

IN THIS ISSUE...

- 1 President's Message
- 1 Last Minute Holiday Party Promo
- 4 Editor's Notes
- 6 Golf Outing Sponsors & Photos
- 8 Pearl - Potpourri
- 10 Enterprise - Warranty and Responsibility
- 12 Zisholtz - Contracts and Lien Time

Air Conditioning Contractors of America

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

**RETURN
SERVICE
REQUESTED**

Greater New York Contractors' NEWS



www.accany.org PLEASE ROUTE THIS PUBLICATION WITHIN YOUR ORGANIZATION December 2011

President's Message

Our last ACCA monthly event was our roundtable discussion which is always a well attended event. The topics discussed were Software, Screening & Hiring New Employees, Social Media, Technology and Parking tickets. As always, there was tremendous energy in the room that night and lively discussion. We also had our Golf outing which was a huge success. The weather was great for an October day. I learned during my first time on a golf course that golf is a sport which you can love and hate at the same time! Get ready for the Holiday party which will be on December 1st at the North Hills Country Club where



Michael Newman

Turn to President's Message on page 3

LAST CHANCE TO REGISTER!

The 2011 ACCA

Thursday
December 1st
at the
**North Hills
Country Club**
Manhasset, NY

Cocktails • Dinner
Music • Prizes
Cocktails 6:30—7:45 pm
\$110 per person

*Holiday
Gala*

Make
Your Reservations
Online at
www.accany.org
or call 516-922-5832

DON'T FORGET AN UNWRAPPED TOY FOR "TOYS FOR TOTS"

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.”

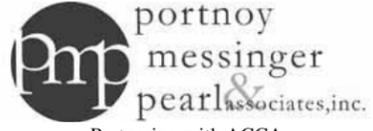
PRESIDENT'S MESSAGE *Continued from page 1*

we will be finishing out the year and my first year as President. 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 holiday party! I hope everybody has a Happy Thanksgiving!!

— **Mike Newman**



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 abpearl@pmpHR.com
516-921-3400



MAR CONTROLS INC.

4 Magnet Street
Stony Brook, New York 11790



Johnson Controls
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





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 to request additional information.

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, *Twincos 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**
- | | | |
|---|---|--|
| <p><i>Advertising/Newsletter</i>
Anthony Carbone
Donald Gumbrecht & Co.</p> <p><i>Baseball Outing</i>
Scott Berger
Nick Terran</p> <p><i>Casino Night</i>
Jim Carlson</p> | <p><i>Golf Outing</i>
Ken Ellert</p> <p><i>Holiday Party</i>
Anthony Carbone</p> <p><i>Membership</i>
Ron Nathan</p> <p><i>Political Action</i>
Anthony Carbone</p> | <p><i>Scholarship</i>
John Ottaviano</p> <p><i>Trade Show</i>
Rich Staiano
Steve Bergman</p> <p><i>Web Page</i>
Roy Bernheimer</p> |
|---|---|--|

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

PERMITS TO DO WORK

Permits to do work is in the interest of the property owner, whether it be commercial or residential. It also insures the safety of future owners who may purchase these properties. They are also a significant stream of revenue for many townships and incorporated villages. Nassau and Suffolk counties are unique compared to the five boroughs of New York City which falls within one Building Department.

In some Nassau County towns there are nine incorporated villages with nine Building Departments with different rules and different requirements. Many require that you possess a specific plumbing license to do gas work within there township or village. Reciprocal licenses are accepted and recognized for the town (such as North Hempstead) but within the town each village requires its own license application. This is quite a convoluted set up

but.....allows as annual stream of revenue to these small Building Departments.

With all these requirements to do work you would think it would discourage non-licensed/un-insured contractors... but instead it allows them to fly under the radar and entice customers to do job work without the need to file proper documents as per local codes. Is also reduces these marginal contractors expenditures and allows for low out of the garage pricing or back of the truck pricing as compared to contractors who work within the guidelines.

When work is abundant it is less noticeable because the thrust by the consumer is to find someone who can do the work, but as work is sparse it also allures consumers to look for cheaper pricing.

One contractor recommended that a limited plumbing license for HVAC contractors be implemented so that gas lines can be attached to furnaces, boilers and water heaters, and the elimination of some of the bureaucracy can take place.

What are your experiences and opinions regarding this matter????? — Anthony N. Carbone



**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

Johnstone Supply - A Division of B&F Electric Motors, Inc.

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 major 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

Member ACCA, NADCA & BOMA, NY

Undaunted by the weather washout in August, ACCA's golfers came out in force for the 33rd Annual tee off on October 24th at The Hamlet Golf and Country Club in Commack, NY. This time the weather cooperated and from early morning until on into the evening, our annual classic offered breakfast, golf, dinner, prizes and of course, the great camaraderie this event is famous for among our members.

Game highlights included the winner of the Pitch-off, Bill Mahoney, and the Lowest Score foursome; Frank DeMartino, Stephen Grieco, Anthony Martillotti and Lance Eagel.

It was a wonderful day and the Greater New York Chapter ACCA thanks all our great sponsors and contributors.

33rd ANNUAL 2011 ACCA GOLF OUTING

THANK YOU FOR YOUR CONTRIBUTION

- ABCO Refrigeration Supply Corp. *(Driving Range)*
- B&F/Johnstone Supply *(Golf Towels)*
- Chemical Specifics, Inc. *(Hats)*
- Lennox Industries *(Trophies)*
- The Amerisc Corp. *(Pitch-Off)*
- Twinco Supply Co. *(Beverage Cart Sponsor)*
- B&F/Johnstone Supply *(Breakfast Sponsor)*
- National Compressor *(Breakfast Sponsor)*
- Atlantic Contracting & Specialties Corp., LLC *(Dinner Sponsor)*
- Wallwork Group *(Dinner Sponsor)*

Gifts

- ABCO Refrigeration Supply Corp.
- B&F/Johnstone Supply
- Cascade Water Services
- Wales Darby, Inc.

Hole Sponsors

- ABCO Refrigeration Supply
- The Amerisc Corp.
- B&F/Johnstone Supply
- Chemical Specifics
- J-Mar Controls, Inc.
- National Compressor Exchange
- Patriot Supply
- PJM and Sons, Inc.
- Twinco Supply Co.

Tee Sponsors

- ABCO Refrigeration Supply
- The Amerisc Corp.
- B&F/Johnstone Supply
- Brandon Associates
- Brothers Supply Corporation
- Cascade Water Services
- GIL-BAR Industries
- J-Mar Controls, Inc.
- Master Monogram & Embroidery
- Mitsubishi Electric & Electronics
- National Compressor Exchange
- Twinco Supply Co.
- Wales Darby "Home of the Energy Learning Center"
- Fujitsu (Wales Darby)

A \$2,000 Gift Donation was made by our ACCA Chapter to the Make-A-Wish Foundation from our Golf Outing Proceeds.



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

Bad Weather

'Tis the season for bad weather and if the October snow storm in the tri-state area was any indication of what's to come, employers need to be aware of pay policy issues. In New York, employers must provide "call-in pay" to hourly workers who arrive at work and the employer directs the employee to end his/her work shift early for lack of work. A common scenario is where inclement weather prevents the employer from opening shop but the employee without any word from the employer arrives at the workplace ready to work. Another is when the inclement weather forces the shop to close early. In such cases, where the employee had no prior notice and where the employer cuts the employees shift early, employees are due "call-in pay" for at least 4 hours or the number of hours in the regularly scheduled shift, whichever is less, at the basic minimum wage rate. If the employee works over 4 hours and his/her shift is cut short, the employee must be compensated for hours actually worked.

Bonuses

Employers should distinguish bonus payments and commissions in a written statement. Bonuses that are discretionary are not considered part of weekly wages for purposes of overtime. Commissions are wages. Employees who do not customarily receive commissions may misconstrue them as bonuses. Employers cannot vary this wage payment without notice and acknowledgement from the employee. For this reason, it is essential to comport with NYS law that requires all employers to obtain written acknowledgement from each of their employees stating their rate of pay and any other forms of remuneration including commissions. These forms are called for by "Section 195" of the NY Labor Law. Additionally, if the employee should receive commissions, that employee must, under New York law, have a written commission agreement setting forth the rate and terms of commissions with the employer.

Kevin Hughes
Area Sales Manager
Paul Babinelli
Account Executive
718-458-7920, ext. 303
paul.m.babinelli@erac.com



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

Vacation and Holiday Pay

This is also the season when employees use their vacation time and look forward to holiday pay. As a reminder, if an employer agrees to pay or provide such benefits, the employees must be given the benefit or payment within thirty days of when they are due. These agreements will be strictly enforced against the employer. Other benefits and wage supplements that fall under this umbrella include expenses, health, welfare and retirement benefits and separation pay. Thus, employers need to provide clear written policies in addition to the wage notice required by Section 195.

Holiday Parties

Not only do holiday parties hosted by employers demonstrate appreciation of employees, they also keep tradition alive and boost company morale. However, every large gathering brings attendant risks and concerns. Several employee-related lawsuits suggest ways employers should protect themselves. These steps will assist employers or party hosts in avoiding legal pitfalls:

1. Employees should be reminded, prior to the event, that it is a **professional gathering** in honor of work well done rather than to celebrate a religious event.
2. **Choose the venue wisely.** Firms with multiple operations or departments should issue instructions describing suitable venues for year-end parties. Employees have brought suits against firms



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

whose local offices have held parties at inappropriate locations, such as those considered sexually offensive or discriminatory.

3. Check accessibility. Before choosing a party venue, make sure it's accessible to any employees with disabilities or special needs.

4. Restrict alcohol consumption. Work with the caterer, restaurant, or bar to limit the number of alcoholic beverages served to employees. Use drink tickets to help control consumption. If the party includes a cash-bar, provide free non-alcoholic drinks for designated drivers.

5. Employers should strongly encourage people to drink responsibly. The employer/host should not give someone who is drunk more alcohol.

6. Assess ability of attendees to get home safely. Appoint a company supervisor to consider whether an employee or other attendee can drive or otherwise get home safely, and make appropriate travel arrangements for them if necessary.

7. Brief supervisors. Remind supervisors that office parties are an extension of the workplace and they need to respond to discrimination or harassment situations as they would during the course of business. Provide a brief overview to supervisors of company policies regarding the party, alcohol, and sexual harassment.

8. Employers should never provide alcohol or access to alcohol to employees, interns or volunteers under the age of 21.

9. Investigate all complaints. Failure to respond to complaints can lead to greater liability than what results from the alleged misconduct. Don't dismiss any complaints associated with the company's holiday party without conducting a prompt and thorough investigation and taking remedial action if warranted.

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

LENNOX
COMMERCIAL COMFORT SYSTEMS

ENERGENCE™
Saving Energy with Intelligence

For More Information Contact Lennox Industries at 973-263-8185

10. Avoid business purpose by (1) not offering compensation for attendance; (2) having attendance be voluntary; and, (3) limiting the number of clients.

Happy Holidays

Happy holidays from PMP. If you would like to consult with one of our highly skilled HR professionals and invest in your work force, contact us at PMP HR Consulting. We can help you set policies in writing and provide staff training to meet your specific business needs. I may be reached at ABPearl@PMPHR.Com. •

Chapter Donates \$1,000 to "Lead The Way" Fund

The Greater New York Chapter, ACCA has donated \$1,000 to Lead the Way Fund.

Lead the Way Fund, Inc. is a non-profit organization established to raise funds in support of disabled U.S. Army Rangers and the families of Rangers who have died, have been injured or are currently serving in harm's way around the world. Lead the Way Fund, Inc. will provide spouses and children of deceased, disabled or active duty Rangers with assistance for health and wellness programs and other services determined to be vital to the family's well-being. •



CEC

Kevin Cirincione
President

COUNTY ENERGY CONTROLS, LLC
A wholly owned subsidiary of County Pneumatic Controls, Inc.

Web-Based 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

**MITSUBISHI
ELECTRIC**

Cooling and Heating Solutions
www.mitsubishicomfort.com

John Hanley
973.256.3690
jhanley@hvac.me.com

ENERGY STAR PARTNER

Warranty & Responsibility

By Kelly Hiner/Enterprise Fleet Management

Businesses with a fleet of vehicles could save thousands of dollars each year in repair expenses just by reading and following the recommendations spelled out in the warranty booklet that comes with every vehicle. But all too often the warranty booklet stays tucked away unopened in the glove compartment until the business finds out that the warranty will not be honored by the manufacturer due to negligence or lack of required preventative maintenance. And, by then it's too late.

Each manufacturer's warranty is different and even the same manufacturer's warranty can vary year to year, so it's important to stay up-to-date especially as new vehicles are added to a company's fleet. What may have been covered previously may either no longer be covered or required intervals for preventative maintenance may have changed.

If the vehicle's warranty booklet is lost or misplaced, it may be possible to access the information on the manufacturer's website. Most, if not all, manufacturers also have a toll free number that you can call to order an additional booklet. Although there may be a small charge for the booklet, it is a lot less expensive than not qualifying for warranty coverage on an expensive repair.

Working with a professional fleet management company that is familiar with every manufacturer's warranty can help a business stay up-to-date with required maintenance schedules that comply with the manufacturer's recommendations. In addition, because each and every receipt for work done on a vehicle may be documented and recorded by the fleet management company, if a dispute arises over warranty coverage, having a comprehensive detailed record makes a huge difference.

The most common warranties are bumper-to-bumper and powertrain. Bumper to bumper covers a majority of the vehicle's components, including air conditioning, but not maintenance and wear-and-tear items such as brake pads, alignments and fluid replacement services; powertrain covers everything from the engine and transmission-transaxle-transfer case to front-wheel and rear-wheel drive assemblies.

In addition to other warranties that may cover emissions and safety components, sheet metal corrosion and rust-through, there may be provisions for roadside assistance, towing for mechanical breakdown, and transportation assistance if a vehicle is not operable and must be kept overnight for warranty repairs.

However, coverage can be denied if the manufacturer's recommended maintenance is not completed or if there are other signs of neglect or abuse. For example, in addition to regular oil changes, it's just as important to check the oil level in your vehicle's engine on a regular basis. Similarly, it's important to understand that a vehicle with extended idle times requires oil changes at much shorter intervals than generally recommended.

The bottom line is that the quickest and easiest way for a business to avoid paying for unnecessary repairs or those that may already be covered by a manufacturer's warranty is to be familiar with the warranty coverage for every vehicle in its fleet, require drivers to adhere to all recommended maintenance schedules, and document with receipts work done on every vehicle.

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 or call toll free 1-877-23-FLEET. •

COMPRESSORS

CARRIER / CARLYLE * COPELAND * TRANE * YORK *
LIEBERT * DUNHAM BUSH * DANFOSS * BRISTOL & MANY MORE
OILS * ACCESSORIES * FULL STOCK
Certified Remanufacturer of Reciprocating,
Hermetic, Screw & Semi Hermetic Compressors



CALL TODAY:
1.800.225.7381 - 718.417.9100

NATIONAL COMPRESSOR EXCHANGE, INC.
75 ONDERDONK AVE, RIDGEWOOD, NY 11385



WWW.NATIONALCOMPRESSOR.COM • INFO@NATIONALCOMPRESSOR.COM

The New Truck You May See Around Your Neighborhoods, Replacing National Grid Vehicles



According to its website, (www.homeserveusa.com) HomeServe USA has been providing home emergency repair plans in the US since 2003. A wholly owned subsidiary of HomeServe PLC, they claim to be the world leader in providing home emergency repair plans directly to homeowners in conjunction with their utility partners. HomeServe PLC has operations in the US, UK, France, Spain, Italy, and Belgium. In the US alone, they are currently servicing over 1.4 million contracts, under 21 utility partner brands and directly to consumers via the HomeServe name across 36 states. •

It's not too early to plan ahead!

Annual ACCA Conference & Indoor Air Expo



ACCA 2012
LAS VEGAS | MARCH 5-8

It's only 6-months 'til the Mets & Reds
Meet on June 15th at
ACCA's Night Out With the Mets!



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 4
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



Statement From Stuart S. Zisholtz, Esq.

Contracts and Lien Time

Where a contract is entered into and this becomes especially applicable for material suppliers, there is an occasion when not all of the materials can be delivered at the same time. If a contractor orders sheet rock, for example, for a 26-story building that is being constructed, it is foolhardy and ridiculous to expect 26 floors worth of sheet rock to be delivered at the same time. As a result, the agreement is usually made that the materials will be delivered as called for by the contractor or the owner.

You might have to build two floors at one time, three floors at another time, etc.

Where there is one contract for the delivery of all of the materials for the building, the claim is lienable from the very first day, even if the lien time extends beyond the eight-month period. Thus, you have the one contract dated February 1. Your lien time would ordinarily run out September 30.

If you were making deliveries pursuant to that one contract in October, November and December, etc., you have a right to lien the job for the entire delivery going back to February.

What happens when there is not one contract but, instead, multiple orders from the owner or contractor for materials? Is the

supplier required to file multiple mechanic's liens for each order or can he file one lien for all of the separate orders?

It used to be that the supplier was required to file multiple liens for each order. The concept was that the supplier who received an order for sheetrock on February 1 did not know he was going to get another call on July 15 for more sheetrock. Each order was independent of each other.

The Courts, however, have held that where there is an "open account", the lien time starts to run from the last order. How the Court's define an "open account" is unclear. If the supplier did not expect a call for more materials on July 15, is the account still an "open account"? These issues will ultimately have to be litigated in the future. In the meantime, get your lien filed as soon as you can to protect your interests.

NEVER LET YOUR LIEN TIME EXPIRE!

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

We recently completed our 4th edition of our pamphlet "Mechanic's Liens: What's it all about?". Please contact us if you would like a free copy.

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.

Become a LIPA Cool Homes Contractor

Earn more with LIPA contractor incentives every HVAC season!



Becoming a LIPA Cool Homes contractor can mean more business for your business. LIPA's comprehensive Cool Homes Program for contractors includes:

- Educational seminars, taught by independent trainers, on proper equipment sizing using ACCA Manual J and airflow and system charging.
- Additional HVAC technician self-development courses available online through vocational training companies. Visit www.lipower.org/commercial/trade/online. Special discounts are offered when registering through the LIPA Web site.

Learn more about LIPA's exciting customer and contractor incentives. Call 1-800-692-2626, or visit www.lipower.org/efficiency

LIPA...working with you for a more energy-efficient Long Island.

The Cool Homes Program is part of LIPA's Efficiency Long Island initiative, a groundbreaking, 10-year effort to increase energy-efficiency and reduce greenhouse gas emissions on Long Island.



Things are looking up at BLACKMAN



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

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



BLACKMAN
PLUMBING/HEATING/COOLING SUPPLIES
www.blackman.com

Manhattan212-337-1000
Flushing718-939-7200
Queens Village718-479-5533
Lynbrook516-593-3100
Mineola516-742-1011
Hicksville516-931-6144
Huntington631-271-0500

Wantagh516-785-6000
Bohemia631-567-1551
Medford631-475-3170
Rocky Point631-744-1955
Riverhead631-727-4800
Southampton631-283-1500
General Offices631-823-4300

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

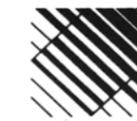
- Cooling Towers
- Water Tanks

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



An Accredited Contractor of Excellence



Rest easy.

Your Totaline® sales center has got you covered.

You have a lot on your mind – you're a busy HVAC/R pro with new challenges to meet every day. That's why your Totaline sales center is the one-stop shop for all your HVAC/R needs. From after-market motors and compressors to thermostats and IAQ products, we'll help you get the job done. Need chemicals, tools, fittings, and installation items? Or maybe the little things, like duct tape and wasp spray? We've got those, too. And remember – we carry a full line of Factory Authorized Parts, which provide an exact-fit, drop-in replacement on Carrier®, Bryant®, and Payne® products.



Reminder: You know we're full of hot air.

But did you know that we're also all wet?

Ask about hydronic heating solutions from:



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

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

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

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

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

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

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

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



ABCOR'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