

# The AIR HANDLER

The official Newsletter of:



August 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

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513-574-0005

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Schneller Plbg, Heating & Air  
513-753-3100

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Rusk Heating & Cooling  
859-431-4040

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

Chris Tucker  
Zimmer Heating & Cooling  
513-521-9893

## ACC GREATER CINCINNATI ANNUAL GOLF OUTING



THURSDAY, AUGUST 23rd  
10:00 am Shotgun

### ASTON OAKS GOLF CLUB

1 Aston Oaks Drive  
North Bend, Ohio 45052

### SCRAMBLE FORMAT

\$110 per Golfer

Greens Fee, Lunch, Dinner, Beverages on the Course & Games

Split-the-Pot, Skins & Door Prizes

**Registration deadline: Wednesday, August 15th**

### Heat the 'Nati September 28, 2018



# HEAT THE NATI



Sign-up sheets for ACC GC's Heat the 'Nati are enclosed. ACC Greater Cincinnati would like its members to donate one truck with technician to help us with this task.

It is only for a few hours on Friday morning, usually from 8:00 am - Noon. We need sign ups as soon as possible, so that the appropriate number of calls can be scheduled.

**ASSOCIATE MEMBERS** we need your help to work with the technicians on filling out paperwork with each Homeowner.

**Please return sign-up sheets by September 1st!!!**

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)

<b>2018 CALENDAR OF EVENTS</b>			<b>Always looking for Potential members . . .</b>
AUG	23	<b>ANNUAL GOLF OUTING</b> Aston Oaks Golf Club 10:00 am Shotgun	If you have a contractor in mind, please invite them to a 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!
SEPT	12	<b>MEMBERSHIP MEETING</b> Frank Besednjak CMPA Training Facility	
OCT	10	<b>MEMBERSHIP MEETING</b> Mike Lohbeck TBD	
NOV	14	<b>MEMBERSHIP MEETING</b> Rik Roberts ,Comedian TBD	
			<b>ACCO Scholarships</b> 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.  <a href="http://accOhio.org/knowledge-center/scholarships/">http://accOhio.org/knowledge-center/scholarships/</a>

## Upcoming Fall Membership Meetings

September 12th @ Noon (Lunch Meeting) *Speaker: Frank Besednjak*  
**Complacency & Procrastination - A major cause of Stress in Contracting Business**  
(1 -1/2 Hours Ohio CEU)

Complacency and procrastination interferes with your work and life, causes missed opportunities, damages relationship and contributes to daily stress, anxiety and guilt. So, why do we do it? One reason may be that, like anything, procrastination and complacency does have some benefits. Yet, also has the effect of limiting business growth and competitiveness.

In this class we will discuss the types of procrastinations and the reasons for complacency. We will also share ideas, methods and tools to deal with the habits and patterns that create this stressful environment.

To be held at the office - CMPA Training facility, 11020 Southland Rd, Cincinnati OH 45240

October 10th @ Noon (Lunch Meeting) *Speaker: Mike Lohbeck*  
**The Stress of Understanding the Value of Your Business**

Mike will be speaking on several different points . . .

Why it's important / Succession Planning (10 year/5 year/3 year...) / Key metrics to build value  
Key items in Valuation process / When and How to start

November 14th @ TBD *Speaker: Comedian Rik Roberts*  
**It's Funny Now: Pure Stand-up Comedy Stress Buster**  
Sit back and relax with an hour of 100% pure and clean stand-up comedy.

**Please watch the monthly newsletter for more details as they come available.**

### DUES INVOICES . . .

Please remember that you will get an invoice from ACCA National for NATIONAL ONLY DUES!!

ACC Greater Cincinnati will invoice for State and Local Dues. Invoice will be sent in November, payable by 12/31 each year. Remember that if you use ACCO Benefits, you must belong to ACCO!!

**Please make sure your Account Payable Department watches what address they are sending payments to since we had several send payments to National and they had to call National to get their money back. National does not forward the dues to the Local!**

**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 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

#### **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

### **Looking toward 2019 . .**

The Board of Directors has started their **search for New Board Members** for 2019.

There are **4 Contractor positions to be filled** (3 - 3 year term and 1 - 2 year term)

**and 1 Associate Advisor** (3 yr term) position to be filled.

It only requires 1 meeting (approx. 2 hours) a month. If you are interested in giving back to your industry and making ACC Greater Cincinnati a better Organization, please contact Jim Lohbeck @ Cell: (513) 675-7810 / Email: [jlohbeck@craneheatingandair.com](mailto:jlohbeck@craneheatingandair.com) or Joyce at the office

### **Quote of the month:**

“Every man owes some of his time to the upbuilding of the profession to which he belongs.”

**- Theodore Roosevelt**



August 1, 2018

We are contacting you about a program called “*Heat the 'Nati,*” that we will be participating in for the 15<sup>th</sup> time on September 28, 2018. We will be doing this on a Friday again this year and we are looking for One Technical or Non-Technical person from each MEMBER. If each Member Participates, we will be able to complete our task in a few hours. Please find information below and participation forms attached.

### **What is Heat the 'Nati?**

- Heat the 'Nati provides free heating safety checks to elderly/disabled, low-income homeowners in the Cincinnati area to insure proper operation of their heating equipment and to save lives.
- Volunteers provide a ray of sun light, a smile and a helping hand to people who need it the most.
- Volunteers repair furnaces, un-vented room heaters or in some cases, boilers.
- Volunteers install smoke detectors and/or carbon monoxide detectors or replace batteries in existing detectors.

### **How Can I Participate?**

- *ACC Greater Cincinnati* needs service techs, installers, helpers, owners and managers to help.
- Contractors are needed to volunteer the use of their truck and Technician
- Technicians are needed to run a couple of safety check calls (most volunteers are finished by noon), If they should run into a minor problem, fix it. If it requires a major system component replacement, document it and give the information to your team leader.
- Non-technical help is needed to ride with technicians, talk with the homeowners while the technician is doing the safety check and any minor repairs and helping in other ways as determined on the call.

### **When Is Heat the 'Nati?**

- Heat the 'Nati is Friday, September 28, 2018
- **Kick off occurs at: 8:00 a.m., 2-J Supply, 14 Sunnybrook Drive, Cincinnati OH 45237**
- Receive call assignments and then after final instructions by coordinators, leave to complete the calls.
- Return to 2-J to return call packets.
- *Go back to work knowing you have made a difference in someone's life!!*

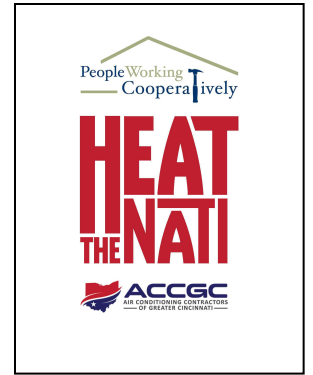
**How Do I Volunteer?** Complete the attached form and return it to Joyce @ ACC Greater Cincinnati

**Questions?** Call Pat Linhardt @ 859-815-1258 or Bill Van Name @ 513-561-4888

### **Heat the 'Nati Program Facts & Figures**

- The ACC Greater Cincinnati Heat the 'Nati program does not receive any government funding and relies solely on volunteers for donations of cash, labor, equipment and parts.
- Heat the 'Nati can dramatically improve the quality of life for elderly, low-income and disabled homeowners in the Greater Cincinnati area.
- ACCGC volunteers have donated time, money and parts to this program, safety checking over 500 homes.
- It is estimated that there are still hundreds of homeowners that do not have a safe source of heat for their homes.

***Thanks for volunteering your time to make a difference!!!***



## 2018 HEAT THE 'NATI

Company \_\_\_\_\_

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

Phone Number \_\_\_\_\_

Yes, we will participate on Friday, September 28, 2018

We are looking for **ONE TECHNICIAN** from each Contractor Member to participate. They would be back to your office no later than Noon.

\_\_\_\_ We will have a **technician** that day (Please list name)

Name: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

We are looking for **at least ONE NON-TECHNICAL** Support person from each Associate Member.

\_\_\_\_ We will have other **non-technical support people**

Names: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_ We will support this program with a cash donation of \$\_\_\_\_\_. I understand you will invoice me for this donation unless I specify otherwise.

**Please return this form to: ACC Greater Cincinnati  
11020 Southland Road  
Cincinnati, Ohio 45240  
Ph: 513-651-1161 or Fx: 513-742-8477**

**Thanks for volunteering your time to make a difference!!!**



## Cybersecurity and Small Business

It's nearly impossible these days for businesses to operate without the help of Internet-connected devices, which exposes them to cybercrime. It's the small- to medium-sized businesses that are especially vulnerable: half are victims of cybercrime and nearly two-thirds of those victims go out of business.<sup>1</sup> Hackers increasingly target small businesses because there is a low risk they will be caught and a high probability they will be successful.

Maintaining personally identifiable information (PII) on a computer connected to the Internet creates a nearly unavoidable risk. More than likely, names, addresses, and employment information are stored. If PII is acquired by someone without the authority to do so, that may result in a data breach.

Banking, credit, and vendor account information is also vulnerable. Even if that valuable information is not stored on an Internet-connected computer, employees who have access to it can be duped into handing it over to criminals.

### Best Practices and Security Tips

**Tip 1: Train Employees in Information Technology Security.** Training should be offered, especially to those who are responsible for accounts payable, human resources records, and wire transfers. Training for all employees should be reinforced periodically.

Employees should be instructed to refrain from clicking links or attachments in e-mails, and not to pay an invoice until it's confirmed that the sender actually sent it. Even if the e-mail appears to be from a trusted source, employees should learn to always copy and paste links or type URLs into a browser to see if the address is valid.

**Tip 2: Funds Transfers.** Put a policy in place to have an in-person or telephone conversation to confirm e-mail requests for funds or personal information. It can greatly reduce the likelihood of fraudulent transfers or information sharing.

**Tip 3: E-mail Authentication.** Phishing can be substantially reduced by verifying that the e-mail originated from the domain it is associated with. If your domain is hosted, it's worth taking some time to look at how your e-mail is set up to ensure proper authentication schemes are used.<sup>2</sup>

**Tip 4: Change default passwords on your router and other Internet-connected devices.**

**Tip 5: Use a trusted VPN service when using Wi-Fi.**

**Tip 6: Back up your data regularly both to the cloud and to a removable device.**

**Tip 7: Update firmware and software regularly.**

**Tip 8: Provide firewall security for your Internet connection.** Ensure your operating system's firewall is enabled, especially if have employees working from home.<sup>3</sup>

**Tip 9: Limit employees' authority to install software and their access to only necessary information and data.<sup>3</sup>**

**Tip 10: Require employees to update unique passwords every three months.<sup>3</sup>**

Security professionals used to strive for perfect security, but today they accept that goal as unachievable. Instead, they strive for optimal security by combining best practices with a risk management program that considers purchasing data compromise and cyber coverage through a knowledgeable insurance provider.

Cyber Shield® from Federated Insurance is a two-part coverage program designed to help provide essential protection against many of the critical cyber and privacy exposures businesses face. Data Compromise Coverage and Cyber Coverage can help your company recover from intentional or accidental breaches.\* Visit [federatedinsurance.com](https://federatedinsurance.com) for more information or to find your [local Federated representative](#).

<sup>1</sup>"Small Business, Big threat: Protecting Small Businesses from Cyber Attacks," Statement for the Record: Dr. Jane LeClair, Chief Operating Officer, National Cybersecurity Institute at Excelsior College Before the United States House of Representatives Committee on Small Business, 4/22/15. [https://smallbusiness.house.gov/uploadedfiles/4-22-2015\\_\\_dr.\\_leclair\\_\\_testimony.pdf](https://smallbusiness.house.gov/uploadedfiles/4-22-2015__dr._leclair__testimony.pdf)

<sup>2</sup>The leading e-mail authentication protocols are SPF (Sender Policy Framework), DKIM (Domain Keys Identified Mail) and DMARC (Domain-based Message Authentication, Reporting & Conformance); best practice is to utilize the three protocols together. <https://dmarc.org/2016/03/best-practices-for-email-senders/>

<sup>3</sup>"Cybersecurity for Small Business." Online at <https://www.fcc.gov/general/cybersecurity-small-business>

\* Coverage will be determined solely by the circumstances of the event and the terms of your policy, if approved for issue. This article is not an offer of insurance.

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