

ACCWPA

September
2022

Air Conditioning Contractors Western Pennsylvania

Inside:

- 2022 Meeting Dates
- Golf Outing Update
- October 5th TRAP SHOOT

Volume 17, Issue 9

2022 Meeting Dates

September 7th
Board Mtg. Only

October 5th
Board Mtg.
Trap Shoot
Flyer Attached

November 9th
(Wednesday)
Board & General Mtg.
Topic: Federated Ins.
TBD
Place: Carmody's



December -
No Meetings

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.

2022 ACCWPA Upcoming Events

September 7th
ZOOM Board Meeting Only

September 21st
Community Service Project
Working with Peoples Gas

October 5th (Wednesday)

TRAP SHOOT!



325 Mt. Pleasant Road, Warrendale, PA 15086
Register Now! Flyer attached

November 9th (Wednesday)

Board Meeting – 3:30 – 5:30 pm
Social – 5:30 – 6:00 pm
Guest Speaker - 6:00 – 7:00 pm
Federated Presenting
Topic: TBD
7:00 pm Buffet Dinner



4905 Grand Avenue (on Neville Island)

December – No Meetings

Trap Shoot

Join us for loads of FUN!

Wednesday, October 5th, 2022



325 Mt. Pleasant Road, Warrendale, PA 15086

Prizes: 1st \$50 Gift Card; 2nd \$25 Gift Card; 3rd \$25 Gift Card

ACCWPA will have available 12g Trap shells to purchase at \$15.00 a box.

If you have any you can bring your own 12g shells!

If you have an extra shotgun, please bring it so if someone who does not can borrow it for the shoot.

Shoot, Prizes, soft drinks, and DiBella's Boxed Dinner Selections - \$70.00

Each shooter fires 2 rounds of 25 clays from the 16-yard line.

Each round will be scored for a total # of birds hit.

If there are duplicate high scores, a shoot off 1 round of 25 clays will take place.

3:00 – 5:30 pm Board Meeting • 5:30 – 6:00 pm Social (See Pat*)

6:00 pm - TRAP SHOOT begins

DiBella's will be available before, during or after shoot.

RSVP – 724-687-7860, fax or email • No Cancellations after September 26th noon!

*** Important – RSVP is appreciated! ***

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

Name(s): _____

Company: _____ Phone: _____

Email: _____

Shoot and Dinner: \$70.00 NO Cancellations after Sept. 26th 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 • Local lobbying
- 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



WELCOME NEW MEMBER

Six Star Heating & Cooling

Al Laugelli
4145 Mathilda Street
Pittsburgh, PA 15234
412-880-7827

ACCWPA Apprenticeship School

2022-2023

September 12th - 6 to 9 pm.

**Monday and Wednesday
2nd and 3rd year students**

September 13th - 6 to 9 pm.

**Tuesday and Thursday
1st and 4th year students**

Upcoming Meetings!

2022

General Meetings Schedule!

September 7th

Board Mtg. Only

October 5th

Board Mtg.

Trap Shoot

Flyer Attached

November 9th

(Wednesday)

Board & General Mtg.

Topic: TBD

Federated Ins.

Place: Carmody's



December -

No Meetings



Work Hard in

Silence,

Let Success

make the

Noise!



SUCCESSFUL GOLF OUTING

Lone Pine Country Club August 25, 2022

The Committee & Chair Rob Champe planned our Thursday, August 25th golf outing at Lone Pine Country Club with another perfect day and event to remember! Great Weather and Everyone had a wonderful day golfing.

Skilled prizes were won by:

Straightest Drive: #4 – Ben VanBalen

Closest to the Pin: #9 – Bob Champe
#14 – Dave Shepherd

Best Score: Bob Champe, Brian Deems
Brad Patsch, Chad Deems

Congratulations to EVERYONE!

Without the loyal support of our Associate Members / Contractor Members who sponsor holes or donate prizes. Sincere Thanks to all the supporters.

Tee Box Sponsors:

Carrier Enterprises NE Bryant Pittsburgh
Edward C Smyers Col (BELMO)
Federated Insurance
Filtech, Inc.
Habegger HVAC (Platinum Sponsor)
Rosedale Technical College (RTC)
R. E. Michel Co. (Silver Sponsor)
Standard Air & Lite (Gold Sponsor)

Thanks Scholarship Sponsors!

PLATINUM SPONSOR: Habegger HVAC

GOLD SPONSOR: Standard Air & Lite

SILVER SPONSOR: R.E. Michel



Thanks to all who attended!



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

DONWIL 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



ACCWPA

Air Conditioning Contractors Western Pennsylvania



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



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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!

2022 CENTURY CLUB MEMBERS

FEDERATED INSURANCE
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 TOM BANEY, 412-920-6505
JOHNSTONE SUPPLY INC.
 STEVE BICHEY, 724-561-3345

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PITTSBURGH PUBLIC SCHOOLS
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 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

Can You Afford the Loss of a Key Employee?

– Federated Insurance

If you're like most business owners, you have one or more go-to employees when it comes to the day-to-day operation of your company. They have the management skills, technical know-how, experience, or customer relationships upon which you rely — you trust them to make the right decisions when you're not available. They can be at any level or in any position, but they are people your business can't do without. Now that you have them on your team, what would happen if you were to lose one of them due to a premature death, long-term illness or disability, or another employment opportunity?

Fortunately, it's possible to offset the financial burdens your business may face as the result of the loss of a key employee. The first step is to identify them. In general, key employees are individuals whose departure could create genuine setbacks for the company, both logistically and financially. They may have years of experience with your company or the industry. Perhaps they have specialized skills that require extensive training and knowledge that would be difficult to replace. Is there someone for whom you don't have a back-up? Don't forget to include yourself — you are a key person too.

Once you have identified the people, consider the cost of replacing them. You will need to advertise to recruit potential replacements. You may need to adjust pay or offer a signing bonus to attract candidates with the skills and work experience you need. In addition to the monetary costs associated with hiring and training a replacement, the process will also require your time. It's estimated that the cost to replace mid- to high-level employees can range from one-and-a-half to four times their annual salary.¹ Can your business absorb those costs, especially with little notice?

After you have determined the people and the cost, consider your options for mitigating the risks you could face. Life insurance is a cost-effective solution to help provide financial support if your company needs to replace a key employee. Life insurance can help to keep the business running and growing, provide funds to attract, recruit, and train a replacement, and replace lost profits. It can also provide time and flexibility for survivors to make necessary business continuation decisions if the key person is you or another owner. While the policy death benefit will provide a lump sum in the event of the insured employee's death, the cash value of a permanent policy can also be accessed through policy loans and withdrawals during the employee's lifetime.

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*



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



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TBD

Place: Carmody's

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No Meetings

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)
Steve Woodring, Wade Heating & Cooling

412-728-5148

412-787-1341

ASSOCIATE DIRECTORS:

Mike Marhefky, Carrier Enterprise
CJ Cameron, Habegger Corp.
Colleen Karnes, Standard Air & Lite

724-989-9555

724-550-6201

412-920-6505

SPECIAL ADVISOR:

Executive Director:

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