



2017 Winter Cool News

2016 FALL FORUM

Relationship Building Event!

ORAC's Special Promotions Committee reported the 2016 Fall Forum event at Woodbine Racetrack was a well-attended and informative event.

On November 10, 2016, ORAC Past President, Dino Russo welcomed everyone and thanked our sponsors for their continued commitment to our association and this successful event!

Although there were many familiar faces in the crowd, this year there seemed to be many new ones as well - including new Associate members Lifting Gear Hire and Vista Credit Corp.

This year's speakers contained a great variety of topics that kept our audience intrigued...such as Jennifer Black from Dedicated Financial Solutions who spoke about Private Equity Investing, Josh Boles from Emerson Climate - on Low Pressure systems, Larry Smith of Kathbern Management - on recruiting and Mark Borkowski from Mercantile Management who spoke on sales of industrial mid-market companies across Canada. What a lineup!

Finally, the afternoon was topped off with an extraordinary miracle worker / Comedian / Magician, Mr. Dan Trommarter. Now that's entertainment!

Dino Russo next acknowledged some special guests like Sean Strickland from the Ontario Construction Secretariat and Frank Peppers representing MCAT before announcing a once again fabulous dinner from Woodbine.

ORAC membership awards were presented to Snow's HVAC Services for 5 years and Cool Team Service Corp., Modern Niagara and Laser Heating and Air Conditioning Inc., for 10 years. Congratulations!

The race betting winner, "HLAP" had an opportunity to get their photo with the winning horse, Think on it.

Make sure to "Save the date", Thursday, November 9, 2017 for next year's event!

A HUGE THANK YOU TO OUR 2016 FALL FORUM SPONSORS



PHOTOS COURTESY OF THE ORAC TEAM!



FALL FORUM PHOTOS CONTINUED...
COURTESY OF THE ORAC TEAM!



A HUGE THANK YOU TO OUR 2016 FALL FORUM SPONSORS

PLATINUM SPONSORS

Yorkland Controls
ENVIRONMENTAL
SOLUTIONS
yorkland.net
877-733-3833

45
YEARS OF
improving
ENVIRONMENTS

Kathbern
MANAGEMENT
Fit is everything

GOLD SPONSORS

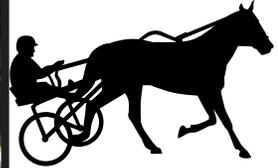
WOLSELEY

EMERSON

SILVER SPONSORS

kimber

ARMSTRONG



Find out what matters



Yorkland Controls
ENVIRONMENTAL SOLUTIONS

On-going Building Re-commissioning

- Turn real time building data into operational savings
- Optimize energy savings and building performance

Gain Visibility

How is your building really performing?

SkySpark analytics software automatically analyzes building, energy and equipment data to track patterns and identify issues and faults *before they become critical.*

The result?
Operational savings.

www.yorkland.net
1-877-733-3833



Analyzes energy performance and costs in correlation with all building systems



Predicts, detects and alerts of equipment faults and failures



Tracks key performance metrics

2017 APPRENTICE INTAKE Hire an Apprentice today!

Our first intake has been closed since February 28 and we expect to have an updated list of apprentices by the end of April for all regions in Ontario. The next intake opens May 1 and runs through to June 30 (GTA only).

We do still have highly qualified first year apprentices available for hire on the orac.ca website. Simply log into your ORAC account and hit the "Hire an Apprentice" tab to access the list.

If you do not have your login information, feel free to contact Alison at 905-670-0010 or email alison@apprenticehvacr.ca anytime.



50th ANNUAL GENERAL MEETING

Hawaii 5-0H!

April 29 to May 6, 2017



ORAC is excited to be hosting this year's AGM at the Hyatt Regency in Maui, Hawaii.

We are now Sold Out for this event, but for those who are attending, please make sure you have received your "Trip Advisor" email, which gives you a detailed outline of what you can expect. If you did not receive this, contact Jessica at jessica.atcheson@orac.ca to request yours!

Also, "NEW" this year, **ORAC Connect**. A mobile app for this trip is forthcoming in the next month. A great way to keep in contact with the group and receive notifications on what's happening and things to do. You will also have an opportunity to earn points and win prizes!

An email with further details will be sent next month (April) so get ready to CONNECT.



Orac's annual Spring Forum is just around the corner! This event will be held on Wednesday, May 24, 2017 at Richmond Hill Golf and Country Club.

Registrations will be going out before April 1, so be sure to save the date and we look forward to an informative lineup of speakers and a great afternoon of golf!

ORAC ASSOCIATES COMMITTEE



Our Associates Committee continues to meet quarterly to continually raise the profile and reputation of our industry through sponsorships, involvement in speaker recommendations, advertising ideas and continuous relationship building at our events.

New members recently include:

- Darren Keates, Vista Credit Corp., and
- Wayne Thompson & Wendy Monteith, Lifting Gear Hire

Be sure to look out for them at one of our upcoming events. Welcome to ORAC!

Provincial members, please visit our website for a list of our committed and loyal *Associate members*. orac.ca.



Now proudly representing **dataaire**
Precise by Design



WARRANTIES, ACCOUNTING, TAXES AND OTHER FUN STUFF

Most HVAC companies sell and install equipment that includes a warranty for a period of time. Warranties vary from company to company and by type of equipment, but invariably the vendor will have a future cost to repair and maintain the equipment. Analyzing what these costs could lead to tax savings.

Accountants are guided by something called "Generally Accepted Accounting Principles" (GAAP). Also, the *Income Tax Act* generally allows for tax to be determined based on the income reported on the financial statements.

For tax purposes, it is necessary to maintain records detailing the equipment sold and warranty period. You are not able to take a percentage of overall sales. As well, if the equipment manufacturer will supply or replace needed parts, then these should not form part of your anticipated costs. The costs, however, can include labour and/or a reasonable allocation of overhead. Other rules apply to repair and maintenance agreements, which I will cover in a future issue.

If you have any business, tax or other related questions, please call Stan at 416-665-7735 ext. 224, or email him at stan@sloangroup.ca.

Stan Swartz, CPA, CMA, CFP, CMC
Sloan Partners LLP Chartered Professional Accountants



"I don't know which one of you keeps turning up the air conditioning, but you'd better stop!"



WORKING AT HEIGHTS

APPROACHING DEADLINE APRIL 1, 2017:

As of April 1, 2015, employers must ensure that certain workers complete a working at heights training program that has been approved by the Chief Prevention Officer (CPO) and delivered by a CPO approved training provider before they can work at heights.

The training requirement is for workers on construction projects who use any of the following methods of fall protection: travel restraint systems, fall restricting systems, fall arrest systems, safety nets and work belts or safety belts.

There is a two-year transition period for workers who, prior to April 1, 2015, met the fall protection training requirements set out in subsection 26.2(1) of the Construction Projects Regulation. These workers will have until April 1, 2017 to complete an approved working at heights training program.

This training requirement is in the Occupational Health and Safety Awareness and Training Regulation, and is in addition to training requirements under the Construction Regulation.

The following [training providers](#) have been approved by the Chief Prevention Officer as meeting the working at heights training program and provider standards.

ORAC MEMBER IN THE NEWS!

Giving back!
Featured in the Toronto Star



Peter Richter, Airco Mechanical Inc., Sudbury, Ont.

A family business, Airco Mechanical Inc. is run by Peter (Chip) Richter alongside his wife and sister and their more than 50 employees.

As often as he can, Richter finds opportunities to give back to the community, whether through the company's annual golf fundraiser or while on local jobs. For example, on a recent job at a large water park in Sudbury, Richter explained, "We gave them a bit of a break with our labour and material because it's for the kids."

[Read more.....](#)



\$50 to \$100 contractor incentives available from Enbridge on qualifying equipment.

1-866-844-9994

energyservices@enbridge.com



INTERNATIONAL WOMEN'S DAY

International Women's Day was celebrated on March 8, 2017. ORAC is a huge supporter and promoter of women in the trades and

we are pleased to share this [link](#) of a video starring Brandi Ferenc, a Refrigeration and Air Conditioning Mechanic, who often advises women to ditch the stigma that being in a trade is somehow a low option. It is highly technical and requires a lot of smarts — and no longer just about doing labour. Brandi has been an inspirational speaker at our ORAC Women's Day. Congratulations Brandi!



ONTARIO COLLEGE OF TRADES
ORDRE DES MÉTIERS DE L'ONTARIO

CHAIR'S AWARD OF EXCELLENCE

Introducing the Chair's Award of Excellence! The Ontario College of Trades (College) through the new Chair's Award of Excellence will annually honour individuals or organizations that have made an outstanding contribution to the skilled trades and apprenticeship in Ontario.

Nominee criteria:

- Demonstrate outstanding support for apprenticeship in Ontario, including promotion, diversity, consistent training, and completion;
- Deliver innovative training and support for apprentices or demonstrate longstanding success in completion rates and outcomes;
- Demonstrate outstanding leadership as ambassadors to increase the sustainability and promotion of Ontario's skilled trades.

Nominations are open February 27 – March 31, 2017 to employers, individuals, groups, and associations to recognize individuals or organizations that excel in the support, promotion and leadership of Ontario's skilled trades and apprenticeship system.

Winners will be announced on the College's website, featured in Trades Today magazine, and honoured at the Annual Meeting of Members on June 12, 2017 in London, ON. Winners will be honoured annually following the inaugural award.

[Click here](#) to nominate!

AMBIENT MECHANICAL ACHIEVES

Johnson Controls Authorized Systems Integrator Award



Ambient Mechanical has been awarded the Johnson Controls Facility Explorer GOLD Authorized Systems Integrator award - a first in Canada. The award recognizes Ambient as achieving the level of certification, quality of performance, employee training and sales volume required to achieve GOLD.

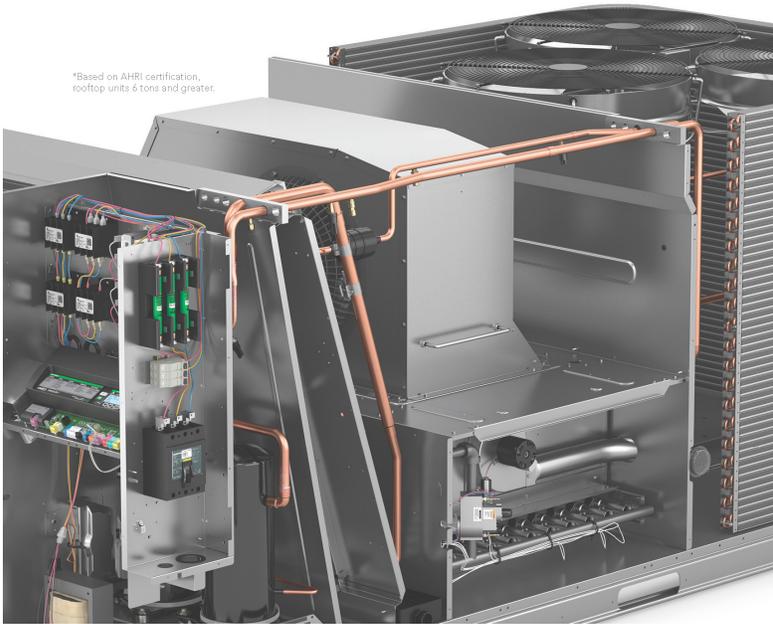
According to the Scott McDonald of Johnson Controls, "Ambient could not have done this without implementing their vision of offering control solutions and investing in the systems training for their people." Congratulations to the Ambient Team!



**THERE'S EFFICIENCY.
AND THEN THERE'S ULTRA EFFICIENCY.**

With ratings of up to 21.5 IEER and 13.9 EER, Energence® Ultra-high-efficiency RTUs are the most efficient HVAC units on the market.* And that means end-users can reap major benefits, like long, positive returns on their investment and efficiency rebates offered by local utilities.

Get details, specs and more by contacting 1-800-726-0024 or visiting LennoxCommercial.com/Energence-Ultra.



*Based on AHRI certification, rooftop units 6 tons and greater.



Lower GWP refrigerant solutions for today and tomorrow.



Opteon™ refrigerants for stationary applications are designed to meet the challenges of today by offering the optimal balance of performance, sustainability, safety and cost. Opteon™ XP10, XP40 and XP44 can effectively replace many HFC refrigerants, while maintaining a significantly lower global warming potential and up to 10% increased energy efficiency. Sustainable options for today and tomorrow. opteon.com

Contact your nearest WWG Totaline branch to learn more. wwgtotaline.ca



© 2015 The Chemours Company FC, LLC. Some of our associated labels are trademarks or copyrights of The Chemours Company FC, LLC. Chemours and the Energence logo are trademarks of The Chemours Company.



COUNT ON US...
The right product. The right price.

carrierenterprise.ca
Look for the Carrier Enterprise - HVAC Contractor Assist App. Available in the Apple Store and Google Play



To: All ORAC Members
Re: 2017 EVENT LINEUP



- 1. AGM: Hyatt Regency, Maui, HI**
Saturday, April 29 – Saturday, May 7, 2017
- 2. Spring Forum: Richmond Hill Golf Club**
Wednesday, May 24, 2017
- 3. Industry Golf Tournament: Glen Eagle Golf Club**
Thursday, July 6, 2017
- 5. FALL FORUM: Woodbine Racetrack**
Thursday, November 9, 2017

Visit the link below to access our events page. You have the option to automatically upload any, or all, of the above mentioned events directly to your calendar.
<http://orac.ca/events/>



**THERE'S EFFICIENCY.
AND THEN THERE'S ULTRA EFFICIENCY.**

With ratings of up to 21.5 IEER and 13.9 EER, Energence® Ultra-high-efficiency RTUs are the most efficient HVAC units on the market.* And that means end-users can reap major benefits, like long, positive returns on their investment and efficiency rebates offered by local utilities.

Get details, specs and more by contacting 1-800-726-0024 or visiting LennoxCommercial.com/Energence-Ultra.



*Based on AHRI certification, rooftop units 6 tons and greater.



2016-2017 BOARD OF DIRECTORS

| | | |
|---------------------------|----------------|------------------------------------|
| President: | David Sinclair | Cimco Refrigeration |
| Vice-President: | Ron Abernethy | Geo. A. Kelson Company Ltd. |
| Treasurer: | Gregg Little | Springbank Mechanical Systems Ltd. |
| Immediate Past President: | Dino Russo | ReadAir Mechanical Services Ltd. |
| Directors: | Bob Burton | E.A. Group |
| | David Irwin | Xtra Mechanical |
| | David Steel | Wintech Air Systems Inc. |
| | Jim McAughey | Standard Mechanical Systems Inc. |
| | Kevin Spencer | Modern Niagara |
| | Kevin Whitten | Rosetown Central Refrigeration |
| | Paul Wrigley | E.S. Fox Limited |
| | Phil Taggart | Black & McDonald Ltd. |
| | Tony Mammoliti | Ambient Mechanical Ltd. |
| Ex-officio MCAT | Scott Munro | ENGIE MultiTech Ltd. |
| Managing Director | Mike Verge | 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 HVACR 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 and the Electrical Safety Authority (ESA).