

# April 2019

## Inside:

- 2019 Mark Your Calendar
- EC Motors
- HR Question of the Month

Volume 14, Issue 4

# 2019 General Meeting Dates

Mark your Calendar!

# April 11th ECM / IAQ Motors

Place: The Yard - Robinson Mike Riddell US Motors/Nidec Motor Corp

# May 9th Tool Time

Place: TBA

June 12th
Board Meeting Only

July & August No Meetings

# August ?? Golf Outing

Date and Place TBA

September 12<sup>th</sup> Social – Wine Tasting

Pittsburgh Winery

# October 8th Trap Shoot

N Side Sportsman's Asso.



If you like to get our ACCWPA Newsletter, send your email address to: accwpa@zoominternet.net

# April 11th - Meeting at "The Yard - Robinson"

# **EC Motors**

# Mike Riddell

Sales and Business Development Mgr. Nidec Motor Corp.

- Define EC Motor technology and discuss how they deliver better electrical efficiencies over PSC Motors
- Identify the popular styles of EC Motors that have been available over the past 26 years
- Discuss the best ways to utilize the various styles of EC Motors
- Federal Regulations regarding the new Fan Energy Rating which is being implemented in July 2019
- Aftermarket Replacement options and other ways to employee ECM technology.

# Join Us: April 11th



670 Chauvet Drive, Pittsburgh, PA 15275 (Pool City Plaza - Robinson)

3:00 pm - Board Meeting ◆ 5:30 - 6:00 pm - Social Hour (cash bar)

Guest Speaker: 6:00 pm - 7:00 pm

7:00 pm - Dinner and Social Hour resumes (cash bar)

Dinner Buffet - \$40.00

RSVP: 724-687-7860 (phone, email or fax) -

NO cancellations after April 8th, noon!

Registration Flyer on page 3

# Copies of Employee IDs with I-9 Forms?

## Question

Do we need to keep copies of employees' Identification along with their I-9 form? Or can we just physically verify it and fill the information in on the form.

#### Answer

By way of some background, employers are obligated to ensure that a Form I-9 is properly completed for all new employees within three day of hire. The employer must physically review the original documents presented by an employee in connection with the Form I-9 (other than a birth certificate, for which a certified copy is allowed) to ensure that the document(s) presented establish the employee's identity and authorization to work in the United States, and a member of the company's management generally needs to sign the form to confirm and indicate that this is the case. When this is not feasible, such as in cases where an employee is hired remotely as may be the case here with employees in other states, an employer can designate an authorized representative to fill out the Form and review the documents, and this includes contracting with another person or business to verify the employee's identity and work eligibility. Keep in mind, though, that if an agent, representative or independent contractor fails to sufficiently complete the Form on behalf of the employer or accepts inappropriate documents, etc., his or her actions and any violations or non-compliance are attributable to the employer.

Getting specifically to your question: employers have discretion to make photocopies of the documents presented by employees in support of the Form 1-9, or not, but must be consistent across the board with whatever approach it takes. This means that it cannot photocopy the supporting documents for some employees and not others. Rather, when it comes to deciding whether or not to make copies of the documents presented (and employees must have discretion to choose which acceptable documents to provide), it is an "all or nothing" proposition. Either way, employers are obligated to retain the Form I-9 (and copies of supporting documents, if the employer elects to make them) for a period of three years after the date of hire, or one year after the date of employment termination, whichever is the longer period. This record retention obligations applies regardless of the location or jurisdiction of the worker. Employers that have employees working in multiple states can elect to store I-9 Forms locally in the offices (or states) where they work or centrally at a corporate headquarters or similar location. However, if audited or required to produce the Forms by an appropriate government agency, court order, etc., the employer must ensure that the documents can be readily produced even if they are housed out of state. I-9 Forms should be kept separately from personnel file documents, though, whether in a separate I-9 file for each employee, or in a combined file dedicated solely to Form I-9 retention. Employers that choose the latter route often organize the Forms I-9 alphabetically or by date of hire to ensure ready access if/when necessary.



The Question of the Month is provided by Enquiron, a company wholly independent from Federated Insurance. Federated provides its clients access to this information through the Federated Insurance. Federated provides help that the understanding that neither Federated nor its employees provide legal or employment advice. As such, Federated does not warrant the accuracy, adequacy, or completeness of the information herein. This information may be subject to restrictions and regulations in your state. Consult with your independent professional advisors regarding your specific facts and circumstances.

# ACCWPA Corner



Integrity is the essence of everything successful.



SmartWords
One Kind
Word can
change
someone's
entire day!

# Inspiration

 ${\it Be}$ LIEVE

Yourself



# EC Motors Mike Riddell

Sales and Business Development Mgr. Nidec Motor Corp.

- Define EC Motor technology and discuss how they deliver better electrical efficiencies over PSC Motors
- Identify the popular styles of EC Motors that have been available over the past 26 years
- Discuss the best ways to utilize the various styles of EC Motors
- Federal Regulations regarding the new Fan Energy Rating which is being implemented in July 2019
- Aftermarket Replacement options and other ways to employee ECM technology.

# Join Us: April 11th



670 Chauvet Drive, Pittsburgh, PA 15275 (Pool City Plaza - Robinson)

3:00 pm - Board Meeting ◆ 5:30 - 6:00 pm - Social Hour (cash bar)

Guest Speaker: 6:00 pm - 7:00 pm

7:00 pm - Dinner and Social Hour resumes (cash bar)

Dinner Buffet - \$40.00

RSVP: 724-687-7860 (phone, emailor fax) - NO cancellations after April 8th, noon!

# \* Important - RSVP is a must! \*

Email: accwpa@zoominternet.net or fax (724) 687-7860

Company		
Names		
Email address	Cell #	

Dinner Buffet - \$40.00

NO Cancellations after April 8th NOON. No shows will be billed.

IF YOU ALREADY MADE YOUR RESERVATIONS, THANKS!
PLEASE PASS THIS NOTICE TO SOMEONE ELSE THAT WILL BENEFIT!

# 25 Mistakes Successful People Never Make Twice ...

Everybody makes mistakes. Failure is when you make the same mistake over and over.

Everybody makes mistakes -- it's part of life. In fact, it's through our mistakes and failures that we acquire the experiences and insight that allow us to succeed.

Some people have a hard time admitting it when they make a mistake. However, successful people recognize when they've made a blunder. They learn from it, grow and then move on. They know that if they ignore a mistake, they can get caught in a negative cycle that will leave them defeated. That would be true failure.

In order to help you avoid failure, here are the 25 biggest mistakes successful people may make once, but not twice.

## 1. Ignoring your gut instinct.

Sometimes we just sense something is off without being able to explain why. It's easy to discount these instincts, perhaps because we're not really sure if we should trust a hunch over our rational mind. But successful people only make that mistake once before they realize that their gut instincts should never be ignored. Taking your instincts into account will give you a broader perception of what's going on and make you more confident of your decisions.

Related: The Many Logical Reasons to Lead With Your Gut Instinct

### 2. Not asking tough questions.

Sometimes we're uncomfortable prying into every detail because we fear being intrusive. But there are times when you have to ask the tough questions. Successful people may fail to do that once, but when they get burned, they'll ignore the awkwardness and make sure they have all the information they need.

## 3. Playing it safe.

If you constantly play it safe in life, you're probably hoping to avoid making mistakes by going along with the herd. But this is one of the biggest mistakes of all, because sweeping success only comes to those who are courageous enough to strike out on their own. Successful people may initially allow themselves to fall into this trap, but something in them propels them to take risks. They would rather try something new and fail than take a safe bet and lead a boring life. (Continued on page 7)

# Air Conditioning of Western PA

will continue to be your local industry partner, as we have been since 1950.

## **Annual Membership Brings You the Following Benefits:**

- Networking events
- Discounts on seminar
- Current info from local suppliers
   Indoor Air Expo
- Legislative efforts
- Local website
- Technical training courses
- Apprenticeship program State recognized
- Monthly newsletter
- Information of industry news changes within the industry

- Insurance for member's company discount
- Code enforcement updates
   Local lobbying
- · Voice for the local contractors
- Golf Outing
- Education opportunities for your technicians office staff
- Advocacy agenda promote contractor interest
- Labor and HR legal advice before utilities
- Helping members to stay ahead of the curve
- 8 Monthly informative meetings



# **Upcoming** Meetings!

2019

**Meeting Topics!** 

April 11th **ECM / IAQ Motors** 

Place: The Yard - Robinson

May 9th **Tool Time** 

Place: TBA

June 12th **Board Meeting Only** 

July & August No meetings scheduled

August?? **Golf Outing** 

September 12th Wine Tasting Pittsburgh Winery



Work Hard in Silence. **Let Success** make the Noise!



# 2019 ASSOCIATE MEMBERS

#### **APRILAIRE**

TONY ZINGALES, 330-958-3290

#### **BEAVER STEEL SERVICES, INC.**

KURT TRESER, 412-429-8860

#### CARRIER ENTERPRISE BRYANT PGH.

MIKE MARHEFKY, 412-586-3404

#### COMFORT SUPPLY

DAVE HECKLER, 412-921-6600

#### EDWARD C. SMYERS CO.

TOM SMYERS, JR., 412-471-3222

#### FEDERATED INSURANCE

DANIEL DOWDY, 412-720-4697

#### H. GERHARDT SUPPLY

HARRY R. GERHARDT, 412-279-4880

#### HABEGGER HVAC CORP.

C.J. CAMERON, 412-469-1010

#### JOHNSTONE SUPPLY INC.

STEVE BICHEY, 724-561-3345

#### ROBERTSON HEATING SUPPLY

TIM LEJA, 412-922-4001 CELL

#### STANDARD AIR & LITE CORP.

TOM BANEY, 412-920-6505

#### TRANE RES/LT COMM SYSTEMS

MARK FOSTER, 412-223-5100

# 2019 CENTURY CLUB MEMBERS

# FEDERATED INSURANCE

DANIEL DOWDY, 412-720-4697

# JOHNSTONE SUPPLY INC.

STEVE BICHEY, 724-561-3345

STANDARD AIR & LITE CORP.

# TOM BANEY, 412-920-6505

# 2019 VO-TECH MEMBERS

#### PENN COMMERCIAL INC.

MARIANNE ALBERT, 724-222-5330 x228

#### PITTSBURGH TECHNICAL COLLEGE

ROBERT ROSSELL, 412-809-5350

#### **WESTERN AREA CAREER & TECHNOLOGY CENTER**

DR. DENNIS MCCARTHY, 724-746-2890

# "Be There Fund"

(Must be an ACCWPA member to Win!)

April 2019: \$60.00

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









#### Wholesale Distributor

Heating & Air Conditioning Equipment Hydronics | Ductless | Geothermal | IAQ Parts & Accessories

800.228.4822 | www.hvacdist.com







Now with 2 locations in the Pittsburgh Area!

# EAST

706 Seco Road Monroeville, PA 15146 412-457-7000 - phone 412-373-0195 - fax Mgr. - Chris Vicari

# WEST

110 Parkway View Drive Pittsburgh, PA 15205 412-489-9170 - phone 412-788-5291 - fax Mgr. - Joe Zylinski

# 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 DS0 (412) 223-5100



TRANE

It's Hard To Stop A Trane\*

# JOHNSTONE SUPPLY



Goodman

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

BUTLER Phone 724-283-9100 NORTH HILLS Phone 412-367-8040

Phone 724-775-8041 BETHEL PARK MO

MONROEVILLE

PITTSBURGH

GREENSBURG

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

# WWW.JOHNSTONESUPPLY.COM



**Built Here, Built Right!** 

Virginia Air Distributors



960 Riverside PLace Leetsdale, PA 15056 (724)266-2020 www.virginiaair.com









ACCESS 1,000'S OF PRODUCTS
PRICING & LIVE AVAILABILITY
MOBILE ORDER 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







# PREMIER HVAC DISTRIBUTOR

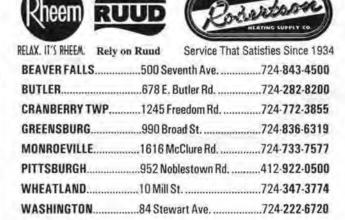






Duquesne: 412-469-1010

Clarksburg: 304-622-4328





# 25 Mistakes Successful People Never Make Twice

### 4. Believing in perfection.

It's easy to fall for a promise of something that seems like a wonderful opportunity. It's easy to believe in someone who seems to have charisma and charm. But if something seems too good to be true, it probably is. No one is perfect. Successful people may be duped once, but they will be sure to remain skeptical and objective in the future.

#### 5. Blaming others.

Failing to take responsibility for your mistakes and trying to <u>blame others</u> instead is incredibly destructive to yourself and those around you. Yet it is among our most human tendencies because we don't like to admit the part we played in failure. Successful people are accountable, and this earns them the respect of others. They take responsibility for their mistakes and subsequently grow beyond them.

## 6. Letting emotions drive decision-making.

Emotions sometimes have a way of taking over, even if in the back of our minds we realize we should step back. Negative emotions like jealousy, doubt and anger can plague even the most logical people, clouding their judgment and leading to **poor decision making**. Successful people don't allow themselves to fall into this trap more than once.

Related: Can You 'Feel' It? How to Use Emotional Decision-Making in Marketing

### 7. Hitting burnout.

No one achieves their dreams and becomes successful without a lot of hard work and persistence. But successful people quickly learn they need to <u>find balance</u> in life. Becoming a workaholic will only lead to long-term stress and ultimately burnout. Take time to recharge and relax -- it will pay off when you go back to work.

### 8. Taking a shortcut.

There are no fast passes in business or in life. Trying to cut the line or jump ahead will likely result in failure, or at the very least less-than-optimal results. Successful people may try to take a shortcut once, but when that blows up, they'll learn the hard way that you can't skip the line.

### 9. Trying to please everyone.

We all seek approval from others, and we all want to be well liked. But successful people learn early on that it's impossible to make everyone happy. Everyone has an opinion and some people will never be pleased, no matter how hard you try. Successful people know that trying to please everyone makes them less effective at their job. They focus on their core customers and have clearly defined targets.

Related: You Can't Be Everything for Everybody, So Stop Trying

#### 10. Refusing to change your mind.

Tenacity is crucial to gaining success, but there can be a fine line between being determined and having a hard-nosed, unyielding outlook. Persistence will help you reach your goals. Being obstinate and refusing to <a href="mailto:change your mind">change your mind</a> or see the reality of a situation will cause you to fail. Successful people would never become successful if

# 11. Opting for instant gratification.

<u>Delaying gratification</u> is hard for a lot of people. After all, we live in a world where waiting any length of time for something we want seems absurd and unnecessary. But achieving any major goal in life takes hard work and persistence. Successful people learn the value of delayed gratification early on, and their determination to succeed is greater than any instant pleasure they could have.

# 12. Doing something you're not passionate about.

It's true that even successful people may not love every part of their job, but they're certainly deeply committed and <u>passionate</u> about their ultimate goals and dreams. Successful people may have once found themselves stuck in a dead-end job or doing something they hated, but they would never go back, no matter how big the paycheck.

Related: Passion, Freedom and Impact: The 3 Ingredients of Business Success

# Misc. Info . . . .

# ACCWPA Newsletter and all notices:

If you like to get our
ACCWPA Newsletter, send
your
email address to:
accwpa@zoominternet.net

Every Job is a

SELFPORTRAIT
Of the Person
who does it.
Autograph your
work
with
Excellence!

AUTHOR UNKNOWN







# Indoor Environmental & Energy Professionals

# **EC Motors**

# Mike Riddell

Sales and Business Development Mgr. Nidec Motor Corp.



670 Chauvet Drive, Pittsburgh, PA 15275 (Pool City Plaza - Robinson)

# **ACCWPA Upcoming Events**

# April 11th ECM / IAQ Motors

Place: The Yard - Robinson Mike Riddell US Motors/Nidec Motor Corp

May 9th **Tool Time** Place: TBA

June 12th **Board Meeting Only** 

July and August **Board Meeting Only** 



2019 Officers an	d Direct	ors
President:		
Rege Dumm, A-Air		412-741-9420
Vice President:		
Rob Champe, Shearer Heating & Cooling		724-222-1830
Treasurer:		
Chuck Rauch, Valley Heating and A/C		724-941-9793
Secretary		
Ron Doebler, Premier Heating		412-928-8277
CONTRACTOR DIRECTORS:		
Sue Pelles, Pelles HVAC		724-321-0486
Steve Woodring, Wade Heating & Cooling		412-787-1341
John Wilcox, Wilcox Plbg & Htg		412-212-7525
ASSOCIATE DIRECTORS:		
Mike Marhefky, Carrier Enterprise		724-989-9555
Steve Bichey, Johnstone Supply		724-561-3345
Colleen Karnes, Standard Air & Lite		412-920-6505
SPECIAL ADVISOR:		
John Matthews, A-Air Company		412-741-9420
Dave Williams, A-Air Company (ACCWPA Past-President)		412-728-5148
Bob Boyle, J. A. Sauer		412-931-7200
Bob Champe, Shearer Heating & Cooling		724-222-1830
Executive Director:		
Pat Forker	Office/Fax	724-687-7860
accwpa@zoomintemet.net	Cell	412-760-5792