

## IN THIS ISSUE...

- 1 President's Message
- 1 34th Annual ACCA Golf Outing
- 4 Editor's Notes
- 6 Ottaviano - Economics of SEER Replacement
- 7-9 Photos - Night Out With The Mets
- 10 Pearl - Arrest and Conviction Records
- 12 Enterprise - Choices More Complicated
- 14 Zisholtz - Default Judgements

### Air Conditioning Contractors of America

Greater New York  
Chapter  
123 South Street,  
Suite 112  
Oyster Bay, NY  
11771

# Greater New York Contractors' NEWS



[www.accany.org](http://www.accany.org) PLEASE ROUTE THIS PUBLICATION WITHIN YOUR ORGANIZATION

JULY 2012

## President's Message



Michael Newman

I guess we can all say that we are happy that we finally got some heat. We wait all year for hot temperatures and it is finally here. I hope everyone has a productive and profitable summer. I am lucky to have found the time to write my message during our busy season.

If you did not make it to the June event you missed out on a great night! We held our networking cocktail party at Il Bacco's in Little Neck. The event took place on the roof top garden as we watched the sunset and a double rainbow while eating great food. Please see

Turn to President's Message on page 3

## ACCA 34rd Annual Golf Outing

Monday, August 6, 2012



9:00am Registration  
9:30 am Breakfast  
11:30 am Shotgun Start  
4:30 - 5:30 Cocktail Hour  
5:30 - 8:30 Dinner

**Book Early - Reservations Limited**  
**Reserve online at [www.accany.org](http://www.accany.org)**



THE GREATER NEW YORK CONTRACTORS' NEWS IS NOT PUBLISHED IN AUGUST. HAVE A GREAT SUMMER. SEE YOU IN SEPTEMBER.

ACCA, a federation of 60 state and local affiliated organizations, is the leading trade association representing the business, educational, and policy interests of the nation's heating, air conditioning, ventilation and refrigeration contractors. ACCA represents over 9,000 small businesses nationwide through its federation of affiliates.

**Amerisc Corp.**

**Atlynx**  
Surety Brokers, LLC

**Amerisc Benefits Corp.**

SPECIALIZING IN  
**INSURANCE PROGRAMS**  
FOR THE HEATING, VENTILATION AND  
AIR CONDITIONING INDUSTRY FOR OVER 20 YEARS!

*Commercial Insurance - Health & Life*  
*Bonds - Personal Insurance*

CONTACT FRANK ABBATIELLO  
Tel: 516-745-7500  
Fax: 516-745-7565  
e-mail: fabbatiello@theamerisc.com  
www.theamerisc.com



*"Large enough to deliver, small enough to care."*

# Things are looking up at **BLACKMAN**

**COMFORT WITH CONFIDENCE**  
**Comfortmaker**<sup>®</sup>  
Air Conditioning & Heating

(The Best Part Of The World's Largest Air Conditioning Manufacturer)



**Blackman is your one-stop HVAC supply center, featuring these great brands:**

- Ruud
- Hart & Cooley
- Acme
- Honeywell
- Fujitsu
- Diversitech
- Honeywell
- Shurtape
- Cambridge-Lee



**BLACKMAN**<sup>®</sup>  
PLUMBING/HEATING/COOLING SUPPLIES  
www.blackman.com

Manhattan .....212-337-1000  
 Flushing .....718-939-7200  
 Queens Village . .718-479-5533  
 Lynbrook .....516-593-3100  
 Mineola .....516-742-1011  
 Hicksville .....516-931-6144  
 Huntington .....631-271-0500

Wantagh .....516-785-6000  
 Bohemia .....631-567-1551  
 Medford .....631-475-3170  
 Rocky Point .....631-744-1955  
 Riverhead .....631-727-4800  
 Southampton . .631-283-1500  
 General Offices .631-823-4300

**PRESIDENT'S MESSAGE** *Continued from page 1*

picture of the double rainbow. Thanks to Anthony Carbone for putting this special night together. Our next major event will be our annual Golf Outing in August at the Hamlet Golf and Country Club in Commack.



This year we will be focusing on increasing the membership within our organization and seeking out greater participation from our contractors, suppliers and associate members. If anybody has an idea or issue relating to our business and industry, please get in touch with us and we will make it happen.

How can ACCA help you this year? Are there any issues or topics you want to hear about this year?

Please use ACCA as a networking experience and a place where you can bring the hottest and most relevant business topics back to your day to day operations.

Thank you for your support and I look forward to seeing you at the next meeting! — *Mike Newman*



4 Magnet Street  
Stony Brook, New York 11790



AUTHORIZED BUILDING  
CONTROLS SPECIALIST

Our staff of factory trained application and sales engineers are ready to help you meet the growing challenges of today's HVAC, Temperature Control and Building Automation Systems marketplace.

- HVAC, Pneumatic, DDC Controls
- Access Controls & CCTV
- Wireless Controls
- Systems Design
- Panel Fabrication - UL508
- Mechanical Equipment
  - \* VAV Boxes
  - \* Fan Coil Units
  - \* Blower Coil Units
  - \* Variable Frequency Drives
  - \* Dampers - Fire, Smoke, Control
- Wire & Cable

Phone: 631-689-5745 • Fax: 631-689-5463  
E-mail: [jmarcntl@optonline.net](mailto:jmarcntl@optonline.net)

**ACCA Greater NY Chapter**

**Officers**

*President*

Mike Newman, *Standard Refrigerator - 718-937-0490*

*President-Elect*

Al Trudil, *Almore Corporation - 631-345-6050*

*Treasurer*

Marc Soffler, *Dynaire Corp - 516-248-9320*

*Secretary*

Brian Aull, *Atlantic Contracting & Specialties Corp. - 631-563-6510*

*Past-President*

Anthony N. Carbone, *Systematic Control - 516-482-1374*

*Executive Director*

John F. DeLillo, *516-922-5832*

**Directors**

Steve Bergman, *Twinco Supply Corporation - 631-547-1100*

Roy Bernheimer, *Cascade Water Services - 516-932-3030*

James Carlson, *Michael James Industries (MJI) - 631-231-3434*

Ken Ellert, *Comfort Tech Mechanical - 718-932-2444*

Ron Nathan, *County Fair A/C Corp. - 516-997-5656*

John Ottaviano, *Air Ideal - 516-873-3100*

Greg Singer, *Martack Corporation - 516-998-1000*

Richard Staiano, *National Compressor Exchange - 718-417-9100*

Joe Stranieri, *Industrial Controls Distributors - 212-947-3100*

Harvey Stoller, *Airdex - 718-646-7200*

**Advisory Council**

Robert Berger (retired)

Mark Bedson, *Brinco Mechanical Services - 516-378-2277*

Thomas Cleary (retired)

Anthony Cutaia, *Air Ideal - 516-873-3100*

John J. Fanneron, *BP Air Conditioning Corp. - 718-383-2100*

Michael Gelber, *Stan Gelber & Sons - 516-538-0040*

Gene Klochkoff, *Cascade Water Services - 516-932-3030*

Lauren Larsen, *Power Cooling - 718-784-1300*

Michael O'Rourke, *BCC Best Climate Control - 631-218-8022*

Brandon Stone, *All Weather Temperature Control - 631-842-8777*

James Stone, *All Weather Temperature Control - 631-842-8777*

Brian Svedberg, *BCC Best Climate Control - 516-981-1008*

**Committees**

*Advertising/Newsletter*

Anthony Carbone

Donald Gumbrecht & Co.

*Baseball Outing*

Scott Berger

Nick Terran

*Casino Night*

Jim Carlson

*Golf Outing*

Ken Ellert

*Holiday Party*

Anthony Carbone

*Membership*

Ron Nathan

*Political Action*

Anthony Carbone

*Scholarship*

John Ottaviano

*Trade Show*

Rich Staiano

Steve Bergman

*Web Page*

Roy Bernheimer

Greater New York Contractors' News is printed monthly by the Greater New York Chapter of ACCA. Questions should be directed to the appropriate director or committee member for assistance. While this newsletter is designed to provide accurate and authoritative information on the subjects covered, the Association is not engaged in rendering legal, accounting, or other professional or

technical advice. Accordingly, the Association cannot warrant the accuracy of the information contained in this newsletter and disclaims any and all liability which may result from publication of or reliance on the information provided herein. If legal advice or other expert assistance or advice is required, the services of a competent, professional person should be sought.

## Editor's Notes

by Anthony N. Carbone

**A**CCA Metro New York will be on its 2-month meeting hiatus for July and August after a great run of programs and events. We have addressed many pertinent topics and current issues that have affected our industry. In addition, we have hosted some fun events such as the Holiday Party, Casino Night, Night at the Mets and the soon to be, Golf Outing.

We are a unique group of owners and operative representatives of our companies who share pertinent information.

In September we begin our monthly programming meetings.

If you receive this newsletter, but have not yet decided to join us, this is your personal invitation from our board of directors to see how important you will find the information and the programs, as well as the events.

Thank you for the support the advertisers give to this newsletter to allow it to be published and widely distributed.

May you all have a safe and prosperous summer.

—Anthony N. Carbone

## More customers. More profits. Join LIPA's team of participating contractors.



### Earn more with LIPA incentives every HVAC season!

Becoming a LIPA participating residential or commercial contractor can mean more business for your business. Our residential central A/C new and early retirement programs require customers to use a participating LIPA contractor to be eligible for LIPA rebates. Plus, we are now listing LIPA Commercial Efficiency Partner contractors on our Web site for the benefit of businesses taking advantage of our expanded Commercial Efficiency Program.

Visit [www.lipower.org/trade](http://www.lipower.org/trade) or call 1-800-692-2626. Special discounts are offered when registering through the LIPA Web site.

### CONTRACTOR BENEFITS:

- Be listed as a participating Cool Homes and/or Commercial Efficiency Partner contractor on the LIPA Web site.
- Access to educational seminars, taught by independent trainers, on proper equipment sizing using ACCA Manual J and airflow and system charging.
- Access to additional HVAC technician self-development courses available online through vocational training companies.

**LIPA**  
Long Island Power Authority

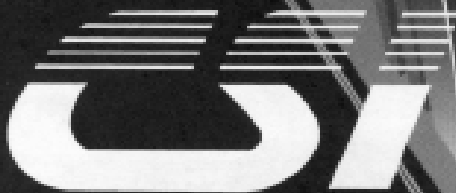


**WE'RE WORKING FOR YOU.**

# The Contractors Choice!

CSI, is a complete full service company offering a large array of HVAC water treatment and air-conditioning services and supplies that many major HVAC Contractors utilize in the tri-state area.

- Water treatment chemicals and chemical feed equipment for cooling towers, closed systems, boilers and glycol systems.
- Air conditioning cleanings on an emergency or preventative basis including coils air/water cooled condensers, HVAC duct cleaning (including video taping of the ductwork conditions).
- Pre-cleaning of new piping systems.
- Cooling tower rebuilding and rehabilitation.
- Comprehensive indoor air quality evaluations and testing of drinking water.



*For a healthy building*

**Chemical Specifics, Inc.**

46-09 54th Road  
Maspeth, NY 11378

For more  
information  
about CSI,  
call us at  
718-361-6666 or  
look us up on  
the web @  
[CSIontheweb.com](http://CSIontheweb.com)

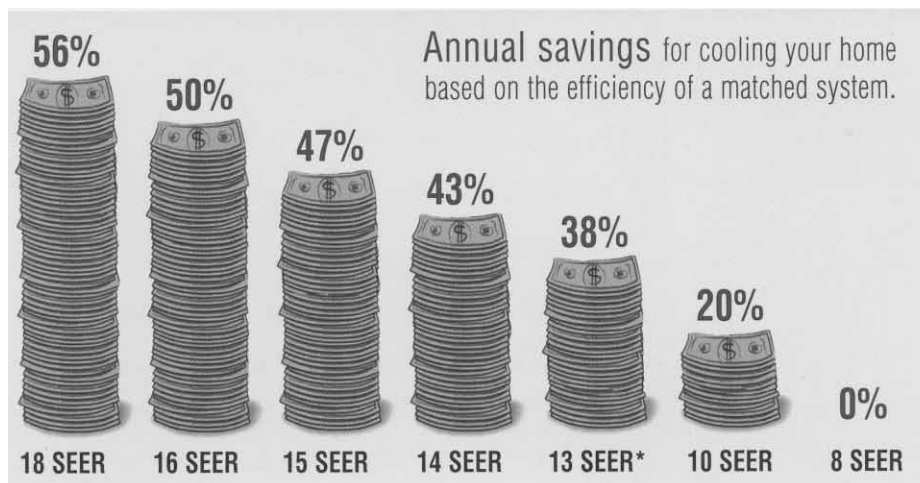
Member ACCA, NADCA & BOMA, NY

# Making Economic Sense of Air Conditioning SEER Replacement Options

By John Ottaviano/Air Ideal

It has been close to 100 degrees in the New York area already. This is the type of weather that older HVAC systems fail in; right when you need them the most. Consumers often are faced with multiple choices when dealing with catastrophic equipment failure and it can be very confusing, especially when consulting several different contractors each with a myriad of options. Choices range from just

We have always advised against sticking with an R22 system under any other conditions. Of course, when discretionary income recedes, so does our overall concern for the environment, so appealing to consumer's economic IQ becomes much more important. The next decision one faces is whether or not to install a standard 13 SEER R410A system or push up to a higher SEER level for energy savings



and utility rebate incentives. Consumers often ask a contractor how much they will save in energy cost between a 13 and 16 SEER system. When getting multiple replacement quotes, they will also get multiple answers to this question. The only real answer to the question is, "it depends". It depends upon A) your local utility kWh rate, B) your personal usage (i.e., thermostat settings, setback, area of the country, hours of usage), C) future system maintenance and filter replacement and D) the quality of your existing duct design and airflow.

replacing a failed compressor or fan motor to changing out one side of the system (condensing unit or air handler) to a complete system replacement. Manufacturers have made the decision even harder by reintroducing R22 refrigerant dry-shipped systems back to the market. A consumer's choice for the last couple of years was just which R410A system to fully upgrade to. Now, sticking with an old R22 system is back on the table. For many consumers struggling in a down economy, this appears to be an attractive option. This is primarily because swapping out an R22 condensing unit or air handler (or compressor) has the lowest initial installed cost with the least amount of system down time. Hot weather combined with low discretionary savings put aside for emergencies often ends in a poor decision. With the soaring cost of R22 refrigerant, its impending removal from the market and the impact it presents to our environment, there is really only one good economic reason to consider the dry-charge swap out. The reasonable situation for such a decision is that you are low on funds and plan to move in the next year or two, leaving the system upgrade to the next homeowner. However, home inspectors are getting much more HVAC savvy than they used to be and the chances that they will flag an old R22 system as a part of an inspection report are reasonably high.

Most consumers want someone or something to help them make this decision because it is an important investment. Hence, the search for a good investment calculator that lays out the true economic difference between the two choices. Many manufacturers have SEER calculators that try to help consumers, but they are all too simplistic because they use default values for utility rates and individual usage. This can make the ultimate savings calculation unrealistically high or low. One of the most comprehensive SEER Savings Calculators is available free in spreadsheet format from the Energy Star web site. This calculator allows you to use defaults by area or cities throughout the United States, but it also allows you to drop in the true values of your local utility rates in the spreadsheet along with maintenance, operating and life cycle costs. It factors in the cost difference between systems (which should include utility incentives), including the effect of programmable thermostats, if chosen. Utilizing such a tool can help consumers to make an educated decision as opposed to an educated guess, as long as all of the correct data is plugged in. "Garbage in, garbage out" as they say in the computer science field. Consumers should make sure that they verify the actual SEER rating of the condensing unit and coil combination by asking their contractor for the AHRI rating certificate or checking the performance rating in *the AHRI Interactive Certification Directory*. •



THANKS TO THESE GREAT SPONSORS

**ABCO Refrigeration Supply Co.**  
 John DeLillo CPA  
 All HVAC Service Co.  
 Airdex, Inc.  
 Cascade Water Services  
 Chemical Specifics, Inc.  
 AMERISC a division of USI  
 Luxaire Make A Wish  
 Emerson  
 Mitsubishi Electric  
 Dupont



**MORE PHOTOS >>>**

**Enterprise**  
 fleet services

8334 23rd Avenue  
 East Elmhurst, NY 11376  
 718-458-7920  
 www.enterprise.com/fleets

**Kevin Hughes**  
 Area Sales Manager

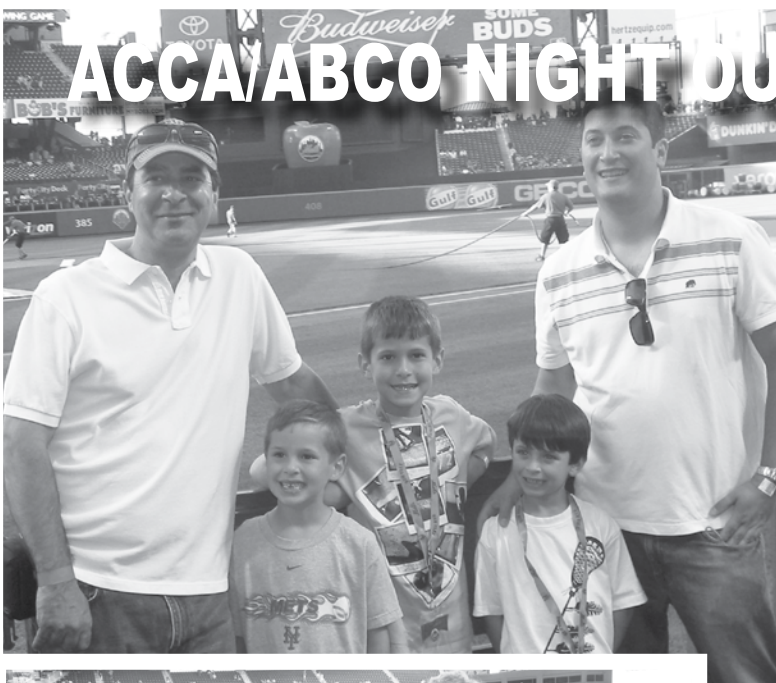
**Paul Babinelli**  
 Account Executive  
 718-458-7920, ext. 303  
 paul.m.babinelli@erac.com

**pmp** portnoy  
 messenger  
 pearl & associates, inc.

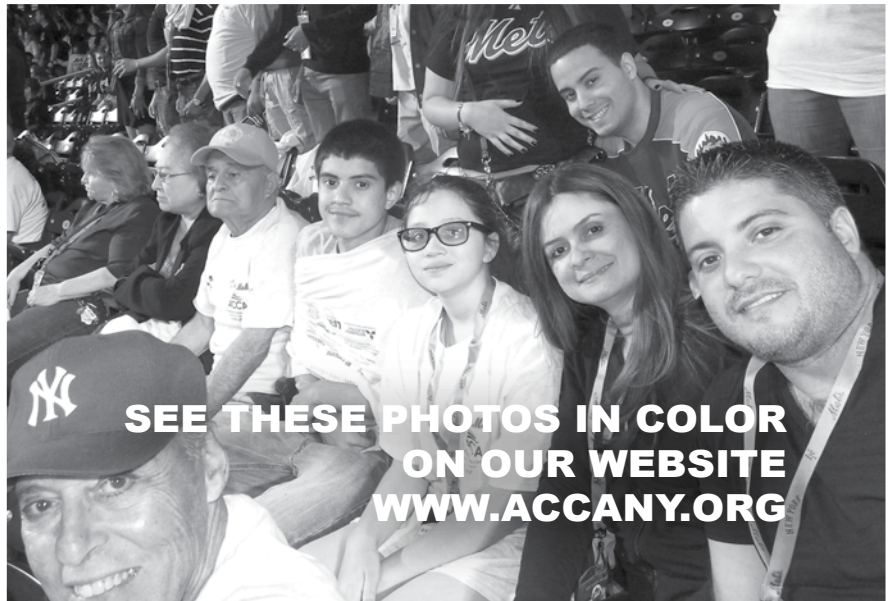
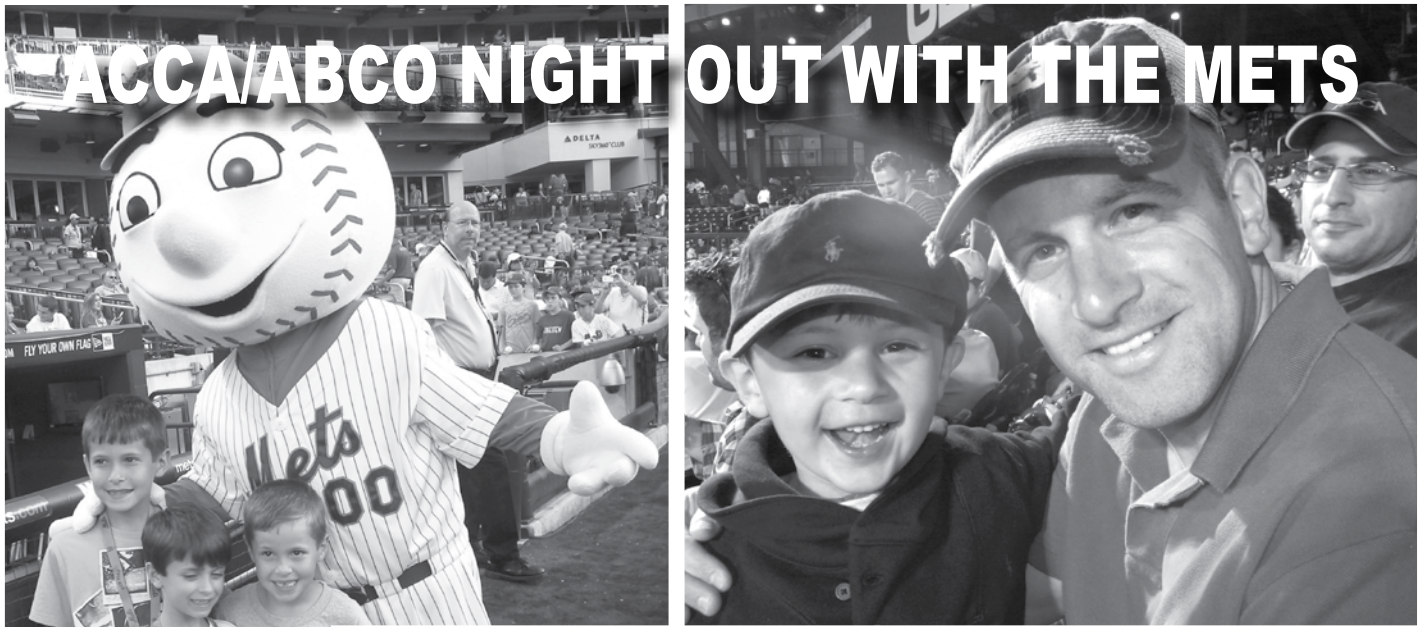
Partnering with ACCA  
 for Comprehensive Human Resource Solutions

Policy Development \* Training \* Employee Handbooks \* Affirmative Action Plans  
 OFCCP Audits \* Labor Strategies & Solutions \* Compliance \* HR Vulnerability Reviews  
 Union Avoidance \* Arbitration \* NLRB Hearings \* Recruiting & Placement  
 Compensation \* Job Descriptions \* Performance Management  
 HR Outsourcing \* HR On-Site Mentoring \* HR Help Desk  
 www.pmpHR.com appeal@pmpHR.com  
 516-921-3400

# ACCA/ABCO NIGHT OUT WITH THE METS







## People & The Workplace

By Alan B. Pearl,

Portnoy, Messinger, Pearl & Associates, Inc., Syosset, NY  
516-921-3400, Fax 516-921-6774 e-mail: ABPearl@pmpHR.com,  
Website: www.pmpHR.com

### The Use of Arrest and Conviction Records by New York Employers

In New York, as in many other states, employers must be aware that the use of an applicant or employee's criminal conviction record or prior arrest record is severely curtailed by law. The Human Rights Law in New York, as well as Article 23-A of the Corrections Law, prohibit employers from making employment decisions based on criminal background information.

The laws in New York require that both the Human Rights Law and Article 23-A be posted, in a conspicuous place at the employees' worksite. Additionally, a copy of the text of Article 23-A must be provided to all applicants/employees before any criminal record information is obtained by the employer.

Where criminal record information has been obtained by the employer in connection with a post-offer, pre-employment

background check, the employer is required to consider several factors before making a hiring decision. Employment may only be denied where there is a "direct relationship" between the criminal conviction and the position sought, or where an "unreasonable risk" to safety and welfare of other employees or the public would result from the employment of the individual. In considering whether either of these circumstances exist, Article 23-A provides eight (8) factors for employers to consider:

- the public policy in favor of encouraging employment of those previously convicted;
- the specific duties and responsibilities of the employment sought or held;
- the bearing the conviction will have on the person's fitness to perform one or more of the duties or responsibilities;
- the period of time which has passed since the offense(s) was committed;
- the person's age at the time the offense(s) was committed;
- the seriousness of the offense(s);
- any information produced in regard to the person's rehabilitation and good conduct (a certificate of good conduct produced by the person is entitled to a presumption, but not in and of itself decisive);
- the legitimate interests of the agency or employer in protecting property, safety and welfare of specific individuals and the general public.

There is a benefit to employers who endeavor to com-

**Schwank**  
INNOVATIVE HEATING SOLUTIONS

*Comfort Aire*

**TRANE**  
It's Hard To Stop A Trane

**SKYMARK**  
INTERNATIONAL

**The Unico System**

Dedicated to the success of our HVAC partners



Wholesale Distributors ■ Air Conditioning ■ Heating

485-13 South Broadway  
Hicksville, NY 11801  
516-931-6500  
Fax: 516-931-6566

80 13th Avenue, Suite 6  
Ronkonkoma, NY 11779  
631-981-4000  
Fax: 631-580-3792

5-15 54th Avenue  
Long Island City, NY 11101  
718-937-7300  
Fax: 718-706-6529

175 Clearbrook Road  
Elmsford, NY 10523  
914-592-0020  
Fax: 914-592-0291

You can also find these and other quality products and services at [www.wallworkgroup.com](http://www.wallworkgroup.com)

**REZNOR**

**NORITZ**

**DAIKIN AC**  
absolute comfort

**SANYO**

**Burnham**  
U.S. Boiler Company

ply with the law. The Human Rights Law provides for a presumption in favor of the employer in any case in which the employer is claimed to have been negligent in hiring or supervising an individual based on their prior conviction of a criminal offense, where the employer can establish that it considered all of the factors set forth in Article 23-A before implementing any employment decision.

Prior convictions and arrests differ from pending cases and pending cases or arrests which occur during the course of the individual's employment may be considered by the employer. To avoid discrimination claims, employment decisions should always have a legitimate basis and be justified by a bona fide business reason.

Finally, all employers who choose to seek criminal record information concerning their employees should inquire on the initial employment application as to whether the individual has been previously convicted of a criminal offense and the details of that offense. The employment application should also include a statement that by their signature on the application, the employee represents that the information contained therein is truthful, and a warning to the employee that any misrepresentation of fact on the application by the employee will lead to denial of the application or termination of employment. In the event an employee is not truthful on their application and the employer later learns of a conviction, the employer will have a legitimate, nondiscriminatory reason for denying the application or terminating the employee, and will not be required to consider any of the factors set forth in Article 23-A.

## **The Use of Arrest and Conviction Records Under Title VII of the Civil Rights Act of 1964**

Last month the U.S. Equal Employment Opportunity Commission issued an Enforcement Guidance on the use of arrest and conviction records in employment decisions. This new guidance from the E.E.O.C. replaces former guidance and policy statements that are more than 20 years old. According to the E.E.O.C., the use of arrest and conviction records in employment decisions has resulted in the exclusion of a disproportionate number of African Americans and Hispanics from the workplace.

Two types of claims are recognized by the E.E.O.C. arising out of the use of criminal record information by employers: (1) by an employee or applicant-member of a protected class who was rejected because of a criminal conviction where other similarly situated employees or applicants with comparable criminal records were not rejected; and (2) by an employee or applicant, or class of employees or applicants who claim that the employer's

policy of screening has a disproportionate effect on a Title VII-protected group. Where the employer fails to establish that the policy or practice is job related and consistent with business necessity, it will be liable for discrimination under Title VII. According to the E.E.O.C. employers may justify a practice of denying employment based on prior conviction(s) by showing (1) the nature and gravity of the criminal offense(s); (2) the time that has passed since the conviction and/or completion of the sentence; and (3) the nature of the job held or sought.

According to the Guidance, and consistent with the New York Human Rights Law, an arrest record may not be used to deny employment. However, the E.E.O.C. does allow an employer to make an employment decision based on the conduct underlying the arrest if the individual would be unfit for the position because of the conduct. A decision based on the arrest record of a prospective employee should not be made lightly and consultation with counsel is suggested before an inquiry or the employment decision is made.

Contact me for a copy of the Article 23-A poster, or for guidance on this or any other workplace law topic.

The information and comments contained in this article were prepared by the author for general information purposes and are not to be considered legal advice. •

## **JOHN F. DELILLO** *Certified Public Accountant*

**ACCOUNTING  
TAX & BOOKKEEPING SERVICES  
BUSINESS VALUATIONS**

*SPECIALIZING IN THE  
HVAC INDUSTRY*

**CERTIFIED  
QUICKBOOKS PROADVISOR**

**123 South Street, SUITE 112  
Oyster Bay, NY 11771**

**Tel: (516) 922-2102 • Fax: (516) 922-1414**

**[www.johndelillocpa.com](http://www.johndelillocpa.com)**

**Email: [john@johndelillocpa.com](mailto:john@johndelillocpa.com)**

## Making The Right Choice More Complicated Than Ever

By Kelly Hiner, Enterprise Fleet Management

Not that long ago pickup trucks and cargo vans were basically “one size fits all” and making a choice was as simple as finding the lowest price. Today, with more than 100 combinations for pickup trucks and cargo vans, choosing the right vehicle is a lot more complicated and getting the best value requires balancing cost and performance. Often the difference between the lowest price and that of the right size vehicle is 10 percent or less, but costs for maintenance and repairs, poor fuel economy and lower resale value can end up being much greater in the long run.

Selecting a pickup or cargo van should begin with an honest assessment of the weight and volume the vehicle will be hauling, including aftermarket equipment such as bins and ladder racks, as well as the estimated weight of the driver, co-worker sitting in the passenger seat, carry-on toolboxes and other routine variables. Other factors include whether the truck will be driven mostly on the highway, city stop-and-go traffic or off-road, as well as if it will be used for towing.

While today’s manufacturer’s warranties usually cover everything except normal wear-and-tear items like tires, brake pads and filters, failure to comply with a truck’s recommended weight can often end up voiding the warranty

on components that fail due to overloading.

Manufacturers determine the GVWR (Gross Vehicle Weight Rating) and tow ratings based on the rating of the axles, body/bed, frame, suspension, tires, engine, transmission, etc. When these are factored in, the manufacturer sets the vehicle’s GVWR. Operating a vehicle above the GVWR creates a potential safety hazard by affecting the way the truck handles and stops. It also affects performance and reliability.

Although drivers may be tempted to continue to load materials into their trucks if there appears to be space left in the vehicle, it’s important to remember that the frame, suspension, brakes and tires are not designed for weights above the rating the manufacturer has established. Overloading a truck can cause premature mechanical failures on driveline components such as axles, drive shaft universal joints, transmission, and suspension parts and brakes


The easiest way to determine how much weight a vehicle is designed to carry is to subtract its net weight (found in your owner’s manual) from the GVWR (usually on a placard on the door jam). The remaining number is the maximum weight the vehicle can safely carry, including the driver, fuel and cargo. Aftermarket accessories and equipment also increase the weight of the vehicle and must be added to the net weight listed in the owner’s manual. The best way to check the net weight is to take the vehicle to a certified scale and weigh it as normally loaded with the driver and or passengers.

A good rule of thumb to follow is what most people in the trucking industry refer to as the “80 percent rule.” While your truck will certainly be loaded to 100 percent capacity from time to time, the best practice is to generally spec your vehicle to operate at 80 percent of its GVWR. This will reduce the operating costs of your trucks and cargo vans and help extend their service life.

*Kelly Hiner is Group Sales Manager for Enterprise Fleet Management in New York and can be contacted at 973-709-2499. Visit the company’s web site at [www.enterprisefleet.com](http://www.enterprisefleet.com) or call toll free 1-877-23-FLEET. •*

<p>For All Your HVAC Requirements</p>  <p>Twinco Supply Corp.</p>	<p><b>TWINCO LOCATIONS</b></p> <p><b>Long Island 11746</b> 55 Craven St. • Huntington Station, NY Tel: 631.547.1100 Fax: 631.547.1103</p> <p><b>Long Island City 11101</b> 10-11 38<sup>th</sup> Ave. • Long Island City, NY Tel: 718.729.0005 Fax: 718.729.3866</p> <p><b>New York City 10001</b> 548 West 28<sup>th</sup> St. • New York, NY Tel: 212.631.0555 Fax: 212.631.0776</p> <p><a href="http://www.twinco.com">www.twinco.com</a></p>
--	--

<h1>COMPRESSORS</h1>	
<p>CARRIER / CARLYLE * COPELAND * TRANE * YORK * LIEBERT * DUNHAM BUSH * DANFOSS * BRISTOL &amp; MANY MORE OILS * ACCESSORIES * FULL STOCK Certified Remanufacturer of Reciprocating, Hermetic, Screw &amp; Semi Hermetic Compressors</p>	
	<p>CALL TODAY: <b>1.800.225.7381 - 718.417.9100</b></p>
<p><b>NATIONAL COMPRESSOR EXCHANGE, INC.®</b> 75 ONDERDONK AVE, RIDGEWOOD, NY 11385</p> 	
<p><a href="http://WWW.NATIONALCOMPRESSOR.COM">WWW.NATIONALCOMPRESSOR.COM</a> • <a href="mailto:INFO@NATIONALCOMPRESSOR.COM">INFO@NATIONALCOMPRESSOR.COM</a></p>	

 <p>COMMERCIAL COMFORT SYSTEMS</p>  <p>Saving Energy with Intelligence</p>
<p>For More Information Contact Lennox Industries at 973-263-8185</p>

**Check our website regularly  
for the latest information and  
updates!  
www.accany.org**




Kevin Cirincione  
President

**COUNTY ENERGY CONTROLS, INC.**  
County Pneumatic Controls, LLC

Energy Management Systems

429 Montauk Hwy - POB 780      p: (631) 653-9124  
East Quogue NY 11942      f: (631) 653-9177  
www.countyenergycontrol.com      e: kevin@countyenergycontrol.com



**John P. Hanley**  
Northeast Regional Manager - Channel Development

jhanley@hvac.me.com | www.mehvac.com

Direct: 973.256.3690 | Mobile: 973.951.5105 | Fax: 973.256.3691

10 Zendzian Ave. | Woodland Park, NJ 07424  
facebook.com/mehvac | twitter.com/mitsubishihvac | youtube.com/mitsubishihvac



**We're your bridge to cost effective  
insurance management**

- Home Builders Insurance Program
- Remodelers Insurance Program
- Trade Contractors Insurance Program

Contact: Anthony Capone, CIC, John Glanzman, CIC, Jim Murphy, CIC  
Joseph Teixeira or Edward C. Palace

**NEWBRIDGE  
COVERAGE CORP.**

1666 Newbridge Rd      236 Main St.  
N. Bellmore, NY 11710      Center Moriches, NY 11934  
Phone (516) 781-9000      Phone (631) 325-1972  
Fax (516) 781-9172      Fax (631) 325-9065

 <http://www.newbridgecoverage.com>

# Cascade Quality Services Are Better Than Ever!

## Water Treatment

- Cooling Water
- Boiler Water
- Drinking Water
- Well / Ground Water

Scale, corrosion, biological growth, air & water born dirt & debris are expensive if not controlled properly. Total service and or advisory service programs are available that are custom designed specifically for your system.

## Cleaning Services

- Cooling Towers •Boilers
- Chillers •Piping
- "Closed" Systems
- Water & Air Cooled Condensers
- Air Handlers & Ducts •Tanks

Dirty systems are expensive, both in energy costs and downtime. Our trained service personnel and custom designed equipment and vehicles are available for prompt, cost efficient response to either emergency or scheduled cleanings.

## Rebuilding & Repair

- Cooling Towers
- Water Tanks

We restore cooling towers and tanks to original capacity at a fraction of the replacement cost.

**CASCADE**  
WATER SERVICES

113 Bloomingdale Rd.  
Hicksville, NY 11801  
Tel: (516) 932-3030  
Fax: (516) 932-0014

Licensed by: THE CITY OF NEW YORK  
DEPARTMENT OF HEALTH #20 000173, 14 000156;  
and the NEW YORK STATE DEPARTMENT OF  
ENVIRONMENTAL CONSERVATION # C1628716; All  
biocides are registered with the UNITED STATES  
ENVIRONMENTAL PROTECTION AGENCY.



Quality  
Works



By Qualifying Contractors of America

***Statement From  
Stuart S. Zisholtz, Esq.***

**Default Judgements**

When a corporation is organized, the Secretary of State receives a Certificate of Incorporation which lists the name and address of the corporation and the managing agent. If and when the corporation is sued, the plaintiff can arrange to serve the corporation by serving the Secretary of State. The Secretary of State receives the Summons and sends a copy off by Certified Mail to the address that the Secretary of State has in its file for the corporation. If that address is wrong, outdated and old, the Certified Mail will be returned to the Secretary of State. The corporation may never know about the lawsuit and default. As a result, default judgments are entered because the corporation defaulted and did nothing about the lawsuit.

After a default judgment is entered, the plaintiff has the right to attach any assets it can locate. These assets include bank accounts, inventory, equipment, etc. Many times the corporation becomes aware of the default judgment after the assets have been restrained.

Courts are usually very liberal in vacating default judgments. However, recently the Courts have been rendering decisions holding the corporation accountable for failing to advise the Secretary of State of its new address. This could have major ramifications if the lawsuit involves a negligence action because the insurance company could disclaim coverage. It could also impact the corporation where a contractor is suing for money it claims to be due and owing. If the default judgment is not vacated by the Court, any defenses that the corporation may have are moot. It is vital, therefore, that you confirm your corporate information with the Secretary of State. You can call the Secretary of State or check online at [www.dos.state.ny.us](http://www.dos.state.ny.us).

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 or the Association.

*Stuart S. Zisholtz is a partner in the law firm of Zisholtz & Zisholtz, Mineola, New York, a general practice firm specializing in Construction Law and Mechanic's Liens. He is also a member of the Greater New York Chapter, ACCA. He can be reached at 516-741-2200. •*



**PARTS ♦ SUPPLIES ♦ EQUIPMENT  
WE'VE GOT IT ALL**

Tremendous Inventory ♦ Superior Customer Service ♦ Competitive Pricing  
Fast Daily Delivery ♦ National Buying Power ♦ Shop 24 Hours Online  
Knowledgeable Counter Staff ♦ Six Convenient Locations ♦ Great Value

**WE HAVE ALL THE PARTS & PIECES TO HELP YOU GET THE JOB DONE!**



**BROOKLYN** 1600 CONEY ISLAND AVENUE, BROOKLYN, NY 11230 P:718-252-2700 F:718-692-4546  
**BALDWIN** 1593 GRAND AVENUE, BALDWIN, NY 11510 P:516-223-5511 F:516-867-2307  
**BOHEMIA** 540 JOHNSON AVENUE, BOHEMIA, NY 11716 P:631-567-4800 F:631-567-6005  
**FARMINGDALE** 135 SCHMITT BLVD, FARMINGDALE, NY 11735 P:631-293-2566 F:631-293-3545  
**RED HOOK** 75A HUNTINGTON STREET, BROOKLYN, NY P:718-522-4700 F:718-522-4770  
**NEW HYDE PARK** 11A DENTON AVENUE SOUTH, NEW HYDE PARK, NY 11040 P:516-216-1810 F:516-216-1810

**[www.johnstoneli.com](http://www.johnstoneli.com)**  
*Johnstone Supply - A Division of B&F Electric Motors, Inc.*

# WELCOME NEW MEMBER

## New Bronze Associate Member

Fujitsu General America, Inc.

**Michael Cartelli**

353 Rte 46 West

Fairfield, NY 07004

phone: 973-575-0380

fax: 973-836-0429

email: mcartelli@fujitsugeneral.com

website: www.fujitsugeneral.com

## We Want You! Join a Committee!

Call John DeLillo at 516-922-5832



HICKSVILLE, NY • ELMSFORD, NY



- Low noise levels
- Small footprint
- Simple install!



Save, Save and Save with Samsung's Smart Inverter. When reducing energy costs with an air conditioner, an inverter is a must!

Contact ACCA member  
and American Universal  
sales representative, **Scott Matalovich**  
at (516) 639-7886 or smatalovich@usginc.com  
for information on Samsung minisplits!



49-70 31st Street  
Long Island City, NY 11101  
Phone: 800-786-2075  
Fax: 718-937-9776

## Fulfilling All Your HVAC / R Needs

- In-Depth Inventory
- On-Staff Experts
- Fast Delivery

**Bronx**  
600 East 132nd Street  
Bronx, NY 10454  
Phone: 718-401-1001  
Fax: 718-401-2286

**Hauppauge**  
33 Central Ave  
Hauppauge, NY 11788  
Phone: 631-234-5500  
Fax: 631-324-5077

**Brooklyn**  
100-01 Avenue D  
Brooklyn, NY 11236  
Phone: 718-257-5700  
Fax: 718-257-5880

**Hicksville**  
225 Charlotte Street  
Hicksville, NY 11801  
Phone: 516-938-8400  
Fax: 516-938-8421

**Manhattan**  
541 West 34th Street  
NY, NY 10001  
Phone: 212-929-8400  
Fax: 212-629-5768

**Suffern**  
12 North Airmont Rd  
Suffern, NY 10901  
Phone: 845-357-3322  
Fax: 845-357-5444

**Staten Island**  
420 Bay Street  
Staten Island, NY 10304  
Phone: 718-273-0200  
Fax: 718-720-0500

**White Plains**  
80 West Post Road  
White Plains, NY 10606  
Phone: 914-946-2020  
Fax: 914-946-6822

**ABCO's Commitment:** *Pride Only In Exceeding Each Customer's Highest Expectations™*

16 Convenient Locations Throughout the Northeast

Long Island City • Brooklyn • Bronx • Manhattan • Staten Island • Hicksville, NY • Hauppauge, NY • Suffern, NY • White Plains, NY  
Stamford, CT • Totowa, NJ • Kenilworth, NJ • Philadelphia, PA • Center City, Philadelphia, PA • New Castle, DE • Somerville, MA



## Expand Your Residential Business Through Energy Efficiency



- ✓ Offer customers valuable rebates of **up to \$1,000** on the purchase of qualified equipment and services.
- ✓ Receive **cash incentives** for completing Quality Installations\*.
- ✓ Access sales training and marketing materials.

Qualifying equipment can be installed by a licensed contractor who meets all New York State and local municipality requirements.

\* Contractors may be eligible for an incentive of \$200 if they are BPI-certified as a Central Air Conditioner and Heat Pump Specialist and provide documentation that an ACCA Manual J load calculation worksheet has been completed to determine the proper size of installed equipment.

Call **1-800-430-9505** or visit [conEd.com/HVACrebates](http://conEd.com/HVACrebates) to request additional information.

## Commercial, Residential, Parts, Supplies, Tools, Accessories, Training... even sales and marketing support...



**Bohemia**  
21 CROSSWAYS EAST  
BOHEMIA, NY 11716  
Phone: (631) 588-2181  
Fax: (631) 218-8104  
Manager: Tom Rucci

**Brooklyn**  
445 CONEY ISLAND AVE  
BROOKLYN, NY 11218  
Phone: (718) 287-5927  
Fax: (718) 287-6134  
Manager: Paul Reynolds

**Farmingdale**  
175 CENTRAL AVE- Suite 300  
FARMINGDALE, NY 11735  
Phone: (631) 501-5720  
Fax: (631) 501-5733  
Manager: Andrew Casey

**Maspeth**  
48-23 55TH AVE  
MASPETH, NY 11378  
Phone: (718) 472-0200  
Fax: (718) 472-6330  
Manager: Mike Byrnes



**Everything you need, all in one place... with four locations near you!  
Ask your Territory manager about our new lead generation system!**