



COOL NEWS

The latest from ORAC & our associates



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FOR THE LFC DOG GUIDES
AT ANNUAL
TOURNAMENT**

**ORAC'S FALL FORUM
2022**

GOODBYE SUMMER, HELLO FALL!

Although the temperature is dropping and the leaves are beginning to fall, we're feeling great and looking forward to many exciting programs coming up!

ORAC has had a busy year with all regularly scheduled events returning in full force. We were able to host our annual Spring Forum in May for the first time in 2 years, along with our Charity Golf Tournament, raising money for the LFC Dog Guides in July. In August, we held a Summer Social for members to get together and enjoy a night on the water overlooking the Toronto sky line.

In October, we will be holding our 8th annual Women Empowering Women event, stacked with a lineup of heavy hitters in the industry. We expect this year to be the largest event yet!

The 2022 Fall Forum will be held in November with some fantastic speakers that you won't want to miss out on.

And that's only a portion of what we've got under our sleeves...

We can't wait to see you soon!

The ORAC Team

ORAC's Spring Forum Returned After 2 Year Hiatus!

ORAC's Spring Forum returned on Wednesday May 25 at Richmond Hill Golf Course after a 2-year hiatus over the pandemic. Members were thrilled to get outside and network once again after the long Winter!

The morning consisted of a light breakfast and 3 industry-worthy topics including **John Vander Doelan** from **Skilled Trades Ontario**, **Jason Gervais** from **Web ROI**, and **Bonnie Rose**, **Ajay Raval**, and **Shaun Montano** from **TSSA**. If you missed out on the event check out the recorded sessions by clicking on the banner below!



Introducing...
Skilled Trades Ontario

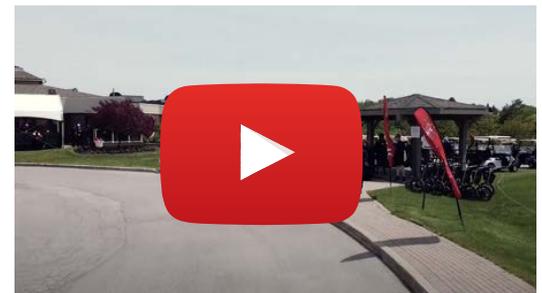
WEB-ROI
How to Win the Race Online and Get the Best ROI

TSSA
TSSA's Role in the BPV Industry



In the afternoon, attendees enjoyed a friendly round of golf, followed by a cocktail reception & dinner.

The group consisting of Alex Cebrynski (Bird Mechanical), Andrew Roland, David Abernethy, and Brandon Pinch took home the Best Team award. The recipients of the 'Most Honest' foursome were Wayne Anderson (Westaire), David Ryan, Barry Cooper, and Dino Innocenzi.



[Click Here to check out the recap video on YouTube!](#)

Thank you to our sponsors who made the event a success!

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Emerson Apprenticeship Day September 17, 2022



Calling all HVACR Apprentices

PLEASE JOIN US FOR A DAY OF FUN AND LEARNING!

HVACR Apprenticeship Day Event

When: Saturday, September 17, 2022, 8am – 3pm

Where: 145 Sherwood Drive, Brantford, ON N3T 1N8

Cost: FREE to registered apprentices

Don't miss this exciting event! Space is limited so please register early.

Broaden your knowledge of the HVACR industry through a casual day of fun and learning at the Emerson Integrated Learning Centre. Learn about exciting growth opportunities within the industry, advanced technology and innovation, and network with some of Canada's most experienced industry leaders. Topics and discussions include the following:

- Copeland Compressor Troubleshooting
- Vilter Industrial Compressor Technology
- Dixell and White-Rodgers HVACR Electronics
- Emerson Building Management Systems

Lots of food, information, and prizes up for grabs! Please bring your appetite, field questions, safety footwear, safety glasses and your enthusiasm for the industry.

For any questions about event details, please call Sherry Tamalia at 519 720 2302.



Scan the QR Code to register.

COPELAND™ DIXELL™ VILTER™ WHITE-RODGERS™

Members Raise Money for the LFC Dog Guides at Annual Tournament

Thank you to the ORAC Members for your support!

On July 7th, ORAC held our **Annual Charity Golf Tournament** at Copper Creek Golf Club in King City.



The event started with a round of golf including a putting contest and hole-in-one competition, followed by a cocktail reception & dinner with the option to take part in the 50/50 draw and raffle table.

The team from UA787, including Andrew Tarr, Ian Frost, and John Homiak took the honours in the "Most Honest Foursome" category for the second year in a row. The Champions of the day, the "Lowest Scoring Foursome", was the team made up of Joey Tough (E.A. Group), Jimry Galut, Paul Bird, and Rene Nacin.

About the LFC Dog Guides

The mission of Lions Foundation of Canada Dog Guides is to empower Canadians with disabilities to navigate their world with confidence and independence by providing Dog Guides at no cost to them and supporting each pair in their journey together.

Since 2000, ORAC members have been able to help raise over **\$200,000** for the LFC Dog Guides.



Platinum



Gold



Silver



On-Course
Margarita Station



Hole in One
Competition



Hole Sponsors



Enbridge Gas can work with you to help your customers save energy, reduce costs, and qualify for incentives.

An Enbridge Gas Energy Solutions Advisor will work with you to provide a detailed calculation of potential energy savings as well as financial incentives your customer may qualify for to help offset upfront costs associated with energy – efficiency projects. Common types of energy – efficiency projects include upgrades to heat recovery systems, boilers, HVAC, building automation systems and other energy – intensive equipment and controls.



Why work with Enbridge Gas?

Incentives for energy efficiency projects – Customers can qualify to receive financial incentives to cover up to 50 percent of the project cost up to \$100,000/project from Enbridge Gas.

·**Business partner incentives** – Business partners can earn financial incentives from Enbridge Gas to encourage the adoption of energy-efficient projects.

·**We're here to help** – A dedicated Enbridge Gas Energy Solutions Advisor will work with you to ensure your customers receive the financial incentives they are eligible for.

The deadline for 2022 Enbridge Gas incentives is coming up soon. For help submitting your applications, ORAC members can contact Joe Meriano, Energy Solutions Advisor, Enbridge Gas.



You can reach Joe at 416-882-2639 or joseph.meriano@enbridge.com.

ORAC's Summer Social 2022: Toronto Harbour Boat Cruise

The 2nd annual ORAC Summer Social event was a huge success!

On August 18th members met at the Toronto Lakeshore for an evening dinner cruise.

Over 100 members enjoyed the views of the Toronto Skyline while mingling with friends & associates. The evening concluded with a DJ and some dancing.

We look forward to hosting our next Summer Social next year!



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Setting the Stage for HRAI's 2022 Conference

HRAI is heading to the Capital City this fall for its 2022 Annual Meeting & Conference Reboot. This September 18 - 20, the association is welcoming its members, partners, and industry experts to join it in Ottawa for a show designed to reconnect the Canadian HVACR community and tackle its most pressing challenges.

"It's time to bring people back under the same roof," says Sandy MacLeod, HRAI president. "We've done well to stay connected through our screens over the past couple of years, but this conference is an opportunity to get in the same room, dig into some of these big issues, and have some fun while we're at it."

The refreshed show, dubbed "HVACR Climate Change Story: Technology, Transition, and Talent," will invite manufacturers, wholesalers, and contractors alike to engage in critical discussions on climate change and its impact on the industry. During the event's main, two-part session, attendees will have an opportunity to question a panel of Government representatives and climate and energy experts on the role HVACR professionals will play in meeting Canada's climate change goals. The second part of this session will also turn a spotlight on the manufacturers who are leading the way with energy-efficient and carbon-reducing technologies.

"This two-part session will connect our members with the policymakers and climate change champions they'll be working with as we all try to move the needle," says MacLeod.



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In addition to this central Climate Change session, HRAI's 2022 Annual Meeting & Conference Reboot will be feature talks from industry specialists, including:

- Bruce Lorrie, renowned environmental policy expert, bestselling author, and entrepreneur. Bruce is the former Director of the Independent Electricity System Operator and the Ontario Power Authority. He is well known for his work in convening collaborative efforts among businesses, NGOs and government, and played a pioneering role in connecting environmental issues to human health. His achievements include leading the effort to phase out coal-fired power plants in Ontario, the single largest climate action in North America.
- Chris Turner, award-winning climate change strategist, speaker, and author. Chris is one of Canada's leading voices on climate change solutions and the global energy transition. Over his career, he has authored numerous bestselling books, taken the stage at international events, and helped organizations and businesses make the strategic decisions necessary to thrive in the new energy future.



Reuniting the industry

Networking is a principal focus at the 2022 Annual Meeting & Conference Reboot. Over the three-day event, attendees will have an opportunity to sign up for several planned events, including boat trips, coffee crawls, brewery excursions, museum tours, and a curated "Taste of the Byward Market" food tour, among other surprises.

"It's impossible to take in everything Ottawa has to offer in three days, but our conference planning team has put together activities that will show attendees why we love this city," says MacLeod.

It's time to refresh and reconnect at the 2022 HRAI Annual Meeting & Conference Reboot. Register now and stay up to date on all the details at <https://agm.hrai.ca/>. Don't forget to book your hotel accommodations too!



ORAC's Annual Women Empowering Women in HVACR Event

Upcoming: Wednesday, October 26, 2022

ORAC's popular Women Empowering Women in HVAC/R event returns on **Wednesday October 26th** at **Copper Creek Golf Club!** We have a stellar panel of women lined up and are so excited to celebrate with all the wonderful women in our industry!



The ORAC Women Empowering Women in HVAC/R event is open to all women in the HVAC/R industry or related fields. Technicians, Coordinators, Dispatchers, HR Managers, Sales Reps, and all other related titles are welcome at this event. The purpose of the event is to celebrate & encourage all women in the trades industry while coming together for networking & education.

Over the past 8 years, this event has grown exponentially. We appreciate your continued support in making the Women Empowering Women in HVAC/R a possibility and a successful event!

This event will be emceed by the fabulous **Kelly Burns!** Kelly is the Vice-President of TRI-AIR Systems, Providing Heating and Cooling Solutions, an HVAC contractor based out of Keswick, Ontario. In 2021, Kelly was the recipient of the ORAC "Empowering Woman Award" for always encouraging, embracing, and empowering women in the industry. Kelly is also an active board member of Women in HVACR Canada, and in 2022, became the first female board member at ORAC - Ontario Refrigeration & Air Conditioning Association!

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The keynote speaker at the event is **Jamie McMillan**. Jamie is a proud Skilled Trades Professional, Motivational Speaker, Founder/Company Owner of KickAss Careers and Outreach Specialist for Helmets to Hardhats Canada. She is living proof that a career in the Trades can provide a life changing experience filled with endless possibilities to create a life of sustainability, accomplishment, empowerment and purpose.

We will be welcoming back **Brandi Ferenc** who spoke at our 2021 WEW in HVACR event, but this time Brandi will be moderating a panel of female technicians in HVACR as they discuss their journey in the trade. The roster of female technicians include: **Laura Grant**, Refrigeration Apprentice at Trane, **Shawna Peddle**, HVAC Technician at Enercare, and **Jackie Chapple**, Refrigeration Apprentice at Daikin Applied.

Finally, we'll cap off the day with some comedic relief with comedian **Brittany Lyseng**. Brittany is a nationally touring Stand-Up Comedian, Writer and Podcaster. Her comedy career began after 12 years as a tradesman with the desire to lift less and laugh more, and in turn has become one of the Canadian industry's fastest rising stars. She has been seen on CTV's Roast Battles Canada, CBC's New Wave of Stand-Up Comedy, Kevin Hart's LOL Network, and CTV's The Stand-Up Show with Jon Dore, as well as making appearances on CBC Radio's The Debaters.

Attendees will leave the event feeling empowered, motivated, and fulfilled after spending a day with like-minded women in the trades.

Tickets to attend the event can be purchased online at: <https://cvent.me/3rkom7>

Tickets:

ORAC Members: \$99 + HST

Non-Members: \$149 + HST

[REGISTER HERE](https://cvent.me/3rkom7)

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EVENT MC

KELLY BURNS

BOARD MEMBER
ORAC & WIHVAC CANADA



KEYNOTE SPEAKER

JAMIE MCMILLAN

KEYNOTE SPEAKER
IRONWORKER &
BOILERMAKER



COMEDIAN

BRITTANY LYSENG

ELEVATOR TECHNICIAN
TURNED COMEDIAN!



**LIFE AS A FEMALE TECH
PANEL DISCUSSION**

PANEL MODERATOR

BRANDI FERENC

HVAC JOURNEYMAN,
HVAC COLLEGE INSTRUCTOR & MENTOR

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ENERCARE

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TRANE

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Upcoming ORAC-le x Humber College Course Corporate Training Solutions: Rapid Skills

We are happy to announce a new series of upcoming Humber x ORAC-le Rapid Skills Courses. All costs for members will be covered by ORAC (valued at \$200 per person).

Registration will be opening soon, so watch for an email! Seats are limited!

The goal of this new program is to provide our member companies with access to soft skill upgrading in an effort to foster a highly qualified workforce.

UPCOMING COURSES

1. **Difficult Conversations:** Thursday, October 27th | 1:00pm - 4:00pm
2. **Negotiations in the Modern Age:** Thursday, November 17th | 9:00am - 12:00pm
3. **Influencing Skills:** Thursday, December 8th | 9:00am - 12:00pm
4. **Working with Empathy:** Tuesday, January 17th | 9:00am - 12:00pm
5. **Leading People During Change:** Wednesday, February 15th | 9:00am - 12:00pm
6. **The Art of Positive Communication:** Wednesday, March 15th | 9:00am - 12:00pm

Why Humber Rapid Skills?

What to Expect:

- Dynamic and interactive instructor-led virtual training
- Competency based courses designed to refine skills in the workplace
- Professional subject matter experts experienced with online learning
- Small class sizes

Why Attend?

- Learn actionable skills that yield immediate results
- Courses to match your specific learning goals
- Network with forward-thinking peers
- Half day commitment
- Receive a Humber College Certificate of Completion!



Kilmer Environmental & Blade Indoor Air Quality Solutions for Ontario

Blade, a Canadian commercial indoor air quality solutions manufacturer, is pleased to announce a new partnership with Kilmer Environmental, a leading distributor of superior applied Indoor Air Quality products for temperature and humidity control. The agreement includes the exclusive distribution of Blade's all-Canadian manufactured product portfolio of IAQ solutions in the province of Ontario, including portable HEPA air purifiers, UVC air sanitization and electrostatic polarized HVAC filters. Being a Canadian-based manufacturer assures quality and durability, fast lead times, capable technical support and local parts availability for all of Blade's products.

This highly anticipated partnership between Blade and Kilmer Environmental greatly enhances Kilmer's IAQ product offering with Blade's suite of indoor air quality technologies. Combining Blade's state-of-the-art technology and Kilmer Environmental's extensive network of consultants, owners and contractors in the residential, commercial, industrial, and institutional markets, facilitates a complete turn-key approach to create clean indoor air environments throughout Ontario.

Kilmer's President, Ed Carney, remarked upon the announcement that, "Kilmer is extremely excited to be working with the Blade team and offering their IAQ technology throughout Ontario. Canadian-made, industry-leading, and backed by science—these are the key elements that drove us to partner with Blade in representing these great products to our clients. Please reach out to the Kilmer team to learn more!"

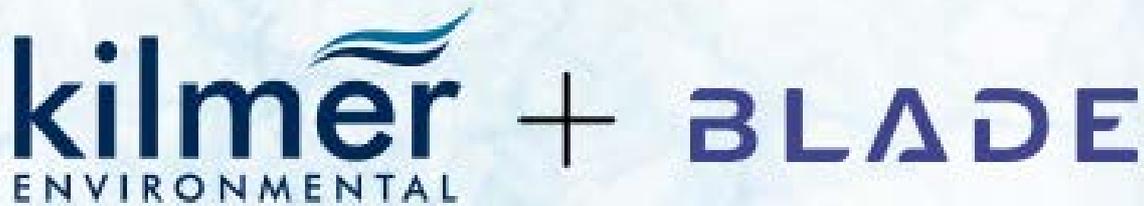


For over 35 years, Kilmer Environmental has worked closely with clients throughout Ontario to provide leading products and carefully measured solutions for various HVAC applications. As a family-owned business, the team at Kilmer Environmental brings a long-term approach and passion for building strong relationships with suppliers, building owners, consulting engineers and contractors. With a knowledgeable team of Mechanical Engineers and CETs, Kilmer Environmental provides application and design assistance to consultants, owners and contractors for the residential, commercial, industrial, and institutional markets while delivering a wide range of energy-efficient products. For more information, please see KilmerENV.com or call (905) 890-8908.

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About Blade:

Blade is an industry-leading manufacturer of Canadian-made commercial indoor air quality (IAQ) technology products located in Toronto, Ontario. They supply tailored, state-of-the-art indoor air quality solutions that meet the highest industry standards. Currently managing and improving indoor air quality in over 50 million square feet of building spaces across Canada, Blade is a trusted IAQ supplier to businesses and organizations across all industries and is a preferred vendor of choice to the Ontario government for IAQ technology.



Managing & Improving Indoor Air Quality!



UV-C

Powerful 300W UVC
Induction Bulbs

No Ozone Or Harmful
By-Products Emitted

Longest Bulb Life On
The Market



HEPA

5-10% Energy
Savings

Zero Retrofitting
Cost

High Air
Flow



Electrostatic

Low Resistance =
Energy Savings

Portable And
Instantly Deployable

Compatible With
Variable Air Volume

Enjoy Cocktails & Comedy at ORAC's Annual Fall Forum!

Thursday November 10, 2022 | Copper Creek Golf Course

ORAC's Fall Forum returns on Thursday November 10th at Copper Creek Golf Course. The event will feature two Associate Member speaking sessions (**Caitlin Blundell** from **Action Coach** and **Andrei Hari** from **Armstrong Fluid Technology**), followed by a keynote speaker, lavish buffet dinner, and comedy show.

Keynote Speaker:

Funny motivational speaker **Bob Gray** is like your favorite college professor but with a sense of humor. An unforgettable mix of fun, interaction, and laughs; Bob is changing the stigma of Memory Experts. Not the pocket protector, white coat wearing kind; he immediately dispels the mystery behind memory. "An excellent memory isn't a gift, it's attainable by everyone."



With previous success as a sales executive, manager, then owner of a fitness facility, Bob understands the importance of staff/clients/customers not feeling like a number, a sale, or just your 2:30pm appointment. He puts it simply: "having a trained memory in business is like going from ABCs to PhD."

With over 30 years' experience as an international keynote speaker, Gray has taught his innovative memory systems to countless Fortune 500 and 100 companies in more than 20 countries across six continents. His unique abilities and memory demonstrations have netted him a place in the Guinness Book of World Records and international TV appearances including Ripley's Believe It or Not, The Steve Harvey Show, The BBC and The Today Show on NBC.

Comedian:

Engaging, observant, and energetic, **Graham Chittenden** is one of Canada's most exciting comedic performers. A familiar face at the Just For Laughs festival, Chittenden has shared tours and stages with Howie Mandel, Andrea Martin, and Louie Anderson, to name a few. When it comes to corporate audiences, he never disappoints, boasting performances for Skip the Dishes, Home Depot, Electrical Contractors Association of Ontario, Home Trust, Green Shield Canada, FinanceIt, Whirlpool, Home Hardware, Tangerine, Investors Group, and countless others.



Chittenden has toured under the Just For Laughs banner from Bermuda to Vancouver Island. He has also written for hit programs such as CBC's Mr. D, The Debaters, and The Canadian Screen Awards. He currently travels as a writer for the critically acclaimed CBC show Still Standing, which seeks out small towns with interesting challenges and turns the stories of the most influential townspeople into a comedic narrative that is positive, heartwarming, and hilarious. His work has earned him four Canadian Screen Awards and a Writers Guild of Canada Award.

Registration for the Fall Forum will be live mid-September. Keep an eye out for your invitation email!



ActionCOACH
BUSINESS COACHING



ARMSTRONG 

Skilled Trades Ontario Aims to Work with HRAI and HVACR Industry to Improve Skilled Trades Systems

This week, HRAI engaged in very productive discussions with recently appointed Skilled Trades Ontario (STO) CEO and Registrar Melissa Young and Deputy Registrar and Vice-President of Operations, Michael Barnett. HRAI is pleased to report that the STO leadership is looking forward to working with HRAI and its allies to make improvements to the trades system as it affects the HVACR sector.

Through our discussions, HRAI shared details about the challenges the industry is facing such as labour shortages stemming from a lack of awareness of the refrigeration trades and unclear apprenticeship pathways. STO is committed to working with partners such as HRAI to raise awareness of the skilled trades including the refrigeration trades as well as ensuring a simplified and more employer-friendly apprenticeship system. HRAI will also work with STO to ensure adequate industry representation in their consultative groups so that HRAI members can provide the necessary insights to cultivate positive outcomes for the HVACR industry.

HRAI is committed to keeping our members informed of the most up-to-date information on the implementation of Skilled Trade Ontario and how it will inform the way the trades operate in Ontario.



Skilled Trades Ontario

For more information, contact **Chelsea Goberdhan** at 1-800-267-2231 ext. 236, or email cgoberdhan@hrai.ca.

LET THE MAGIC BEGIN!



ORAC'S
—56th—
AGM
ORLANDO
FLORIDA
MAY 11-14, 2023



This enchanting adventure in Walt Disney World is not to be missed!

Head South to Orlando, Florida with us May 11 - 14, 2023!

Get ready for some sunshine! We are headed on a spectacular trip of a lifetime.

ORAC's 56th Annual General Meeting will be held at the picturesque **Four Seasons Resort at Disney World, Orlando**. This AAA Five Diamond Resort is located on Disney World property, nestled away amongst 26 acres of immaculately kept gardens, a 5 acre waterpark and it's own Michelin Star restaurant. This hotel boasts a level of luxury that you don't want to miss.

Luckily, we have been able to retain our extremely discounted rates at the hotel throughout the delays caused by COVID. The Four Seasons Orlando currently sells for ~\$1,200 USD per night. **ORAC is able to offer a rate of \$1,900 CAD*** per person that will include hotel accommodations for 3 nights, casual dinner upon arrival, hospitality cocktail reception, an "After 5pm" Ticket to Disney's Hollywood Studios, EPIC Stunt Spectacular Group event with Indiana Jones, President's Gala, and more.

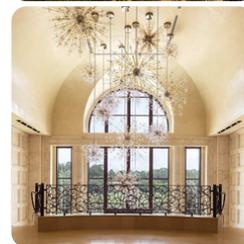
The hotel itself is an experience on it's own, offering an Adult's Only Oasis Pool, a 5-acre waterpark, a Lazy River, Spa, state-of-the art Gym, shopping Boutiques, and a luxury shuttle to the Disney Parks, free of charge.

You'll have the option to add even more excitement to your trip with optional excursions including: **Golf at the esteemed Disney Magnolia Course**, an **Airboat Ride** through the Headwaters of the Florida Everglades where you'll see plenty of **Alligators** up close, **Electric Go-Karting** at the prestigious **Andretti Racetrack** or an afternoon at the ultra modern **Top Golf driving range**. There's plenty of options for everybody!

We look forward to seeing everyone to enjoy this once in a lifetime experience with us next year!

Registration for this event will be sent out via email before the end of the year. Keep an eye out, it'll be a popular event and spots are limited!

**based on double occupancy*





ORAC BOARD OF DIRECTORS 2022

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* Denotes Executive Committee

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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.