ACCAdemics

February 2015
WESTERN PA CHAPTER

2015 General Meeting Dates

Mark your Calendar!

February 12, 2015
Fleet Efficiency with Geotab
Tania Hellmann, Acct Mgr.
Andy Georgin, Sales Director
Peters Place - Bridgeville

March 12, 2015
TBA

March 16 - 19, 2015
ACCA Convention
Grapeville, TX

April 9, 2015
Truck Selections!!!!

May 14, 2015
Tool Time!!

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.

ACCA.
Air Conditioning Contractors of America
Western Pennsylvania

A Driver's seat view of Fleet Management

Geotab plug and play solutions from Sprint provide fleet managers with real-time tools and intelligence to keep tabs on their fleet and help improve their bottom line.

The Geotab solution provides you with a driver's seat view of where your vehicles are and how they are being driven so that you can improve the productivity and efficiency of your fleet. Geotab offers the ability to connect with additional sensors and devices, making it one of the most versatile plug and play solutions on the market today.

Below are the benefits of using the Geotab Solution:

Driver Safety

Designed with next-generation safety technology, you can gain incredible insight into your driver's on-road behavior with Geotab's informative safety management reports. Risk and safety scores are assigned to individual drivers and are based on various key indicators – speeding, seatbelt usage, harsh braking, sharp corner turns, over acceleration, and after-hours vehicle use. Realize the potential to enhance your driver's safety with real-time risk and safety reporting.

Productivity

What's more amazing than watching your vehicles move on a map in real-time? The fact that you can see all of the associated trip details when you hover your mouse over the trip points – including speed levels, broken rules, and much more. Geotab's rich breadcrumb trail tracking is a patented technology that gives you the most advanced insights into your driver's on-road performance.

Fleet

Geotab offers the most extensive metrics available to help you effectively reduce poor fuel consumption. Be proactive in keeping your fuel costs down by managing driver behaviors, such as excessive speeding or idling, and view this information in real-time within Geotab's web-hosted reporting environment. Stop engine issues before they turn into costly repairs or vehicle down-time by managing your engine fault code information, helping you save on vehicle inspection time and costs.

Insurance Discounts

Geotab's fleet management system may help you lower your insurance rates. Insurance premiums can increase as a result of accidents, speeding tickets, and other unexpected incidents. Start saving even more when you increase the overall safety of your drivers with Geotab's GPS fleet management solution.

Join us on February 12th to hear more about how Geotab can directly impact your bottom line.

**We will also be raffling a Samsung Galaxy Tablet.
Hope to see you there!**

10 Things Good Leaders Say Every Day
BY TRENT NELSON

When it comes to leadership, there are many qualities that can and should be emulated if your goal is to succeed in a leadership role. But genuine leadership requires a comfortable balance and knowledge of boundaries. There are certain things good leaders say that keep their team trusting in them and moving ahead.

Everyone would like to be a good leader, someone who is well liked and respected. Learning the distinction between being on friendly terms with your coworkers and being the type of boss that everyone enjoys working with is important. There are many ways to get your team to follow your lead without coming off as "bossy" or unapproachable. Your attitude will always dictate the working atmosphere, so it's wise to learn how to maintain a good and positive attitude. Learning how to connect professionally with your team is always an important asset. So what are some things good leaders say to show that they are listening and thinking for the team? This simple list will point you in the right direction.

1. "What's your take on this?"
In order to be an effective leader, knowing & appreciating what others think is important. Using this phrase will give you an idea of the other mindsets you have to work with.

2. "I have trust in you"
If you make others confident that you trust them, they are more likely to want to ensure nothing shakes this confidence. As a result, they'll try to do their very best for you.

3. "I am proud of you"
This statement obviously doesn't apply when work is poorly done. But if your team has tried its best and you know it, then simply acknowledging that you are proud of their effort is a better point of focus than harping on the negatives.

4. "Thank you" and "Please"
Treating others with respect will usually go a long way in being an effective leader. It's hard to hold a grudge or be unpleasant to a leader who practices the simple art of saying please and thank you. After all, it's something we teach children from the very start.

5. "That's wonderful, let's give it a go"
Encouragement followed by freedom to try an idea is another important leadership quality to extend. Failing to see the possibilities in ideas that come from others shows your team that you are not a team player or an encouraging leader.

6. "Where can I help?"
Even if you are not really needed in the actual execution of the project at a particular stage, extending the offer to help will warm the hearts of your team and they will respect you more for offering your support.

7. "I apologize"
There is nothing more humbling than a leader saying "I am sorry." While some may look upon this admission as a sign of weakness, you would be wise to practice this acknowledgment if you want to win the respect of your team. If you are wrong, say so and move on.

8. "I am here if you need me"
Keeping open communication is always a good idea. Don't be the type of leader who is high and mighty. If your team feels you are unapproachable then they won't come to you with problems, thus delaying the smooth flow of projects.

9. "I am not perfect and neither are you"
Be the first to acknowledge that no one is perfect, including yourself. Once your team feels comfortable they will strive harder to learn from their mistakes, instead of just trying to avoid making mistakes all along. Letting them know that you don't expect them to be perfect will motivate them to explore their curiosity.

10. "I can't do it without you"
Making everyone feel valued is definitely the best way to get everyone committed and dedicated to the project at hand. When you make it clear to your team that you value their contributions, that appreciation will act as a motivator.

SmartWords
You Must Remember

"Trust no memory however right. Get it down in black and white."

— Martin Luther King, Jr.

The single largest source of contractor education in the country!

The Business Solutions Conference
for Indoor Environment Contractors

acca2015

March 16–19 | Grapevine, Texas
Gaylord Texan Resort & Convention Center

About Our Speakers ....

Tania Hellmann:

Is an Account Manager and has been with Sprint for 3 years. She has a Bachelor's degree in Information Systems and specializes in selling business solutions.

Andy Georgin:

Is a Sales Director for Strategic Telecom Solutions for over six years and brings with him almost a decade of experience with location based services. He holds a MBA from Xavier University with a specialty in Business Intelligence.
Mr. Georgin is able to combine his experience and education to assist Fortune 500 companies and "mom and pop" businesses harness technology effectively to meet their business goals.

Join US February 12th for their presentation on:

A Driver's seat view of Fleet Management

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.