

# The AIR HANDLER

The official Newsletter of:



May 2018

## OFFICERS 2018

President:

Jim Lohbeck  
Crane Heating & Air Cond.  
513-641-4700

Vice President:

Brian Dempsey  
American Heating & Air Cond.  
513-271-2665

Secretary/ Treasurer:

Ben Arther  
A & B Heating Air Conditioning  
859-525-0100

Directors:

Barb Burg  
Anderson Automatic Htg & Clg  
513-574-0005

Jeremy Lee  
Schneller Plbg, Heating & Air  
513-753-3100

Kevin Morrison  
Rusk Heating & Cooling  
859-431-4040

Rob Raby  
Air Plus Heating & Cooling  
513-769-0871

Chris Tucker  
Zimmer Heating & Cooling  
513-521-9893

## MAY MEMBERSHIP MEETING

Wednesday, MAY 9, 2018

4:00 pm - 7:00 pm

At

### CMPA Training Facility

11020 Southland Rd, Cincinnati, Ohio 45204

## MEMBERSHIP BENEFITS - ACCO/ACCGC

We will have the following Agencies (Benefits) here to present.

Each will have approximately 10 minutes to speak.

(1 Hour CEU - Ohio available)

**Speedway** Fuel – Fuel Savings

CareWorks–**Workers Compensation Group Rating**

**Amerisearch** – Background check

Sutton Leasing – **Vehicle Leasing & Sales**

**Federated Insurance** – Business, Vehicle and Bonds

Rocco Fana, **ACCO Executive Director**

### Appetizers and Refreshments Available

**MUST HAVE RESERVATIONS NO LATER THAN**

**Monday, May 7th**

Call (513) 651-1161 or e-mail: [jfrank@accagc.org](mailto:jfrank@accagc.org)

**Cost: \$20 per person payable at the door  
No Shows will be billed!!**

### **Great meeting to bring Potential members . . .**

If you have a contractor in mind, please invite them to this membership meeting, just let Joyce know. **Cost of Membership Meeting will be picked up by ACC Greater Cincinnati.** Talking with the other attendees about issues in the industry may surprise them. They might find the answer they were looking for!

11020 SOUTHLAND ROAD, CINCINNATI, OHIO 45240

phone: 513-651-1161

fax: 513-742-8477

e-mail: [jfrank@accagc.org](mailto:jfrank@accagc.org)

[www.accogc.org](http://www.accogc.org)

**2018 CALENDAR OF EVENTS**

MAY	9	<b>MEMBERSHIP MEETING</b> Membership Benefits CMPA Training Facility 4:00 pm
JUNE	16	<b>FC CINCINNATI</b> 7:30 Game Time Nippert Stadium



*Summer Social Outing*  
**FC Cincinnati Game**

Saturday, June 16th  
7:30 pm Game Time - Nippert Stadium  
Tailgate area to be determined.  
Need Ticket order by Wednesday, May 9th

**The Elephant in the Room**

**Risk Management Corner**

What is large, scary, and has the ability to crush you? If you said elephant, you're not wrong, but, for the sake of this article, a fellow distracted driver is the correct answer.

**Painting a not-so-pretty picture**

Let's create a dot map. First, picture the lower 48 states. Now, cover everything east of the Mississippi River and the western half of Washington, Oregon, and California with 32,000 red dots. At first glance, the map almost looks solid red over these areas. So what? These dots illustrate the more than 32,000 traffic fatalities in 2016.<sup>1</sup> Those dots are people! (To see an actual version of this illustration, the Web address of the NHTSA report is listed at the end of this article.)

**There must be a way to prevent this**

Over the decades, the number of vehicle crash fatalities across the nation has relatively declined. But, in recent years, crash fatalities have increased dramatically. Between 2014 and 2015, fatalities increased 8.4 percent year over year - the largest year over year increase in over 50 years. Between 2015 and 2016, fatalities increased another 5.6 percent over the previous record-breaking year.<sup>2</sup>

When seatbelts and specialized vehicle bumpers became required years ago, it was soon realized that technology can help prevent injuries and deaths. Today, a different type of technology is developing and usage is increasing across various industries. Current technology will monitor driver performance and allow business leaders to coach employee individual performance.

Federated has recently built relationships with three vendor partners who specialize in driving technology – Lytx®, Sentinel HDx, and SmartDrive®. These relationships allow Federated clients access to discounted products and services.

**The real elephant in the room**

There seems to be two schools of thought when it comes to vehicle technology. On one hand, in-cab cameras and vehicle telematics that monitor drivers' actions can be helpful for coaching a driver. On the other hand, they are sometimes perceived as too intrusive. The same for camera systems that record the surrounding traffic. Video could be used to defend against alleged driver negligence, but it could also reveal a company's poor driving. If you are considering implementing in-cab cameras, consult with your human resources and legal counsel to discuss any requirements for use of this technology in your state.

A technology company claims that using their technology can reduce collision frequency by up to 50 percent and collision severity by up to 80 percent.<sup>3</sup>

In the end, we all know the greatest asset is the driver behind the wheel each day. Engaging drivers and reducing risky behaviors behind the wheel is our ultimate goal. To this end, we have continued our goal of safe driving by adding reinforcement to our Drive S.A.F.E. campaign. Drive S.A.F.E.R adds this Reinforcement at the end to complement our previous Speed, Attention, Fatigue and Emotion messages.

As long as crash statistics continue to rise, we will continue to drive home prevention tools for our clients. There is real impact to the bottom line, but our greatest impact is keeping our roadways safe and making sure everyone makes it home safe today and every day.

<sup>1</sup> NHTSA Fatality Analysis Reporting System (FARS/Esri); [https://cdan.nhtsa.gov/GISMaps/STSI\\_MAP\\_Mobile.htm?1&USA&VAR1=1&41&-99&32.166&30.056&30.202&5](https://cdan.nhtsa.gov/GISMaps/STSI_MAP_Mobile.htm?1&USA&VAR1=1&41&-99&32.166&30.056&30.202&5)

<sup>2</sup> "2016 Fatal Motor Vehicle Crashes: Overview," U.S. Department of Transportation, Accessed March 2018. <https://crashstats.nhtsa.dot.gov/Api/Public/Publication/812456>

<sup>3</sup> Lytx® DriveCam® safety program (FARS/Esri); [https://info.lytx.com/LR-17-11-FederatedClient\\_LP.html](https://info.lytx.com/LR-17-11-FederatedClient_LP.html)

*This article is intended to provide general information and recommendations regarding risk prevention only. There is no guarantee following these guidelines will result in reduced losses or eliminate any risks. This information may be subject to regulations and restrictions in your state and should not be considered legal advice. Qualified counsel should be sought regarding questions specific to your circumstances and applicable state laws. © 2018 Federated Mutual Insurance Company. All rights reserved.*



**ACCO Member Minute**

**No Report for**

**Local Only Members**

# SUPPORT OUR ASSOCIATE MEMBERS

## PLATINUM

### COMMERCIAL SPECIALISTS

RANDY GRIMME  
Ph: 513-921-2724

### CORKEN STEEL PRODUCTS

ANDY RONNEBAUM  
Ph: 859-291-4664

### FEDERATED INSURANCE

BRENT THOMAS - West  
Ph: 423-518-9109  
CALEB EASTHAM- Middle  
Ph: 513-316-5735  
JIM JACQUOT - East  
Ph: 513-814-1522

### HABEGGER CORPORATION

CARLEY JAMIE  
Ph: 513-612-4700

### JOHNSTONE SUPPLY

MIKE GRIMME  
Ph: 513-772-2665

### LENNOX INDUSTRIES INC

SEAN KARDUX  
Ph: 513-668-5462

### SAFETY PROFESSIONALS

RON GILBERT  
Ph: 330-677-4433

### TRANE

ELIZABETH LACKMAN  
Ph: 859-468-0661

## BRONZE

### ANDREW BUCHER & CO. INC.

ANDY BUCHER, CPA  
Ph: 513-347-3600

### BUCHER SERVICES GEO THERMAL DRILLING

BOB BOWMAN  
Ph: 513-616-1582

### CARR SUPPLY

RYAN KLATT / BRIAN SNELLING  
Ph: 513-539-8421

### CONTROLS & SHEET METAL

RICK SCHAIBLE  
Ph: 513-721-3610

### RAPID RECOVERY

KELLY WOODRUM  
Ph: 513-478-0016

### HI TECH DUCT CLEANING INC.

STEPHEN WLADYSH  
Ph: 513-737-3200

### PROGRESS SUPPLY INC.

STEVE WILSON  
Ph: 513-681-3881

### R.E. MICHEL CO. INC.

MARK SUCHER  
Ph: 513-541-2444

### RACO INDUSTRIES

DON MECH  
Ph: 513-984-2101

### ROBERTSON HEATING SUPPLY

JEFF WERNER  
Ph: 513-563-2000

### TRENT'S TIN SHOP

LISA TRENT  
Ph: 513-481-0250

### 2-J SUPPLY CO

JENNY WILK  
Ph: 513-541-7000

### WEBER-HUFF INC.

BILL HOLLYDAY  
Ph: 513-847-1911

### WINSTEL CONTROLS

DAN JURKOWITZ  
Ph: 513-251-4343



**2018 Annual Golf Outing**  
Thursday, August 23rd  
10:00 am Shotgun



**Always looking for ideas  
for Membership Meeting  
Topics and Social  
Outings.**

If you have any suggestions  
feel free to pass them along  
to either the committee, the  
office or anyone on the board of directors

### *Quote of the month:*

*“So what do we do? Anything. Something. So long as we just don’t sit there. If we screw it up, start over. Try something else. If we wait until we’ve satisfied all the uncertainties, it may be too late.”*

*- Lee Iacocca*



**ACCGC**  
 AIR CONDITIONING CONTRACTORS  
 OF GREATER CINCINNATI



## Saturday, June 16th

7:30 pm Game Time  
 vs. Richmond Kickers  
 Nippert Stadium

*Tailgate area to be determined.*

*Group Tickets will be located in the Orange (Zone 2) area of stadium*

**Deadline for registration: May 3rd**

### ACC Greater FC Cincinnati Registration

Company: \_\_\_\_\_

Phone # \_\_\_\_\_ Fax # \_\_\_\_\_

ADULTS \_\_\_\_\_ Children \_\_\_\_\_

Info to be used for tailgate decisions.

\_\_\_\_\_ # of Attendees x \$20.00 = \_\_\_\_\_

Please mail registration along with your check made payable to: **ACC Greater Cincinnati**  
 11020 Southland Road  
 Cincinnati, Ohio 45240

**DEADLINE FOR REGISTRATION: May 3rd**