

IN THIS ISSUE...

- 1 President's Message
- 1 Holiday Party Notice
- 4 Editor's Notes
- 7 November Meeting Details
- 8 Pearl -Discrimination/Labor Law Updates
- 11 Brothers- "Green" Driving Tips
- 12 Welcome New Members
- 13 Holiday Party Information
- 14 Understanding Manual "Q"

Air Conditioning Contractors of America
Greater New York Chapter
229 South Street, Oyster Bay, NY 11771

RETURN SERVICE REQUESTED

PLEASE ROUTE THIS PUBLICATION WITHIN YOUR ORGANIZATION

Greater New York Contractors' NEWS



www.accany.org

November 2008

President's Message

I begin this edition of the ACCA NY Chapter newsletter with some sad news on the all-important human aspect of our organization.



Ron Nathan

It is with deep regret that I must inform our members of the passing of one of our own. Harry Espino of Water Systems, Inc. (and previously of Cascade Water Services and CSI) passed away late last month. Memorial services for Harry were held during the last week of September. However, for those who would like to offer sup-

Turn to President's Message on page 3

The ACCA 2008

Holiday Party



Thursday, December 4th 2008



See More Details on Page 13

ACCOUNTS RECEIVABLE MANAGEMENT SOLUTIONS!
See November meeting information on page 7

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.”

VENCO
SALES INC.

Manufacturers Representative for Quality
Plumbing, Heating and Cooling Equipment

The Unico System®

- Removes 30% more Moisture
- Draft Free, Even Temps.
- Little or No Remodeling
- Matches Any Decor
- Mini Duct System
- Quiet

Honeywell

- Water Control products
- Combustion Controls
- Thermostats
- Indoor Air Quality Products
- “TrueSTEAM” Humidifiers
- Residential Products

Burnham®
Hydronics

- Residential or Commercial
- For Hydronic Air Systems
- High Efficiency Boilers
- Cast Iron or Steel
- Made in USA
- Gas or Oil

New Yorker

HAYDON

iWorx
innovex
TECHNOLOGIES

Honeywell

The Unico System
Mini-Duct Central Heating & Air Conditioning

Heat Transfer
Proper and Manufacturer of

ZURN

GRANBY
STEEL TANKS

Beckett
COMMERCIAL

Burnham
Hydronics

GUSTAFSON

GRUNDFOS

Rheem

For more information please call 631-754-0782 or visit us at www.vencosales.com

PRESIDENT'S MESSAGE *Continued from page 1*

port to the Espino family, please consider a donation to the Anthony Espino College Fund, c/o BP Air Conditioning Corp., 83-40 72nd Dr., Glendale, NY, 11385.

I would like to thank our speakers and those who attended our October 1, 2008 meeting at the LaGuardia Marriott. ACCA board member Dan Brothers provided some very helpful insight regarding hybrid vehicle options, details about current pricing and overall feasibility of adding hybrids to your current vehicle fleet. Jim Bowes, associate member from American Universal Supply, Inc. also spent some time sharing information about National Comfort Products and the manufacturer's line of through-the-wall heating and cooling units in particular.

Don't miss an opportunity to improve your company's customer service skills with our upcoming Phone Genie workshop. Your customer-facing employees can improve their telephone support skills in various areas including handling general sales inquiries, through the more challenging and sensitive service requests that can significantly impact your relationships with new and existing

customers. This workshop is designed to help improve the effectiveness and efficiency of your telephone interactions with customers. Register online at www.accany.org. Class Date/Time: Wednesday, October 29, 2008 from 8am – 12 noon Location: Keyspan/National Grid Facility, Logistics Room, 175 East Old Country Rd., Hicksville, NY Cost: \$125 for members, \$175 for non-members; includes breakfast and classroom workbook

It seems as though our economy is fluctuating with even more volatility than the temperatures! How do you keep your customers investing in your services while still ensuring that your receivables keep coming in on time? Lesley Bullis from Coface North America joins us at our November 6th meeting to discuss Accounts Receivable Management Solutions. The discussion will focus on several ways to mitigate accounts receivable losses and ways to keep you company growing despite the current economical uncertainty. Discussion topics will include Credit Information, Domestic and International Collection Services, Credit Insurance, and Accounts Receivable Financing. — **Ron Nathan**

ACCA Greater NY Chapter

Officers

President

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

Secretary

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

Treasurer

Paul Caiola, *Arista Air Conditioning* - 718-706-4407

Past-President

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

Executive Director

John F. DeLillo, 516-922-5832

Directors

Mark Bedson, *Martack Corporation* - 516-998-1000

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

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

Joseph Bonifazio, *Master Mechanical Corp.* - 631-391-0999

Dan Brothers, *Enterprise Fleet Services* - 718-458-7920 ex: 301

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

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

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

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

Advisory Council

Robert Berger (retired)

Mark Bedson, *Martack Corporation* - 516-998-1000

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

Anthony Carbone

Attendance (Membership)

Dan Brothers, Chairman

Jim Carlson

Paul Caiola

Baseball Outing

Dan Brothers

Nick Terran

Charitable Works

John Ottaviano

Coupon Book

Roy Bernheimer

Steve Bergman

Golf Outing

Mark Bedson

Roy Bernheimer

Matt Sher

Holiday Party

Rich Stiano

Monthly Meetings

Joe Bonifazio, Chairman

Mark Bedson

Newsletter

Anthony Carbone

Paul Caiola

Donald Gumbrecht & Co.

Political Action

Anthony Carbone, Co-Chairman

John Ottaviano, Co-Chairman

Region II

Ken Ellert

Sponsorship Task Force

Scott Berger

Web Page

Jim Carlson

Editor's Notes

By Anthony N. Carbone

THE ECONOMY IS SWINGING LIKE A PENDULUM and the stock market indexes are like a roller coaster. We are seeing historical gyrations of stock prices that have never been previously witnessed. The government is stepping in to save the economy by lending money to financial institutions to free up the credit market. In my economics classes, I remember my professor saying "recessions are efficient," but this has become super-sized! These tumultuous times have taken out some big names and more are to come.

What will this mean for our HVAC industry? Are suppliers, manufacturers and vendors going to consolidate or evaporate? Will the credit crunch cripple contractors' ability to floor plan? Will this knock out some of the giants of our industry? We may have to sit back and see what surprises are in store. The only calming factor lately has been the reduction of oil prices which has taken some of the overhead burden off of contractors' plates, resulting in lower gasoline costs for our vehicles.

The mental fright for many consumers is personal

wealth reduction by virtue of the stock market and mutual funds, the daily presidential updates, and a frenzy of campaign information watching every move and each comment these contenders make.

Who is best for the HVAC industry? Which candidate will not overburden our industry? Will environmental concerns by one of these candidates create complications regarding retrofit installations of new heating and air conditioning equipment?

The noise guidelines, the greenhouse gasses, the efficiency, the recovery and recycling process, the phase outs, the reduction of usage, the rebates to consumers, alternate energy, the rising cost of energy... we are faced with many changes that will continue to remold our industry.

These are changing times. By our next issue, the answer to who will be our next President of the United States will be revealed by our democratic process. History is in the making. Be sure to join us for our November meeting. Too much is happening to miss the networking of information. — *Anthony N. Carbone*



The Supplies You Need, When You Need Them.



Available at these locations:

<p>FLUSHING 134-07 Northern Blvd. (718) 939-7200</p> <p>QUEENS VILLAGE 217-68 Hempstead Ave. (718) 479-5533</p> <p>LYNBROOK 348 Broadway (516) 593-6274</p> <p>MINEOLA 208 Herricks Rd. (516) 747-7191</p> <p>HICKSVILLE 50 Hazel St. (516) 931-6144</p>	<p>WANTAGH 3480 Sunrise Hwy. (516) 785-8222</p> <p>HUNTINGTON 240 Broadway (631) 271-0500</p> <p>MEDFORD 2700 Route 112 (631) 475-2656</p> <p>RIVERHEAD 940 West Main St. (631) 727-4800</p> <p>SOUTHAMPTON 444 Country Rd. 39A (631) 287-5400</p>
--	--

Blackman has the best heating, cooling & HVAC brands in the business...in stock and at the right price!

































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

Don't Forget!

Your ACCA membership includes dinner at our monthly meetings.

Come and enjoy cocktails, dinner, an informative presentation and networking with your peers.

Register for all ACCA functions online at www.accany.com

TWINCO



TWINCO SUPPLY CORP.

TEMPERATURE CONTROLS
MOTOR STARTERS
PANEL DESIGN & FABRICATION
HVAC EQUIPMENT

55 CRAVEN STREET HUNTINGTON STATION, NEW YORK 11746-2143
(631) 547-1100 NYS (800) 794-3188 FAX (800) 926-TWIN

GCM

Technology Solutions

Full construction accounting systems from Estimating, Job Costing and Service Management to Payroll, Accounts Receivable and Project Management.

We are your local computer technology specialist for the Heating Ventilation & Air Conditioning Industry.

2001 Marcus Avenue, Suite S265
Lake Success, NY 11042
(516) 256.4444

SAGE TIMBERLINE OFFICE
www.gcmsystemsllc.com



Magic Aire



SKYMARK

The Unico System

Dedicated to the success of our HVAC partners



Wholesale Distributors ■ Air Conditioning ■ Heating

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

80 13th Avenue, Suite 4
Ronkonkoma, NY 11779
631-981-4000
Fax: 631-580-3792

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

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

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

REZNOR



DAIKIN AC
absolute comfort™

SANYO

Burnham

The
Greater New York Chapter ACCA
presents...

**You are invited to our
November Member Meeting!**

Accounts Receivable Management Solutions

Presented By Lesley Bullis
Coface North America

Find out how to mitigate accounts receivable losses while remaining aggressive in the most volatile economy of our generation.

Corporate bankruptcies are soaring, and the credit industry is in a crisis. How can your company protect its largest liquid asset, maintain cash flow, and increase sales? There are many accounts receivable solutions to these problems.

Credit Information – Credit reports and opinions are critical when evaluating the risk of present and potential buyers. Arm yourself with information.

Domestic and International Collection Services – The first step is understanding when to get the professionals involved; the next is to work with certified collectors who will investigate your customers' ability to pay before the professional collection calls start.

Credit Insurance – Gain access to credit information and collections services while also protecting your receivables against unexpected and potentially devastating bad debt loss.

Accounts Receivable Financing – This tool provides all of the benefits above, along with the ability to borrow money based on receivables. Don't let the credit crisis affect your cash flow. Get the funding you need to purchase goods and keep your business growing.

**THURSDAY, November 6, 2008
at the Westbury Manor**

**Cocktails — 5:30 pm; Dinner — 6:30 pm
Followed Immediately by the program**

Let us know ONLINE you are coming: www.accany.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

DISCRIMINATION UPDATE: The New York State Division of Human Rights

On June 18, 2008, the New York State Senate confirmed Governor David Paterson's nomination for Commissioner of the New York State Division of Human Rights, Galen Kirkland. During the past year, under former Commissioner Kumiki Gibson, the agency greatly improved its compliance with statutory deadlines. Complaint processing time has been significantly reduced, and the number of cases filed with the Division has increased. The ease of filing claims (which can now be done online), and the fact that there is no filing fee, both contribute factors to the increase the number of charges filed. The Division's quicker claim processing time has resulted in increased probable cause findings. Defending a charge of discrimination is an expensive undertaking. Employers are advised to take precautionary measures; provide sensitivity and harassment training for managers and supervisors, be

vigilant about maintaining appropriate documentation, and investigate allegations or complaints of discrimination in a timely manner.

The Americans with Disabilities Amendment Act (ADAA)

In earlier September, Congress passed a bill that amends the Americans with Disabilities Act (ADA) to provide further protection to individuals with "disabilities." President Bush signed the bill into law on September 25, 2008. The law will take effect on January 1, 2009.

The most significant aspect of the new law is the broader coverage it will provide to individuals with disabilities. Under the current law, physical and mental impairments are not protected under the ADA if they are controlled by medications or assistive devices, or if they do not prevent or significantly restrict an individual from performing a major life activity (e.g. walking or sleeping). This has changed. The new law restricts courts from taking into account mitigating measures, including medications, prosthetics, and other means of diminishing the impairment, when determining whether the employee suffers from a disability. Individuals with illnesses such as epilepsy, diabetes, depression, and many other disorders that are managed by medication may now be protected by the ADA.

The EEOC is charged with drafting new regulations,

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



including regulations governing the standard for determining if an individual's physical or mental impairment is substantially limiting.

The law also makes it easier for employees to prove discrimination under the ADA for being "regarded as" or "perceived as" having a disability. Under the new standard, an employee suing under the "regarded as" or "perceived as" theory of disability discrimination will not be required to show that the impairment actually limits or is perceived to limit a major life activity. The amendments prevent employees with transitory or minor impairments that last less than six months from succeeding on a "perceived as" claim of discrimination.

While the law will expand the number of individuals who are considered disabled and make it more difficult for employers to defend claims, for employers in New York, which also has discrimination laws that define "disability" more broadly than the ADA, the amendments will have very little impact.

LABOR LAW UPDATE:

Commissioned Sales Representatives

Last June, New York's highest court decided that "executives" are employees entitled to the protections of the state's wage payment laws, and that the "commissions" earned by sales executives are considered "wages" under the labor law. In the case before the Court, the plaintiff, an advertising sales executive, claimed her employer wrongfully deducted certain expenses from her commissions in violation of the wage payment laws (the law defines wages to include earned commissions). Fortunately for the employer, the Court found that even though the plaintiff, a sales executive, was covered by the law, pursuant to her written compensation agreement, the Court found she had not earned the commissions at the time the deductions were made. Because the parties' written agreement was drafted properly to allow for deductions before the commission is deemed "earned," the employer was successful in defending the plaintiff's claims.

New York's labor law requires that commissioned sales representatives have written compensation agreements. In the absence of an agreement, the law provides that the court

defer to the employee for purposes of determining whether the commissions were earned and thus, wages due to the employee. In light of this decision, employers should ensure that they have written commission agreements in place, and that the written agreement clearly states when commissions are "earned" for purposes of the wage payment laws.

Have a written commission agreement you would like us to review? Need to draft a written commission agreement for your sales employees? Contact us, we can help. As always, call me if you have a question or email me at Abpearl@pmpHR.com. •

A & R Technical

HVAC Excellence-NATE-EPA Certification Preparation Seminars and Tests

EPA

Peroration	Test
7-10 PM	
11-12	11-15
12-17	12-20
2-18	2-21
4-15	4-18
6-10	6-13

NATE-HVAC-Excellence Preparation

Start Dates

Electrical Application	1-12-09, 10-12-09
Required any certification	
Air Conditioning	3-9-09, 12-9-09
Heat Pump	5-11-09

Special Rates ACCA Members

516-827-9570

On line registration anrtechnical.com



portnoy
messenger
pearl&associates, inc.

Partnering with ACCA

for Comprehensive Human Resource Solutions

Policy Development * Training * Employee Handbooks * Affirmative Action Plans
OFCCP Audits * Labor Strategies & Solutions * Compliance * HR Vulnerability Reviews
Union Avoidance * Arbitration * NLRB Hearings * Recruiting & Placement
Compensation * Job Descriptions * Performance Management
HR Outsourcing * HR On-Site Mentoring * HR Help Desk

www.pmpHR.com abpearl@pmpHR.com
516-921-3400



200 Old Country Rd Suite 610
Mineola, NY 11501
516-739-3000
www.enterprise.com/fleets

Daniel B. Brothers

Account Executive

516-739-5487 tel

516-739-8741 fax

516-507-8848 cell

daniel.b.brothers@erac.com



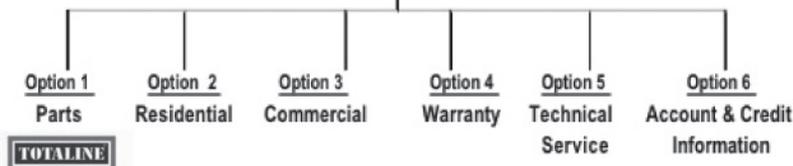
Support For Make-A-Wish

Greater New York Chapter Executive Director John DeLillo (left) presents check to Gerry Dolan of Make-A-Wish at the chapter's annual Golf Outing in August. The ACCA chapter donated \$2,000 to the charity.

Northeast Distribution



Carrier Quick Connect 1-800-973-3345



Bohemia
21 Crossways East
Bohemia, NY 11716
(P) 631-588-2181
(F) 631-218-8104
Store Manager:
Michael Leonhard

Brooklyn
445 Coney Island Blvd
Brooklyn, NY 11218
(P) 718-287-5927
(F) 718-287-6134
Store Manager:
Mike Byrnes

Farmingdale
175 Central Ave
Farmingdale, NY 11735
(P) 631-501-5720
(F) 631-501-5733
Store Manager:
Paul Algeri

Maspeth NEW
48-23 55th Avenue
Maspeth NY 11378
(P) 718-472-0200
(F) 718-472-4538
Store Manager:
Angelo Esposito



Fax: 888-837-1345

www.HVACpartners.com

“Green” Driving Tips To Help Reduce Fuel Use, Improve Efficiency

By Daniel B. Brothers,
Enterprise Fleet Management

As fleet owners and their drivers struggle with the continuous surges in gasoline costs and search for ways to reduce the environmental impact of their vehicles, Enterprise Fleet Management is offering Keys to “Green” Driving – useful tips that can be used to reduce fuel consumption and save money.

When it comes to improving fuel economy and reducing our impact on the environment, sometimes the simplest things can make a difference. When multiplied by the number of vehicles in a company’s fleet, even saving just a few gallons of gasoline every week can add up to a substantial savings at the end of the year. Smarter driving and maintenance are two steps everyone can take.”

- **Lighten your load.** The more weight a vehicle carries, the lower its fuel economy will be. This is especially true for light duty trucks, which can feature the same space dimensions but vary significantly in gross vehicle weight rating (GVWR), towing or payload capacity, and other options. In addition to getting poor mileage, if a vehicle is regularly overloaded, the frequency and cost of repairs for axle bearings, tires, brakes and other driveline and suspension components will end up costing a lot more than the money saved by purchasing the less expensive lighter truck.

- **Reduce speed and keep the RPMs down.** Smooth, steady acceleration from a stoplight or stop sign uses fuel more efficiently than quick “jack rabbit” starts. Drivers also can increase fuel efficiency by shifting to higher gears at the lowest practical speed for standard transmission and accelerating gently with an automatic transmission. If vehicles are equipped with overdrive and/or cruise control, these should be used when ap-

propriate. Making sudden starts and stops, revving the engine and excessive idling also can significantly lower gas mileage, and, according to a United States government website, www.fueleconomy.gov, “each 5 mph you drive over 60 mph is like paying an additional \$0.15 per gallon for gas.”

- **Keep tires properly inflated.** Under-inflated tires create more rolling resistance on the road, which decreases gas mileage and shortens tire life due to improper wear. Since tire pressure changes with temperature, you should check and adjust pressure when the tire is cold and when the vehicle has been sitting for a couple of hours. Because information printed on the tire’s sidewall may not be the optimum pressure for your vehicle or driving situation, the most accurate place to find out about proper tire pressure is on a label inside the driver’s door or in your vehicle’s owner manual.

- **Check wheel alignment periodically.** Misalignment can be caused by hitting potholes, curbs and bumps, worn steering or suspension components and deterioration from aging of suspension parts. Not only does misalignment increase rolling resistance and reduce fuel efficiency, it also causes additional wear and tear on tires. Wheel alignment should be checked every 12,000 miles, or once a year, whichever comes first.

- **Select the right oil for your engine.** Using the correct oil viscosity is important because higher-viscosity oils create greater resistance to the moving parts of the engine and require more gas. Changing oil every 3,000 to 5,000 miles not only is a good maintenance policy, but it also improves fuel efficiency. Extended oil change intervals cause engine sludge, which also decreases efficiency and fuel mileage.

For more information about Enterprise’s industry-leading environmental stewardship initiatives, visit www.keystogreen.com.

Daniel B. Brothers is a Senior Account Executive for Enterprise Fleet Management and is a member of the Board of Directors of the Greater New York Chapter of ACCA. He can be reached at 718-458-7920 ex: 301.



• 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

WELCOME NEW MEMBERS

New Contractor Member

East Coast Mechanical Services, Inc.

William Sallee

14 Frontier Trail
Manorville, NY 11949

631-874-2926

631-874-1013 fax
ecms59@aol.com

New Bronze Associate Member

Vehicle Tracking Solutions

John Cunningham, Jr.

10 East 5th Street
Deer Park, NY 11729

631-586-7400 X11

631-667-0453

Want extra copies of our newsletter for others in your organization? Please visit our website at www.accany.org to download them.



**Ductless Air Conditioning
& Heat Pump**

Over 122
Models

www.mrslim.com

**Sales Hotline
978-749-3121**

jmatson@hvac.mea.com



Mr. SLIM™

JOHN F. DELILLO
Certified Public Accountant

**ACCOUNTING, BOOKKEEPING
& BUSINESS VALUATIONS**

229 South Street
Oyster Bay, NY 11771

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

www.johndelillocpa.com



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

Fulfilling All Your HVAC / R Needs

In-Depth Inventory On-Staff Experts Fast Delivery

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

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

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

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

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

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

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

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

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

16 Convenient Locations Throughout the Northeast

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

The ACCA 2008

Holiday Party



A Spectacularly Enjoyable Evening

Thursday, December 4th 2008

Cocktails • Dinner • Music • Dancing

and

Great Prizes

6:30 pm • \$95 per person



THE INN
AT
New Hyde Park

214 Jericho Tpke., New Hyde Park, NY 11040

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

ACCA Releases "Understanding Manual Q"

The Air Conditioning Contractors of America (ACCA), has released yet another in its popular series of computer-based training packages known as "HVAC Essentials."

The latest package is entitled "Understanding Manual Q: Low Pressure, Low Velocity Duct Design in the Real World." Manual Q is ACCA's industry standard system for designing duct systems that are used in the majority of low-rise commercial applications.

Combined with the recently-released "Understanding Manual N," these two packages provide a complete training system in light commercial sizing and duct system design.

"Understanding Manual Q" is a set of 5 CDs; each CD contains appropriate handouts and the training session itself, which lasts about an hour. Taught by presenter Jack Rise, the CDs are self-directed, allowing technicians, contractors, and students to proceed at their own pace, without requiring long periods of time away from work. They are presented in plain English, with lots of real-world examples that make the necessary principles easy to learn and apply.

The five CDs in "Understanding Manual Q" are:

Part 1 - Airflow Basics

Part 2 - Fan Performance

Part 3 - Fan & Duct System Interface

Part 4 - Creating Comfort Using Manual T

Part 5 - Duct Sizing Methods

The "HVAC Essentials" CD sets comprise a full-featured training library that is available whenever you are. In addition to the commercial design principles explained in "Understanding Manual Q" and "Understanding Manual N," there are also CD training packages explaining residential system design principles: "Understanding Manual J" for residential load calculation and "Understanding Manual D" for residential airflow and duct design.

These packages, as well as "Understanding Section 608," a straightforward training package that can be used to help technicians get their federally-mandated 608 certification, can be purchased at www.acca.org/store (look under the "HVAC Essentials" logo or in "Training CDs & DVDs") or by calling 888-290-2220. •

Attention: Wanted Lennox Dealers

Dave Lennox
Signature® Collection

Healthy Climate® 16 Media Air Cleaner



#1 rated

professionally installed, whole-home filtration system as ranked by a leading consumer magazine.

For opportunities today, please contact Robert at:

LENNOX

LENNOX INDUSTRIES

50 Skyline Drive

Plainview, N.Y. 11803

800-356-3283

Replacing R-22 Systems with R-410A

The Air Conditioning Contractors of America (ACCA), has released a new technical bulletin for its members entitled, "Replacing R-22 Systems with R-410A Systems."

Written by ACCA's Donald Prather, this bulletin outlines the steps needed when replacing one refrigerant system with another. R-410A cannot be used as a "drop-in" replacement for R-22; the higher operating pressures will damage R-22 compressors and components. Additionally, many R-410A units have a larger footprint than their R-22 counterparts. When complete HVAC system change-outs are planned, space allocation must be reevaluated.

According to the bulletin, "Contractors who are not installing and maintaining R-410A systems will soon find themselves unable to compete in the HVACR industry." Effective January 1, 2010, R-22 may not be used in new systems, and HVACR equipment manufacturers have increased production of systems that use R-410A.

The bulletin is available at no charge, for ACCA members only, at www.acca.org/bulletins.

Letters to the Editor

Please fax your comments or experiences that you would like included in our monthly newsletter. Send it in, hand write if you like. We will print it and see what others think. Fax...516-829-5472.

LET'S FORM A

MEDICAL PARTNERSHIP

BIOMEDICAL REFRIGERATION • CRYOGENICS • CO2 INCUBATORS • ULTRA LOW TEMPERATURE UNITS • BLOOD BANKS
WHATEVER YOUR MEDICAL CLIENT NEEDS ARE WE CAN PUT OUR EXPERTISE TOGETHER WITH YOURS FOR QUICK, DEPENDABLE SOLUTIONS. LET'S TALK!



ANTHONY VICARI
718-756-8100

(fax) 718-778-6352 • www.alscientific.com

632 EAST NEW YORK AVE. BROOKLYN, NY 11203

COMPRESSORS

National Compressor Exchange, Inc.

Remanufacturer: Reciprocating & Screw Semi Hermetic Compressors
Full Stock.....Immediate Replacement
1 to 5 Year Warranty

New Facility: 75 Onderdonk Ave., Ridgewood, N.Y. 11385

Plus — New Location on Long Island — Old Bethpage

Tel: 718-417-9100

Fax: 718-821-7032

Outside New York: 1-800-225-7381

www.nationalcompressor.com



American Standard
NEW STANDARDS FOR LIVING™

Commercial and Residential Heating & Air Conditioning Equipment
Air Movement & Air Quality Products, Controls, Accessories,
Supplies & Building Automation Systems

199 Ridgewood Dr.
Elmsford, NY 10523
914-347-3929
fax 914-347-6453

120 New South Rd.
Hicksville, NY 11801
516-822-3074
fax 516-822-4901

SERVING THE GREATER NEW YORK AND METRO TRADING AREAS

Anthony Capone, CIC
 John Glanzman, CIC
 James E. Murphy, CIC

For All Your Insurance Needs

Commercial Automobile
 Commercial General Liability
 Contractors Tools &
 Equipment
 Workers Compensation
 Health & Life Insurance
 Disability Benefits
 Employee Benefits
 Bonds

Newbridge Coverage Corp.

Your Bridge To Cost Effective Insurance Management

202 Sheridan Blvd. Inwood, NY 11696
 1666 Newbridge Rd., Bellmore, N.Y. 11710
 236 Main Street Center Moriches, NY 11934
 Phone (516) 781-9000; Fax (516) 781-9172
 Web site address: NEWBRIDGE COVERAGE.COM E-Mail address: www.newbridgecoverage.com



"Interested in becoming a LIPA Cool Homes contractor? Find out about available customer and contractor incentives by calling LIPA's Infoline at: 1-800-692-2626, or visit LIPA's Web site at www.lipower.org/CEI."

Attend educational lessons taught by independent trainers on:
 Proper Equipment Sizing using ACCA Manual J
 Airflow and System Charging
 'Check Me' system installation verification

Additional On-Line self development courses for HVAC technicians are available through vocational training companies at www.lipower.org/commercial/trade/online. These courses are discounted when registered through the LIPA site.

Join us and get the competitive advantage to move your company into the 2008 HVAC season!