

## IN THIS ISSUE...

- 1 President's Message
- 1 No August Meeting
- 2 ACCA Golf Outing Notice
- 4 Editor's Notes
- 6 Night Out With The Mets Photos
- 8 Pearl - Calls To "Ban The Box"
- 10 Cocktail Party Photos
- 12 Zisholtz - Understanding & Reviewing Contracts

## 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 2014

## President's Message



Al Trudil

**J**UNE WAS A BUSY MONTH FOR US; first we had the cocktail party at Burton & Doyle in Great Neck. This was a great night of networking with friends and associates. Next we had the Night at The Met's game which was well attended with over 1,000 tickets sold. ABCO's truck was there handing out snacks and shirts. Thank you to the baseball committee and the cocktail party committee for doing such a great job as usual.

Well summer is here and so are the service calls. After speaking to other owners the consensus is that everyone

*Turn to President's Message on page 3*

**There Is No Membership Meeting In August And The Greater New York Contractors' NEWS Does Not Publish In August. Don't forget to make your online reservation for the 36th Annual ACCA Golf Outing on Monday, August 11th. [www.accany.org](http://www.accany.org) Have a great summer!**

**Who we are** — ACCA is a non-profit association serving more than 60,000 professionals and 4,000 businesses in the HVACR community. We work together to promote professional contracting, energy efficiency, and healthy, comfortable indoor living for all Americans.



SPECIALIZING IN  
INSURANCE PROGRAMS  
FOR THE HEATING, VENTILATION AND  
AIR CONDITIONING INDUSTRY FOR OVER 25 YEARS!

COMMERCIAL INSURANCE - HEALTH & LIFE  
BOND - PERSONAL INSURANCE

CONTACT FRANK ABBATIELLO  
TEL: 516-419-4029  
FAX: 610-537-2217  
E-MAIL: FRANK.ABBATIELLO@USI.BIZ  
WWW.USI.BIZ



# ACCA 36th Annual Golf Outing

**Monday, August 11, 2014**



**Book Early  
Registration Limited**

*Details & Online Reservations  
at [www.accany.org](http://www.accany.org)*



**THE  
HAMLET  
GOLF & COUNTRY CLUB**  
Commack, NY



## PRESIDENT'S MESSAGE

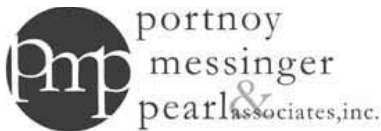
*Continued from page 1*

is getting busy with tune ups and new compressor change outs. Hopefully this means we will have a great year.

Don't forget our golf outing August 11, 2014 at the Hamlet Golf and Country Club in Commack. See our website for more information. Our next meeting will not be until September. Hope everyone has a profitable summer. — *Al Trudil*

**Check our website regularly for the latest information and updates!**

**[www.accany.org](http://www.accany.org)**



Partnering with ACCA

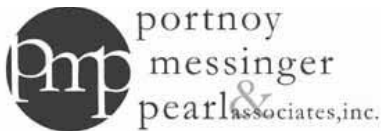
for Comprehensive Human Resource Solutions

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](http://www.pmpHR.com) [abpearl@pmpHR.com](mailto:abpearl@pmpHR.com)  
516-921-3400

## ACCA Directors at Work at May Board Meeting. You Can Join Them!



**ACCA board members at work on May 1st. Join them and add your ideas. Call John DeLillo at 516-922-5832**



**Enterprise**  
fleet services

8334 23rd Avenue  
East Elmhurst, NY 11376  
718-458-7920  
[www.enterprise.com/fleets](http://www.enterprise.com/fleets)

**Kevin Hughes**  
Area Sales Manager

**Paul Babinelli**  
Account Executive

718-458-7920, ext. 303  
[paul.m.babinelli@erac.com](mailto:paul.m.babinelli@erac.com)

## ACCA Greater NY Chapter

### Officers

*President*

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

*Treasurer*

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

*Secretary*

Brian Aull, *Atlantic Contracting & Specialties* - 914-226-8475

*Past-President*

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

*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

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

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

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

Jimmy Moyan *First Choice Mechanical Inc.* - 718-454-4101

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

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

Dyami Plotke, *Roof Services* - 631-666-3232

Gregory Reddock, *FOA and Son* - 516-228-1234

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

### Advisory Council

Robert Berger (retired)

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

Scott Berger, *Arista Air Conditioning Corp.* – 718-706-4422

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

This Spring brought a slow start to the air conditioning business of the Metro New York area. We went into June with cool weather and many residential clients did not turn on their central air systems until June 15th.

Therefore, the gradual start up did not occur until all at once causing a deluge of service calls and no cool calls.

Considering the horrific winter we experienced in 2013 – 2014, I would imagine people might be curious to see if their units survived the cruelty of winter. As humans we usually tend to wait until the last minute. This year was shortened with the summer weather beginning late.

Interesting to hear was the R-22 "shortage" refrigerant was somewhat a figment of the imagination as thirty (30) pound tanks began to drop in prices. In addition R-22 units were being gobbled up by the contractors for retrofit replacements. Many contractors were told supplies were dwindling and certain sizes were not available. It's nice to see the economy is on the move and some clients who put off replacement units are back in the marketplace.

So, enjoy the influx while it lasts and enjoy your summer.

— **Anthony N. Carbone**

**Atlantic**  
Contracting & Specialties

**BRIAN AULL**  
ACCOUNT MANAGER  
baull@atlanticcontracting.com  
CELL: (631) 804-1899

"Commercial & Industrial Insulation"  
"Committed to Service & Quality"  
atlanticcontracting.com

925 Saw Mill River Road  
Yonkers, NY 10710

OFFICE: (914) 226-8475  
FAX: (914) 226-8480

TEL. (718) 387-1165

FAX (718) 387-1167

*Brooklyn Fan & Blower Sales Co. Inc.*

DISTRIBUTORS SINCE 1918  
AIR MOVING EQUIPMENT - UNIT HEATERS  
www.brooklynfan.com

177 North 7th Street  
Brooklyn, NY 11211

**RICHARD STRASSLER**  
rich@brooklynfan.com

For All Your  
HVAC Requirements

**TWINCO**



Twinco Supply Corp.

### TWINCO LOCATIONS

**Long Island 11746**  
55 Craven St. • Huntington Station, NY  
Tel: 631.547.1100 Fax: 631.547.1103

**Long Island City 11101**  
10-11 38<sup>th</sup> Ave. • Long Island City, NY  
Tel: 718.729.0005 Fax: 718.729.3866

**New York City 10001**  
548 West 28<sup>th</sup> St. • New York, NY  
Tel: 212.631.0555 Fax: 212.631.0776

www.twinco.com

**MITSUBISHI  
ELECTRIC**

COOLING & HEATING  
Live Better

**John P. Hanley**

Northeast Regional Manager - Channel Development

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

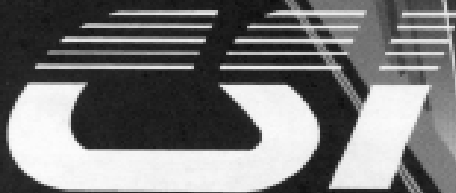
Direct: 973.256.3690 | Mobile: 973.951.5105 | Fax: 973.256.3691

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

# 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



# Thanks To All These Great Sponsors Of Our Night With The Mets

**ABCO Refrigeration Supply Corp.  
(MAJOR SPONSOR)**

**Airdex Inc.**

**ALL HVAC Service Co.**

**BOHN**

**Cascade Water Services**

**John F. DeLillo CPA**

**Dupont**

**Emerson**

**Luxaire Make A Wish**

**Mitsubishi Electric**



storms. hurricanes. heat waves.



Looks like a new business opportunity.

Your customers are already at home with Honeywell, one of the most trusted names in home comfort. Offer them Honeywell automatic home standby generators so the things that matter most—HVAC, communication, security and more—are available during a power outage. The need for reliable backup power is growing. Become a Honeywell generator dealer and grow with it. Visit [www.honeywellgenerators.com](http://www.honeywellgenerators.com).

**Honeywell**

For more information contact **Scott Matalovich**  
American Universal 120 New South Road, Hicksville, NY 11801  
cell: (516) 639-7886 • office: (516) 348-7750

To learn more, go to [honeywellgenerators.com](http://honeywellgenerators.com) or call 1-855-GENINFO (436-4636)  
Generac Power Systems, Inc. Waukesha, WI 53189 U.S.A.  
The Honeywell trademark is used under license from Honeywell International Inc.  
©2011 Generac Power Systems, Inc. All rights reserved.

# JOHN F. DELILLO

*Certified Public Accountant*

**ACCOUNTING  
TAX & BOOKKEEPING SERVICES  
BUSINESS VALUATIONS**

*SPECIALIZING IN THE  
HVAC INDUSTRY*

*CERTIFIED  
QUICKBOOKS PROADVISED*

**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)**



REFRIGERATION SUPPLY CORP.®

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

**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

## Fulfilling All Your HVAC / R Needs

In-Depth Inventory On-Staff Experts Fast Delivery

**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

# 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

## State and Local Governments Heeding Calls to “Ban the Box.”

For the past few years employee rights groups have been pushing for legislation that makes it unlawful to ask about criminal history on an employment application. The movement, known as “ban the box” (named after the box applicants check when asked if they have ever been convicted of a crime) has now successfully pushed through laws in twelve states and dozens of counties and municipalities.

The ban the box movement arose from concerns over increasing incarceration rates for non-violent crimes such as drug possession. According to a recent study by the National Employment Law Project more than 65 million Americans have a criminal record that could show up on a routine background check. That amounts to about one in four adults. Thus, activists and lawmakers are concerned that the stigma associated with a criminal record could prevent these people from finding jobs.

It is already illegal in many states, including New York, to discriminate, *absent a legitimate business reason*, against prospective or current employees with criminal records. Moreover, the U.S. Equal Employment Opportunity Commission has found that taking an adverse employment action against an individual for having a non-job related criminal conviction has the effect of being discriminatory, since certain minorities have higher incarceration rates.

What the ban the box advocates hope to achieve is to completely eliminate questions regarding criminal histories from employment applications. Up to now, four states have ban the box laws which apply to private employers (Hawaii, Massachusetts, Minnesota, and Rhode Island). In addition numerous local governments have passed similar legislation, including: New Haven, Atlanta, Chicago, Indianapolis, Baltimore, Detroit, Minneapolis, Newark, Atlantic City, Buffalo, Rochester, and Philadelphia. Some of these cities, such as Newark even go as far to only permit a background check after a conditional offer of employment is made. That means that you must hire the employee, on the condition that they pass the background check, and then perform the

check. This greatly increases the risk of discrimination suits if the employee is ultimately not hired for having a criminal record.

Furthermore, even where a permissible background check is conducted, an employer cannot make an adverse hiring decision unless there was a conviction, and that crime is job related. For example, an employer may be justified for not hiring a bookkeeper who was convicted of embezzlement, but not if they were convicted of public intoxication. Some other factors employers should consider is the severity of the crime, and the length of time since the conviction.

Despite these laws, employers should still engage in some type of background check, especially where employees interact with the general public. If an employee has a criminal record that includes a history of violence, and that employee assaults a member of the public, the company may be liable for negligent hire.

Thus employers must walk a fine line between avoiding liability for discrimination and for negligent hire. In light of the expanding ban the box movement the following procedures are suggested:

- Employers should remove questions regarding criminal records from their employment application.
- Employers should prepare a second form to be issued during the interview process which inquires into criminal history (be sure to ask about criminal *convictions* rather than arrests or criminal records).
- If your company performs background checks through a third party they would investigate criminal history. However, be sure to review with your background check vendor that they are in compliance with state and local rules.
- In locations where criminal record inquiries are prohibited until a conditional offer is made, employers must first conditionally offer the position and then ask about any criminal record. If this is the case, employers must be especially careful an adverse decision is made once the criminal history is revealed.

What makes this issue particularly confusing is the multitude of laws and regulations across local, state and federal governments. It is strongly recommended that you review both your state and local laws, and take all necessary steps to make sure you are in compliance, including revising your company’s employment applications. Please contact me at (516) 921-3400 to determine what actions your company should be taking.

If you need any assistance with regard to this or any other labor or employment matters please contact me at [Abpearl@pmpHR.com](mailto:Abpearl@pmpHR.com) or (516) 921-3400. •



# ACCA Publishes Quality Maintenance Checklist For Building Owners

ACCA has published a new Commercial Quality Maintenance Checklist. This new checklist, which is based on ANSI/ACCA/ASHRAE 180 Standard Practice for Inspection and Maintenance of Commercial Building HVAC Systems, will help building owners and operators select a contractor to perform maintenance on their heating and cooling systems.

ACCA's Commercial Quality Maintenance Checklist features seven questions that building owners and operators should ask contractors submitting maintenance proposals. Each question has an explanation for why it is important and a space for recording each contractor's response.

The new Quality Maintenance Checklist is available for free download at [www.acca.org/buildings/](http://www.acca.org/buildings/). If you have questions about the checklist you can contact **Luis Escobar**, ACCA's manager of codes & standards at [www.acca.org](http://www.acca.org).

## Registration Open For Service Managers Forum

Registration is now open for the ACCA Service Managers Forum, which is taking place October 9 –10 at the Sheraton Charlotte Hotel in Charlotte, NC. This event is presented by ACCA and the ACHR NEWS.

Contractors can register with early bird pricing of \$395 until August 15. Prices will increase \$100 after that date. Details and registration are available at [www.servicemanagersforum.com](http://www.servicemanagersforum.com) or by calling Vickie Ellis at 703-824-8856.



**Kevin Cirincione**  
President

**COUNTY ENERGY CONTROLS, INC.**  
County Pneumatic Controls, LLC  
Energy Management Systems

429 Montauk Hwy - POB 780  
East Quogue NY 11942  
[www.countyenergycontrol.com](http://www.countyenergycontrol.com)

p: (631) 653-9124  
f: (631) 653-9177  
e: [kevin@countyenergycontrol.com](mailto:kevin@countyenergycontrol.com)

## 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](http://WWW.NATIONALCOMPRESSOR.COM) • [INFO@NATIONALCOMPRESSOR.COM](mailto:INFO@NATIONALCOMPRESSOR.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





# Cocktails & Hors d'oeuvres at Burton & Doyle





# An ACCA Meet, Greet and Network Evening



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

### **Understanding and Reviewing Contract Documents**

I have continuously written and lectured on the importance of reviewing and understanding your contract documents. Many times it is the difference between collecting and not collecting. The following scenario is a perfect example of a subcontractor not reviewing the terms of the agreement before commencing with the work.

In a recent case, a subcontractor was issued a term sheet. The term sheet required the subcontractor to sign the subcontract, permitted the general contractor time to execute the subcontract, and excluded the general contractor from being obligated under the contract or have any liability for work performed or anticipated profits if a fully-executed contract was not returned to the subcontractor.

A fully-executed contract was not forwarded to the subcontractor. The subcontractor claimed that the general contractor verbally agreed upon all of the material terms of the subcontract, including the price.

The subcontractor argued that it was awarded the subcontract and directed to proceed with the work.

After performing work on the project, the general contractor advised the subcontractor that it was not awarded the subcontract and requested the subcontractor leave the project.

An action was instituted by the subcontractor against the general contractor to recover the balance due as well as anticipated profits. The general contractor argued that it was entitled to terminate the subcontractor because it had clearly stated its intention to be become bound under the agreement only after a signed written subcontract was delivered to the subcontractor. Since the term sheet was approved and accepted by both parties, the agreement did not come into effect until such time as a fully executed subcontract agreement was delivered to the subcontractor.

The lower court dismissed the complaint and the Appellate Division affirmed. The Appellate Division reasoned that the general contractor's conduct after the issuance of the term sheet did not waive or modify the terms of the term sheet, nor did it act as an implied acceptance of the underlying unexecuted subcontract. The Appellate Division found that the term sheet was a pre-contractual notice to the subcontractor and the subcontractor was bound by its terms.

Had the subcontractor reviewed and understood the various terms and conditions of the term sheet and the contract, it would have never commenced with work on the project and been in this situation.

Never let your lien time run out!

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.*



**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  
N. Bellmore, NY 11710  
Phone (516) 781-9000  
Fax (516) 781-9172

236 Main St.  
Center Moriches, NY 11934  
Phone (631) 325-1972  
Fax (631) 325-9065

<http://www.newbridgecoverage.com>



- HEATING & AIR CONDITIONING PARTS • MOTORS
- RANGE, REFRIGERATION & LAUNDRY PARTS
- TOOLS & INSTRUMENTS • SHOP & SAFETY EQUIPMENT
- PUMPS • ELECTRICAL EQUIPMENT & SUPPLIES

**JOHNSTONE SUPPLY**

NATIONAL SUPPLIER TO THE SERVICE INDUSTRY

**DREW GARDA**

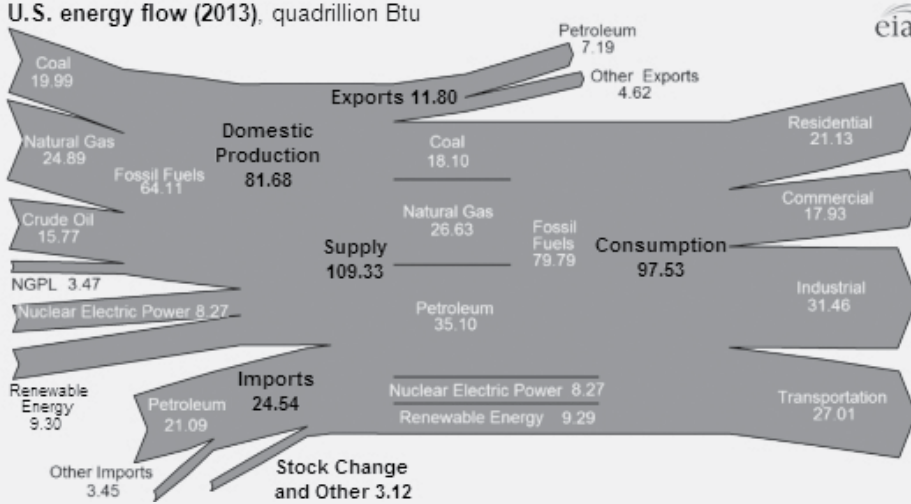
PHONE 718-545-4896  
FAX 718-274-4972

27-01 BROOKLYN QUEENS  
EXPRESSWAY WEST  
WOODSIDE, NY 11377



# Domestic Production Satisfied 84% Of Total U.S. Energy Demand In 2013

U.S. energy flow (2013), quadrillion Btu



**Source:**  
U.S. Energy Information Administration

**Note:** Supply equals domestic production, plus imports, plus stock change and other. Consumption equals supply minus exports.

Total U.S. energy production reached 81.7 quadrillion British thermal units (quads) in 2013, enough to satisfy 84% of total U.S. energy demand, which totaled 97.5 quads. Natural gas was the largest domestically produced energy resource for the third year in a row and, together with the other fossil fuels (coal, crude oil, and hydrocarbon gas liquids), accounted for more than three quarters of U.S. energy production. In total, the United States consumed 97.5 quads of energy, 82% of which was fossil fuels. Renewable and nuclear energy made up 10% and 8%, respectively, of U.S. energy consumption. — *U.S. Energy Information Administration (eia)*

Schwank INNOVATIVE HEATING SOLUTIONS    Comfort Aire    TRANE It's Hard To Stop A Trane®    SKYMARK INTERNATIONAL    TheUnicoSystem

## NEW BRANCH in Brooklyn

Summer Hours: 7:00 AM – 5:00 PM

Regular Hours: 7:30 AM – 5:00 PM



NEW SUNSET INDUSTRIAL PARK  
36 20TH STREET, BLDG. 6  
BROOKLYN, NY 11232

Telephone: 718-499-2224  
Fax: 718-499-2241

**InCliCo**  
Indoor Climate Company  
www.inclico.com

102 Lauman Lane  
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





**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!**

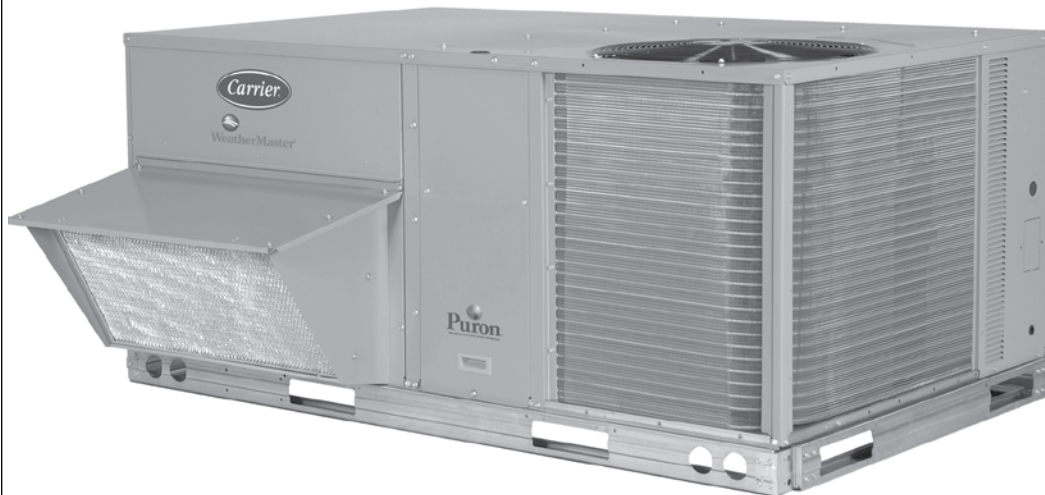


BROOKLYN	1600 CONEY ISLAND AVENUE, BROOKLYN, NY 11230 P:718-252-2700 F:718-692-4546
BALDWIN	1593 GRAND AVENUE, BALDWIN, NY 11510 P:516-223-5511 F:516-867-2307
BOHEMIA	540 JOHNSON AVENUE, BOHEMIA, NY 11716 P:631-567-4800 F:631-567-6005
FARMINGDALE	135 SCHMITT BLVD, FARMINGDALE, NY 11735 P:631-293-2566 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.*

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



**NEW YORK  
(METRO AREA/  
DOWNSTATE**

**BOHEMIA**

21 Crossway East, Suite C  
Bohemia, NY 11716  
631-588-2181  
631-218-8104 FAX  
Tom Rucci

**BROOKLYN**

445 Coney Island Avenue  
Brooklyn, NY 11218  
718-287-5927  
718-287-6134 fax  
Paul Reynolds

**ELMSFORD**

1 Westchester Plaza  
Elmsford, NY 10523  
914-593-7160  
914-345-0903 fax  
Jeff Marra

**MASPETH**

48-23 55th Avenue  
Maspeth, NY 11378  
718-472-0200  
718-472-6330 fax  
Horace Cummings

**MINEOLA**

23 Roselle St.  
Mineola, NY 11501  
516-941-0130  
516-741-3438 fax  
Scott Brothers

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