



# COOL NEWS

*The latest from ORAC & our associates*



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## "FREEZE" THE DAY

There's no better time than the present to make the most of each and every day we are given.

I don't think anyone could have guessed that we would still be in the midst of the pandemic a whole 12 months later, but alas, here we are. Although, with challenges, comes perseverance, and changes to the way we do things, sometimes for the better.

At ORAC, we have been doing everything we can to increase our value to you as our members, despite the challenges caused by the pandemic.

Some highlights over the last few months have been the launch of Season 2 of the **ORAC 2.0 Informational Webinar Series**, raising over \$6,000 in toys for children in need, thanks to your generosity, through the first annual **Holiday Heroes Toy Drive**, and the launch of our **ORAC Commercial Contractors Manual**.

We plan on continuing to bring you new initiatives throughout 2021.

- Your friends at ORAC

# Over \$6,000 in Toys Collected for the ORAC Holiday Heroes Toy Drive!

In December, ORAC held our first annual Holiday Toy Drive in partnership with the York Regional Police "Holiday Heroes" campaign.

Over \$6,000 worth of toys, clothing, food and cash, were collected and donated through the Salvation Army and Victim Services of York Region to benefit families in need, living right here in our community.

This year, the needs of the community have increased significantly. ORAC and our members came together and joined the many other generous citizens and businesses of York Region to provide support to 4,000 families and nearly 8,000 children across the Region.

On behalf of ORAC, we would like to thank all of our members who participated in making the toy drive an outstanding success, and stopping by for a quick hot chocolate and a photo in our Holiday Room!

Thank you for being a true "Holiday Hero".



Thank You for your donations!





WINTER/SPRING 2021



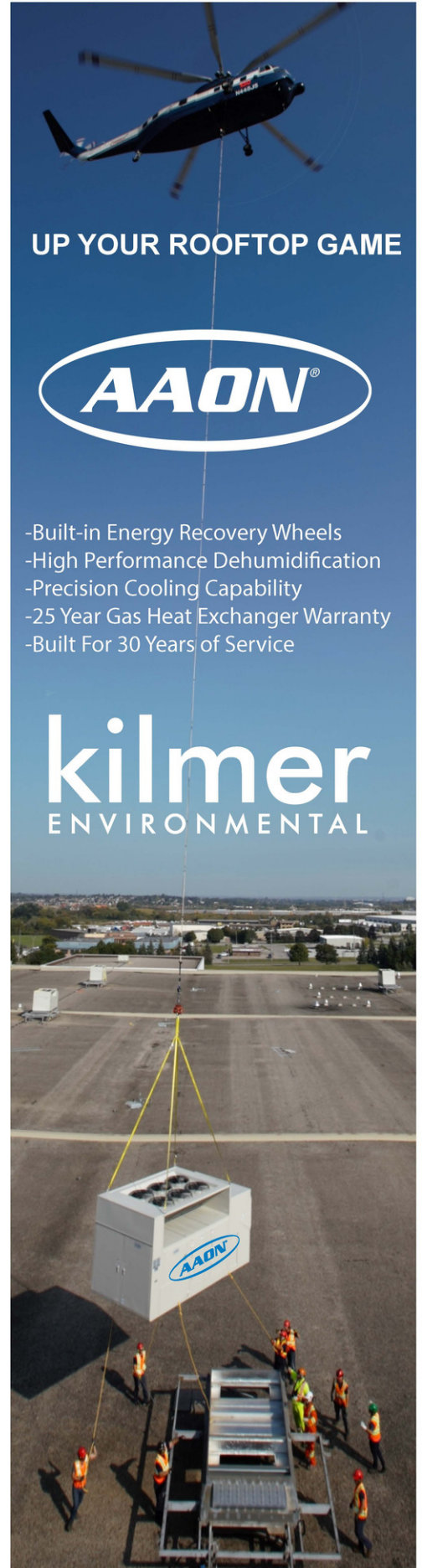


# Kilmer Environmental & JTAC Announce AAON RTU Training Program

Kilmer Environmental is pleased to announce the addition of A 3 Ton RQ Series AAON Roof Top Unit (RTU) to the ORAC /UA 787 JTAC Training Facility. The RQ-003 AAON RTU was purchased through a grant issued to the JTAC by the Ministry of Labour Training Skills and Development (MLTSD). Adding the RQ Series to the JTAC training program provides an opportunity to demonstrate technology advancements in RTU design and the benefits to occupant comfort.

Having a collaboration between Kilmer Environmental and the JTAC will provide an enhanced learning experience that incorporates field knowledge with the fundamentals of start up, service, and repair to successfully work on AAON products. The RQ unit is equipped with the latest technology for demonstration of zoned RTU application including zone and bypass damper theory.

The RQ Series RTU course at the JTAC would cover start up of VFD control of Variable Capacity Scroll Compressor (VCC), ECM Technology, and modulating gas burners. RQ Controls to be covered will include YASKAWA VFD's, WATTMASTER ORION Controller, and introduction to the WattMaster Prism II software. The AAON Modular Service Tool will demonstrate configuration and programming for setpoints, scheduling and troubleshooting. The AAON RQ RTU is a welcomed addition to the JTAC training program and in collaboration with Kilmer Environmental, the course will initially be offered online and then transition to in-person training with hands on instructor lead demonstrations.



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# Enbridge Gas Spring Boiler Promotion 2021!

Enbridge Gas is offering a boiler promotion until June 30, 2021, where the boiler incentive could double. Work with an Enbridge Gas Energy Advisor to get a detailed calculation of potential savings with incentives you can provide to the customer.

- **Incentives for Retrofit Boiler Projects** –

Commercial customers can qualify for incentives to cover up to 50 percent of the project cost, up to \$100,000 per project for both high-efficiency and condensing boilers. Boilers must be installed by **Oct. 31, 2021**.

- **Business Partner Incentives** – Business

partners can earn \$100 per boiler for approved projects.

- **We're here to help** – Start the simple process to get money to your customers today. ORAC members can contact **Joe Meriano, Advisor, Energy Solutions**. You can reach Joe at **416-882-2639** or **joseph.meriano@enbridge.com**.



## 2021 Total Wage Package & Labour Calculations

Members of ORAC can access the previous and current year's 'Total Wage Package & Labour Burden Calculations' by logging into their contractor accounts on the [ORAC.ca](http://ORAC.ca) website.

Click [HERE](#) to log in to your contractor account

Click [HERE](#) to view the 'Total Wage Package & Labour Burden Calculations'



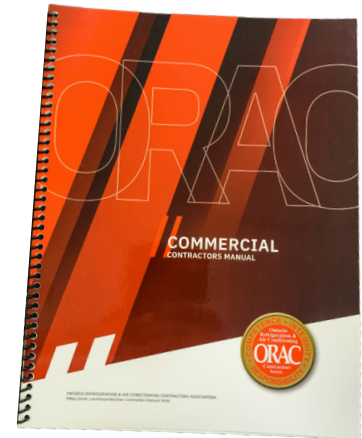


# Introducing the ORAC Commercial Contractor Manual

ORAC's **1st edition** of the new **ORAC Commercial Contractor's Manual** was launched in February 2021 and is now available on our website after logging into your contractor account, or you can arrange for a physical copy to be mailed to you by contacting the ORAC office.

ORAC's president and board of directors have worked with Mike, Aimee and Jessica to develop a "User Manual" for our commercial contractors to streamline the association's operations as well as help our members get more value out of their ORAC membership experience.

This manual describes "**How ORAC Works**" so that our members can take full advantage of all the resources available, such as brazing, labour relations, the apprentice intake program, and committee work to name just a few.



Click [HERE](#) to watch our President, Tony Mammoliti give an overview on the manual.

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## SPECIAL EVENT! Economist Presentation

*"The Virus and the Economy"*

*You're Invited! April 29 at 11:00am*

Following this year's Annual General Meeting on April 29th, we will be hosting a speaking engagement held by Benjamin Tal, Managing Director and Deputy Chief Economist at CIBC. All ORAC members will be invited to attend. Invitations to this event will be sent via email early April.

Benjamin will share his valuable insights on the current and evolving state of our economy, and answer the many burning questions we have on our minds.

**Where are we in the economic cycle?**

**What to expect in the second half of 2021 and into 2022**

**Where are interest rates going?**

**What should we expect from the currency?**

**Should we lose sleep over inflation?**

**How effective are government policies and at what cost?**



Benjamin Tal  
Managing Director and Deputy Chief  
Economist at CIBC



# How do you spell relief?

by Stan Swartz, CPA, CMA, CFP, CMC



In March of 2020 we all moved into a new world, maybe a new universe. It shouldn't be necessary to explain what happened.

But in this new world, just like the one we left behind, it has challenges and opportunities, and a new language. It also has an alphabet that was created by governments. Not only do we need to learn and adapt to this alphabet, but also understand and utilize it.

Our governments have tried to convince us that knowing the meanings will help us survive in this new world. But they failed to really provide the education to those who need to comprehend it the most – you the business owners, managers, and your advisors.

You may think you know the letters and words and their meaning. But do you know how they apply to you? And if you don't understand them completely, who are you relying on for help? This alphabet represents relief in many different forms. But not getting the relief or not properly applying and utilizing it can cause pain and suffering.

Here is the list of what you should know and understand:

CEBA – Canada Emergency Business Account

HASCAP – Highly Affected Sectors Credit Availability Program

CERS – Canada Emergency Rent Subsidy

CEWS – Canada Emergency Wage Subsidy

BCAP – Business Credit Availability Program

OSBSG – Ontario Small Business Support Grant

OMSRG – Ontario's Main Street Relief Grant for PPE

WSIB – Payment deferral

New words are added regularly. Stay up to date at [www.canada.ca](http://www.canada.ca), and [www.ontario.ca](http://www.ontario.ca)

Need help? Contact me.



Stan Swartz, CPA, CMA, CFP, CMC  
[stan@sloangroup.ca](mailto:stan@sloangroup.ca)  
416 659 7734



# Intrigue Featured as one of Canada's Top Growing Companies!

*Intrigue is honoured to be featured in The Globe and Mail's annual ranking of Canada's Top Growing Companies.*

This is Intrigue's 4th consecutive year being recognized as one of Canada's fastest growing companies by a Canadian publication (the other being Canadian Business' Growth 500 ranking).

The awards are always heartening and appreciated, but the recognition means a great deal more in the context of the pandemic.

*"The stories of Canada's Top Growing Companies are worth telling at any time, but are especially relevant in the wake of COVID-19 pandemic," says James Cowan, Editor of Report on Business magazine. "As businesses work to rebuild the economy, their resilience and innovation make for essential reading."*

*"Any business leader seeking inspiration should look no further than the 400 businesses on this year's Report on Business ranking of Canada's Top Growing Companies," says Phillip Crawley, Publisher and CEO of The Globe and Mail. "Their growth helps to make Canada a better place, and we are proud to bring their stories to our readers."*

Intrigue is a digital marketing company that specializes in helping businesses in the home improvement, HVAC, and construction industries grow their companies through innovative marketing strategies. If you'd like to benefit from the very same process that has helped propel Intrigue as a Fastest Growing Company 4 years in a row, contact us today.



— 2020 —  
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# Welcome New ORAC Members

*New Associate Member Companies!*



Click [HERE](#) to view a full list of the ORAC Associate Member Companies

Click [HERE](#) to view a full list of the ORAC Provincial Contractor Companies

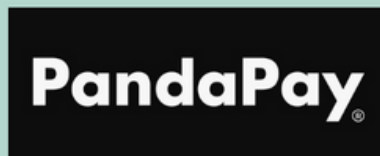
## ORAC's AGM is around the corner!

*Registration email will be sent out on March 9th*

The 2021 ORAC AGM will be held on April 29th from 10:00am - 11:00am virtually via Zoom. Following the AGM, we will be hosting a speaking session called "The Virus and the Economy" hosted by Benjamin Tal, Managing Director and Deputy Chief Economist at CIBC (see page 6) from 11:00am - 11:30am. Make sure to sign up so you don't miss out!



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# COVID Safe Workplace Strategies

by Darryl Dioso, HR4U

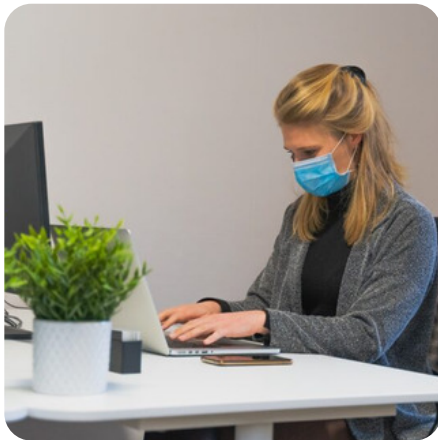
The economy is starting to open up again, more people continue to receive the COVID vaccine, schools and businesses have reopened, and the world as we know it will remerge a modified version of its previous splendour. As your employees return to the office, you should think about implementing COVID workplace measures to ensure their safety.



Here are some best practices to consider for your company:

## Things you already know

1. Post signage to remind people to stay 6 feet apart and walk in a one-way direction (separate entry and exit doors if possible)
2. Employees and visitors must all wear approved facemasks or denied entry
3. Have hand sanitizer stations throughout the building



## Things to consider for visitors and employees

4. Temperature checks for employees and visitors upon entering the building
5. Employees and visitors to complete self-assessment health form upon entering
6. Employees and visitors must check-in/register upon entering
7. Have a designated room/area for visitors (do not allow them to wander around the building)

## For employees

8. Implement proper procedures for handling of mail and packages e.g., wear disposable gloves
9. Have disinfectant wipes throughout company available for employees to wipe down surface areas throughout day e.g., personal workspaces

## For management

10. Reconfigure workspace layouts to allow for proper social distancing. If offices are too small, install physical barriers e.g., plexiglass shields
11. Hire cleaning staff to clean the offices at night – wipe down all surface areas including light switches, doorknobs, desks, etc.

HR4U provides virtual **Human Resources** to companies who have no HR department.

Contact [darryl@HR4U.work](mailto:darryl@HR4U.work) or visit [www.HR4U.work](http://www.HR4U.work) to learn more.



# ORAC 2.0 Informational Webinar Series

*Re-watch or share your favourite episodes*

## Season 1

**Episode 01: JTAC Updates with Gino DiFebo**

**Episode 02: Apprentice Intake Updates with Jim McAughey, Brian Carey, & Aimee Carpenter**

**Episode 03: Humidity, Health, and the DL Series Solution with Glenn Kilmer & Dr. Taylor**

*Sponsored by Kilmer Environmental*

**Episode 04: Government COVID-19 Incentives: Benefits and Pitfalls**

*Sponsored by Sloan Partnerships LLP*

**Episode 05: Commercial Refrigeration Regulatory Updates**

*Sponsored by KeepRite Refrigeration*

**Episode 06: BuiltSpace as a Solution for Asset and Activity Validation**

*Sponsored by Yorkland Controls*

**Episode 07: Enbridge's Commercial Incentives & Gas Heat Pump Tech Talk**

*Sponsored by Enbridge*

**Episode 08: Verasys Controls - Applications & Solutions in the COVID Environment**

*Sponsored by Yorkland Controls*

## Season 2

**Episode 01: Keeping Ontario Safe: What You Need to Know About ES & OHS Related to COVID-19**

*\*Not recorded due to continuous updates on information\**

**Episode 02: Introducing the ORAC Commercial Contractors Manual with Tony Mammoliti**

**Episode 03: Leverage Feedback Solutions' People Counting System to enhance your customers Re-opening Strategy**  
*Sponsored by Yorkland Controls*

**Episode 04: Achieving Building Resiliency Through the Operation, Maintenance, and Service of Energy Recovery Equipment**

*Sponsored by Kilmer Environmental*

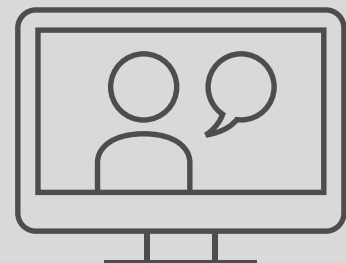
*March 18th at 10:00am \*upcoming\**



**Interested in hosting an episode?**

**Find out more by visiting:  
<https://cvent.me/aQwBNe>**

**Or, contact [aimeec@orac.ca](mailto:aimeec@orac.ca)**



# TIME TIME Names Carrier's OptiClean a Best Invention of 2020

## OptiClean™

Dual-Mode Air Scrubber & Negative Air Machine



- ▶ Negative air machine for hospital isolation rooms, long term health care living spaces, dental clinic & family physician patient rooms, elementary & high school classrooms
- ▶ 99.97% efficient HEPA Filter with MERV 7 prefilter
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A VIEW TO NEW OPPORTUNITY

# COMMERCIAL LEASE Program





**Making New Equipment Affordable For Your Clients**

Commercial building owners don't always have the capital budget available to tackle much needed equipment replacement projects. A Commercial Lease may be a better alternative to using up capital to upgrade their current equipment. Our program offers convenient monthly payments available on the Enbridge® Gas Bill or pre-authorized payments. The program is flexible, providing multiple terms and can incorporate maintenance plans as part of the monthly payment.

**Value Added Financing**

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- Offer your clients a company branded payment solution
- Access specialized documents and tools including: credit applications that provide payment estimates, a cost benefit analysis tool, and an on-line credit application that can be linked to your website

**Benefits to the Customer**

- Payments collected on the Enbridge® Gas Bill or pre-authorized payments (PAP)
- Maintenance can be included as part of the monthly payment
- Multiple term options ranging from 3 to 10 years. No project is too big or too small!
- Commercial Leasing and Financing can overcome capital constraints and make any project possible. Let us show you how the savings can pay for new equipment installations

\*Vista is not owned by or affiliated with Enbridge Inc. or Enbridge Gas Distribution.

**VISTA** To Learn More - Visit: [vistaservices.ca](http://vistaservices.ca)  
Admin: 1-877-318-4782

Contact: ROBERT KUJ  
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# ORAC BOARD OF DIRECTORS 2020/21

COMPETENCE | INTEGRITY | RESPONSIBILITY



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\* Denotes Executive Committee

## ORAC MISSION STATEMENT

The purpose of the association is to represent and serve HVACR contractors in Ontario with programs and services that promote responsible solutions.

## GOVERNMENT LIAISON

Legislators and government policy advisors often fail to properly consult key players within an industry to which the legislation could and may have adverse and damaging effects. ORAC recognizes the importance of actively representing the HVAC/R industry in Ontario on matters of direct impact, and participates with other industries in making representation on common concerns. It is important that legislators understand the capabilities of our industry in adjusting to sometimes unrealistic laws and standards, and at the same time, act on legislation that allows less responsible parties to operate and weaken the industry's position. ORAC has formed a standing Technical Safety and Standards Committee (TSSC) to represent its members' interests with the TSSA.