



COOL NEWS

The latest from ORAC & our associates



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ORAC'S MOVIE & FOOD TRUCK NIGHT UNDER THE STARS - AUG 25

INTRODUCING ORAC-LE, ORAC LEARNING

TSSA BPV REGULATORY UPDATES – IN EFFECT JULY 1, 2021

EMERSON MARKS 100 YEARS OF AC & REFRIGERATION INNOVATION

LIGHTS, CAMERAS, WE'RE BACK IN ACTION!

At last - we can see a light at the end of the tunnel!

The ORAC Team has been anxiously awaiting the moment we could begin organizing our in-person networking events once again, and we are ecstatic that the time has finally come!

Our first in-person event "**Movie Night & Food Trucks under the Stars**" will be taking place on **August 25th** at the ORAC Office, from 5:30pm - late. (*Read more about it on page 2*). This will be a great way to ease back into in-person events and reuniting with one another. Make sure to add our future upcoming events into your calendar as well! (*page 3*)

Another project we have been working on is "**ORAC-le**" or "**ORAC Learning**"). We are providing our members a new way to learn and upgrade their skills, in order to stay ahead of the competition and remain current. If you haven't grabbed a LinkedIn Learning license yet, now is your chance! (*page 4*)

Enjoy the read, and we will see you soon!



LIGHTS, CAMERAS, ORAC EVENTS ARE BACK IN ACTION!

"Movie Night & Food Trucks Under the Stars" **Wednesday August 25th** from 5:30pm - late.

[CLICK TO REGISTER](#)

FREE EVENT FOR MEMBERS - OPEN INVITATION

Bring a friend, partner, and/or children. Just make sure to register all your guests so we have enough popcorn & 'socially distanced' seats for everyone!

FOOD TRUCKS:

Gotham Grill
The Mighty Cobb
Beaver Tails

GAMES:

Giant Jenga
Axe Throwing
Putting Game

CONCESSIONS STAND

Kernels Popcorn
Full Size Candy &
Chocolate
Beverages

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Movie Night & Food Trucks Under the Stars

Date: Wednesday August 25, 2021 (rain date August 26)

Time: 5:30pm-late

Location: ORAC Office, 133 Milani Blvd, Unit 104, Vaughan, ON

Register: <https://cvent.me/bO5AqA>

Annual Charity Golf Tournament

Date: Tuesday September 7, 2021

Time: 1:30pm Shotgun

Location: Copper Creek Golf Club, 11191 ON-27, Kleinburg, ON L0J 1C0

ORAC Women Empowering Women in HVAC/R

Date: Wednesday October 27, 2021

Time: 11:30am - 5:00pm

Location: Element Vaughan Southwest, 6170 Hwy 7, Vaughan, ON L4H 0R2

Fall Forum

Date: TBC - November, 2021

Time: TBC

Location: TBC

Holiday Heroes Toy Drive and Open House

Date: December 15, 16, 17, 2021

Time: December 15 & 16: 10am-12pm and 1pm-3pm, December 17: 11am-2pm

Location: ORAC Office, 133 Milani Blvd, Unit 104, Vaughan, ON

ORAC's 55th AGM

Date: April 28 - May 1, 2022

Time: Details to come

Location: Queen's Landing, Niagara-on-the-Lake

Introducing ORAC-le, ORAC Learning

Learn **WHAT** you want, **WHENEVER** you want.

At the cottage, at home, while you commute, the options are endless.

Click [HERE](#) to watch Aimee Carpenter provide an overview of the program.

ORAC-le is bringing you the opportunity to access over **16,000 courses** and learning paths through LinkedIn Learning. As a member of one of our ORAC Contractor Companies, we are offering you a **FREE license, valued at over \$500!**



What have you always wanted to learn? Pick from courses like:

- Facilities Management: Returning to the Workplace
- Stay Ahead in Construction Management
- Project Management Foundations: Teams
- Sales Strategies and Approaches in a New World of Selling
- Master Microsoft Excel



Who Should Register?

Operations Staff, Sales, Dispatching, Project Management, HR, Marketing, Administrative, etc.

To request a license, complete the form by scanning the QR Code with your camera or clicking [here](#).

Keep your eyes out for more learning opportunities through ORAC-le as we move into the Fall!

Newly Acclaimed Education Committee

Congratulations!

Chair	Paul Wrigley	E.S. Fox / ORAC President
	Aimee Carpenter	ORAC Marketing & Program Coordinator
	Mike Verge	ORAC Managing Director
	Shaun Robertson	Modern Niagara
	Greg Landry	Plan Group Inc.
	Hugo Lopes	Springbank Mechanical Systems Ltd.
	Jeff Fertile	Pure Mechanical Group Inc.
	John Long	Xtra Mechanical
	Ryan Long	Black and McDonald

TSSA BPV Regulatory Updates – In Effect July 1/21



Following TSSA's April 29, 2021 communication outlining the regulatory requirements for newly installed boilers and pressure equipment used for agricultural purposes that fall within the O. Reg. 220/01, this news bulletin explains what owners and operators of the following equipment need to do to comply with safety laws:

- a) Existing, unregistered boilers and pressure vessels (BPV) that need repair, alteration, upgrading and/or replacement; and
- b) their associated piping systems.

Effective July 1, 2021, all repairs and alterations of BPVs, fittings and piping used for agricultural purposes must comply with Ontario Regulation 220/01: Boilers and Pressure Vessels, under the Technical Standards and Safety Act, 2000

BOILERS AND PRESSURE VESSELS

Repairs to BPVs

Repairs include any work that is required to restore a boiler or pressure vessel to a safe operating condition that does not deviate from the original design. If there is a deviation from the design, please refer to the "Alterations to BPVs" section below.

Companies performing repairs are required to have a Certificate of Authorization from TSSA or another Canadian jurisdiction. These companies are listed in TSSA's business directory. Companies with a National Board Certificate of Authorization ("R" stamp) are also acceptable, provided all National Board requirements are included.

Repair inspection of BPVs with Mechanical Breakdown insurance

If your BPVs are covered by Mechanical Breakdown insurance, contact your insurer to perform the repair inspection.

Repair inspection of BPVs without Mechanical Breakdown insurance

Before starting any repair work, contact your local TSSA BPV inspector to ensure that all technical and regulatory requirements are met. View our BPV Inspector list to find an inspector in your area.

Alterations to BPVs

Alterations are any changes to a boiler or pressure vessel that deviate from the original design and require design calculations that could affect pressure-containing capability. Examples include an increase in the maximum allowable working pressure (internal or external) or increasing the design temperature of pressure-retaining equipment.

All alterations require design registration with the TSSA before starting the work. For more details, read Guidelines for Design Approval of Used and/or Altered BPVs.

Review the application forms and instructions for submitting an application to register a design electronically.

Alterations to BPVs Continued...

Companies performing alterations are required to have a Certificate of Authorization from TSSA or another Canadian jurisdiction.

Companies with a National Board Certificate of Authorization ("R" stamp) are also acceptable, provided all National Board requirements are included.

Before starting any alteration work, contact your local TSSA BPV inspector to determine inspection requirements. View our BPV Inspector list to locate an inspector in your area. All alteration inspections must be done by TSSA.

PIPING

Some piping systems are exempt from TSSA registration and inspection. Please contact BPV customer service to determine whether your piping system is exempt.

Repairs to Piping

Before repairing or fabricating any piping, contact your local TSSA BPV inspector to determine inspection requirements. View our BPV Inspector list to locate an inspector in your area.

Companies repairing piping are required to have a Certificate of Authorization from TSSA or another Canadian jurisdiction.

Alterations to Piping

New piping or additions to existing piping systems require design registration and inspection. Please see the design guidelines for details and review the application forms and the instructions for submitting an application electronically.

Companies installing piping are required to have a Certificate of Authorization from TSSA or another Canadian jurisdiction.

Before fabricating any piping, contact your local TSSA BPV inspector to ensure that all technical and regulatory requirements are met. View our BPV Inspector list to locate an inspector in your area.

INCIDENT REPORTING REQUIREMENTS

Incident reporting is a key part of making Ontario a safe place to work, live and play. Reporting an incident protects the public and helps industries prevent future issues. For regulated industries, reporting an incident is the law. TSSA staff conduct investigations at the site of any boiler, pressure vessel, pressure piping or fitting incidents. We also provide support to other regulatory agencies when needed.

In case of an incident, report to the Spills Action Centre that is open 24 hours a day, 7 days a week:

Toll-free, province-wide: 1-800-268-6060

Toronto-area: 416-325-3000

TTY: 1-855-889-5775

FURTHER UPDATES

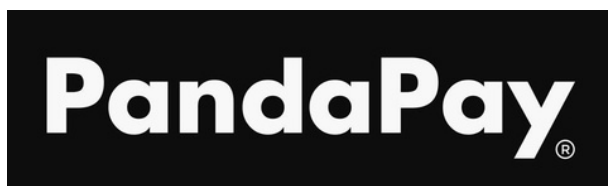
TSSA is currently developing a plan, which will be phased in over five years, to bring into compliance all existing BPVs used for agricultural purposes that fall under the regulation as of July 1, 2021. The plan includes registering existing equipment through a form that will be released shortly. The information collected through the form will be used by TSSA to do a risk-based assessment and establish a priority list for scheduling inspections based on the type of device, its location and whether it is covered by insurance. More details will be available in the coming weeks when the form is released.

TSSA will continue to work collaboratively with agricultural partners to implement the new regulatory requirements, making sure that owners, operators and insurers of pressure equipment used for agricultural purposes understand the safety regulations and what they need to do to comply.

To find more information on TSSA BPV regulatory requirements and answers to Frequently Asked Questions, please visit www.tssa.org. Interested parties may subscribe for updates at Agricultural Operations – Boilers and Pressure Equipment. Questions may be directed to: agriculture.bpv@tssa.org.

Welcome New ORAC Members!

Associate Members



View the complete rosters:

[ORAC Associate Member Companies](#)

[ORAC Provincial Contractor Companies](#)

Provincial Members



How to Turn Repeat Customers into Subscribers

Many people mix up re-occurring and recurring revenue, but one is much more valuable than the other.

Re-occurring Revenue

Re-occurring revenue comes from customers that have a re-occurring need for whatever you sell and buy from you on an unpredictable yet regular basis.

Imagine a health food store. Customers come in to replenish their supply of vitamins when they run out. The owner is never quite sure when a customer will be back, but she's pretty sure they will return when they run low on a critical supplement.

Recurring Revenue

Recurring revenue comes from sales to customers that buy from you on a predictable, automatic cadence, for example, a subscription or service contract.

Let's take the same health food store owner. She recognizes her customer comes in every month or so to buy Vitamin C. She decides to offer a subscription for Vitamin C capsules, where she ships a new bottle to her subscribers each month automatically. The customer doesn't need to make a dedicated trip to her store, and the owner automatically gets repeat sales.

To convert re-occurring revenue into recurring revenue:

1. Start by segmenting your customers that buy on a re-occurring basis.
2. Look for a segment whose purchase cadence is relatively predictable.
3. Design an offer for your regular, re-occurring customers that makes it more convenient for them to buy on a subscription or service contract rather than on a transactional business model.
4. Aim to give re-occurring customers three compelling reasons to subscribe.

Re-occurring and recurring revenue may sound similar, but when it comes to your company's value, recurring revenue is far better. Consider converting your re-occurring customers into subscribers, and you'll build a more predictable—and valuable—business.



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BUSINESS COACHING

Emerson Marks 100 Years of AC and Refrigeration Innovation Through Its Copeland™ Technology



Copeland combines ‘inventiveness’ with legacy of expertise to solve critical sustainability challenges for customers worldwide

Emerson (NYSE: EMR) is celebrating this year as the 100th anniversary of its Copeland™ brand, a name that has become synonymous with leadership in the design and manufacture of energy efficient, reliable compressors to power air conditioning and refrigeration systems that are enhancing and protecting environments where people live and work. It’s a milestone that Emerson will recognize over the next 12 months as the company continues to innovate advanced Copeland products to solve critical industry challenges.

Reinforcing its commitment to continue Copeland innovation and intense focus on solving critical customer problems, Emerson completed a multimillion-dollar expansion of its Copeland engineering facility in Sidney, Ohio. This investment created 110,000 square feet of new engineering lab space for product research, development and testing of the next generation of compressors, electronics and other critical technologies for the global heating, ventilation, air conditioning and refrigeration (HVACR) industry. Much of the work in the Sidney labs focuses on innovative compressor technologies that enable more environmentally responsible refrigerants with lower global warming potential (GWP) to meet and exceed efficiency standards and regulations while empowering success in customer designs.

“The Copeland brand has a proud legacy and even brighter future,” said Jamie Froedge, executive president of Emerson’s Commercial & Residential Solutions business. “Air conditioning and refrigeration technologies are increasingly crucial and necessary foundations of daily life around the world. Through our Copeland brand and our inventive approach, Emerson is using our stewardship position and deep history in this space to drive innovation for a more sustainable world.”

The Copeland brand traces its history to inventor Edmund Copeland, who founded a company in Detroit, Mich., in 1921 to transform the refrigeration industry with his unique inventions. When the business faced challenges during the Great Depression, its assets were sold and the operations were relocated to Sidney, Ohio in 1937.

In Sidney, four of the company's enterprising young engineers envisioned the future of possibilities and purchased the business and its compressor patent. When Emerson acquired Copeland in 1986, it continued to honor the spirit of enterprise and inventiveness embodied by the brand's early founder and champions.

Emerson made significant investments in the development of a new scroll compressor product Copeland was working on at the time of the acquisition and, in 1987, introduced the first scroll compressor sold under the Copeland brand. The success of the product helped revolutionize the air conditioning and refrigeration industries worldwide with highly efficient, reliable performance, leading to the introduction of a family of Copeland scroll compressors for applications ranging from residential and light commercial air conditioning to refrigeration systems for the food and healthcare industries and marine containers.

Emerson remains committed to the continuous innovation of the Copeland portfolio of products and related technologies, driving sustainable solutions that improve efficiency, reduce emissions and conserve resources. In addition to Copeland scroll compressors, Emerson designs, manufactures and markets a full range of Copeland semi-hermetic and hermetic reciprocating compressors, as well as condensing units, for commercial refrigeration applications. Many Copeland products are also equipped with smart features to provide advanced monitoring and protection, diagnostics, power consumption measurements and communications capabilities.

From research and development, design and engineering, to advanced testing and manufacturing at innovation centers and plant locations across the globe, the Copeland brand is positioned to continue its path of inventiveness, meeting the unique needs of each regional market.

For more information about Copeland compressors, visit Emerson.com/Copeland or Emerson.com.

About Emerson

Emerson (NYSE: EMR), headquartered in St. Louis, Missouri (USA), is a global technology and engineering company providing innovative solutions for customers in industrial, commercial and residential markets. Our Automation Solutions business helps process, hybrid and discrete manufacturers maximize production, protect personnel and the environment while optimizing their energy and operating costs. Our Commercial & Residential Solutions business helps ensure human comfort and health, protect food quality and safety, advance energy efficiency and create sustainable infrastructure. For more information visit Emerson.com.

ORAC 2.0 Informational Webinar Series

*Click to Re-watch or share
your favourite episodes*

Season 2

Episode 07: All About ORAC's New Training Program; ORAC-le or ORAC Learning

Episode 06: 5 Ways to Massive Profits
Sponsored by Action Coach

Episode 05: Get the Secret to "Cooling Off" the High Cost of Accepting Credit Card Payments
Sponsored by Panda Pay

Episode 04: Achieving Building Resiliency Through the Operation, Maintenance, and Service of Energy Recovery Equipment
Sponsored by Kilmer Environmental

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

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

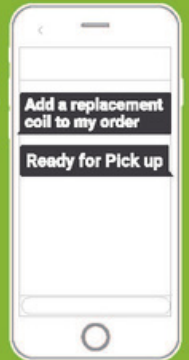
Episode 01: Keeping Ontario Safe: What You Need to Know About ES & OHS Related to COVID-19 *Not recorded due to continuous updates on information*

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**Save Time!
Text In Your Orders
During Business Hours**

Place your order or request things like:

- Get a quote
- Check Inventory
- Technical Support



TEXT:

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Windsor (519) 969-4400
Oakville (905) 829-1230
Hamilton (905) 523-4466



LOOKING TO HIRE A FIRST YEAR APPRENTICE?

**NEW CANDIDATES WILL
BE ADDED TO THE READY
TO HIRE LIST ON JULY 28!**

Make sure you hire only the
"Best and the Brightest"
apprentices for your company.

View our list of highly qualified
candidates by using your
ORAC.ca contractor log in.

Contact aimeec@orac.ca for
further information.



Ensure You Select AWEF Compliant Products

Carrier Enterprise Canada is AWEF compliant in all our product inventory

Ask our knowledgeable staff about the new AWEF Regulations and the new Refrigerants.
centralpolarbears@carrierenterprise.com



Available at your local WWG Totaline Sales Centres
carrierenterprise.ca



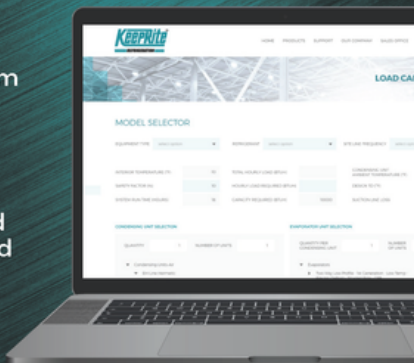
OUR CONTINUED COMMITMENT TO THE REFRIGERATION PROFESSIONAL

LOAD CALCULATOR HELPING YOU MAKE EDUCATED CHOICES.

KeepRite Refrigeration's Load Calculator has received a significant upgrade.

NEW VERSION, NEW FEATURES

- Runs in your browser from any device with internet access on any platform.
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- Runs from the cloud, and solves various firewall and connectivity issues.
- No program downloads.



Use the load calculator now by visiting our website
<https://k-rp.com/load-calculator/>



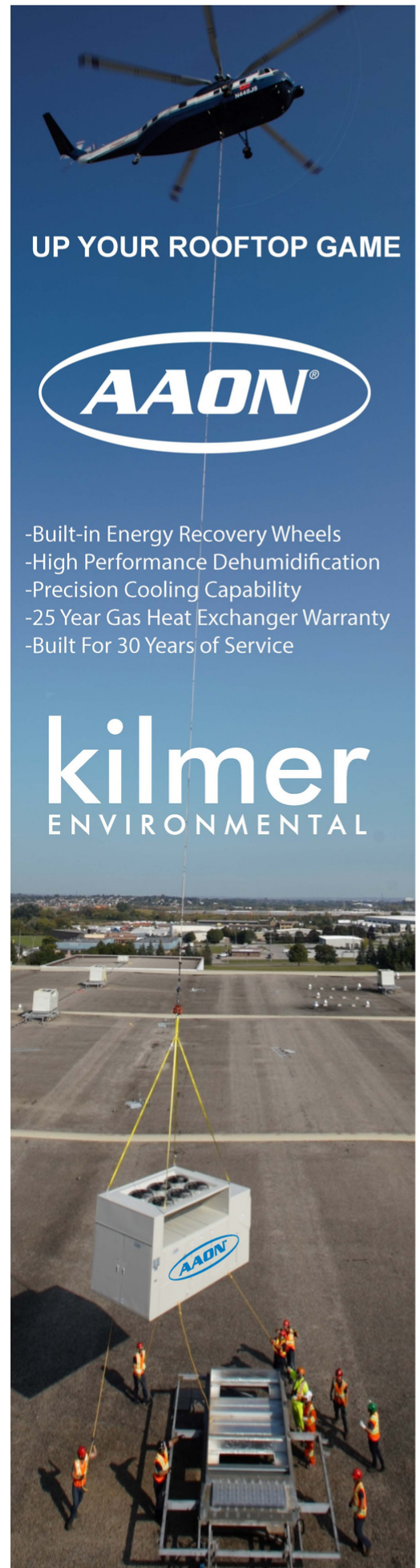
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- High Performance Dehumidification
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- 25 Year Gas Heat Exchanger Warranty
- Built For 30 Years of Service

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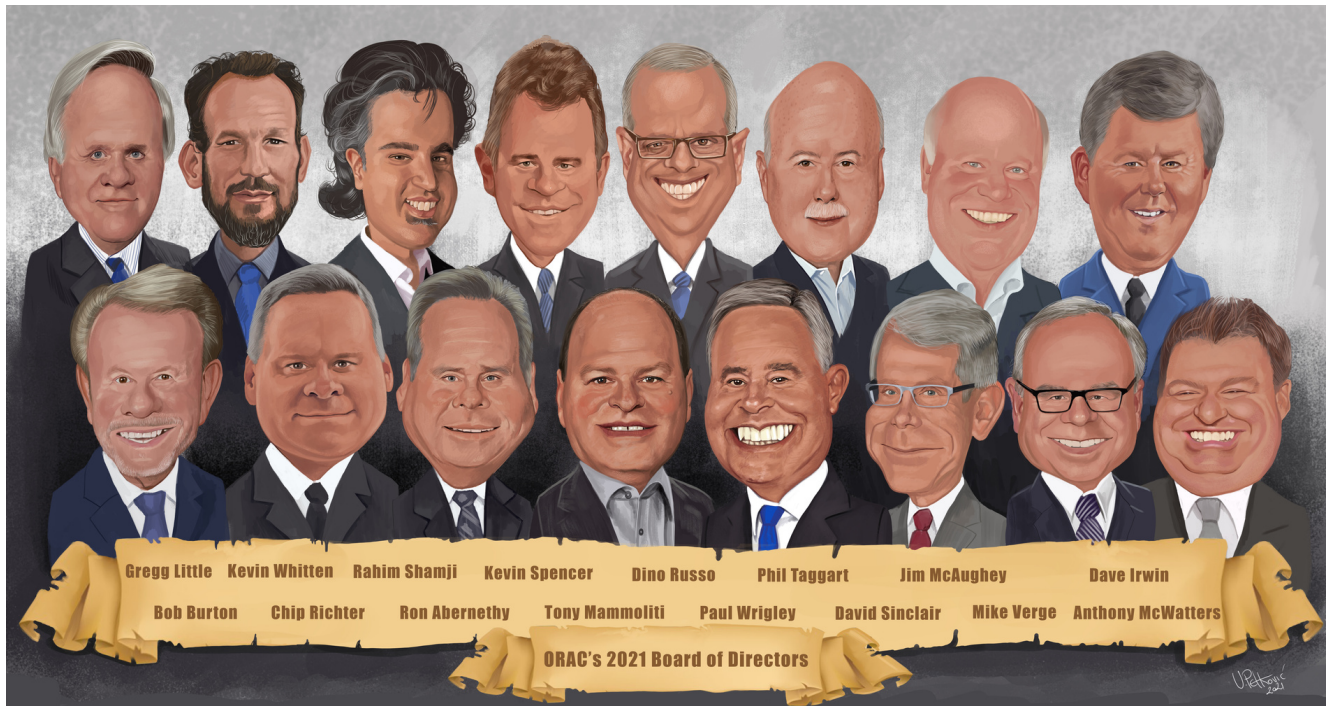
ENVIRONMENTAL





ORAC BOARD OF DIRECTORS 2021

COMPETENCE | INTEGRITY | RESPONSIBILITY



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***VICE - PRESIDENT**

***TREASURER**

***IMMEDIATE PAST PRESIDENT**

* Denotes Executive Committee

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CIMCO REFRIGERATION

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STANDARD MECHANICAL SYSTEMS LTD.

MODERN NIAGARA

BLACK & MCDONALD LIMITED

ROSETOWN CENTRAL REFRIGERATION

XTRA MECHANICAL LTD.

AINSWORTH

RELIANCE HOME COMFORT

MCWATTERS MECHANICAL LTD.

ORAC

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.