

IN THIS ISSUE...

- 1 President's Message
- 1 June Cocktail Party
- 4 Editor's Notes
- 6 Service Experts Acquired from Lennox
- 8 Enterprise - Fleet Financing Q & A
- 8 Night Out With the Mets Notice
- 10 Pearl - DOL Obamacare Notice Requirements
- 12 Zisholtz - Gov't Contracts Can Be Treacherous
- 12 Annual Golf Outing Notice

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 PLEASE ROUTE THIS PUBLICATION WITHIN YOUR ORGANIZATION

JUNE 2013

President's Message

The May 9th meeting at LaGuardia Marriott with Weil McLain as guest speaker was informative. They discussed changes that will be occurring in NYC regarding PVC and Hi Efficiency boilers. With so many changes occurring in our industry ACCA meetings provide needed information so that you can stay ahead of the curve.



Al Trudil

Next month's meeting will take place on Tuesday June 4th at Burton and Doyle, this meeting is a Cocktail Party/Networking event that is sure to be a good time to meet other members on our organization and see how they others are dealing with the same issues that you may be having.

Don't forget about "Take Me Out to the Mets" game Friday June 14th. Tickets are available through our website.

Tuesday June 4th ACCA
Cocktails
& hors d'oeuvres
ON THE PATIO AT
Burton & Doyle Steakhouse
661 Northern Blvd., East Great Neck, NY
6:30 - 9:30 pm
\$40 per person
Make reservations online at
www.accany.org

We will not be having any meetings in July and August; however our annual Golf Outing will take place August 12th.

I look forward to seeing everyone at the June Cocktail Party.

— Al Trudil

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 A Division of **USI**
INSURANCE AND FINANCIAL SERVICES

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

"Large Enough to Deliver, Small Enough to Care"

USI is a portfolio company of Goldman Sachs Capital Partners, a private equity affiliate of Goldman Sachs & Co.

**WELCOME
NEW MEMBERS**

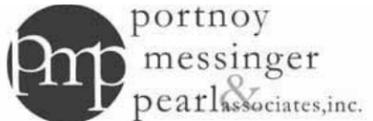
New Contractor Member

Sherman Industry Inc.
Thomas Hanock
96B Bond Street
Westbury, NY 11590
phone # 516-612-2454
shermanindustry@optonline.net

September 4th Meeting To Be Luncheon on Social Media

The general membership meeting on Wednesday, September 4th will be a luncheon from 12 noon to 2pm. It will be held at DiLetto's restaurant (formerly Papa Razzi), 1500 Jericho Turnpike at Glen Cove Road, Westbury. The planned program is to be "Grow Your Business Through Social Media" presented by Craig Yaris, owner of Social Ribbit (formerly EsquireTech Solutions) a Social Media Strategy, Marketing and Education firm. More information will be forthcoming. •

Check our website regularly for news and information. www.accany.org



Partnership 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



• 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

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!**

ACCA Greater NY Chapter

Officers
President
Al Trudil, *Almore Corporation* - 631-345-6050
President-Elect
Treasurer
Marc Soffler, *Dynaire Corp* - 516-248-9320
Secretary
Brian Aull, *Atlantic Contracting & Specialties Corp.* - 631-563-6510
Past-President
Mike Newman, *Standard Refrigerator* - 718-937-0490
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
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
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
Harvey Stoller, *Airdex* - 718-646-7200

Advisory Council
Robert Berger (retired)
Mark Bedson, *Brinco Mechanical Services* - 516-378-2277
Thomas Cleary (retired)
Anthony Cutaia, *Air Ideal* - 516-873-3100
John J. Fanneron, *BP Air Conditioning Corp.* - 718-383-2100
Michael Gelber, *Stan Gelber & Sons* - 516-538-0040
Gene Klochkoff, *Cascade Water Services* - 516-932-3030
Lauren Larsen, *Power Cooling* - 718-784-1300
Michael O'Rourke, *BCC Best Climate Control* - 631-218-8022
Brandon Stone, *All Weather Temperature Control* - 631-842-8777
James Stone, *All Weather Temperature Control* - 631-842-8777
Brian Svedberg, *BCC Best Climate Control* - 516-981-1008

Committees

Advertising/Newsletter Anthony Carbone Donald Gumbrecht & Co.	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

The Dow Jones industrial average is hitting an all time high and the sentiment of many is that things are looking up. Unemployment numbers are receding and many are finding work again. Sandy is making contractors money and keeping them busy. With the feelings of an uprising economy and people working, also 401K statements rising, HVAC contractors are seeing the phones ring and jobs are getting signed. This is good for all contractors and has long been in the waiting.

Those who have survived the prolonged recession and were resilient enough to respond to this influx will reap the benefits.

This recession has also taken many fly-by-night contractors who operated out of their garages out of the equation as they learned a lesson on how quickly work can dry up. They were surviving off the excess for the previous prosperous times. A new mindset may have set

in, as a team effort may be the right course of action for many "free agents."

If you have been reading our newsletter you have seen some significant strides in our organization. The last presentation from Weil McLain was excellent. Robert Bernard and Bob Melinis provided an in depth presentation of the latest and greatest boilers being produced by Weil McLain. How can you afford to miss our programs?

The next networking event takes place on the "Outdoor Patio" at the **Burton & Doyle Steakhouse** for pass hors d'oeuvres and cocktails. This is a great opportunity to speak to peers within our industry and get the pulse of what is happening.

The Night at The Mets is going to be a fun event to bring friends, families and co-workers. In addition The band "Foreigner" will provide a concert after the game.

This is your invitation to join an important organization. — *Anthony N. Carbone*

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

**AMERICAN/
UNIVERSAL
SUPPLY DIV.**

HICKSVILLE, NY • ELMSFORD, NY



- Low noise levels
- Small footprint
- Simple install!

SAMSUNG

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

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

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

Service Experts Poised for Growth Following Acquisition

The new team at Service Experts Heating & Air Conditioning, the nation's largest heating and air conditioning brand, is poised for growth and expansion following its acquisition by American Capital, LTD, a publicly traded private equity firm and global asset manager.

"American Capital's complete operational support make them an ideal owner for Service Experts," said Scott J. Boxer, newly appointed President and CEO of Service Experts. "We look forward to a strong relationship with American Capital as we continue to service and grow, expand our product offering and grow revenue both organically and through add-on acquisitions."

Boxer is an internationally recognized leader in the HVAC industry with a three-decade track record of successfully leading businesses through transformations and growth initiatives. He had previously served as President and Chief Operating Officer of Service Experts from 2003 to 2010.

"The investment in Service Experts represents a

solid opportunity to partner with an industry veteran to strengthen a company with a large installed infrastructure ready for growth," said Myung Yi, American Capital Managing Director, Special Situations Group. "He has assembled a highly talented management team with tremendous industry expertise that will be focused on driving value creation."

Boxer said the company plans to continue to "improve and expand the professional services and products we offer our customers. We already have in place the operational and marketing skills and comprehensive business planning expertise we need to substantially grow the company and maintain its leadership in providing sales, installation, maintenance and repair of HVAC systems for the residential and light commercial markets."

Scholarship Update

As part of our effort to attract young people to the HVAC industry, The Greater New York Chapter Board of Directors has voted to extend our Scholarship for Suffolk County Community College's HVAC program with an additional \$1,000. Over time, our association has contributed more than \$16,000 to the fund.

Residential Equipment Selection Manual S Available

The Air Conditioning Contractors of America Educational Institute (ACCA-EI) Standards Task Team (STT) announces an American National Standards Institute (ANSI) public review period for the "BSR/ACCA 3 Manual S – 201x, Residential Equipment Selection" as a revised and redesignated industry standard. The 45 day public review period started on 10 May 2013 with a comment deadline of 24 June 2013.

This revised standard provides procedures for selecting and sizing residential comfort cooling and heating equipment. The standard has been divided into two parts – a 'normative' portion that details the selection/sizing criteria and an 'informative' portion that provides discussion, guidance, and example problems related to procedure intent and use.

A review version of the proposed Second Edition of Manual S (dated 17 April 2013), and the public review response form, can be downloaded from www.acca.org/industry/ansi-standards/under-review.

Federal Court Grants Emergency Motion To Stay Furnace Rules Until Lawsuit Is Resolved

The U.S. Court of Appeals for the D.C. Circuit ruled favorably on an emergency motion filed by the Air-conditioning, Heating, and Refrigeration Institute (AHRI) requesting a stay of the May 1, 2013, compliance date for the regional furnace standards.

In granting the motion, the Court is legally preventing the Department of Energy (DOE) from applying the standards or enforcing them until the underlying case is resolved.

Those standards, requiring residential non-weatherized natural gas furnaces to be installed in 30 northern states to have an AFUE rating of at least 90%, were finalized in 2011 with an effective date of May 1, 2013. Almost immediately those standards faced a legal challenge by the American Public Gas Association. ACCA joined in the challenge to the standards. After months of

legal wrangling, a proposed settlement rescinding the rules for furnaces was filed with the Court in January 2013. Unfortunately the Court has not yet ruled on the settlement and the rules remain on the books.

Earlier this month, in light of the looming May 1 compliance date and the lack of a Court ruling on the settlement, the DOE announced through an "Enforcement Policy Statement" that the agency would enforce the rules as if the settlement agreement had been accepted. While DOE's announcement gave some relief from the uncertainty of the pending compliance date, the Court's action today legally prevents the agency from enforcing the rules until the case is resolved.

For now, the industry awaits the Court's ruling on the proposed settlement, so that the DOE can start over again on writing new standards for furnaces. However, should the Court reject the settlement the case would go to trial. At that point there are two possible outcomes. One is that the legal challenge would prevail and the rules would be officially stricken from the books. But if the rules are upheld and remain in place after a trial, then under this motion, the rules would take effect six months later.

ACCA will continue to update all members and alert them of any new information.

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



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



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.



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](https://www.facebook.com/mehvac) | twitter.com/mitsubishihvac | [youtube.com/mitsubishihvac](https://www.youtube.com/mitsubishihvac)



Air Conditioning Contractors of America
Greater New York Chapter



Major Sponsor:
ABCO Refrigeration
Supply Corp.



**ACCA Night Out With
The Mets
Friday,
June 14th
vs
Chicago CUBS
In The BIG APPLE Section**

Game followed by **free**
Postgame Concert by the band
Foreigner
A taste of the '80s.

**Tickets
\$27 per person**

**Register online at
www.accany.com**

Fleet Financing Q&A

By Kelly Hiner, Enterprise Fleet Management

A fleet of vehicles can hold the keys to trimming expenses and improving cash flow without sacrificing vehicle quality or performance. But, the decision whether to own a fleet of vehicles or lease vehicles through a professional fleet management company can vary depending on various business circumstances, goals and objectives. Some of the important considerations include the following:

If my firm has cash that we can spend on vehicles, why would we lease and be charged an interest rate?

By acquiring vehicles through a professional fleet management company, a separate line of credit may be established for your business. This can optimize cash flow and preserve your bank line of credit or cash surplus for other opportunities, such as operations, expansion, additional personnel, investments or simply a "rainy day". A fleet management company can help with the financial math to assess this decision, which is dependent on each business' situation and overall cost of capital. In addition, while interest rates for leasing vehicles are generally competitive for various financing options, a fleet management company may allow for flexible leasing arrangements that can lessen the amount of debt on a business' balance sheet as compared to traditional loans. This can reduce financial risk, improve the cost of capital and increase the value of the business.

What size fleet is required to get the most benefit from a fleet management company?

Every business situation is unique and there can be many variables and considerations, including the extent to which the business is committed to better managing the full range of issues, from acquiring and disposing of vehicles to managing maintenance appointments and invoices, insurance and vehicle registration and reporting. Generally, outsourcing to a professional fleet management company requires a fleet size of 15 vehicles or more to improve overall operational efficiencies and effectively lower the total cost of ownership.



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

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

How can a fleet management company help with various DOT safety requirements, licensing inspections, etc.?

Registering vehicles can be a complicated and exasperating process, especially for companies whose drivers are scattered across multiple states and counties. Not only do different states have different names for their regulatory agencies, specific requirements and terminology also may vary state-by-state or county-by-county for emissions, license plates, taxes and insurance. Because there may never be a uniform way to register vehicles across the nation, working with a fleet management company that has the knowledge and expertise to handle vehicle licenses and titles for each state can make the process go much more smoothly. In addition to allowing a firm to avoid the time-consuming, labor-intensive process of renewing vehicle registrations, turning over the responsibility to a fleet management company frees up drivers, relieving them from spending time standing in line at the department of motor vehicles when they could be servicing customers.

What are the disadvantages of holding onto older vehicles that are already paid for versus replacing them?

Holding onto vehicles with high mileage can mean higher maintenance and fuel costs, frequent breakdowns and expired warranties, which may actually prove more expensive in terms of opportunity costs due to missed appointments and lost productivity. A fleet management company can provide a replacement strategy that will ensure vehicles are replaced at regular intervals to increase the efficiency of the fleet for optimal performance and resale value. By monitoring factors such as the time of year, mileage, vehicle type, age and maintenance history, the guesswork is eliminated. A cycling program looks at things like future trends, the current used vehicle market, warranties, mileage and the potential wear and tear a business will inflict on each vehicle.

Why should I outsource fleet management when I can do it myself?

Just as you rely on an accounting or tax professional to handle business functions such as tax planning or tax

compliance, you may need a professional with automotive industry expertise to manage company vehicles. A fleet management company can be a full-service resource for ensuring that every dollar spent to buy, operate and replace vehicles over a period of time results in the best economic solution for their customers.

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. •

ACCA National Welcomes New Director Of Marketing

ACCA has announced that Christine Cunnick joined the national staff as the Director of Marketing.



Cunnick has 13 years of marketing and communications experience. Since 2005, she has been with the National Grocers Association, where she managed marketing campaigns for a wide variety of programs, events, and products aimed at different targeted audiences, including small business owners and consumers.

"We have been looking to bring on a team member who would be dedicated marketing the variety of programs and services we offer and Christine's past success working with small businesses, makes her a great fit for ACCA," said Kevin Holland, senior vice president, business operations & membership. "We are extremely pleased to have her join our staff and look forward to seeing our programs grow with her help."

In her new position, Cunnick will be responsible for creating and implementing marketing programs for all of ACCA's products, programs, and services.

Christine can be reached at 703-824-8852 or christine.cunnick@acca.org. •

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



For More Information Contact Frank Ruggiero 516-384-0845

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

Department of Labor Releases "Obamacare" Notice Requirements

The full implementation of the Affordable Care Act, popularly known as "Obamacare" is right around the corner. The main part of the new law, the establishment of Health Insurance Marketplaces is set to start January 1, 2014. Employers should have plans already in place to prepare for the significant changes that are about to take place. One provision of the law that employers should be aware of is Section 1512. This section requires employers to provide notice of coverage options available through the marketplace.

Earlier this month the U.S. Department of Labor published technical guidelines describing the nature and scope of the notice required. The notice requirement generally covers those employers that employ one or more employees and who have at least \$500,000 in annual dollar volume of business.

Section 1512 requires employers to provide written notice of available coverages to each new employee hired beginning October 1, 2013 and all existing employees as of that date. According to the Department of Labor the employers must provide written notice: (1) Informing the employee of the existence of the Marketplace (Exchange) including a description of the services provided by the Marketplace, and the manner in which the employee may contact the Marketplace to request assistance; (2) If the employer plan's share of the total cost of benefits provided under the plan is less than 60% of such costs, that the employee may be eligible for a premium tax credit if the employee purchases a qualified health plan through the Marketplace; and (3) If the employee purchases a qualified health plan through the marketplace, the employee may lose the employer contribution to any health plan offered by the employer and that all or a portion of such contribution may be excludable from income for Federal income tax purposes.

A model notice is available at the Department of Labor's website at www.dol.gov/ebsa/healthreform.

NYC Council Passes Mandatory Sick Leave Bill

After four years of negotiations the New York City Council has passed a bill requiring employers to provide

paid sick leave to its employees. The bill passed on May 8 by a 45-3 vote. Mayor Bloomberg has vowed to veto the bill when it arrives at his desk, but the Counsel has far more than the two-thirds majority needed to override the mayor's veto.

The law when it takes effect will require employers with more than 20 employees to provide up to five paid sick days to most employees. This means that more than 1 million New York City workers will now get paid sick leave. On April 1, 2014 the law will expand to cover those business that employ at least 15 employees.

Under the bill employees would need to work at least four months before earning paid time off. Additionally, unlike the federal Family Medical Leave Act this law applies to both full time and part time employees, but excludes seasonal employees. According to Council Speaker Christine Quinn, "Sick time can be used for an employee's physical or mental illness injury or medical care and for the same purposes when caring for a spouse, domestic partner, child or parent."

It should be noted however, that the paid sick leave law contains something called a "reverse trigger." This means that if by December 2013 the Independent Budget Office finds that the New York City Coincident Economic Index, a statistic that shows the current state of the economy, is below what it was in January 2012, the bill's implementation will be delayed by a year.

As always, if you have any questions or require additional information regarding these new laws and regulations, please do not hesitate to contact me at 516-921-3400, or at abpearl@pmpHR.com.

ACCA Board of Directors

Board members enjoy the prestige of serving an industry and knowing what is happening.

ARE YOU THAT GOOD?

Contact Executive Director
John DeLillo
(516-922-5832)
or any ACCA Board Member.

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



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



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



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>

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

**Government Contracts Can
Be Treacherous**

Contracts with the City of New York and governmental agencies could be very treacherous.

In the past I have written articles indicating that when a contract with a governmental agency requires that change orders or claims for extras be submitted with five days after the extras are done, that provision will be enforced. You cannot bundle up a bunch of change orders and submit them a year after they have been completed and expect payment. Five days for change

orders means five days for change orders.

In a recent decision in January, 2013, an elevator company had a claim for \$117,000 against the New York City Housing Authority which was thrown out because the contract called for the filing of a Notice of Claim within twenty days after termination and the commencement of an action to recover the \$117,000 within one year. This hapless contractor challenged when the time should be calculated, etc., but nevertheless, he lost. Twenty days for a Notice of Claim is twenty days from when the claim accrues.

These public contracts are notorious for booby traps and if you are in that position, make sure you read the contract thoroughly, mark down the deadline dates and make sure that you comply with every requirement or you will find yourself having your claim dismissed.

Never let your lien time run out!!

For a free copy of our 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. •

For All Your HVAC Requirements



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

Twinco Supply Corp.



At The May Meeting...

Members attending the May 9th meeting learned of coming changes which will affect high efficiency boilers from Weil-McLain, a leading designer, manufacturer and marketer of heating and cooling equipment.

ACCA 35th Annual Golf Outing

Monday, August 12th, 2013

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

Special Offer to NEW Members!
Please see our website at www.ACCANY.org or call our office at 516 922-5832 for details.

Book Early - Reservations Limited
Reserve online at www.accany.org




ABCO REFRIGERATION SUPPLY CORP.

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

LUXAIRE MAKE-A-WISH	Magic Aire	EMERSON Climate Technologies
Honeywell	Comfort Aire	Copeland
EMI Comfort Where It Counts.	DuPont Refrigerants	MUELLER INDUSTRIES, INC.
JOHNSON CONTROLS	MITSUBISHI ELECTRIC HVAC Advanced Products Division	Harford
MODINE	SPACE PAK	BOHN
Scotsman	Ocean Aire	
SOURCE HVAC SERVICE PARTS	SPORLAN TVT	

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



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**



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



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.