

UPDATE

FROM THE PRESIDENT



Earlier this year, I started my term as President of the MHCA. It's an honor and a privilege to serve the association and the industry.

Before going too far, I have to first thank Corey Hickmann for the job he did as President. Corey and the rest of the Board of Directors have really raised the bar when it comes to everything we do at MHCA. The programs in 2014 were well-attended and well-received, so the bar was set pretty high for this year.

The thing about associations that make them special is that the customers – the members – are the ones who get to design the products too. The Board of Directors is made up of heating contractors from the industry, so when several people got together late last year to plan our calendar for this year, I knew we were in good hands. Better still, the results from the first half of this year suggest that their instinct were dead on!

We knew that code was going to be a big deal and so we designed and planned two sessions on the code – one to talk about what was changing and then another to deal with those changes in a real-world, hands-on way. Next, we'll tackle the issue of code interpretation and work with code enforcement officials to help us understand where the industry can improve its practices.

Away from the programming area, we have added a few more partnerships to our growing list of business services providers. I know at our office, we think MHCA membership is a great value because of the education and information it provides, but these additional, discounted services really make it that much easier to decide to become and remain an MHCA member.

Membership is on the rise and while the economy has something to do with that, more often than not it is our programming that drives the decision to join. That said, we took note of our website and felt that we could do a better job presenting information about upcoming programs. To do that, we agreed to redesign the website to make it better looking and to make it function better. All of the features you have come to like – such as online registration – will still be there, but there will be even more to offer when we are done. Stay tuned for an announcement when the new site launches.

Before wrapping up, I want to take a minute to put in a good word for the golf outing, July 20 at Dellwood Country Club. First, Dellwood is a great place for the outing. Private and challenging, but not too challenging for those of you who don't golf regularly, the course and the clubhouse will have been completely reworked in the past few years. There just aren't many networking opportunities better than this one for our industry and we appreciate everything our attendees and sponsors do to make this a great event.

What I want to stress, however, is that all of this is for a good cause. Thanks to the generous support of the industry, MHCA anticipate being able to make three, \$1,000.00 scholarship contributions this year. We all know that our industry needs talented young people, but there's no way to overstate the need that young people have for the type of financial support we are able to offer them. Our scholarships can, for some, be the difference between going to school or having to drop out. The money that we make available really does change lives for the better.

I look forward to seeing you soon at an MHCA program or event!

*Bill Hausmann, MHCA President
Heating & Cooling Two | (763) 428-3677*

Welcome New Members!

Archer Mechanical, Burnsville
B & D Plumbing Heating & A/C
Inc., St. Michael
LaSalle Heating & AC, Burnsville
Metro Air, Prior Lake
McGinnis Appliance, Inc., Morris
Soderholm & Associates, Ramsey

A Great Start to the Program Year!

The first half of the year is drawing to a close and the feedback from our first several programs this year has been great. Here's a look at what we've done and what people are saying:

January

The year started out with a "**High Performance HVAC Workshop**" led by Ed Von Thoma of Building Performance, Inc. A high degree of interest in the recent code changes led to both the morning and afternoon session selling out in near-record time. One participant told us that he had learned, "...way too much to list."

February

In February, we welcomed Jeremiah Webb to teach a Customer **Service Representative** training session. Once again, we held two sessions to provide the space we needed for our participants and 100 percent of our attendees rated the program "excellent" or "good." Attendees especially like the interaction with the instructor and his enthusiasm for the topic. Thanks to Auer Steel for hosting and sponsoring the program!

March

March saw the return of Paul Sunde for another **Power Limited Technician** session. Typical of this class, Paul received comments like this one: "Great presentation. Paul always keeps it interesting." Thanks to Johnstone Supply (Bloomington) for hosting and sponsoring the program!

April

Working with our friends at the Minnesota Building Performance Association, we built on the success of our January **code program** by offering a more hands-on workshop for those wanting to know more about the real-world application of the changes.

Because this was so hands-on, we had to limit attendance to just 30 people and our members sold this program out in less than two days. The results were overwhelmingly positive and we immediately started work on repeat of this program. Thanks to CenterPoint Energy for sponsoring the lunch for this program!

May

On May 12 and May 13, we welcomed Michael Prokup for two programs – **AC Diagnostics and Air Volume**. Michael never fails to produce great results and participants raved about the materials presented. Thanks to Dakota Supply Group for hosting and sponsoring the event.

June

On June 10, we held a morning and afternoon session on **ECM Motors**. Christopher Mohalley, the Training Manager and a Genteq Certified Master ECM Trainer for Regal Beloit, presented the program to an enthusiastic audience. Thanks to Goodin Company for hosting and sponsoring the program.

Having sold out the **Mechanical Implications of the New Code** program in just two days, we scheduled a repeat session for June 23 and that too sold out, this time within a week!

What's Next on the Program Calendar?

We're not resting on our laurels going into the second half of our program year! Look for these programs and more in the months ahead....

July

We don't have any educational programs scheduled for July, but we do have the industry's best **golf outing** planned for July 20. Read more in this newsletter.

August

On August 24, **Heat Exchanger Experts** will be with us for a hands-on class on **inspection techniques and procedures** to help technicians diagnose the condition of furnace heat exchangers. Here's what people say about this class:

"The class paid for itself in less than a week with additional leads and sales...."

"We have never experienced a more informative class than yours...."

Thanks to Johnstone Supply (Bloomington) for hosting and sponsoring this program.

September

Mike Cappuccio of N.E.T.R. will be our speaker for a September 16 program on **ductless HVAC systems**. This program will cover ductless systems from every angle – from sales, to design and installation and maintenance. Thanks to Auer Steel for hosting and sponsoring this program.

October

We're bringing back another popular program later this year – **Honeywell 2.0 training**. We held two very successful programs in 2014 and we're looking forward to another big group for this October 6 at our host and sponsor, Goodin Company.

November

Details are still in the work, but stay tuned for the possibility of **another code-related program** only this time, we're working directly with inspectors to help create a common understanding of the new code and how contractors can comply.

December

Looking for a **PLT training session** before the end of the year? Look no further, as MHCA has the program you need. Paul Sunde will be back with us on December 10 to provide everything you need to maintain your PLT certification and to work safely.

More Information

You can always find out about our upcoming programs by visiting us online at www.mhca.info and by liking our Facebook page.

Do You Have An Idea For a Program?

Before long, MHCA will start to build our program calendar for early 2016. If you have a program idea, contact a member of the Board of Directors or call the MHCA office at (888) 782-6815.

Distracted Driving

As you're reading this article, are you doing something else at the same time? If you're eating listening to the radio, or even planning your day, you might *think* you're multitasking, but - and this may come as a surprise - you're not.

Scientists have learned that our brains don't process more than one stream of information at a time. When you read, your brain absorbs the information it receives through the act of reading. You may be conscious of the radio in the background, but to be fully aware of the song that's playing, your brain will drift to the music for a few seconds. When that happens, you are no longer comprehending the words on the page. The time "away" is so fleeting that you may not realize what's happening, and so you think you are doing two things at once.



Knowing this, do you still think you can multitask behind the wheel? Before you answer, keep in mind that during the second or two that your mind wanders from driving to focusing on a distraction, your vehicle may have traveled hundreds of feet!

Depending on the duration of the distraction, the distance you travel might require something more than just "unconscious" or "mindless" driving. You could be facing a hazardous situation - one that required your full attention.

Employers whose employees drive on behalf of the company have a responsibility to ensure that their employees are safe drivers. Employees need to understand the gravity of a distracted driving incident and the potential risk to themselves and others, including their employer.

Employees should know that there are three kinds of distractions to your employee drivers:

- Visual – anything that takes your eyes off the road, both inside and outside the car,
- Manual – anything that takes your hands off the wheel, and
- Cognitive – anything that takes your mind off driving.

Cognitive distractions are also known as inattentive blindness. It's often what happens when you drive somewhere and don't remember the drive itself. As much as we'd all like to believe we can multitask, our brains simply are not wired to do so. Being distracted while reading is relatively harmless; being distracted while driving is not.

And remember to drive defensively! Even if you are focused on your driving, the person in the next lane or the driver of an oncoming vehicle may not.

Thanks to Federated Insurance for providing the information for this article.

Federated Insurance Program

We are pleased to announce that we are expanding our relationship with Federated Insurance to provide risk management programs and services for our members. The Association's recommendation of Federated Insurance is based on many things, including experience with the industry, the range of products and services, quality coverages, and competitive pricing that includes a new dividend program for contactors. When a Federated representative calls, please take the time to visit with them to learn more about what they and the Association are doing to help your business to prosper.





The Minnesota Heating and Cooling Association is pleased to present...

Heat Exchanger Furnace Safety Training

Monday, August 24, 2015

3:00 p.m. - 3:30 p.m.

Registration

3:30 p.m. - 8:00 p.m.

Program (Dinner/Materials Included)

Johnstone Supply
1401 West 94th Street
Bloomington, MN 55431

MHCA welcomes back Heat Exchanger Experts for a **hand-on class** on inspection techniques and procedures that **can help your technicians diagnose the condition of furnace heat exchangers**. There will be heat exchangers and furnaces of **more than 50 makes and models** to study. See the stress points, fracture zones, and design considerations which you **MUST** know in order to properly inspect a furnace.



Attendees are encouraged to **wear their normal work attire and bring their tools**.

Dinner is provided along with all course materials.



Here's what people are saying:

"The class paid for itself in less than a week with additional leads and sales....."

"We have never experienced a more informative class than yours...."

Make sure your service technicians are not walking away from furnaces with failed heat exchangers.

\$645.00 for MHCA Members

\$795.00 for non-MHCA Members (save \$150.00 by joining MHCA!)

Program hosted and dinner sponsored by:



This program qualifies
for four (4.0) hours of
NATE approved credit!



Space is **limited** to 40 attendees. Register **today** by completing the form below!

For additional information about this program or MHCA membership, contact MHCA at (888) 782-6815.



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1401 West 94th Street
Bloomington, MN 55431

Registration Form

ATTENDEE INFORMATION

(Copy Form For Additional Registrants)

Name: (first) _____ (last) _____
Name: (first) _____ (last) _____
Company: _____
Address: _____
City: _____ State: _____ Zip _____
Phone: (_____) _____ Fax: (_____) _____
Email: _____

REGISTRATION FEE

	<u>Member</u>	<u>Non-Member*</u>
Attendee	\$645.00 per person	\$795.00 per person
# Attendees	_____	_____
Total	\$ _____	\$ _____

***JOIN MHCA FOR \$395.00 AND SAVE
\$150.00 PER PERSON ON THIS PROGRAM!**

PAYMENT INFO

Credit Card: VISA MasterCard Discover AmEx

Name on credit card: _____

Billing Address: _____

CC Number: _____ Exp Date: _____ CVC Code: _____

Check: Payable to "MHCA"

Mail, fax, or email completed registration form to:

Minnesota Heating and Cooling Association
6066 Shingle Creek Parkway, Suite 167
Brooklyn Center, MN 55430

Phone: 888-782-6815

Fax: 888-287-4116

Email: jane@assocmgmtservices.com

Industry News and Information

State Legislation:

Licensing Proposed for HVAC Technicians and Contractors

A bill has been introduced in the Minnesota legislature that would require the licensing of all HVAC technicians and contractors. MHCA has been monitoring the legislation which did not pass out of committee this spring, but will be revisited this fall. As the bill is currently drafted, those with an HVAC license for Minneapolis or St. Paul would be grandfathered and would not need to pass a licensing examination.

DOE Proposes New Gas Furnace Efficiency Standards

The Department of Energy (DOE) has released its proposed efficiency standard for residential non-weatherized gas furnace products. The proposal would become effective in 2021. DOE had originally hinted at regional standards for gas furnaces, but its current proposal is a single, 92 percent minimum efficiency level for the entire country. 80 percent efficiency units would be discontinued under the proposal. Several industry groups have expressed concern about the ability to continue to provide a lower-cost option, particularly in the residences of economically-challenged families.



DOE Also Reviewing Residential Boiler Efficiency Standards

The Department of Energy (DOE) has released a Notice of Proposed Rulemaking for residential boiler products' energy conservation standards. One of the proposed changes is to raise gas-fired hot water boilers to a minimum 85 percent efficiency.

OSHA News

As part of OSHA's efforts to bring the United States into alignment with the Globally Harmonized System (GHS) of Classification and Labeling of Chemicals, a new HazCom standard requires that employers, among others, be in compliance with all modified labeling and the new Safety Data Sheets (SDS) by **June 1, 2015**.

Among the changes is the conversion of Material Safety Data Sheets (MSDS) to the GHS-aligned Safety Data Sheets (SDS). While the OSHA standard requires compliance now, the EPA has established an exemption for employers that essentially delays **full compliance until June 1, 2016**.

By June 1, 2015, chemical manufacturers, importers, distributors, and employers must be in compliance with all the modified labeling and SDS provisions of this new standard. EPA has granted employers an exception to this part of the rule that affects employers such as HVAC contractors however all employers must update to any alternative workplace labeling, update the hazard communication program (including the Safety Data Sheets), and provide additional employee training for newly identified physical or health hazards no later than **June 1, 2016**.

Note: During this transition period (June 1, 2015 – June 1, 2016), employers may comply with the new federal law using either MSDS or SDS.

By now, employers should have trained employees on how to read, interpret, and use SDS and chemical labels. This HazCom training should include: Learning new label elements (i.e., pictograms, hazard statements, precautionary statements, and signal words), and the SDS format. More information at www.osha.gov/dsg/hazcom.



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MHCA Announces New Partnership with Heartland Payment Systems

MHCA is always looking for ways to increase the value of your membership and one way that we do that is through partnership arrangements with key vendors who provide businesses services of particular interest to HVAC contractors. We're pleased to announce a new arrangement with Heartland Payment Systems, a payment technology company that provides merchant processing, payroll, and gift card and loyalty programs.

For information about Heartland Payment Systems and what they can do for your business, contact:

Dawn Fryxell, Territory Manager

Email: Dawn.Fryxell@e-hps.com

Phone # 612-708-5516



Credit Card Changes Can Affect Your Liability In Cases of Fraud

Visa, MasterCard, Discover and American Express announced that EMV chip card acceptance is finally become the norm in the United States, the last major country in the world to migrate to EMV. Card issuers such as Capital One, Bank of America, Citi, Chase and others have begun issuing chip cards to their customers.

Each EMV card being issued has a microprocessor chip embedded in the card as well as a magnetic stripe located on the back of the card. The card can be used as an EMV card or magnetic stripe card for payment, depending on the capability of the terminal. Acquirers – companies such as Heartland - have been mandated to support EMV transaction acceptance.

Visa, MasterCard, Discover and American Express have also instituted a liability shift for fraudulent transactions that occur at the point of purchase. Merchants that do not have a terminal or POS system capable of reading EMV cards will be responsible for chargebacks of fraudulent transactions beginning October 2015. The liability shift only applies when an EMV card is presented at the POS; otherwise, the current liability in transactions remains. It is important to note that EMV acceptance is not a government or card brand mandate for merchants.

Using EMV improves the security of a payment transaction in a number of ways:

- EMV provides cryptographic card authentication that protects a merchant and issuer against the acceptance of counterfeit cards.
- EMV offers cardholder verification by supporting offline or online PIN. PIN helps authenticate that the person tendering the card is in fact the cardholder, thus protecting the merchant against accepting lost and stolen cards.
- EMV cards include several means of transaction authentication that help safely authorize transactions.

Meet Our Other Business Partners

MHCA is pleased to have business partnerships with the following companies. Members can take advantage of these programs to save money on some of the most common business expenses. Savings really add up, making membership in MHCA an even better value! For information about any of these programs, contact the MHCA office.

Cintas Uniforms

Federated Insurance

Holiday Gas Stations

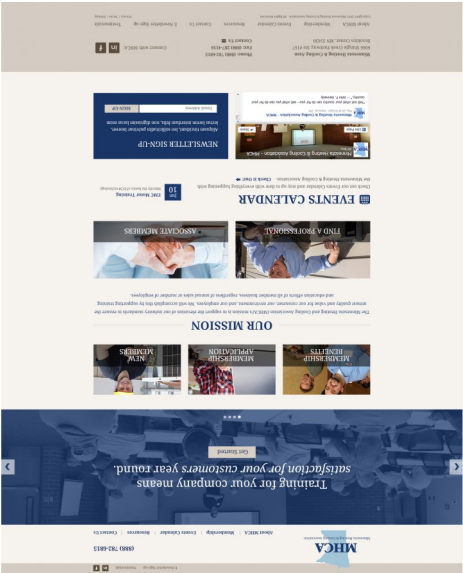
Speedpro Imaging

Plumber SEO

Marketing Type Guys/Reputation Ranger



Minnesota Heating and Cooling Association
6066 Shingle Creek Parkway | Suite 167
Brooklyn Center, MN 55430



MHCA has started work on a completely redesigned website. While we're not quite ready to launch yet, we thought we'd give you a "sneak peek" at the new look for the site. Among other improvements, the new site will make it easier for you to see all of our upcoming programs and to register for them online. The new site will also be mobile optimized, allowing you to better use our site on your smartphone or tablet.

Stay tuned for the announcement when the new site is up and running!

New Website

Look for our LinkedIn page later this summer and encourage others to follow us on this professional social media networking site.

LinkedIn



Did you know that MHCA has a Facebook page? Click the link below to view our page or use your mobile device and search Facebook for Minnesota Heating & Cooling Association. "Like Us" and you can stay up-to-date with upcoming programs and events as well as the latest industry and association news.

"Like" Us On Facebook!