



COOL NEWS

The latest from ORAC & our associates



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TOY DRIVE**

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EMPOWERING WOMEN
IN HVACR EVENT**

**ENBRIDGE GAS CAN HELP
YOU ASSIST YOUR
CUSTOMERS TO REDUCE
ENERGY AND SAVE
MONEY**

HAPPY FALL Y'ALL!

2020 has changed everything.

It's changed the way we show up. How we communicate. The way we work. And what it takes to grow.

Over the last few months, ORAC has been committed to providing our members with opportunities to engage with one another despite the restrictions that were put in place. Whether it be our **ORAC 2.0 Informational Webinar Series**, our first ever virtual **Women Empowering Women in HVACR** event, or our upcoming **Holiday Heroes Toy Drive**, we are certain we can still enjoy connecting with each other.

Hopefully we will be able to get together & catch up at one of our incredible in-person events soon!

Until then, we hope that you are staying positive and testing negative!

See you soon,

The ORAC Team



**ENTIRE HOLIDAY THEMED ROOM & PHOTO OPP!
"SOCIAALLY DISTANCED" CHARCUTERIE BOXES & MINI WINE BOTTLES**

This year, ORAC is thrilled to be hosting our first ever **Holiday Toy Drive "Drop Off" Event** in partnership with the **York Regional Police "Holiday Heroes"**, which supports Salvation Army and Victim Services of York Region with 100 per cent of the donations directly supporting families from the community who are in need.



Of course, we will be hosting this Toy Drive in traditional ORAC Style, making it a fun experience for everyone who attends.

All attendees who donate a toy will get to enjoy **individual charcuterie boxes and mini bottles of wine**, to snack on while your here, or to take home with you!

Not to mention, there will also be an entire holiday themed room & photo opp! You will get to bring a **nostalgic polaroid photo** back to your office with you & the guests that you bring along. All photos will also be posted in our Winter Edition of Cool News as your company donated to this important cause.

What Can I Donate?

We will be accepting donations of toys for children between the ages of baby - 18 years old. All toys must be **NEW** and **UNWRAPPED**. Alternatively if you're company is not comfortable with an in-person visit, you may make a monetary donation and the ORAC Staff will pick up toys on your behalf & send you a photo of the donations along with your company name.

COVID Restrictions

Because of COVID-19 group size limitations, we are going to be allowing one company group (maximum of 3 people) to sign up, per hour time slot over December 7 - 18. Masks will be mandatory within the office, other than when having your photo taking and/or eating or drinking.



You can visit <https://cvent.me/VNg0PB> to book your timeslot or make a donation now!

COMING SOON: The ORAC Commercial Contractor Manual

ORAC's **1st edition** of the new **ORAC Commercial Contractor's Manual** will be released very soon. ORAC's president and board of directors have worked with Mike, Jessica and Aimee 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 will describe "**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.

In early 2021, ORAC will be hosting an episode of the ORAC 2.0 Informational Webinar Series to introduce each section of the manual to you & your colleagues.

Stay Tuned!

Happy Halloween!

from your friends at the ORAC Office

Happy Halloween to all of our
Provincial and Associate
Members!

We hope you are staying safe,
healthy, and happy.

Don't forget to eat a few treats!

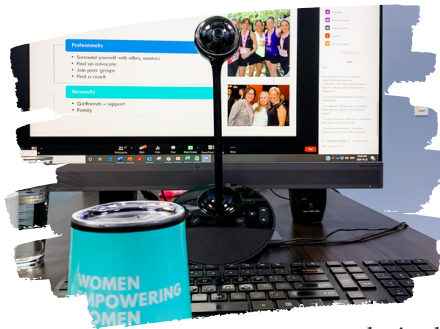


ORAC's 6th Annual Women Empowering Women in HVACR

2-Day Virtual Event

In spite of the unprecedented challenges that 2020 has brought, Jessica Shaver (Events Planner & EA) and Aimee Carpenter (Marketing & Program Coordinator) worked together to pivot the the **6th Annual Women Empowering Women in HVACR** event to a virtual platform. With an extensive lineup of speakers, the event became a 2-day experience.

This year we had a record attendance of 97 ambitious women in the HVACR industry, who joined from all over Canada, and even some from the USA. The event was featured by the HPAC Magazine and also Daily Commercial News by Construct Connect.



Attendees had two options to attend the event. Either a Digital Ticket that provided access to the two-day virtual event featuring educational speaker sessions, contests, and giveaways, along with networking opportunities with other attendees.

Attendees could also opt for the VIP Experience Box ticket, which included all of the above plus a meticulously curated box delivered to their door to enhance the virtual event experience. Among the items in the box were a Women Empowering Women in HVACR Hoodie and a 2021 Wall Calendar.

As a result of the ORAC team, our fantastic event sponsors, guest speakers and the attendees, it was an extremely successful event.

The community that was created during this event is now continuing the momentum, with a large number of the attendees joining the Canadian Women in HVACR Group, managed by Nathalie Brooks from Brooks Heating & AC. This group of women plan on providing resources such as mentorship and technical training for both new women getting into the trade, and women currently in the trade.



With yet another successful Women's Day behind us, ORAC is looking forward to the future and is committed to developing this forum into a premier event for women in the HVACR industry.

Thank you to all of the sponsors for this event!



Introducing Technical Service Lead, Michael Balfoort



Since 1987, Kilmer Environmental Inc.'s goal has been to provide engineered HVAC solutions and technical support

second to none. With that goal in mind, Kilmer Environmental is proud to announce that we have hired a service technician to support the technical needs of our contractors on some of our more complex products. Our commitment to our ORAC contractor friends is that Kilmer will "always be there" to support you by providing a high level of training, commissioning, and warranty support.

With 26 years in the HVAC/R service field, our new Technical Service Lead Michael Balfoort brings an approach that starts with understating the "Why" in our systems. Michael currently lives in Elora with his wife and 3 teenaged children. Please join me in wishing him success with this critical initiative.



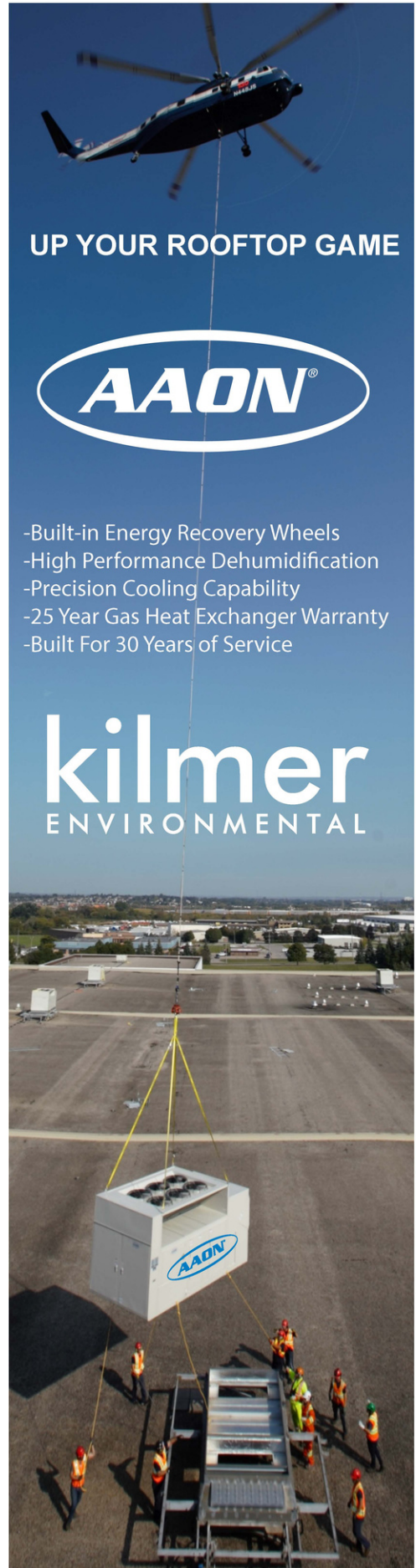
Sincerely,
Glenn Kilmer & Ed Carney
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ENVIRONMENTAL



Enbridge Gas can help you assist your customers to reduce energy and save money.

As an Enbridge Gas Business Partner, the energy experts at Enbridge Gas can provide natural gas savings calculations that demonstrate how energy-efficiency projects can offset upfront costs.

Incentives for Energy Efficiency Projects – Customers can qualify to receive financial incentives to cover up to 50 per cent 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 Advisor will work with you to ensure your customers receive the financial incentives they are eligible for.

The deadline for 2020 Enbridge Gas incentives are coming up soon. To help submit your applications, ORAC members can contact Joe Meriano, Advisor, Energy Solutions.



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



FIRST YEAR APPRENTICE INTAKE PROGRAM

NEXT INTAKE OPENS DECEMBER 1 - FEBRUARY 28

CANDIDATES CAN APPLY ON APPRENTICEHVACR.CA
IF YOU ARE LOOKING TO HIRE A FIRST YEAR APPRENTICE, YOU CAN VIEW OUR
LIST OF HIGHLY QUALIFIED CANDIDATES BY USING YOUR ORAC.CA
CONTRACTOR LOG IN

ORAC 2.0 Informational Webinar Series Episodes



Previous Episodes

[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](#)

Upcoming Episodes



[Episode 09: How Real Time occupancy data provides Energy Savings - and what it means to HVAC Professionals](#)

[Sponsored by Yorkland Controls](#)

November 19 @ 10am

Interested in hosting an episode?

Contact aimeec@orac.ca

What is AWEF and Why Does it Matter?

Effective January 1, 2020 Natural Resources Canada (NRCAN) implemented new energy efficiency rules that often referred to as “AWEF.”

AWEF stands for Annual Walk-In Efficiency Factor which is ultimately a ratio: total heat (Btu) from a walk-in box to total energy input (watt hours) during the same one-year period.

AWEF rules require significant energy reductions for condensing units and evaporators used in commercial walk-in and freezers under 3,000 ft² and It establishes efficiency minimums for refrigeration equipment used with walk-in coolers and freezers.



What products will be affected?

The products and equipment that are affected most by the AWEF regulations are refrigeration systems covered by walk-in coolers and freezers (WICF) standards. This includes a packaged dedicated system (matched evaporator and condensing unit sold as one package); a split, matched dedicated system (matched evaporator and condensing unit sold as two parts), and a split system that is not matched.

As of January 1, 2020, medium temperature air-cooled condensing units must be compliant.

As of July 10, 2020, all low temperature air-cooled condensing units and medium and low-temperature evaporators must be compliant.

Will any products be exempted from these policies?

Equipment used in walk-in coolers and freezers that are equal to or greater than 3,000 ft² will be exempted. Water-cooled units/systems, compressor units with remote condensers, and equipment intended solely for medical, scientific and research applications will be exempted.

Multi-compressor condensing units solely designed to serve multiple WICFs or other pieces of refrigeration equipment will be also exempted. (often referred to as “multi-plex” condensing units, including parallel racks and distributed systems.)

Who is responsible for making sure products and equipment are compliant?

It is the responsibility of the manufacturer to certify its equipment to be manufactured and sold as compliant. It is the responsibility of those assembling/installing the system to use certified equipment for retrofitting existing jobs and/or for new installations.

How will KeepRite Refrigeration keep their products in line with these changing regulations?

Something KeepRite Refrigeration is most proud of is that we have the products for you no matter what your application or need is.

We offer a complete line of condensing units and evaporators that meet or exceed the new AWEF requirements. In addition, we continue to offer models for applications which are considered exempt from these new regulations.

Have more questions about these regulations, AWEF, WICF, etc.?

Be sure to check out our AWEF FAQ (Frequently Asked Questions) page: www.k-rp.com/awef – which includes cross-references between old and new models, AWEF ratings for our products and much more. Or feel free to visit your favourite KeepRite Refrigeration distributor or call your local sales representative.

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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.

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- 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

*Not to be used by or affiliated with Enbridge Inc. or Enbridge Gas Distribution.



To Learn More - Visit:
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VERASYS[®] New Release 4.0! Make Verasys[®] Yours

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Verasys controls make it easy to configure a vast array of HVACR equipment and controls for light commercial and mid-market applications. Improve comfort, efficiency and operating costs for one building or a nationwide chain. Here's a look at the exciting enhancements of our newest release.



Yorkland Controls
ENVIRONMENTAL SOLUTIONS



Connect and control more devices

Verasys technology is BACnet[®]-based and connects seamlessly with other equipment. The latest release now includes support for:

- PENV[®] A525 Series electronic walk-in cooler controllers.
- TEC3000 Series full-color smart thermostats, for touchscreen control of rooftops, fan coil and heat pump equipment.
- R3000 Series Network Sensors — one device for temperature, humidity, CO2 and occupancy sensing.
- **NEW Third Party BACnet Devices (Non-Johnson Controls)**
- No Software to purchase, No Licensing
Factory-mounted VW controls slash installation time and reduce costs through bundling. The Constant Volume, Generic IO and Lighting controllers can all support more sensors, for improved monitoring. The release also includes new boiler and chiller controller and lighting applications.

Improve your view

User interface enhancements offer more ways to customize your system and view:

- Configure a custom logo for the login page and navigation page.
- From Facility view, directly change the system mode to heating, cooling or auto.
- Update the dictionary file without waiting for a new release, and see the most up-to-date property names.
- Use the Enterprise view's expanded trending and reporting capability to achieve energy efficiency and other operating goals across multiple locations.



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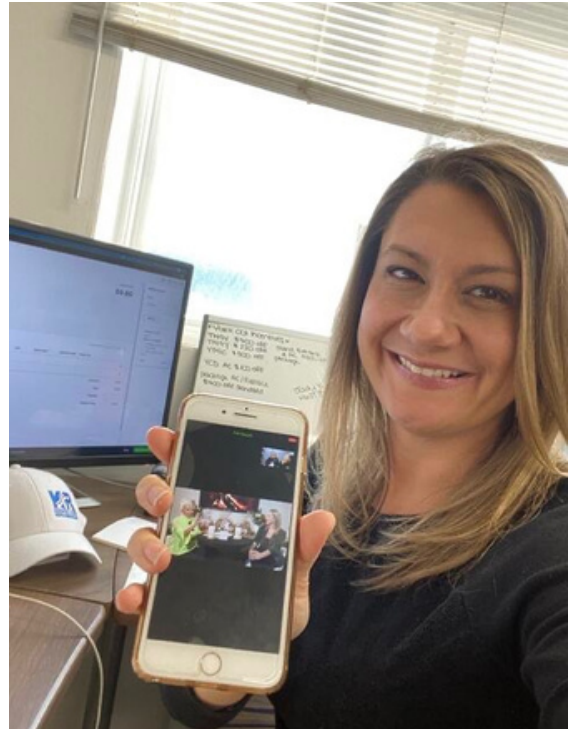
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ORAC 2.0 INFORMATIONAL WEBINAR SERIES



CONTACT AIMEEC@ORAC.CA
IF YOU ARE INTERESTED IN
SPONSORING AN UPCOMING
WEBINAR!

Virtual Women's Day Attendees Article on Page 2



ORAC BOARD OF DIRECTORS 2020

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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.