football game. Their car was parked on the green adjacent to the football stadium and specially allotted to football fans. Things stolen from the car included a **garage door remote control**, some money and a **GPS** which had been prominently mounted on the dashboard.

When the victims got home, they found that their house had been ransacked and just about everything worth anything had been stolen. The thieves had used the **GPS** to guide them to the house. They then used the garage remote control to open the garage door and gain entry to the house. The thieves knew the owners were at the football game, they knew what time the game was scheduled to finish and so they knew how much time they had to clean out the house. It would appear that they had brought a truck to empty the house of its contents.

MOBILE PHONE

This lady has now changed how she lists her names on her mobile phone after her handbag was stolen. Her handbag, which contained her cell phone, credit card, wallet... Etc...was stolen.

20 minutes later when she called her hubby, from a pay phone telling him what had happened, hubby says 'I received your text asking about our Pin number and I replied a little while ago.'

When they rushed down to the bank, the bank staff told them all the money was already withdrawn. The thief had actually used the **stolen cell phone** to text 'hubby' in the contact list and got hold of the pin number. Within 20 minutes he had withdrawn all the money from their bank account.

Moral of the lesson: Do not disclose the relationship between you and the people in your contact list.

A CRASH COURSE ON LEADERSHIP

The 10 most important words:

What can I do to help you be more successful?

The 9 most important words:

I need you to do this, and here's why

The 8 most important words:

That's my mistake and I will try to fix it.

The 7 most important words

My door is always open to you

The 6 most important words

Let's focus on solving the problem.

The 5 most important words

You did a great job!

The 4 most important words'

What do YOU think?

The 3 most important words

Follow my lead.

The 2 most important words:

Thank You

The MOST important word:

You

EDUCATION OPPORTUNITIES

Discounted for ACCA members, the following courses are being offered by American Air Conditioning Academy:

2009

Air Conditioning Basics - March 30 & Apr. 1

Air Conditioning Startup - April 13 & 15

Heating Basics - August 17 & 19

Heating Start-Up August 31 & Sept. 2

All are 6 hour courses. Fees are \$120 for ACCA member companies and \$150 for non-members.

For details on the courses- contact Bill Radigan at American Air Conditioning Academy 216-332-9188



Greater Cleveland ACCA

Air Conditioning Contractors of America
18961 River's Edge Drive E., Chagrin Falls, OH 44023

Phone: 440-543-4011

Web-Site: acca-cleve.net

E-mail: accacleveland@aol.com

Thursday, February 12, 2009

- 7:45 am Gathering**
- 8:00 am Breakfast**
- 8:30 am Announcements & Program**
- 9:30 am Adjourn**

Holiday Inn, Independence
6001 Rockside Road
I-77 at Rockside Road

HOW TO SURVIVE IN A SLOW ECONOMY

Mark Swepston, Atlas Butler, Columbus will bring you ideas and help you address your survival in this "down" economy. Don't miss learning from one of our most successful HVACR business owners in Ohio! He'll share some of his personal methods in ways that challenge you to be successful.

Develop a Plan of Action

- A. Where are you Today?
 - 1. Know your real financial position
 - 2. Be realistic about your prospects
- B. Where Do You Want to Be at the end of the Year?
 - 1. Be realistic about your prospects
- C. How Will You Reach Your Goals?
 - 1. Develop a basic plan
 - 2. Do you have the skills to execute this plan?
 - A. If Yes, get moving
 - b. If No, where will they come from?

Let us know you're coming by email or fax:

Reservation (s) for :

Feb. 12, 2009

Payment is expected in
advance or at the door ...

- Check
- Credit card

Company: _____

Members: \$30

Fax: **440-543-1699** or e-mail accacleveland@aol.com

Non-ACCA members: \$49

No Shows & Late Cancellations will be charged. Substitutes welcome

WHO ARE YOU INSURING??



Your business could be at risk

Everyone is there in the courtroom—the general contractor, other subcontractors, the customer with whom you signed that big contract, and the building owner. Your business partners are also there, along with attorneys for all parties.

When the judgment comes down, will you be the only one who must pay for the judgment and all those attorneys' fees?

Your liability insurance policies provide protection not only to your business, but to many others as well. Their actions and the contracts you sign can put you at risk. As a result of a signed contract, you may be responsible for defense costs and damage awards even if you were not responsible for the damage. Worse yet, you could be liable, yet have no insurance coverage available for that type of loss.

What can you do to protect yourself?

- *Be careful whom you name as “additional insureds” on your insurance policies.* Before adding someone or some business as an additional insured, ask yourself if you really want to assume responsibility for this person or entity. Remember, you are sharing your insurance coverage and limits with them and exposing your rates to possible increases resulting from claims caused by others. Are the limits adequate to protect you and others already covered, plus this person or entity too?
- *Before signing contracts, seek the advice of a skilled attorney to carefully review indemnity and insurance clauses commonly found in them.*
- *To the extent possible, try to negotiate terms so that each party assumes liability proportionate to their own activities.* If another party is asking you to assume financial responsibility for risks not covered in your current insurance program, how will you pay if there is a claim?

In some situations, you may find that coverage for the actions of others that you agree to assume may not be covered by your liability policy. For example, in cases involving libel, false advertising, trespassing, discrimination, harassment, and pollution liability—which are often very costly—you likely would not have coverage for the actions of others. You might find that you would pick up the tab alone.

Taking these actions now may save you sizable sums of money and many hassles later.

For over a century, Federated Insurance® has been committed to providing peace of mind to business owners through valued insurance protection. That commitment remains constant today. The Company specializes in business insurance for selected industries, including air conditioning, heating, and plumbing contractors. Through their partnership with ACCA, they demonstrate a profound commitment to our industry. Please contact Federated at 800-533-0472, x7834 for an analysis of your needs, or email txthompson@fedins.com.

This publication is intended to provide general recommendations regarding risk prevention. It is not intended to include all steps or processes necessary to adequately protect you, your business, or your customers. You should always consult your personal attorney and insurance professional for advice unique to you and your business. © Copyright 2008 Federated Mutual Insurance Company. All rights reserved.