

ACCA GREATER HOUSTON

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Amanda Jones
713-781-4822
amandajones@accagh.org

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Professor Heat
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TBD: If you would like to submit a newsletter title please see pg. 4 for more details

NOVEMBER 2010

Presidents Corner

The summer is gone. We can all say goodbye to the dog day's of summer now. I hope everyone had a great summer season and profitable. The winter season is now upon us and we all need to hope that we actually have some cold weather. The beautiful day's we are having now are nice (for golf) but not for business.

The meeting was a good time this past month. It was good to see Todd and Shannon. It sounds like its going to be a busy year

at the state level for them. We raised some good money for the PAC fund. As we all know the only way to get things done in politics is with money. It's never too late to contribute to the fund, heck you can even do it monthly.



Jimmy Barry
Doctor Cool & Professor Heat

The November meeting will be our Hall of Fame, awards night. I am looking forward to seeing everyone there. Come out to show our appreciation to the people that have gone that extra mile for our chapter and industry.

Jimmy

PS: Don't forget about our Holiday Party December 3rd. We will have the Casino night. This is always a good time. Oh yea did I mention it's an **open bar!**

A Note from YOUR Chapter Executive

TRAINING TRAINING TRAINING, this is the theme of November! We have some amazing trainings this month starting with Susan Brown the renowned "Phone Genie"! I urge you to see page 4-5 regarding our upcoming trainings.

Thank you to all who helped with our Annual Golf Tournament, we had 99 golfers this year and it

was a great time! If you didn't make it this year I hope you will come out next year!

I would like to personally thank everyone for their kind words and the generous floral arrangements sent to my family. The loss of a family member is always difficult and I truly appreciate the outpouring of support from the membership. THANK YOU!

I am so proud to be able to announce our Hall of Fame winner for 2010! Sonny Roncancio with Fresh Air is an amazing asset to ACCA-GH and the industry as a whole! Thank you Sonny for all you do!

Amanda Jones
ACCA-GH
Executive Director

As always I am here for YOU, please let me know what I can do for YOU and your company!

ACCA-TEXAS TRADE TALK

Happy Thanksgiving from your ACCA-Texas Staff



November 2010

What Has Happened in the Last Decade?

Ten years...a lot of water can pass under the bridge in that amount of time...and believe it or not, at the end of November, I will have been with ACCA-Texas for 10 years. It doesn't seem that long, and when you work for such a great group of contractor and associate members, not to mention Board members, time surely does fly. Over the past decade your ACCA-Texas Board of Directors has enacted a "ton" of items to your ACCA membership. I would like to take a minute and let you know some of what has transpired over the last 10 years.

- ACCA-Texas is one of the fastest growing State Chapters in the nation. For the past three years, we have been consistently ranked 1st or 2nd in New Company Growth (many thanks to the local chapters who help tremendously with these efforts as well)
- More than 7000 students have taken part in Trainings ranging from state mandated Continuing Education, NATE Training and Exams to License Prep, Load Calculations and "Green Trainings"
- Development of statewide ACCA-Texas HVAC Apprenticeship Program
- ACCA-Texas is the LARGEST provider of Classroom Based Continuing Education in Texas
- The CompPac Trust of Texas (enacted by your ACCA-Texas Board of Directors in 2003) has more than 185 members and has passed out more than \$1,300,000 in dividends back to the members since 2006
- ACCA-Texas stands firmly on our fiscal soundness and foundation
- Our "voice" in the state legislature has grown immensely over the past 10 years with legislation WE have passed that includes: state mandated Continuing Education, Technician Registration, strengthening of state license laws, development of state workers compensation trust, small business growth, and numerous other bills that your ACCA-Texas Board of Directors monitors on an annual basis
- More than \$100,000 in TAC-CAPAC contributions
- Increased visibility within HVAC/R community through items such as the ACCA Texas Membership Directory, e-newsletters, website and other communications

Some times it's ok to "toot your own horn," especially when it comes to saying that over the past decade ACCA-Texas has worked tirelessly on your behalf. The above items are only a few of the many parts of your ACCA membership and we hope that you are taking advantage of them all.

Here's to another ten years, and another decade of growth for all of ACCA!

Don't forget to offer ACCA Membership to your Contracting Friends....raising the bar of professionalism in our industry is everyone's opportunity!

See you around the state,
Todd



Dynamic Membership Benefit from ACCA National

ComfortU

A whole new way of learning ... and succeeding ... for contractors and their employees

**All for one low monthly fee
No risk
Cancel anytime**

Seminars and training sessions from the nation's leading contractors and industry experts ... all from the comfort of your own desk, office, or training room! Participate in live, interactive training without taking time away from work. Or access

online training archives -- whenever you want -- 24/7.

That's ComfortU!

What do people say about ACCA online training?

"Kudos on a great job ... The people I had sitting in the webinar with me have their appetite whetted for more information."
Stan Johnson, Stan's Heating & Air Conditioning

"Your recent Home Performance webinar was both informative and motivating. Our entire sales team sat in on it and all came away enthusiastic and **enlightened**. We all stayed around afterward and had a healthy discussion."
Tim Welch, Peaden Air Conditioning

"The webinar today was excellent ... it was professionally produced and executed. I send my compliments to you for the very valuable and informative hour and a half that you put together."
Lou Bindner, Climate Engineering

UPCOMING TRAININGS

November 16, 2010

FISH: Creating Accountability Part II
Presented by: Jamie Gerdsen, Apollo Heating and A/C

December 14, 2010

Five Dysfunctions of a Team Part III
Presented by: Jamie Gerdsen, Apollo Heating and A/C

December 21, 2010

Three Points of Growth That Can Put You Out Of Business!
Presented by: Tom Grandy, Grandy & Associates

December 21, 2010

Maintenance Agreements: The Contractors Golden Goose!
Presented by: Tom Grandy, Grandy & Associates

[CLICK HERE TO READ MORE](#)

CONTRACTORS/ASSOCIATE/AFFILIATE APPLICATIONS

The following applicants have been approved for membership in ACCA-Greater Houston. Our bylaws state that applicants names must be published in our newsletter. If we do not receive any written objection in 15 days, they are approved for membership.

WELCOME

TO THE

ACCA

FAMILY

Contractor Members

ARS Rescue Rooter
Randy Harper
rharper@ars.com
713-856-1181
10515 Okanella
Houston 77041

Associate Members

Galveston College
Larry Rutkowski
lrutkows@gc.edu
409-944-1376
4015 Avenue Q
Galveston, tx 77550

Indoor Air Quality Blurb

ATCHOO

October might be my favorite month in Houston. Halloween decorations tend to be my favorite because even though the themes try to be scary or disturbing, more than anything they usually bring on a sense of nostalgia. Halloween has all the spectacle of other major holidays but it doesn't have the added obligation of Thanksgiving or Christmas – it's the holiday pre-season. What makes this holiday especially charming in the Lone Star State is while most of the country is bundling up we're just starting to enjoy temperate weather.

While the cooler temperatures and costumes remind me of days gone by, as an adult there is an added element of October that I never experienced as a child or youth and that is the burden of allergies. The first few years that I felt that scratchy tickle at the back of my throat I thought I was getting sick. Unbeknownst to me, my body had decided that the foliage that makes Houston so beautiful was now something that we were at odds with. Being lucky enough to have this start in my mid 20's and only being affected 2 or 3 times a year makes me feel like I dodged a bullet. Some people live their entire life allergic to things that are outdoors such as pollen or cedar, but also to things that are indoors. These indoor allergies are a nuisance and something a good majority of people never notice. When I asked a friend what it felt like to be allergic to cats they related it to being able to feel humidity in the air. If you're allergic, you can just feel the dander in the air and have a hard time breathing. In this article I would like to dedicate a little time to understand what allergies are and

why they only affect certain people.

An allergy, an abnormal reaction by a person's immune system against a normally harmless substance. A person without allergies would have no reaction to this substance, but when a person who is allergic encounters the trigger, the body reacts by releasing chemicals, which cause allergy symptoms. However, just because there is a cause and effect between exposure to a substance and the development of symptoms does not always mean that a person is allergic to that substance. For example, medications have known and expected side effects; a person experiencing one of these side effects is not necessarily allergic to that medication. It is unknown why some people develop allergies and some don't. Allergies seem to run in families, and in some cases family members can share allergies to specific foods or medications. It appears that the allergic response was once meant to protect the body against parasitic infections, although now seems to be an abnormal response to non-infectious triggers. The scary thing about indoor allergies versus outdoor allergies is that while outdoor allergies tend to be seasonal, indoor allergies can exist year round. More people are allergic to dust mites, tiny bugs invisible to the naked eye, than any other household allergen. These minuscule insects thrive on dead human skin cells, which we constantly shed. What is worse is that humans are not allergic to the mites themselves—we are allergic to their feces, which are found in plentitude wherever the mites set up house. Pets are another primary source of indoor allergies. Cats and dogs, espe-

cially those with long hair, harbor all kinds of potential allergens (like dander and saliva). Carpets and rugs trap these particles, which can be difficult to vacuum. Hardwood floors are the best option for pet owners because the hair does not bind to them.

Luckily, there are measures you can take to prevent indoor allergens before or after they become a problem. If you have ceiling fans, make sure that you clean them thoroughly at least once a week. Vacuum furniture regularly, even obsessively (this goes double if you have pets!). Ditch your drapes or curtains, as they are havens for mites; shades are a much better choice and have the added benefit of being easier to clean. Frequent vacuuming is another great way to battle pet allergies. (Wearing a mask while you vacuum will prevent sneezing fits and other symptoms.) You can also wash your animal every week or so, but be sure to consult your vet for products that won't dry their sensitive skin. Finally, keep your bedroom off-limits. If your dog or cat gains access to your clothes and bedding, then your allergies will be worse and far more difficult to shake. While these precautions can't keep you protected from the spooky sneezies that exist outdoor, hopefully it will at least keep you from feeling uncomfortable while you're handing out candy and doing the Monster Mash this fall.



Katie Long
Power Vac America

ACCA-GH IS VERY HAPPY TO ANNOUNCE THAT OUR FALL/WINTER EDUCATIONAL SCHEDULE CURRENTLY HAS MANY NATE ACCREDITED CLASSES WITH MANY OF THE HOURS NEEDED TO RENEW YOUR NATE CERTIFICATION.



FOR MORE INFORMATION GO TO www.accagh.org

LOCATION:

Century AC Supply
10510 Sam Houston S
Houston, TX 77099

TIME:

8:00am-5:00pm

**WANT
TO WIN
A \$100
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CARD???**



DO YOU NEED YOUR 8HOUR CE?

HERE ARE THE UPCOMING CLASSROOM CONTINUING EDUCATION DATES PROVIDED BY ACCA TEXAS. YOUR 8HR CLASSROOM CE IS FREE TO ALL CONTRACTOR MEMBERS. ONLINE CE IS AVAILABLE WITH A CONVENIENCE CHARGE THROUGH ACCA TEXAS.

UPCOMING DATES

November 10, 2010

[CLICK HERE TO SIGN UP](#)

THE NAMING GAME

ACCA-GH will be running a contest through the 31st of December to name our newly revamped monthly newsletter.

Prize: \$100 Gift Card

Please submit proposed newsletter title, your name and contact information to Amanda

Amanda will propose names to the 2010 Board of Directors

anonymously, ONLY Amanda will know whose newsletter title belongs to whom.

The winner will be announced in January 2011.

SUSAN BROWN "THE PHONE GENIE"

Susan will be teaching two classes this fall for ACCA-GH.

On November 2, 2010 you can attend Susan's Maintenance Agreements class and/or

Mastering the Art of Selling class.

During Susan's extensive Career, Susan has successfully sold a multi-million dollar

advertising contract to Microsoft. Took a 2 million dollar company to 9 million dollars in less than two years. Generated over \$300,000 in telephone sales and assisted companies to generate \$1,000,000 additional in sales through certain techniques.

"Susan Brown is perhaps the best phone trainer in our Industry. After hearing her at an Atlanta seminar, we hired

her to come in for 2 weeks to work with our personnel. She is a revenue generator". B.C. Arkansas.

"After a week with Susan in our facility, we could attribute the next month's additional revenue of \$70,000 to our company. Her tracking system helped us document this for our company". Susan Blair, Clearwater, FL

UPCOMING EDUCATIONAL SEMINARS

Date	Class	Location	Instructor	Time	Nate CEU Hrs
November 2, 2010	Maintenance Agreements	Century	Susan Brown	1:00pm-5:00pm	
November 2, 2010	Mastering the Art of Selling	Century	Susan Brown	8:30am-12:30pm	
November 4, 2010	HVAC Electrical Class	Carrier Northwest	Ed Valot	8:00am-12:30pm	4
November 9, 2010	Tune a Tech Heating School	ACES Brittmooore	Don Christian	8:00am-12:30pm	4
November 12, 2010	Heat Pump Prep Part 1	Goodman North Loop	Craig Caffey	4-7pm	3
November 13, 2010	Heat Pump Prep Part 2	Goodman North Loop	Craig Caffey	8-5pm	8
November 17, 2010	ECM Motor Training	TBA	Christopher Mohalley	8-12:30pm	4
November 18, 2010	EPA Lead Paint	ACES	Scott Von Gonten	8-5pm	
November 19, 2010	Heat Pump NATE Exam	TBA	Amanda Jones	7:30-11:30am	

Are you taking advantage of ACCA's extensive educational seminars?

ALL THINGS NATE

CONSUMERS ARE BECOMING INCREASINGLY AWARE OF NATE CERTIFICATION. ON NATES WEBSITE CONSUMERS READ THIS:

When using a certified NATE tech, you'll benefit by:

- * Lower utility bills through proper installation and maintenance
- * Fewer callbacks and warranty returns

- * Fast, efficient service
- * Job done right the first time
- * Equipment that runs at peak efficiency
- * Advice & knowledge of skilled, certified technician
- * Greater peace of mind

From air conditioning and heating installer certifications to residential and light commercial maintenance, NATE techs are the best in the

business. So when you call a contractor, ask if they use NATE-certified technicians. If they do, ask them to send a NATE technician to your home. If they don't, use our **contractor locator** to find a NATE-recommended contractor.

Is your company listed in NATE's Consumer Contractor Connection (C-3) ?

[CLICK HERE FOR NATES C-3 WEBSITE](#)



ACCA-GH Holiday Party

Date: Friday December 3rd, 2010 **Time:** 7:00pm – 11:00pm

SPJST Lodge
1435 Beall at 15th
Houston, TX 77008

\$50.00 per person

ITALIAN DINNER AND OPEN BAR INCLUDED

PLEASE BRING AN UNWRAPPED TOY TO DONATE IN EXCHANGE FOR \$5000 EXTRA CASINO \$\$

RSVP HERE

Enjoy Casino Night, Drinks, Prizes and LOTS OF FUN!



Monthly Membership Meeting & Education Seminar

DATE: November 16th, 2010

RSVP www.accagh.org

TIME: 5:30PM-6:30PM Social Hour

(713) 781-4822

6:30PM-8:30PM Seated Dinner and Meeting

MEMBERSHIP MEETING

Hall of Fame winner inducted, Awards presentation, Slide Show of 2010 Activities and installation of 2011 Board of Directors.

TOYS FOR TOTS

Please bring an unwrapped toy to the November Membership meeting. We will be donating the toys to Toys for Tots. The US Marines will again be at our meeting, so, help ACCA-GH in touching the hearts of many children and families this Holiday Season.

Every person who donates to the drive will receive a ticket for the chance to win a gift card.



Aces A/C Supply Inc.	David Collins	713-738-3800
ACR Supply Inc.	Eric Fisk	713-4624822
Advanced Refrigerant Technologies, LLC	Richard Coker	281-338-2179
Alliance Graphics: Printing	LaVaughn Sims	713.688.2688
Allstyle Coil Co.	Pam	713-466-6333
AprilAire	Shawn Dunman	936-499-8636
Bobby Ford, Inc.	Darrell Green	979-265-4224
Carrier/Bryant South Central	Gary Price	972-281-6590
Century Air Conditioning Supply	Jess Mattox	281-530-2859
Champion Energy	Jim Fluet	281-653-1892
Coburn Supply	Ken Babin	409-924-7809
Complete Control/Div. AMCON Controls, Inc.	Steve Hudson	713-464-7002
Complete Curb Products	Don Moore	713-690-1622
Contractors Financial Opportunity, LLC	Brandon Jacob	713-426-4041
Diversified Thermal, Inc.	Sharon Attra	713-896-6801
Everest Institute	Ian Avington	713-772-4200
FC Background, LLC	Jessica Inman	713-444-7795
Federated Insurance	Adam Beck	800-633-6040
Ferguson Heating & Cooling Supply	Ken Burris	713-466-1395
First Cardinal of Texas	Rachel Beier	469-713-5362
First Co.	Sandy Embesi Jr.	713-917-6700
Gemaire Distributors	Rick Horton	713-466-6261
General Truck Body Mfg. Co.	Mark Kestermeier	713-692-5177
Goodman Distribution	Mike Thiele	713-868-2665 Ext 211
Houston Area Mechanical Contractor Training Academy (H.A.M.C.T.A.)	Kelly Stavinoha	713-466-5054
Houston Freightliners	Sean Carpenter	713-672-4115
HVAC Business Solutions	Brian Starzec	713-270-6400
Insco Distributing	Keith Baker	713-462-3737
Johnson Supply	Gary McLoughlin	713-661-6666
Johnstone Supply	Bill Quinn	713-868-8967
Kacal's Auto & Truck Service	Michelle Padalino	713-747-8076
Leasing Associates Inc.	Lelia McDiarmid	832-300-1326
Lennox Industries	Paul Boartz	713-856-9500
M & M Manufacturing Company	Robert Shane	281-830-6847
Mason Road Sheet Metal	Chris Jinks	713-466-5054
MATECO Truck Equipment	Thomas Musachia	713-692-3888
MBM Cleaning, Inc.	Joey L. Gabbanelli	713-225-3828
McDaniel Metals Inc.	Larry Moody	281-987-8400
Morrison Supply Company	Jason Greagrey	713-554-8500
Nationwide Insurance/ Slater Agency	Kathy Slater	281-494-7753
Payless Insulation Inc.	Larry Harmon	713-868-1021
PEPCO Sales & Marketing	Steve Good	972-823-8700
Pronto Crane	Jim Myhaver	713-722-7079
Randall Reed's Planet Ford	Hike Hamm/ Gary Ryan	281-548-6110
Rapid Recovery	Dave Mann	281-444-3402
SER Jobs for Progress	Mickey Hammond	713-773-6000
Snappy Printing	Ron Acuna	713-688-9925
Southern Ford	Arlene Catania	713-653-6212
Sunset Glass Tinting	Eddy Russell	281-494-7161
Texas Reps	Randy Burg	281-240-5858
The Cole Group	Donald Cole II	713-880-9494
The Hunton Group	Richard Hunton	832-747-2000
Troutenko Insurance Services	Nadia Troutenko	713-789-3196
United Air Conditioning Supply	K.M. Khetpal	713-952-5191
Universal Wiring and Electrical Service	Ed Valot	713-849-5656

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2010 HALL OF FAME

ACCA-GH WOULD LIKE TO HONOR **SONNY RONCANCIO** OUR 2010 HALL OF FAME RECIPIENT



Sonny has been an active member of the association for many many years, past president and head of the Summer Gala for numerous past years. We appreciate all Sonny and Fresh Air have done for ACCA-GH and the industry as a whole.

Thank You

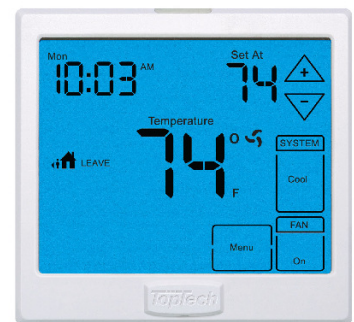
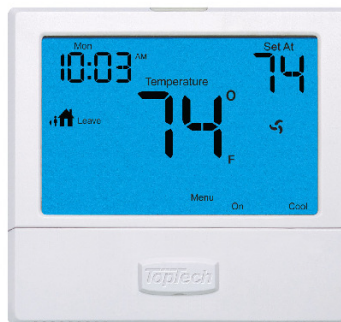
Come out on November 16th to help us honor Sonny!



NW Houston - 713-856-5570
Sugar Land - 281-530-5014
SE Houston - 281-464-3308
Woodlands - 281-419-5249
Beaumont - 409-832-1500
College Station - 979-774-4833



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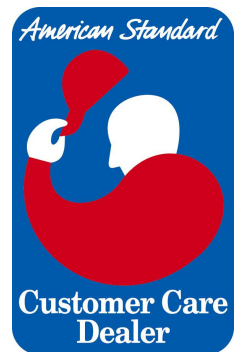
Houston/Bellaire 713.663.6661	SW Houston 281.933.3991	NW Houston 713.683.3991	Humble 281.446.7820	Bay City 979.245.2665
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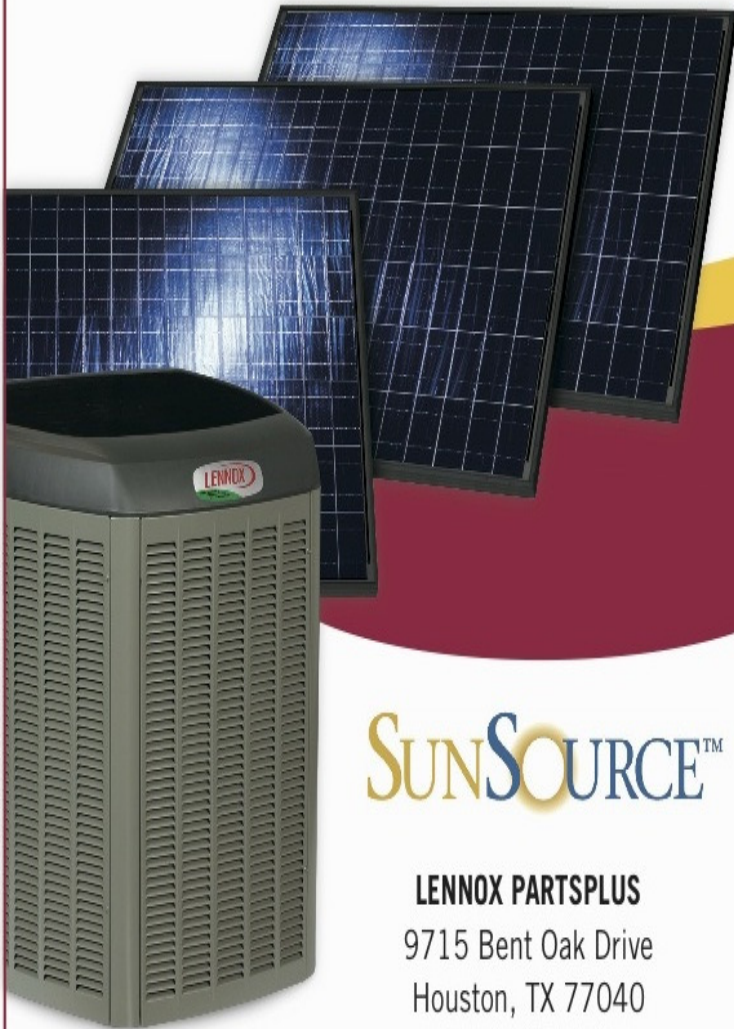


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25 SEER SUPPORTERS

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Carrier Enterprises



20 SEER SUPPORTERS

Century AC Supply

18 SEER SUPPORTERS

Johnstone Supply

14 SEER SUPPORTERS

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\$530 per year by switching to
Nationwide through Kathy & Terry Slater.



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