

IN THIS ISSUE...

- 1 President's Message
- 1 June Cocktails & Hors d'Oeuvres
- 2 Golf Outing Promo
- 4 Editor's Notes
- 6 Ottaviano - VRF System Ratings
- 7 Welcome New Members
- 9 ACCA Joins NASEO
- 7 ACCA Night Out With The Mets
- 10 Pearl - Potpourri of Important Items
- 11 May 10 Meeting Photos
- 12 Enterprise - Avoiding Collisions No Accident
- 14 Zisholtz - Construction Manager or GC

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

JUNE 2012

President's Message



Michael Newman

R-22 is the hot topic for our industry these days. For the May meeting Paul Sullivan from Honeywell explained the phase out process of R-22, reviewed recommendations for R-22 replacements, discussed oil/refrigerant relationships, advised on which refrigerants to stay away from and much more. I would like to thank Twinco Supply for helping to put this program together!

This month please join us for the June Networking Cocktail hour. It will be a night just to relax, exchange

Turn to President's Message on page 3

You are invited to Il Bacco's Rooftop Garden for Cocktails & Hors d'Oeuvres

A quaint oasis of greenery and plush outdoor seating, offering an inviting and charming retreat for enjoying the comfort of cocktails and hours d'oeuvres while stargazing.


...in case of inclement weather a rain date will be provided. Check our website.




253-24 Northern Boulevard, Little Neck, NY 11362-1414
(718) 224-7657

THURSDAY, JUNE 7th
7-9 PM • \$40 per person
Reserve early – bring guests
reserve online at www.accany.org


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*

business cards and have a good time. Hope to see you there!!
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*

Check the ACCA national website, www.acca.org, regularly for up-to-date information on our industry.

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
Email: john@johndelillocpa.com

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

- | | | |
|---|--|---|
| <ul style="list-style-type: none"> <i>Advertising/Newsletter</i> Anthony Carbone Donald Gumbrecht & Co. <i>Baseball Outing</i> Scott Berger Nick Terran <i>Casino Night</i> Jim Carlson | <ul style="list-style-type: none"> <i>Golf Outing</i> Ken Ellert <i>Holiday Party</i> Anthony Carbone <i>Membership</i> Ron Nathan <i>Political Action</i> Anthony Carbone | <ul style="list-style-type: none"> <i>Scholarship</i> John Ottaviano <i>Trade Show</i> Rich Staiano Steve Bergman <i>Web Page</i> Roy Bernheimer |
|---|--|---|

ACCA
34th Annual
Golf Outing

Monday, August 6th, 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





**THE
HAMLET**

GOLF & COUNTRY CLUB

Commack, NY

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

Even with the air conditioning season beginning early this year, there are other events that are stirring this economy.

The oil to gas conversion market is alive and well. With a significant disparity between the operation costs of using fossil fuel oil and natural gas heat. There is a 40% difference. It's hands down the payback is there and it comes in less than five years for most residential customers. Abandoning the underground 500 – 1000 gallon time-bomb that stores the oil is a good value, not only for environmental reasons but for many home owners insurance policies.

Recently, National Grid – the Long Island Utility has converted to a new web-site portal. It appears a recent change in the oil to gas program in regards to subsidized boilers has changed. Previously National Grid would provide a reduced price Burnham Boiler in conjunction with a oil to gas conversion. In essence, the utility was subsidizing the program to entice consumers to make the change over.

Now the boilers will no longer be subsidized but the contractor still may order them through the utility to be

delivered to the consumer. In turn the new Natural gas client of National Grid would receive a Visa Cash Card for approximately \$400 – \$600 to use within a six month period once activated. Ostensibly, it appears the utility is getting out of the discount boiler business and the new “incentive” is the Visa Cash Card.

So the question arises, why are we as contractors buying full priced boilers from the utility? The utility is not a supply house. What if the customer decides **yes** - they will convert but we chose to use a less expensive or alternate European boiler and just allow the conversion client to receive the ‘Visa Cash Card’. Well, evidently this is not part of the program according to Jim Madsen over at National Grid.

Why does a utility need to meddle in a contractor's private business? The end result should be the insured, licensed contractor converts the house from oil to gas and upon inspection and completion, the utility incentive should be sent to the homeowner. These middle men tactics are time consuming and administratively expensive! Do You Agree?.....Let Me Know..... — *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 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

Member ACCA, NADCA & BOMA, NY

VRF System Ratings and Qualifying for Demand Side Incentives

By John Ottaviano/Air Ideal

The American Heating and Refrigeration Institute (AHRI) has finally developed a new certification program for variable refrigerant flow multi-zone split air conditioners and heat pumps. In years past, systems manufactured by Mitsubishi, Daikin,



LG and the like were unable to qualify for utility rebates and Federal tax incentives because there was no way to rate their efficiency performance. This was primarily because multi-zone ductless and ducted VRF systems had so many potential variations of installed

indoor components that it made it nearly impossible to accurately rate SEER (Seasonal Energy Efficiency Rating), EER (Energy Efficiency Ratio) and HSPF (Heating Season Performance Factor). To solve this problem, AHRI came up with this new 2012 certification program. "This certification program covers matched variable refrigerant flow multi-split air-conditioner and multi-split heat pump systems, that comply with either the National Appliance Energy Conservation Act (NAECA) or the Energy Policy Act (EPA) and use distributed refrigerant technology with cooling and heating capacities for outdoor units from 12,000 Btu/h [3508 W] to 300,000 Btu/h [87,692 W] and indoor units from 5,000 Btu/h [1,462 W] to 60,000 Btu/h [17,538 W]. Each

indoor unit is designed to condition a single zone."

As a result, we can now submit certain combinations of VRF systems to LIPA (utility) for residential and commercial rebate programs. This is great news because VRF systems provide their greatest savings because of their ability to operate at part load capacity. Very rarely will an air conditioning or heating system be required to operate at peak load (outdoor temps at or above 95 degrees F or below 15 degrees F). This is where the variable speed compressors in VRF systems and their ability to shift load from one area to the next comes into play. Although some VRF systems may not be able to achieve the top peak load efficiency ratings that a single or dual speed DX system can, they are considerably more efficient in partial load situations because of their DC inverter driven ability to ramp up and down from 10% to 100%+ of required capacity. Also, because most of these systems utilize electronic expansion valves that allow for an increase or decrease in refrigerant volume flow depending upon load, they have the ability to shift capacity requirements as the cooling or heating load shifts in a space due to environmental factors like solar gain variance (sun movement), occupancy levels and infiltration. This ability also allows for the use of up to 150% of indoor coil versus outdoor coil capacity. This is something that cannot be done with standard ducted systems unless they have VAV (variable air volume) terminals or are part of a chilled water system.

Ultimately, this is a great win for the VRF industry, energy conscious consumers and VRF system installers. •

Board Votes \$1,000 For SCCC Scholarship Program

Demonstrating its continued efforts to attract young people to the HVAC industry, the Board of Directors of the ACCA Greater New York Chapter has once again voted to contribute funding to the Scholarship program at Suffolk County Community College.

According to John Ottaviano, who chairs our Scholarship committee, the college's Dean, Hector Sepulveda, has reached out to the HVAC community, keeping us informed and giving our Chapter a seat on the advisory board for the HVAC program.

The amount of the chapter's scholarship contribution is \$1,000. •

WELCOME NEW MEMBERS

New Bronze Member

American/Universal Supply

Scott Matalevich

120 New South Road

Hicksville, NY 11801

Phone: 516-348-7750

Fax: 516-348-7753

email: smatalevich@usginc.com

website: www.usginc.com

New Bronze Associate Member

Architectural Grille

Stephen Giumenta

42 Second Avenue

Brooklyn, NY 11215

Phone: 718-832-1200

Fax: 718-832-1390

email: sjgiumenta@archgrille.com

website: www.archgrille.com



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



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

p: (631) 653-9124

f: (631) 653-9177

e: kevin@countyenergycontrol.com



COOLING & HEATING
Live Better

John P. Hanley

Northeast Regional Manager - Channel Development

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

Direct: 973.256.3690 | Mobile: 973.951.5105 | Fax: 973.256.3691

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



8334 23rd Avenue
East Elmhurst, NY 11376
718-458-7920

www.enterprise.com/fleets

Kevin Hughes
Area Sales Manager

Paul Bambinelli
Account Executive

718-458-7920, ext. 303
paul.m.bambinelli@erac.com



Air Conditioning Contractors of America
Greater New York Chapter



Major Sponsor:
ABCO Refrigeration
Supply Corp.



ACCA Night Out With
The Mets
Friday,
June 15th
vs
Cincinatti REDS



Game followed by free
REO Speedwagon Concert

\$30.00 per ticket

Register online at
www.accany.com

What you need to know...when you want it – Check Us Out Often!

www.accaany.org



Check the ACCA national website too, at www.acca.org.

ASHRAE Launches New Terminology Site - ASHRAEwiki

Common definitions for terms found in ASHRAE standards and other publications can now be found at a new website from the Society.

The free ASHRAEwiki is located at www.ashraewiki.org and contains over 6,000 terms related to buildings with a particular focus on mechanical, envelope, electrical, lighting, load calculations, design, water design/conservation and energy use and measurement metrics.

“Common terminology in communications and particularly in standards helps users in their understanding, thus encouraging adoption and use,” Art Hallstrom, a member of ASHRAE Technical Committee 1.6, Terminology, said. “The ASHRAEwiki goal is to improve communication by encouraging the use of consistent terminology definitions within ASHRAE and the industry, worldwide.”

The new ASHRAEwiki can create custom reports of terms and primary definitions that will aid in the development of standards, guidelines, Handbooks and other ASHRAE publications. With time, it may have broader use across the industry, according to Hallstrom.

Each term in the wiki has one or more primary (recommended) definitions, in which ASHRAE standard(s) the term is used, the definition source and known legal information such as trademark registration. The wiki also lists any secondary definitions used in an ASHRAE standard or guideline, which will help with the development of consistent standards.

“There is no requirement to use an ASHRAEwiki primary definition, but standards developers should be able to see the value in consistency across all standards,” Hallstrom said.

ASHRAEwiki terms are grouped by words, symbols, abbreviations and acronyms. Definitions that include units may use Inch-Pound (I-P) or International System (SI) as primary units. ASHRAEwiki is in English but might be expanded to other languages in the future.

“ASHRAEwiki content is controlled by the ASHRAEwiki editors and TC 1.6 but suggestions from individuals or organizations are welcome,” Bruce Billedeaux, TC 1.6 vice chair, said. “Suggestions can be entered in the wiki discussion section or sent to the ASHRAEwiki editor.”

ASHRAEwiki replaces a proposed ASHRAE Standard, Standard 166P, Heating, Ventilating, Air-Conditioning and Refrigerating Terminology, which had been proposed to offer uniform terminology for use in the HVAC&R industry. •

ACCA Joins NASEO

ACCA has joined the National Association of State Energy Officials (NASEO).

NASEO is a non-profit organization that works to improve the effectiveness and quality of state energy programs and policies, provides policy input and analysis, shares successes among the states, and is a repository of information on issues of particular concern to the states and their citizens.

“ACCA has been getting more involved on the state level, so that we can help ensure that contractors have more of a say in state and local policies that affect the way they do business,” said Emily Rogers, ACCA director of energy policy. “Joining NASEO as an affiliate member was a strategic move to give our members access to senior officials from the state and territory energy offices, as well as affiliates from the private and public sectors.”

For more information on ACCA’s involvement with NASEO or if there is an issue in your state that ACCA should be aware of, email emily.rogers@acca.org. •

New Resources Available For Commercial Contractors

ACCA has added six new resources to the Forms & Template Library for commercial contractors.

These new resources, which were provided to ACCA by James Graening of GrowHVAC.com, are free downloads and are available to ACCA members only. The new resources include:

- Sample phone script
- Sample introduction letter
- Sample customer qualifying questions
- Sample proposal cover letter
- Cost of operations worksheet
- Commercial project data sheet

“We are constantly looking for valuable resources to share with our members and we feel these new resources will help those who work in the commercial market segment be more successful,” said Paul T. Stalknecht, ACCA president & CEO. “We are grateful that contractors and their industry partners are willing to share the things that work for them, so the entire industry can grow and prosper.”

ACCA members can download these and all of the other resources from the ACCA Forms & Templates Library at <https://www.acca.org/members/downloads/forms-and-templates>.

If you have a form or template you would like to share with the ACCA membership email it to kimya.cajchun@acca.org. •

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

Potpourri of Important Information

Employee lawsuits have risen 400% in the past 20 years to 6.5 claims per 1,000 employees annually. In this litigious employment environment it is imperative to have a compliant Employee Handbook. In any employment case that is filed in Federal court there is a 16% chance the award will exceed \$1 million and a 67% chance it will exceed \$100,000.

Discrimination claims on the rise, 41.5% are from private employers with 15-100 employees. A well drafted and enforced handbook can ward off accusations of favoritism and it provides clear guidance on the company's position(s) against discrimination/retaliation/harassment.

Wrongful termination suits are up 260%. Written policies, consistently enforced, can help avoid legal disputes.

Communicate with your employees. A lack of communication can result in employee relations problems because of confusion and uncertainty.

Explain expectations/boundaries for the employee and employer. Ensure that employees understand their part of the

responsibility for complying with company and government workplace, safety and other regulations.

Define policies and applicable laws. Federal, State and local agencies mandate that certain policies must be given to employees. It will also reinforce your "at will" policy for employment.

Identify consequences for actions. Employees can no longer excuse inappropriate conduct harmful to your company by claiming ignorance. Supervisors also become more effective because disciplinary decisions can be made based on the handbook policies and procedures.

Describe corporate culture and philosophy. Communicating information regarding your business, and distributing those messages can improve morale and leadership, and help keep the business on track.

Good defense when called into litigation. The first question that will be asked of you in a litigation case will be whether or not you have an employee handbook. A signed receipt can defeat the "they never told me" defense.

Employee retention. Providing information on appropriate business behavior (good and bad) and consequences for violations can help motivate employees to act accordingly.

PMP is offering a Handbook Special for ACCA members during the months of May, June and July to review your Handbook. Call me for information at (516) 921-3400.

Our next article will deal with Avoiding Liability for Workplace Violence. Have a nice summer.

May 10th Meeting — Paul Sullivan of Honeywell North American Aftermarket Refrigerants presented a full program featuring the R-22 phase-out, its replacements, refrigerants (good and bad), as well as other important information contractors need to know. It was a highly valuable evening. Thanks to Paul and to Twincor for coordinating the program.



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 914-592-0000 Fax: 914-592-0291 |
|--|--|---|--|

You can also find these and other quality products and services at www.wallworkgroup.com



Avoiding Collisions Is No Accident

By Kelly Hiner, Enterprise Fleet Management

Vehicle and parts manufacturers invest millions of dollars researching, developing and installing systems and components that are designed to help drivers avoid crashes. In return, they ask drivers to adhere to routine service and maintenance schedules, as well as to pay attention behind the wheel. Although there is no way to prevent every collision, performing routine maintenance and improving driving behavior can significantly reduce the number of collisions that happen "by accident."

Some of the most common contributing causes of collisions underscore the problem – worn tires, worn out brakes and broken mirrors that compromise optimal vehicle performance and control, as well as drivers changing lanes without signaling, following too closely, and not slowing down at intersections to get a good look in every direction. For a business with a fleet of vehicles, the costs of routine maintenance and driver safety programs are minimal compared to the expense of either replacing a vehicle that has been totaled or settling a workers' compensation claim for an injured driver.

Being diligent about making and keeping service appointments should be a top priority. Recommended service

intervals are clearly stated in the owner's manual for every vehicle, and businesses that have a maintenance management program through a professional fleet management company are notified in advance when it's time to make a service appointment.

Delaying or ignoring a service appointment can result in an accident waiting to happen.

A recent example shows how quickly this can occur. The driver of a pickup truck with badly worn tires went to a tire store, selected new tires and made an appointment to return the next day. Unfortunately, the vehicle was totaled before the tires could be replaced after skidding on a rain slick road. The cost of replacing the vehicle and the time lost dealing with the accident were considerably more expensive than replacing the tires on schedule.

Sometimes it's the less obvious vehicle systems and parts that can help avoid collisions. A horn that's in good working order can be very effective in warning other drivers on the road or in a parking lot. In addition, sun visors that have an extender or keeping a spare pair of sunglasses in a vehicle can help improve vision when faced with a glaring sun. And, when a driver gets behind the wheel of a new vehicle, it's important to become familiar with the location and features of various internal systems and components before driving in traffic.

In addition to a vehicle being in the best possible operating condition, drivers need to be alert at all times behind the wheel and avoid being hindered by external or internal distractions, including driving when feeling drowsy. It's understandable that poor driver performance, including drowsiness, is frequently

the cause of crashes occurring between 2 a.m. and 6 a.m. However, mid-afternoon is second only to these overnight hours as the highest risk time for crashes, according to the National Highway Traffic Safety Administration (NHTSA). Some proactive steps to help reduce drowsiness or inattention may include limiting driving time, alternating pool drivers and mandating break times.

For businesses concerned with developing and implementing cost-savings strategies to help their bottom line, reducing the number of collisions for their fleet of vehicles

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. •

LENNOX

COMMERCIAL COMFORT SYSTEMS

ENERGENCE™
Saving Energy with Intelligence

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



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>

MAR CONTROLS INC.

4 Magnet Street
Stony Brook, New York 11790



AUTHORIZED BUILDING
CONTROLS SPECIALIST

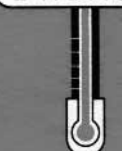
Our staff of factory trained application and sales engineers are ready to help you meet the growing challenges of today's HVAC, Temperature Control and Building Automation Systems marketplace.

- 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

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 38th Ave. • Long Island City, NY
Tel: 718.729.0005 Fax: 718.729.3866

New York City 10001
548 West 28th St. • New York, NY
Tel: 212.631.0555 Fax: 212.631.0776

www.twinco.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 • INFO@NATIONALCOMPRESSOR.COM

**conEdison
GREEN TEAM**

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.

Statement From Stuart S. Zisholtz, Esq.

Construction Manager or GC Who You Are Working With Makes a Big Difference

It is easy to find out who the owner is on a particular project. That comes from a title search. It is also easy to know who your contract is with. That comes from your written agreement or your purchase order.

It is between you and the owner that difficulties sometimes develop. Is the owner doing the job through a Construction Manager or a General Contractor?

From a subcontractor's point of view, the ideal situation is to find a Construction Manager, not a General Contractor. A Construction Manager is a window to the owner. Therefore, in effect, the subcontractor is a General Contractor with the owner and if there is a claim that has to be met, he can go directly against the owner.

If he is dealing with a General Contractor, then the legal ramifications are substantially different. He has to establish that the owner is still holding money for the account of the General Contractor without offsets or back charges in order to establish a valid mechanic's lien.

With respect to a Construction Manager, no such problem exists because the Construction Manager is the agent for the owner and whatever work the Construction Manager authorized, it is chargeable to the owner. This applies even if the Construction Manager makes

payments directly to the subcontractor or is on a percentage or fee basis, etc.

Moreover, there is a statutory requirement in the Lien Law which mandates that a lienor name the General Contractor in its Mechanic's Lien. Failure to do so could render the lien void. It is therefore vital that you determine whether you are dealing with a General Contractor or a Construction Manager.

In addition, you might find yourself too far removed from the owner if you are dealing with a General Contractor as opposed to a Construction Manager. For example, you might be a third tier subcontractor and cannot file a lien. However, if one of the parties between you and the owner is a Construction Manager, then you have eliminated one tier and you are that much higher on the totem pole.

In doing your due diligence, therefore, I strongly suggest, in addition to all of the other things I have suggested in the past, such as finding out if the job is bonded, who the General Contractor is, etc., that you find out if the party involved is a Construction Manager or a General Contractor. The distinction could be the difference between collecting and not collecting.

The key is never Let your lien time run out! For a free copy of a pamphlet pertaining to mechanic's liens and payment bond claims do not hesitate to 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.



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

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

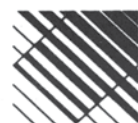
- Cooling Towers •Boilers
- Chillers •Piping
- "Closed" Systems
- Water & Air Cooled Condensers
- Air Handlers & Ducts •Tanks

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.



Quality Works



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.

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!**

Things are looking up at **BLACKMAN**

COMFORT WITH CONFIDENCE
Comfortmaker[®]
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[®]
PLUMBING/HEATING/COOLING SUPPLIES
www.blackman.com

Manhattan212-337-1000
 Flushing718-939-7200
 Queens Village . .718-479-5533
 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
 Southampton ...631-283-1500
 General Offices .631-823-4300

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 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.



WE'RE WORKING FOR YOU.