

## WHY JOIN MHCA?

- Educational Seminars
- NATE Training
- Power Limited Training
- Networking Opportunities
- And much more

## The MHCA Mission

The Minnesota Heating and Cooling Association (MHCA)'s mission is to support the elevation of our industry standards to ensure the utmost quality and value for our consumer, our environment and our employees. We will accomplish this by supporting training and education efforts of all member business regardless of annual sales or number of employees. Training and education efforts will focus on technical advancements, design, accounting, leadership, management and business practices. Through these efforts, we will advance each business individually and our industry as a whole.

# Welcome!

**We would like to welcome our newest MHCA members!**

**Air Quality Services, Inc.**  
**Angell Air, Inc.**  
**Conditioned Air**  
**G-HVAC**

**Kleve and JC Mechanical, LLC**  
**Knight Heating and A/C, Inc.**  
**MWJ Heating and Cooling, LLC**  
**Peak Heating and Cooling, Inc.**  
**Perfection Heating**  
**Your Home Repairs**

Also, please remember to pay your dues! Your annual membership to the MHCA expired on December 31, 2012 and will need to be renewed for the 2013 year. First dues notices were mailed out the first week of December and second dues notices were sent the first week of January.



MINNESOTA MHCA

# Update

## INSIDE

President's Memo	1
MHCA Board Roster	1
Board Election Results	2
Upcoming Events	3

Our MHCA elections for 2013 have been held and Corey Hickmann from Comfort Matters Heating and Cooling will be our next president. I would also like to welcome our three newest board members – Kelly Chase of CenterPoint Energy, Bob Sluss of Goodin Co. and Scott Rude of Schwantes Heating. All will bring many fresh ideas to the table, which will be implemented in our upcoming trainings.

February trainings include the Power Limited Technician CEUs course, and a regional efficiency standards and state codes update. The codes update will be a very informative session with presenters from the State of Minnesota and also Heating, Air-Conditioning and Refrigeration Distributors International (HARDI). We will be discussing the 80% furnace issue as well as the new energy code changes.

April will bring a new training opportunity for service techs, sales people and managers. It will be an in-depth class on how your company can be more productive and profitable. We will keep you updated on the details.

Thank you for taking advantage of our training opportunities.

*Sincerely,*

*Mike Anderson*

*2012 MHCA President*



## MHCA

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## Minnesota Heating and Cooling Association

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### 2013 BOARD OF DIRECTORS

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**Corey Hickmann**

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#### PAST PRESIDENT

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#### MHCA ADMINISTRATOR

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# Board Election Results

We are pleased to announce our new President – Corey Hickmann of Comfort Matters Heating and Cooling. Corey graduated from Western Wisconsin Technical College in La Crosse, WI for HVAC. He worked at Trane research and development laboratory after school and then spent about 10 years with a HVAC wholesale company. Later he and his wife Amy started Comfort Matters with the goal of creating a service and replacement company with the highest trained technicians, while maintaining a company of unequaled team growth and the #1 chosen company to work with. Corey is excited to work with MHCA because of his business goals that he hopes will help bring valued training to all Minnesota heating companies. He has always believed in open book operation and that there isn't any reason to hide from competition. He feels that when all companies work together fine tuning their skills, it is better for the industry and customers. Corey is married to Amy Hickmann, and has two daughters Ella (8) and Emri (5).



We are also very excited to welcome our three new board members – Kelly Chase of CenterPoint Energy, Scott Rude of Schwantes Heating, and Bob Sluss of Goodin Company. Kelly Chase has 22 years of utility experience at CenterPoint Energy and has spent the last 15 years of her career managing energy efficiency programs. She is responsible for program management and marketing the residential heating system, water heater, fireplace and the newly launched furnace and boiler tune-up rebate programs in Minnesota. Every year, Kelly holds successful Scoop meetings for heating contractors and distributors and will use her event planning skills to help plan successful MHCA events.

Scott has worked in sales and marketing for Schwantes Heating for 13 years. His goals as a MHCA board member include being a voice for continued educational opportunities and to come up with strategies to increase membership.

Bob Sluss started in HVAC service while he was in the Navy maintaining the atmosphere in a submarine. Later he graduated from 916 Technical College (now Century College) with certificates in HVAC and Appliance and Refrigeration Repair. During his career, he has worked at Hoffman Refrigeration in Stillwater, spent 9 years at All Season Comfort in New Brighton as their first serviceman, and was at Apollo Heating in Oakdale for nearly 20 years as the service manager, and then took a technical advisor position with D.C. Sales. Today he is a trainer and technical advisor for Goodin Company, where he has been since 2006. He has been married to his wife Jean for 40 years, and has a son, a daughter and 2 wonderful granddaughters. He hopes to help MHCA in its quest for keeping members informed about new practices and training for their employees.

## Upcoming Events

In February we will be having a Regional Efficiency Standards & State Codes Relating to HVAC Luncheon. It will cover the Mechanical ventilation code changes coming in 2013-2014 including:

1. Exhaust only will no longer be allowed. Balanced ventilation only
2. Floor joist and wall cavities will no longer be able to be used for return air
3. Duct work outside the thermal barrier (outside walls) will be required to have a leak test
4. 90% minimum furnace efficiency code that is scheduled to go into effect May 1st, 2013.

The speakers will be Jon Melchi, Director of Government Affairs for Heating, Air-Conditioning and Refrigeration Distributors International (HARDI), as well as Bruce Nelson and Don Sivigny from the State of Minnesota Department of Commerce and the Department of Labor and Industry. A registration form is included with this newsletter, and can also be found on the MHCA website.



**JON MELCHI**  
*Director of Government Affairs  
for HARDI*

**Check the MHCA website  
for more information on all  
upcoming trainings and events.**

**We would like to thank our sponsors  
Ace Supply, Auer Steel, Goodin Co. and Xcel Energy.**

### PLT Trainings

The next Power Limited Technician Training will take place on Monday, February 25. The class will be held from 8:00 a.m. to 4:30 p.m., and lunch will be included. This class is NATE certified and will provide 8 hours of credit for both NATE and PLT. It will cover the changes to the National Electrical Code 2011 edition and how it will affect HVAC contractors, and will include different material than the 2012 trainings. A registration form is included with this newsletter, and can also be found on the MHCA website. Feedback from our December PLT training was positive from the 28 technicians in attendance.

### Why Join MHCA?

The MHCA Board members are working hard to develop quality training and educational seminars for 2013. Please check the MHCA web site at [www.mhca.info](http://www.mhca.info) for any updates. If you know anyone that might benefit from the classes that MHCA offers, please pass on information about MHCA. Remember that this is the only association that represents the heating and cooling industry in Minnesota and most of the Midwest. In these hard economic times, it is more important than ever to support an association that supports you!

*“Every season is training season and training for your company means satisfaction for your customers year round.”*

➔ [www.mhca.info](http://www.mhca.info)