



AMERICAN STANDARD, ABCO & MACC INVITE YOU TO A NIGHT AT THE METS!

Friday, June 7, 2019
Festivities begin at 5:30 PM



Citi Field - Big Apple Section - Visit maccnyc.org for more details

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INSIDE THIS ISSUE:

- ✓ We remember Steve Bergman
- ✓ Featured Article
- ✓ News Clips

PHOTOS FROM MEMBERS-ONLY SOCIAL HOUR



PLAN AHEAD!

COMING AUGUST 5th

**41st Annual Golf Outing
DON'T MISS IT!**





Jimmy Moyer
First Choice Mechanical

From the President

As many of you may know, one of our longtime members, and board member, Steven Bergman, passed away on April 7th after a long battle with cancer. Steven, owner of Twinco Supply Corp., was a valued member and friend to

MACC and the industry as a whole. He will be greatly missed. As a tribute to Steven, in this issue is an article on him, with quotes from MACC members and his family. Thank you to Steven's daughter, Liza, for helping us make this happen!

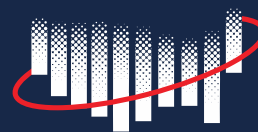
We just hosted our "Members-Only Social Hour", which was a great success. The evening at Black Forest Brew Haus was sponsored by Consolidated Refrigerant Solutions, HKMP, National Compressor Exchange and Roof Services. I hope everyone enjoyed themselves!

Our next event is one that consistently sells out and quick! Our 2019 Night at the Mets is on Friday, June 7th, where the Mets will face the Rockies. The event is sponsored by our continuous supporters, ABCO and American Standard Heating & Air Conditioning. Be sure to visit our website to get your tickets! If you have not been to one of our Night at the Mets events, I definitely recommend you attend this year. It is a great night to spend with colleagues, friends and family.

We have decided to push back the deadline for our 2019 Scholarship Program to July 1st. An extended deadline will help us ensure that everyone has a chance to submit an application! If you have any questions regarding eligibility and requirements, please contact the MACC office.

I look forward to seeing everyone at Citi Field on June 7th!

Jimmy Moyer



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The Spring-Summer Season is in Full Swing!

Our two most popular events are just around the corner. The lineup begins with the season's most anticipated evening...

A Night At the METS...

The New York Mets have started the 2019 season as one of the hottest teams in the league! Show your support. Enjoy the comradery and fun along with fellow MACC members, family and friends as the METS take on The Colorado Rockies.

Come early. Pre-game festivities start at 5:30 pm when ABCO employees will be there to greet you with snacks, soft drinks and other giveaways. The ABCO truck will be parked outside the Rotunda entrance of Citi Field.

Our gratitude and appreciation goes out to American Standard and ABCO for so generously sponsoring this fantastic event once again.

Tickets go fast so sign up today!

June 7, 2019 - Citi Field
Pre-game fun starts at 5:30 PM



Mark Your Calendar for the Highlight of the Summer Season...

The 41st Annual Golf Outing
Monday, August 5, 2019
Village Club at Lake Success

Our annual golf outing sells out early, so be sure to register as soon as possible!

For more information and to register for A Night at the METS and the Golf Outing please visit www.maccny.org or call us at 516-922-5832.


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Editor's Notes

By Anthony N. Carbone

It is with great sadness for us at MACC Board of Directors and officers to announce the passing of our long-time counterpart and fellow board member, Steve Bergman.

Steve Bergman was the owner of Twinco Corporation, an HVAC supply house.

There was never a time during his tenure as a board member of our industry organization that Steve would not volunteer his help or resources in support of any of our events or efforts. His passing will create a significant loss to our organization and to the industry as a whole. We can only hope more people give to our industry like Steve Bergman did for ACCA Metro New York and MACC.

He will be missed by all.

- Anthony N. Carbone



A Night At The Mets FRIDAY, JUNE 7, 2019 • CITI FIELD

Pre-Game Festivities Start at 5:30 PM at the ABCO Truck



This night is dedicated to the coolest professionals in town: the men and women of HVAC and Refrigeration. Thank you for tirelessly sacrificing the season to keep us cool and comfortable, and our food safe and fresh. You are the True Heroes of Summer.

In Memory of Steve Bergman, President of Twinco Supply



L to R: Hal and Steve Bergman

It is with great sadness and a deep sense of loss that we announce the passing of our dear friend, associate and valued Board Member Steve Bergman.

Steve was an HVAC Industry icon for over 25 years. In 1991, Steve and his twin brother Hal founded Twinco Supply, specializing in products and services to fulfill the automatic temperature control needs of the HVAC mechanical contractor. Hal Bergman passed away in 1994.

For nearly three decades, Twinco has designed and supplied the temperature control systems on thousands of projects including schools, financial institutions, office buildings, residences, government facilities, theaters, retail stores, factories and hospitals.

Those close to Steve reflect on his generosity, kindness and compassion:

Liza Geonie, Steve's daughter, speaks about her dad: "My dad taught me well. As I look back, I realize that so much of who I am, comes from my father: A strong work ethic, punctuality, love of music and so much more. Above all, my dad taught me to always do the right thing, even when it was not easy.

"My father had a great many interests ranging from music to fine foods to a love of the outdoors. Boating, Shelter Island and golf were among his favorites, while Doo-op and Motown music were his passions. He loved animals, especially his parrot Benny, who accompanied him to work, and his two dachshunds, Lizzie and Lola.

"Perhaps my dad was best known for having an identical twin brother. His brother Hal's passing 25 years ago was an extremely difficult time for my father and though he was not a support group type of guy, he became deeply involved in the "Twinless Twins' association, a support group created to help others cope with the loss of their twin.



Steve with daughter Liza and grandson Cailen

My dad's kindness and generosity extended to many people in need and he gave generously to different charities and organizations. I'll never forget the time a man who was obviously in need of help showed up at his warehouse asking for a job. His heart went out to this man and even though he did not have a job for him at the time, he created one, making him the official 'doorman' at his warehouse. That was my father."

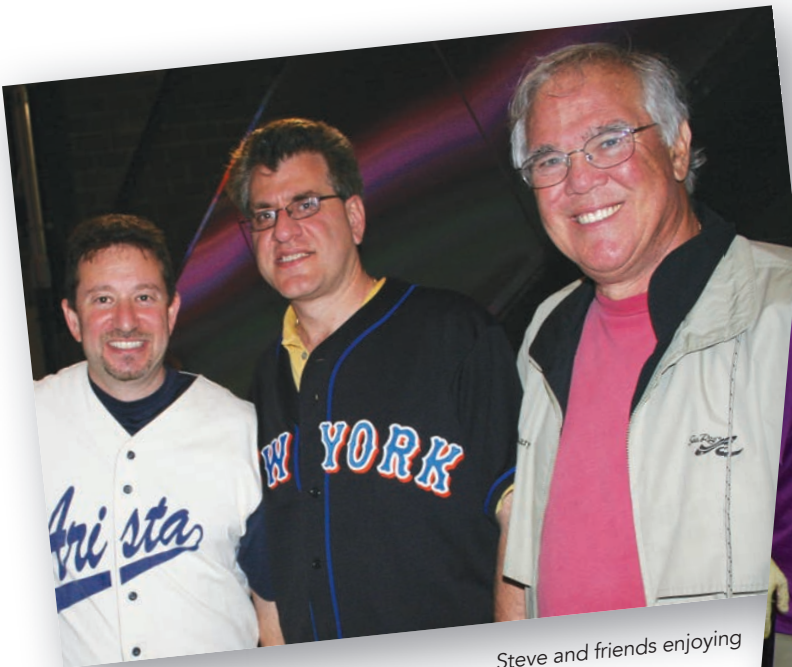
John Ottaviano remembers his friend and associate:

"Steve was a mensch who always gave back to contractors, ACCA, MACC and the HVAC industry that helped make him so successful. We take solace in knowing that he is back in business with his late twin brother, Hal, whom he has missed dearly. I'm sure that Kenny will do a great job continuing their legacy at Twinco."

Beloved husband, father, grandfather, uncle and friend, Steve Bergman will be missed by all who knew him. At MACC, we will remember him for his dedication, strength, generosity and energy.



Steve with John DeLillo and John Ottaviano



Steve and friends enjoying MACC events.



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NEWS CLIPS

On-Demand HVAC Webinars Available at ACRH News

Check out these free webinars and view them any time, any place on your computer, tablet or smart phone. The following webinars are available throughout the rest of this year, into 2020.

Available until 5/2/20

Communicating Technology Reshapes Control Options for Energy-Efficient HVAC Systems

More than ever before in the HVAC marketplace, communicating technology offers many new features and benefits to HVAC contractors and homeowners across North America. This presentation will cover several examples of how communicating technology effects the installation, configuration, and diagnosis of high-efficiency HVAC systems. As communicating technology advances in the industry, what effect might it have on traditional wall-mounted thermostats and other control systems?

Available until 4/25/20

How to Win More Jobs in Residential and Light Commercial with VRF Technology

Learn how to set yourself apart as an industry leader by applying single phase VRF products to residential and light commercial opportunities. Learn how you can deliver total comfort, which includes precise temperature control, humidity control, precise airflow and low sound levels while maximizing system efficiency and reducing installation related costs.

Available until 3/13/20

Grow Your Business with Small-Duct Systems

This session will outline the benefits to HVAC contractors of installing small-duct central HVAC as a whole-house comfort solution, specifically with regard to the history of the technology, the role of manufacturers and the support they provide installers, the advantages these systems have over conventional and high-wall mini-split systems, small-duct zoning capabilities and compatibilities, and key tips and tricks to ensure a proper, quiet installation.

Available until 2/13/20

Ductless Split System Innovations that Matter to Your Bottom Line

Ductless split systems are the fastest growing HVAC segment in North America. This energy-efficient, cost-effective, and flexible product is a compelling option for those in the market for a new HVAC system. As the interest and demand for ductless increase, it's more important than ever for contractors to find a product brand that elevates their business.

(Continued on page 11)

Statement from Stuart S. Zisholtz, Esq.

Exaggerated Liens

Over the years, I have emphasized the importance of properly calculating the amount of your Lien in order to avoid the harsh remedies associated with an exaggerated lien. You must lien for the work performed and materials furnished. Filing a Mechanic's Lien for future amounts due, the total contract sum when all of the work has not been performed, interest, service charges and legal fees could render the lien exaggerated.

Recently, we were retained to foreclose a Mechanic's Lien. The client provided us with back-up documentation which he felt supported his Mechanic's Lien. Unfortunately, the claim consisted of costs associated with medical bills, service charges and anticipated legal fees. If we had commenced a foreclosure action, the owner or General Contractor could have interposed a counter-claim for an exaggerated lien.

The penalty for an exaggerated lien is the reduction of the amount awarded by the amount of the exaggeration. Thus, if you have a lien for \$100,000 that is willfully exaggerated and you are awarded \$70,000, the \$30,000 spread is reduced from the \$70,000 and your recovery is \$40,000. From that you are charged legal fees which could be \$25,000 and you wind up with a \$15,000 net recovery.

Similarly, if you have a lien for \$100,000 and it is exaggerated by \$60,000, that \$60,000 will be deducted from the \$40,000 and you will owe the owner \$20,000 plus legal expenses. The penalty for exaggeration, therefore, is very severe and must be avoided at all costs. This does not mean, however, that failure to prove the full value of your lien is a willful exaggeration. Suffice it to say, however, for purposes of this article, a willful exaggeration means throwing things into the lien that do not belong there and are not legitimate.

Never let your lien time expire.

For a free copy of a pamphlet pertaining to mechanic's liens and payment bond claims, kindly contact me.

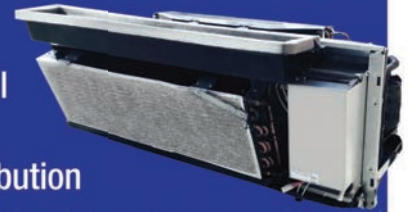


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NEWS CLIPS (Continued from page 9)**Available until 1/9/20****Reduce Truck Stock with ECM Technology**

What if you could replace 32 PSC motors with three ECM motors? With advanced ECM technology, it can be done in HVAC applications. These motors can help reduce truck stock and provide the ability to complete more calls on the same day without driving to get a part. ECM technology also delivers unmatched energy savings and proven reliability.

Available until 10/11/19**IoT and How to Integrate with Motors**

The term Internet of Things (IoT) is becoming more common in business meetings, sales calls, industry conferences, and commercial advertising, but what does it mean for the pumping industry and how it can be leveraged for business improvements? The answer, simply put, is that there is no easy answer. In this session we will explore the promise of connected devices, or IoT, and how the HVAC ecosystem can work seamlessly together through automated processes with limited intervention or manual input from traditional human users.

Available until 9/26/19**Opportunities and Challenges with Handling Flammable Refrigerants**

Refrigerant Safety Classes A2L and A3 have a very low GWP, making them a strong, long-term solution for many HVAC applications. However, these refrigerants are classified as mildly flammable and highly flammable respectively. This flammability class raises safety and compliance concerns. This webinar will help you understand these classes, along with the opportunities these refrigerants can offer.

Available until 9/19/19**The New Landscape of Energy Efficiency: Utilities, Incentives & HVAC Innovations**

Utility companies are challenged with meeting energy reduction mandates. They pass this challenge on to commercial and residential end users through incentive programs – creating both opportunities and challenges. This webinar explores the ins and outs of incentive programs and addresses HVAC manufacturers' response – what they're doing to help end users and what they're doing to help the utility companies.

Available until 9/13/19**Key Technologies for Measuring Indoor Greenhouse Facilities**

HVAC contractors can take advantage of new greenhouse market opportunities but what new technology is needed? Greenhouses require optimal controls to manage resource use relative to crop growth and yields. Instruments for measuring indoor elements such as CO₂, relative humidity and temperature as well as outdoor elements such as wind, rain and solar radiation are essential.

For more details on these webinars – or to register – log on to achrnews.com/webinars.

How Technology is Changing HVAC

By Kristin Hyde, digital marketing manager at CE (Carrier Enterprise)

Products with remote connectivity have become increasingly commonplace in homes and businesses these days. This advancing technology is changing HVAC systems for the better by providing consumers with self-learning thermostats, mobile and voice control options, and self-diagnosing equipment.

BENEFITS OF HVAC AUTOMATION

The benefits of smart HVAC systems are far-reaching. They include:

- **Improved indoor comfort**, thanks to automated HVAC settings and the ability to make changes from anywhere using a smartphone;
- **Lower energy bills and maintenance costs**, made possible by self-learning thermostats and HVAC systems with predictive diagnostics;
- **Smaller environmental impact** resulting from lower energy use;
- **Greater control** with options to change settings on a mobile device or with voice commands; and
- **Enhanced safety** due to automatic notifications sent to the user's mobile device when something is wrong with the equipment.

TYPES OF HVAC AUTOMATION

With interconnectivity at an all-time high, it's easier than ever to automate household appliances.

Smart Thermostats

Continued advancements in designs and user interfaces have only improved the performance and popularity of smart thermostats. They learn what temperatures users prefer and when, and should soon anticipate the user's preferences and implement them automatically.

Mobile Control

Self-learning thermostats feature Wi-Fi, allowing users to monitor, change, and receive notifications about their HVAC system. Mobile control is all about improving comfort when you need it and reducing energy usage when you don't. Wi-Fi thermostats also keep homeowners in the know if something goes awry with their home comfort systems while they're gone.

Voice Control

When a thermostat or ceiling fan connects to a Siri- or Alexa-enabled device, it's possible for users to change settings with a voice command. According to consumer surveys, voice control is all about the "coolness" factor.

Self-Diagnostic and Performance Rating Capabilities

Predictive diagnostics and insights on system performance are satisfying and deliver peace of mind. Systems with these features can even recommend ways to improve efficiency and reduce future maintenance costs, providing an entirely new level of long-term performance.

In a few short years, automation technology has already drastically changed HVAC systems for the better. Only time will tell what role artificial intelligence will play in the homes of the future.

The story on this page was originally published on www.acchrnews.com. To read the full story, visit <https://www.achrnews.com/blogs/16-guest-blog/post/140301-how-technology-is-changing-hvac-systems-for-the-better>

Systems for the Better

5 NEW HVAC TECHNOLOGY TRENDS FOR 2019

Customization and energy economy are driving 2019 technology trends. Smart HVAC products increase room-by-room environmental control and regulate heating and cooling methods, allowing customers to manage their energy use easily and efficiently.

1. Zoning Systems

Battling over the thermostat is a long-standing tradition. Today, by using a series of dampers in ductwork, different temperature zones in a home or commercial building can be created and controlled by individual thermostats.

This can also provide the energy savings typically associated with ductless mini splits without the expense of installing a new system.



Cor Smart Thermostat

2. Smart Thermostats & Sensors

Smart HVAC products, like thermostats that can be remotely controlled by smartphone apps, are increasingly common. Beyond that, however, are the benefits offered by sensor-activated ventilation and motion-detection air conditioning systems in commercial settings.

These sensors allow you to heat and cool only the parts of a building that are in use. That way, intermittent heavy use of an area—or no use at all—still produces lower energy and equipment operating costs.

3. Heat Pumps

Dual-fuel heat pumps use both natural gas and electricity. When temperatures are low, gas is used for increased efficiency, while electricity provides this benefit at higher temperatures.

Through the use of underground tubing, geothermal heat pumps draw heat from the ground during the winter. Then, in the summer, the ground is used as a heat sink. Despite higher installation costs, these systems can provide substantial savings over time.



Carrier Infinity Heat Pump

4. Air Conditioning

Thermally driven air conditioning uses both solar power and natural gas. Not only are energy costs lower, but the chiller design utilizes fewer moving parts than traditional HVAC systems and requires less maintenance.

An ice-powered air conditioning system produces hundreds of pounds of ice each night. The next day, this ice is used to cool refrigerant instead of a traditional AC compressor. The result? Energy consumption reduced by up to 30%.

Variable refrigerant flow consists of an outdoor unit and refrigerant piping that allows for each pipe to be individually controlled. That way, each space or room always has the perfect amount of heating and cooling and they can be controlled independently. Additional benefits include that the unit can automatically adjust to meet current demands, all while improving efficiency and lowering lifetime cost of ownership.

5. On-Demand Hot Water Recirculation

Customers want hot water on the spot without first watching cold water pour down the drain. At the same time, they don't want to have to pay the cost of continually recirculating that hot water.

On-demand hot water recirculation systems route cold water into a water heater while directly injecting hot water into the line when a faucet is turned on. The result is up to 12,000 gallons of water saved on average per year in a residential home.

Work Smarter

Sure, you know all existing equipment and systems inside and out. But in order to grow your HVAC business in today's environment, you need to constantly stay up to date on the industry's demands and technology—especially the ever-evolving smart HVAC products.

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NEWS CLIPS

MLZ Models honored as most innovative product in home building industry

Mitsubishi Electric Trane HVAC US has been awarded a National Association of Home Builders' (NAHB) 2018 Global Innovation Award for its MLZ One-Way Ceiling Cassette in the Best Energy Efficient Product category.

For the past four years, the NAHB Global Innovation Awards have recognized the most cutting-edge, advanced or original product offerings and marketing strategies in the home building industry. NAHB established the awards to showcase these innovative products and encourage future innovation. This year, awards were given in three categories: internal products, external products and technology/ education.

METUS accepted its award for Best Energy Efficient Product during the 2019 International Builders' Show (IBS) held February 19 -21, 2019 in Las Vegas. Judges chose award winners based on the following criteria: innovation, functionality, good design, builder/consumer friendly, sustainability and unique marketing approach.

"We're honored to receive this product award for Best Energy Efficient Product," said Steve Scarbrough, senior director of residential business for Mitsubishi Electric Trane HVAC US. "This award, like the MLZ itself, is a testament to our continued commitment to be a leading supplier of innovative HVAC products delivering superior efficiency and comfort for every home or building."

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Changes to the Paid Voting Time Law in New York State

On April 1, 2019, New York State passed a new yearly budget that includes a provision revising the amount of paid voting time employees may take to vote.

New York's previous law on voting leave provided that if an employee had four consecutive hours either between the opening of the polls and the beginning of their working schedule, or between the end of their working schedule and the closing of the polls, they shall be deemed to have sufficient time outside of their working hours within which to vote and they did not require paid time off from work to vote. If an employee's work schedule did not permit them to have this four-hour window of time to vote, the employee could take up to two hours of paid time off either at the beginning or end of their schedule to vote. In order to take the two hours of voting leave, the employee would need to notify their employer not more than ten nor less than two working days prior to the day of the election.

New York's new voting leave law took effect immediately as of April 1, 2019, and includes several changes from the previous law. First, the law now requires employers to provide up to three hours of paid time off that the employer will designate at the beginning or end of the employee's working schedule, instead of granting only two hours of paid time off to vote be taken at the beginning or end of the employee's working schedule. Second, this new voting leave law removed the requirement that employees could not notify their employer to request voting leave prior to ten days before the election. The new law now only requires that employees notify their employer of the need to take voting leave not less than two working days before the date of the election. Perhaps the most important change to the previous law is that the new law eliminates the presumption that an employee has sufficient time to vote if they have four consecutive hours outside of their work schedule to vote. This last change essentially guarantees employees requesting time off to vote must be granted ample paid time off to enable them to vote, up to a maximum of three hours.

Employers should note that the language of the law does not specify which elections qualify for paid voting leave under. However, the broad language of this new law can undoubtedly be interpreted to include paid time off for employees to vote in all federal, state and local elections. Employers must be sure to update their handbooks to comply with New York's new voting leave law.

Guidelines for Meal Periods

Here are two (2) provisions from Section 162 of the New York State Labor Law that affect your industry. Be careful as most trade unions enforce this provision vigorously:

- (1) Every person employed in or in connection with a mercantile or other establishment or occupation coming under the provisions of this chapter shall be allowed at least thirty minutes for the noonday meal, except as in this chapter otherwise provided. The noonday meal period is recognized as extending from eleven o'clock in the morning to two o'clock in the afternoon. An employee who works a shift of more than six hours, which extends over the noonday meal period, is entitled to at least thirty minutes off within that period for the meal period.
- (2) Every person employed for a period or shift starting before eleven o'clock in the morning and continuing later than seven o'clock in the evening shall be allowed an additional meal period of at least twenty minutes between five and seven o'clock in the evening.

If you have any questions about this article or any labor or employment matter, please call Alan Pearl or Brian Shenker at 516-921-3400 or send an email to abpearl@pmpHR.com or bshenker@pmpHR.com.



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NEWS CLIPS

Carrier and Encycle Collaborate to Provide Cloud-Based Advanced Energy Management Capabilities

Carrier Connect™ Wi-Fi thermostats can now interface with Encycle's cloud-based Swarm Logic® energy savings technology, focused on improving the efficiency of heating, ventilation and air-conditioning (HVAC) systems using IoT-enabled services. The interface connects Carrier's thermostat into Encycle's networked, cloud-based system that can result in HVAC energy consumption and demand savings of 10 to 20 percent, along with real-time remote access and simple control over a building's temperature and humidity.

Working in tandem with Carrier's Connect thermostats, Encycle's Swarm Logic software dynamically synchronizes HVAC rooftop units (RTUs), enabling them to operate most efficiently in response to changing conditions such as outdoor temperature and building occupancy levels. RTUs become part of an IoT-based closed-loop system that coordinates their activity, and distributes energy consumption more logically among the individual RTUs without the need for additional hardware or equipment in most cases.

"This collaboration is an exciting opportunity for us to work with Encycle, a technology company focused on helping commercial and industrial customers maximize their energy savings potential, while also meeting their environmental sustainability goals," said Mark Jones, business manager for Carrier Controls. "We are pleased to offer our customers the ability to not only control their building comfort, but to transform the way they control their energy use."

"Carrier's Connect thermostats are a natural fit for Encycle's IoT-based energy management software," said Robert Chiste, chairman and CEO of Encycle. "The Carrier Connect thermostat includes powerful touchscreen capabilities and is fully compatible with our Swarm Logic technology, as well as various new or existing equipment with 24 VAC control. The interface provides customers with a new set of energy-saving capabilities, enabling significant results."

The Carrier Connect Wi-Fi commercial thermostat delivers an impressive range of features in an elegant design that blends easily into any building's décor. The vibrant color capacitive touchscreen features full-color LCD swipe and scroll screens that are easy to navigate. The thermostat also features a built-in humidity sensor, web portal access, adjustable scheduling, local access security, precision setpoints, alert notifications, and more. The top-of-the-line platform is compliant with Energy Star®, Title 24 and IECC 2015.



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Editor's Notes

By Jason Staiano

In my last editorial in the newsletter I discussed why an association like MACC is important, citing one of the benefits as networking. The problem is that many people feel that networking is not what it used to be. Why? For one, social media has really given people the ability to connect with way more people than they can ever imagine without leaving the home or office. Social media sites such as LinkedIn or Facebook have really changed the way you can connect with people. Not only can you reach out to new people, but once they are following you they can see what you post, which means they can see your successes, what you're working on, the products or services you offer, whatever you post they can see it. Remember the old saying, "a picture is worth a thousand words," and it's certainly true, one post showing something that the people that follow you did not know you deal with could instantly lead to potential interest or sales.

Does this all mean that face to face networking is dead? Absolutely not! It's never been more important, the reason being that in a sea of never-ending friend or follow requests, the face to face interactions really lets you get to know people and a better sense of who they are. You get to witness the person's personality, read body language, develop a quicker sense of trust, and most importantly get immediate answers. You can send a message or email and sometimes it can take some time to get a response back, but when you are in front of someone and ask a question, you are going to get an answer.

In the end, social media is good, but nothing is like face to face interactions. So step away from the computer and try some networking events and a MACC meeting sounds like a good option.

- Jason Staiano



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