

Formerly Air Conditioning Contractors of America – WPA Chapter – ACCA-WPA

December 2015

Inside:

- Mark Your Calendar
- 2016 Officers
- Estate Planning

Volume 10, Issue 12

2016 General Meeting Dates

Mark your Calendar!

January 14, 2016

Could Employment Issues Derail Your Future?? Joe Hamilton, Federated Ins.

February 11, 2016 TBA

March 10, 2016

R07C / R410 Refrigerants Updates

April 14, 2016

New Tools – W-FI Linked



Just for Fun

Tell a man that there are 400 billion stars and he'll believe you. Tell him a bench has wet paint and he has to touch it.

How come Superman could stop bullets with his chest, but always ducked when someone threw a gun at him?

How much deeper would the ocean be if sponges didn't grow in it?

Why do we wash bath towels? Aren't we clean when we use them?

Why doesn't glue stick to the inside of the bottle?

ACCWPA Board of Directors Wish you **Season's Greeting!!**



And A Very Happy New Year!!

2016 Officers

2016 Officers

Executive Officers:

Steve Woodring, President, Wade Htg & Clg Rege Dumm, Vice President, A-Air Inc. Chuck Rauch, Treasurer, Valley Htg & Clg Rob Champe, Secretary, Shearer Htg & Clg

What is "virtual estate" planning?

There's a piece of the overall estate planning process that few think about or may even be aware of: planning the handling of their "virtual estate."

If you're part of the majority of Americans who use the Internet for everything from banking to shopping to socializing, you have virtual estate, because these activities require digital accounts complete with a user name and password.

If something should happen to you, what happens to your digital accounts? Who has access? If your family wants to preserve or download the content, will they be able to? Would you want them to? Even with your user IDs and passwords, accessing a deceased person's online accounts may violate service agreements or state or federal law. Today, only seven states have passed laws related to digital assets.

Currently, you do have a few ways to plan for your heirs' access to your virtual estate.

Check website policies. Some automatically close or delete inactive accounts. Others disable an account upon request by the family or executor.

Compile a list of user names and passwords. Then store on a flash drive or print, and keep in a safe place. Don't include this information in your will, since a will becomes public record during probate.

Leave instructions. While there's no guarantee your heirs or executor will be able to follow them, make your wishes known on how you would like each account handled.

Commercial digital asset services. These service companies often allow you to name a designated beneficiary to whom your account information will be released upon proof of your death.

Taking time to consider your virtual estate now can save your loved ones significant time and frustration later.

(© 2015 Federated Mutual Insurance Company. All rights reserved. This article is intended to provide general recommendations regarding risk prevention. It is not intended to include all steps or processes necessary to adequately protect you, your business, or your customers. You should always consult your personal attorney and insurance professional for advice unique to you and your business. For more information on ACCWPA's Federated Insurance program contact Matt Johnson, Account Executive ACCWPA's Federated representative at 606-923-6350 (mdjohnson@fedins.com); be sure to tell him you are a member of ACCWPA)

EDUCATION EVENTS



Integrity is the essence of everything successful.

SmartWords

You Must Remember

"The trouble with retirement is that you never get a day off"

Abe Lemons

Inspiration

 ${\it Be}$ lieve

yourself



110 Parkway View Drive . Pittsburgh, PA 15205 412-489-9170 • 412-788-5291 - fax

- AIR CLEANERS HUMIDIFIERS BOILERS •
- FLEX DUCT · DUCTLESS SPLIT SYSTEMS ·
 - DURA VENT CLASS B •
 - FLEX & CHIMNEY LINERS •
- MALCO TOOLS · HONEYWELL CONTROLS ·
 - AIR CONDITIONING COVERS
 - NRP RECLAIMERS •
 - INSTRUMENTS (UEI & BACHARACH)

Built Here, Built Right!

Virginia Air Distributors



960 Riverside PLace Leetsdale, PA 15056

(724)266-2020 www.virginiaair.com





2015 ASSOCIATE MEMBERS

BEAVER STEEL SERVICES INC. KURT TRESER, 412-429-8860

BERNARDINI-LINK ASSOCIATES INC. DAVE BERNARDINI, 412-361-0128

CARRIER ENTERPRISE BRYANT PGH.

WILLIAM SUESS, 412-586-3404 **COLUMBIA GAS OF PA**

MIKE BELSKY, 724-416-6357 COMFORT SUPPLY

DAVE HECKLER, 412-921-6600

DONWIL COMPANY GREGG MASSETTI, 412-787-1313

FEDERATED INSURANCE MATT JOHNSON, 606-923-6350

FILTECH, INC. ANDY KOMAR, 412-461-1400

FIRST NIAGARA RISK MANAGEMENT JOHN FOLINO, 412-318-8147

G.B.G. INC. FRANK LIBRICH, 412-321-8300

H. GERHARDT SUPPLY HARRY R. GERHARDT, 412-279-4880

HABEGGER-MEYERS HVAC DIST., INC. BILL POVENZ, 800-886-6937

JAMES MASTROIANNI, 724-681-2578

JOHNSTONE SUPPLY INC. STEVE BICHEY, 724-561-3345

LENNOX INDUSTRIES FRANK McLAREN, 412-638-2430

PITTSBURGH PLBG. & HTG. SUPPLY SHELLY BRISELLI, 412-622-8100

REFRIGERATION SALES CORP.

RICK KRAMER, 412-482-6969 ROBERTSON HEATING SUPPLY

TIM LEJA, 412-922-0500 SABRE EQUIPMENT, INC.

FRANK BELLAY, 412-262-3080 STANDARD AIR & LITE CORP.

TOM BANEY, 412-920-6505

TRANE RES/LT COMM SYSTEMS TAMMY SMITH, 412-223-5159

UNITED REFRIGERATION INC. DON NIEMANN, 412-833-0200

VENANGO PLBG. & HTG. SUPPLY TOD ECKERT, 412-486-0695

VIRGINIA AIR DISTRIBUTORS JOE SWITALSKI, 724-266-2020

2015 CENTURY CLUB MEMBERS

FEDERATED INSURANCE MATT JOHNSON, 606-923-6350

FIRST NIAGARA RISK MANAGEMENT JOHN FOLINO, 412-318-8147

JOHNSTONE SUPPLY INC. STEVE BICHEY, 724-561-3345

LENNOX INDUSTRIES FRANK McLAREN, 412-638-2430

ROBERTSON HEATING SUPPLY TIM LEJA, 412-922-0500

STANDARD AIR & LITE CORP. TOM BANEY, 412-920-6505

TRANE RES/LT COMM SYSTEMS TAMMY SMITH, 412-223-5159

VENANGO PLBG. & HTG. SUPPLY TOD ECKERT, 412-486-0695

VIRGINIA AIR DISTRIBUTORS JOE SWITALSKI, 724-266-2020

2015 VO-TECH MEMBERS

CCAC TECHNOLOGY CENTER CHRISTOPHER FISCHBACH, 412-788-7380

PENN COMMERCIAL INC. MARIANNE ALBERT, 724-222-5330 x228

PITTSBURGH TECHNICAL INSTITUTE ROBERT ROSSELL, 412-809-5350

STEEL CENTER AVTS JUSTIN KUBAN, 412-469-3200

TRIANGLE TECH STEVE FLAHERTY, 412-359-1000 X7194

"Be There Fund"

(Must be an ACCWPA member to Win!)

January 2016: \$30.00





PITTSBURGH 15201 185 40TH STREET 412-486-0695

1525 Beaver Avenue Pittsburgh, PA 15233 P: 412.321.8300 F: 412.321.8306



201 Locust Street Youngwood, PA 15697 P: 724.925.9570 F: 724.925.9571

An HVAC Distributors, Inc. Company

Authorized Distributor of nane

LASTS AND LASTS AND LASTS.



Air Conditioning & Heating

Residential & Commercial HVAC Equipment

Universal Parts | HVAC Accessories Daikin Mini Splits | Dunkirk Boilers & Accessories G-Force Technical Training

www.hvacdist.com

Reliability. Reputation. Responsiveness. **Pick All Three**



Being confident in the brand you sell, makes the sale a little easier. And working with the Trane Pittsburgh DSO can give you that assurance by providing you with all the resources and materials you need, when you need them.

Trane Pittsburgh DSO (412) 223-5100



TRANE

It's Hard To Stop A Trane*

JOHNSTONE



Goodman

Capeland

WE'VE GOT YOU COVERED...

PRODUCTS . KNOWLEDGE . SERVICE

Now with 7 locations in the Pittsburgh area stocking Heating, Ventilation, Air Conditioning and Refrigeration equipment.

MONACA Phone 724-775-8041

BUTLER Phone 724-283-9100

NORTH HILLS Phone 412-367-8040

BETHEL PARK

MONROEVILLE

PITTSBURGH

GREENSBURG

Phone 412-831-8188 Phone 412-373-6360 Phone 412-690-2388 Phone 724-216-5406

WWW.JOHNSTONESUPPLY.COM



NIAGARA

Risk Management

First Niagara Risk Management is a proud member of ACCA and is here for all of your insurance needs.

We specialize in providing cost efficient solutions for all of your business requirements, such as:

Commercial Insurance

Bonding (Including unique bonding situations) **Employee Benefit Packages** Home & Auto Insurance Individual Health & Life insurance policies

> Member: Jason Corrado (412) 318-8147

125 Hillvue Lane, Pittsburgh, Pa 15237







RELAX, IT'S RHEEM. Rely on Rund

Service That Satisfies Since 1934

BEAVER FALLS.......500 Seventh Ave.......724-843-4500 CRANBERRY TWP......1245 Freedom Rd.......724-772-3855 MONROEVILLE......1616 McClure Rd.724-733-7577 PITTSBURGH.......952 Noblestown Rd,412-922-0500



ACCESS 1,000's OF PRODUCTS PRICING & LIVE AVAILABILITY MOBILE DROER PLACEMENT ACCOUNT INFORMATION TECHNICAL SPECS + MORE!

DOWNLOAD THE EFAMOUS APP TODAY! SEARCH "EFAMOUS" ON YOUR APPLE OR ANDROID DEVICE First Time user? Sign up directly through the eFamous Appl









YOUR SOURCE FOR Manitowoc **ICE MACHINES & PARTS**

IN WESTERN PENNSYLVANIA



Ask Us About Our ProPerks Rewards Program!

3180 Sassafras Way Pittsburgh, PA 15201 412,482,6969

230 Executive Dr. #127 Cranberry Twp., PA 16066 724.742.1650

HABEGGER-MYE







Duquesne: 412-469-1010

Morgantown: 304-284-9880



LOWER FILTER COSTS = GREATER PROFITABILITY

-SPECIAL SIZE PLEATS & THROWAWAYS NOW MADE LOCALLY -AREA'S LARGEST FILTER INVENTORY WITH AIR CLEAKER REPLACEMENTS -CALL, EMAIL, OR FAX US TODAY FOR A QUOTE