

# The AIR HANDLER

The official Newsletter of:



June 2016

## OFFICERS 2016

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Moore Air  
513-772-3444

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Jansen Heating & Air Cond.  
513-561-4888

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Greg Gall  
Rusk Heating & Cooling, Inc.  
859-431-4040

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513-821-2700

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Crane Heating & Air Cond.  
513-641-4700

Chris Tucker  
Zimmer Heating & Cooling  
513-521-9893



## SPRING GATHERING

**NEW DATE SINCE RAIN  
CANCELLED MAY'S DATE!!**

**Night at Belterra Park June 17, 2016**

If you were previously signed up, Joyce will be confirming your reservations next week. If you need to cancel any or all, please let Joyce know as soon as possible, but if you would like to go and were not signed up, you may do so by Friday, June 10th!!

Details:

- **NEW SPOT** ~ We are moving out to a Track Side Tent. It will be up on the fence with our buffet and bar service inside the tent.
- Room is open from 3:00 - 7:30 pm. Live Racing starts @ 3:00
- Dinner Buffett will be open from 5:00 - 7:00 - Salad, Fried Chicken, Beef, Mashed Potatoes, Mac & Cheese, Green Beans, Cole Slaw, Rolls and Assorted Desserts.
- Cash Bar
- You will get your \$10 Gaming voucher at Belterra. If you have a Player's card bring it with you and they will load it!

## ACC GREATER CINCINNATI ANNUAL GOLF OUTING

**THURSDAY, AUGUST 25th**  
10:00 am Shotgun

**GLENVIEW GOLF COURSE**  
Corner or Sharon Road & Springfield Pike

*Registration is enclosed!*

*Associates will start to be contacted for games on the course  
and Hole Sponsorships before the end of June.*



**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)

2016 CALENDAR OF EVENTS

JUNE	3	RED'S OUTING
JUNE	17	Night at BELTERRA PARK
AUG	25	ANNUAL GOLF OUTING Glenview Golf Course 10:00 am Shotgun

Partners in Training

from Federated Insurance RISK MANAGEMENT CORNER

Employers appreciate the benefit of offering practical, relevant employee training that helps their workers better identify and manage on-the-job the risks.

Federated Insurance has partnered with J. J. Keller®, a leading provider of safety and compliance solutions, to provide clients complimentary access to easy-to-use, timely, and engaging employee training tools that fit their business's needs.

Educational content is available through instructor-led presentations via streaming video (video on demand), or interactive, self-paced, online courses for individual training. Sessions incorporate the latest adult learning techniques, and deliver a consistent and standardized message at each location.

Training topics available from J.J. Keller include:

- workplace safety—HazCom, forklift safety, and fire prevention
- construction—fall protection, confined spaces, and excavations
- transportation/DOT—hours of service, alcohol and drug testing, and vehicle inspections
- human resources—FMLA, ADA, and substance abuse
- HazMat—compliance, security awareness, and placarding

Risk management is a continuous process, which is why Federated strives to provide useful products and services that can help businesses keep pace with their changing needs.

For more information or to access more risk management resources, log on to [Federated's Shield Network®](#) or contact your [local Federated representative](#).



Your Business, Your Paycheck

from Federated Insurance IT'S YOUR LIFE

What would happen if you couldn't work for a month? Three months? Three years? How would it affect you, your business, employees, and family if a disability put you on the sidelines for an extended period of time?

For starters, it's probably a safe assumption that you wouldn't have the steady income you're used to. Your business could lose clientele. Your employees might be out of a job. And your family...well, the financial burden could be overwhelming. The total picture could be pretty bleak.

Are you thinking "it'll never happen to me"? Consider these startling statistics<sup>1</sup>:

- **One in eight** American workers will be disabled for five years or more during their working careers.
- 68 percent would find it very or somewhat difficult to meet their current financial obligations if their next paycheck was delayed for **one week**.
- 65 percent say they **could not cover normal living expenses even for a year** if their employment income was lost; 38 percent could not pay their bills for more than three months.

One more: **Only half of all workers have actually planned for the prospect of a disability.**<sup>1</sup> Don't you want to be part of that proactive 50 percent? Federated Insurance can show you how a Business Owner Benefit rider can protect your personal and business assets as you recover from a disability.

*(To discover your potential risk for a long-term disability and ways to reduce the odds something like this will happen to you, visit the Council for Disability Awareness at [www.disabilitycanhappen.org](http://www.disabilitycanhappen.org).)*

<sup>1</sup>Council for Disability Awareness, [www.disabilitycanhappen.org](http://www.disabilitycanhappen.org); "Disability Statistics," July 2013; accessed 2/4/2014.

This article is for general information and risk prevention recommendations only and should not be considered legal, coverage, financial, tax or medical advice. The information may be subject to regulations and restrictions in your state. There is no guarantee following these recommendations will help reduce or eliminate losses. The information is accurate as of its publication date and is subject to change. Qualified counsel should be sought regarding questions specific to your circumstances. All rights reserved.

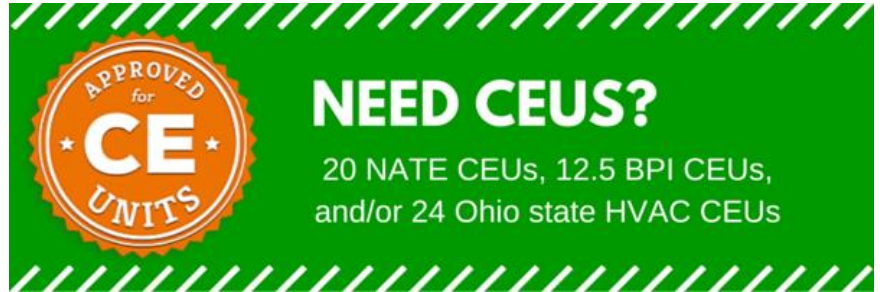




**ACCO Industry Partners**



**CareWorks**



Now is the perfect time to expand your knowledge by signing up for ACCA's [HVAC Residential Design for Quality Installation](#). **Classes are being offered [May 10 - 12 in Dublin, OH](#).**

The HVAC Quality Installation (QI) standard requires an initial system design based on procedures developed by ACCA. When you understand proper load calculation and duct design, and you know how to use software the right way, this will ensure a quality system installation.

**Benefit of the Month  
Ohio PAC 892**

Ohio PAC 892 is your Political Action Committee. ACCO and PHCC Ohio members unite to support the best qualified, pro-business candidates at the state level.

Changes in state law or regulations could be detrimental to your business and bottom line. Your contribution to the PAC is an investment in the future of our industry and one of the most affordable options for political involvement.

**"16 in 16" Member Drive!**

Our campaign will grow membership across the state as we reach out to prospective members.



**News for your Business...**

- > [Questioning, Listening to Close the Sale](#) by James Graening
- > [AHRI Releases February 2016 U.S. Heating and Cooling Equipment Shipment Data](#)
- > [Flowcharts Explained in Less Than 2 Minutes](#) by Steve Coscia
- > [4 things to keep in mind during an OSHA inspection](#)

**Did you know...** ACCO works with six affiliates that serve the indoor environment industry and HVACR contractors at the local level?

[ACCAC \(Akron/Canton\)](#)

[ACCCO \(Central Ohio\)](#)

[ACCGC \(Cincinnati\)](#)

[GCACCA \(Cleveland\)](#)

[DACHA \(Dayton\)](#)

NEOIMS (Northeast Ohio)

## SUPPORT OUR ASSOCIATE MEMBERS

### PLATINUM

#### *COMMERCIAL SPECIALISTS*

RANDY GRIMME  
Ph: 513-921-2724

#### *CORKEN STEEL PRODUCTS*

ANDY BUCHER  
Ph: 859-291-4664

#### *FEDERATED INSURANCE*

MARC BENSON -West  
Ph: 513-478-8550  
CALEB EASTHAM- Middle  
Ph: 513-316-5735  
JIM JACQUOT - East  
Ph: 513-814-1522

#### *HABEGGER CORPORATION*

##### *BRYANT DIVISION*

BILL SCHMUTTE  
Ph: 513-681-6313

#### *HABEGGER CORPORATION*

##### *CARRIER DIVISION*

CARLEY JAMIE  
Ph: 513-612-4700

#### *JOHNSTONE SUPPLY*

MIKE GRIMME  
Ph: 513-772-2665

#### *LENNOX INDUSTRIES INC*

SEAN KARDUX  
Ph: 513-668-5462

#### *TRANE*

ELIZABETH LACKMAN  
Ph: 859-468-0661

### BRONZE

#### *ANDREW BUCHER & CO. INC.*

ANDY BUCHER, CPA  
Ph: 513-347-3600

#### *BLUE & CO. LLC*

MICHAEL COMBS, CPA  
Ph: 513-241-4507

#### *BLUE ASH DESIGN / PRINT*

SEAN DENNEDY  
Ph: 513-891-0783

#### *BUCHER SERVICES*

##### *GEOHERMAL 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

#### *D & D METAL SUPPLY INC*

RICHARD MERMAN  
Ph: 513-272-1246

#### *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 BURKE  
Ph: 513-563-2000

#### *TRENT'S TIN SHOP*

LISA TRENT  
Ph: 513-481-0250

#### *2-J SUPPLY CO*

JENNY WILK  
Ph: 513-541-7000

#### *UNITED REFRIGERATION*

DAVID BRAY  
Ph: 513-591-0020

#### *WEBER-HUFF INC.*

BILL HOLLYDAY  
Ph: 513-847-1911

#### *WINSTEL CONTROLS*

DAN JURKOWITZ  
Ph: 513-251-4343

### **ACCO Scholarships**

ACCO Memorial Scholarship funds help Ohio residents pursuing a career in the HVACR industry through trade/vocational schools or college programs designed with educational programs to benefit the HVACR industry. Applicants must be sponsored by an ACCO member.

[Click here](#) for an application

<http://accOhio.org/knowledge-center/scholarships/>

## **UPCOMING MEMBERSHIP MEETINGS**

- September 14, 2016 - Newport Aquarium Behind the Scenes Tour with Lunch at Hofbrauhaus
- October 12, 2016 - NCI - CO2 - place to be determined
- November 9, 2016 - TBA and Elections for 2017



## A Night at Belterra Park

Friday, June 17, 2016 (3:00pm) Post Time



ACC Greater Cincinnati is planning our Spring Get Together at Belterra Park. Come enjoy a spring evening of horse racing and gaming in the Track Side Tent. ***Our evening includes a Buffet Dinner, Race Program (one per person/couple), cash bar and \$10.00 gaming voucher.***

Cost per person is: \$30.00

Please send reservation to Joyce by Friday, June 10, 2016.

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

\_\_\_\_\_ # of Attendees x \$30.00 = \_\_\_\_\_

**Please list names of Attendees on 2<sup>nd</sup> sheet. This information is for the \$10 gaming voucher which will be in the form of a gaming card.**

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

**DEADLINE FOR REGISTRATION: FRIDAY, JUNE 10, 2016**





# ANNUAL GOLF OUTING

## THURSDAY, AUGUST 25, 2016

### GLENVIEW GOLF COURSE

10965 Springfield Pike  
513-771-1747

Sign-In Begins @ 9:15 a.m.  
Shot Gun Start @ 10:00 a.m.  
Scramble Format

**Includes:** Golf Cart, Green Fees, Lunch, Drinks,  
Dinner, Games, Hole-in-One Contests,  
**FUN & Door Prizes**



**\$100 per Player or \$400 per Foursome**

**Deadline for registration: Wednesday, August 17th**

### ACC Greater Cincinnati Annual Golf Outing Registration

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

Contact Person: \_\_\_\_\_

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

Players:

1) \_\_\_\_\_ 2) \_\_\_\_\_

3) \_\_\_\_\_ 4) \_\_\_\_\_

\_\_\_\_ Would like to make a donation toward ACCO Scholarship Fund \$ \_\_\_\_\_

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