



Palm Beach Air Conditioning
Contractors Association, Inc.

the plenum



AUGUST 2023

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2 President's
Perspective

3 Upcoming
Events

4 Technicians
Corner

5 Apprenticeship
Graduation

7 Apprenticeship
Training

8-9 PBACCA
21st
Annual
Golf
Tournament
Registration
Opportunities

13 Events
Calendar



"2023" Florida Air Conditioning Apprenticeship Graduation Dinner August 3, 2023

Florida Air Conditioning Apprenticeship & Palm Beach Air Conditioning Contractor Association would like to invite you to join them in celebrating 2023 Apprenticeship Graduates. Graduation will be held at PBACCA General Meeting on August 3rd. At The Lake Worth Beach Club. Our Graduates are dedicated men and women that are working in the industry and attend school in the evenings. For the past four years they attend class's two nights a week at Palm Beach State College. FACA Apprenticeship program has been educating adults in the Air Conditioning Industry for over 40 years.

The Air Conditioning Industry will benefit greatly from all their hard work and dedication over the past four years. So please join us in honoring the 20 graduates of 2023

Our key note speaker, Palm Beach County Commissioner District 6 Sara Baxter

Sara was born at Good Samaritan Hospital and is a Second-generation her local. She is happily married Brian and a proud mother of three boys, Sara has always found Heart anchored in her faith. She now resides with her family in the Acreage.

In her early career, Sara worked as a Certified Retinal Angiographer at the Bascom Palmer Eye Institute. However, a new path opened up in 2011 when she and her husband, a BMW Master Technician, started an auto repair business. As she nurtured the growth of their business, Sara also pursued higher education, she graduated from Palm Beach State College with a Bachelor's degree in Business Administration. After more than a decade of dedication and hard work, the couple was able to purchase their own building and operates a successful business known as Foreign Auto Specialists.

The difficult process of establishing their business inspired Sara to run for office. Determined to streamline county procedures for other entrepreneurs, she also committed herself to actively support small businesses. She firmly believes that small businesses are the backbone of our economy and nurturing an environment that promotes their growth is essential for Palm Beach County's future.

Since her tenure as a Commissioner, Sara has channeled her efforts into reducing red tape that stops people from realizing their full potential. She has actively worked on eliminating unnecessary regulations, staunchly supporting our law enforcement officers, enhancing road conditions, and fixing traffic issues in western Palm Beach County. As a small business owner herself, Sara prioritizes empowering her community members with the tools they need to succeed. She's committed to fostering an environment that encourages personal and economic growth, making Palm Beach County a place where everyone can thrive.

**Another
way
PBACCA
Serves You!**

AUG. 3, 23

PBACCA Presents
"APPRENTICESHIP GRADUATION"
Thursday, August 3, 2023
Call Pam at **561-585-3880**

AUG. 3, 23



--PBACCA 2023 OFFICERS--

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(561) 626-8880

FINANCIAL ADVISOR: Donna M. Sotillo, CPA
Sotillo & Company • (561) 547-5730

President's Perspective



Robin Worrell

It is no wonder that the AC industry is predicted to continue to experience growth. With these summer temperatures we are having, most of us are very busy. Pressure to keep up with your competition demands greater customer service and efficiency in the field and office. Implementing good operating procedures, pricing jobs right to stay profitable is not an option if you want to keep your doors open.

With the rising temperatures and people relocating to our State, our industry has become an ever bigger important part of the Florida economy. This means the HVAC job market will need skilled technicians to provide the services for the increase in new installations, maintenance, ventilation, replacement, service and repair. We will have to hire and train more people to fill these jobs. Everyone knows that finding qualified people is just plain hard and difficult but being a member of PBACCA gives you an advantage. You have access to, what we feel, is the premier recognized apprenticeship program in the State. This is a huge benefit of membership.

Lastly, Be Carefulwith the sweltering heat and daily heat advisory alerts, along with the necessity of our employees having to work outside, heat exhaustion and heat strokes are real concerns. There is a lot of information readily available on these subjects. Some things are very simple things you can do.

Keep hydrated, drink lots of water, wear light weight and light colored clothing, take breaks when needed.

There is no substitute for common sense.

Stay Safe and
Get Involved.

Robin

Associate Distributors - Palm Beach County

Advanced Work Van, Riviera Beach	561-657-0406
Arco Supply, Lake Worth	561-586-3331
Baker Distributing, Boynton Beach	561-806-7075
Baker Distributing, West Palm Beach	561-848-1416
Carrier Enterprise, West Palm Beach	888-827-3352
Economic Electric Motors, West Palm Beach	561-683-6262
Gemair Distributors, West Palm Beach	561-842-6311
Goodman Distribution SE, Inc., West Palm Beach	561-616-9466
Johnstone Supply, West Palm Beach	561-689-3366
Refricenter, West Palm Beach	561-689-8075
Trane Company, West Palm Beach	561-683-3306
Tropic Supply, West Palm Beach	561-684-3997

Palm Beach Air Conditioning Contractors Association (PBACCA) is an independent association serving the needs of the HVACR industry in Palm Beach County. PBACCA is not affiliated with the national group Air Conditioning Contractors of America (ACCA). The mission of PBACCA is to assist and better enable PBACCA members to acquire, serve, and satisfy their customers.

PBACCA UP COMING EVENTS



21st Annual Golf Tournament

To be held on October 28, 2023

Winston Trails Golf Club

6101 Winston Trails Blvd, Lake Worth, FL 33463



4th Annual Casino Night, 10th annual toy Drive, & 2024 Board Election

To be held on December 9, 2023

Winston Trails Golf Club

6101 Winston Trails Blvd, Lake Worth, FL 33463



2nd Annual Clay Shoot

To be held on February 10th, 2024

OK Corral Gun Club

9449 NE 48th St. Okeechobee, FL 34972

TECHNICIAN'S CORNER

MENTORSHIP

By Kelly McCann



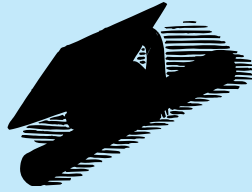
Our apprenticeship graduation is upon us. As we prepare to turn out our graduates this year I started thinking about their journey. The “formal” education may be ending for this group but not the “learning” process. Most of us continue to gain knowledge throughout our career but what about sharing that knowledge and experience?

A few days ago, I had the opportunity to work with another HVAC contractor. There were two technicians, the lead had a few grey hairs around his temples, he was working with a young technician who was in

the middle of his apprenticeship. I watched their interaction and how the senior was working with the junior. It wasn't, “hey go do this.” It was, “I want you to do this and here's why we do it this way,” explaining the why behind the work. This went on, it wasn't just in the beginning. Questions were asked and answered, there was a mutual respect between them. I know this isn't the dynamic with all crews and that this may not be the norm; some mechanics and helpers are like oil and water. The level of mutual respect is what made me notice how it could be. Then something out of the ordinary happened, the lead technician called over to me and asked my opinion on an aspect of their work. I offered my opinion and thought to myself how encouraging that was. Sometimes, we seem closed off to our “competition” keeping everyone at arm's length, and I understand that. We are competing for the same work. We can still share information to make our industry stronger while protecting our competitive advantage. Additionally, he was showing the young technician it's OK to ask for help. So often we are not open to sharing knowledge - keeping our secrets safely tucked away. I believe we are missing the bigger picture. We have so much to offer without giving our business strategies away. I think about our apprenticeship classes and how we share best practices and “look out for the xyz,” to help them avoid our mistakes and see the most efficient way to accomplish a task.

I've also noticed on a few HVAC social media groups where tech participants are bashing others in the group. I've seen this especially when a newer technician asks for advice, and they get less than helpful responses. I fully understand that it's social media and maybe not the best place to ask for advice; however, good advice could be offered instead of jokes or insults. If more of us took the time to share our knowledge and experience we could be the catalyst in helping a young technician be better or help a good technician become great.

So, as we move through our journey let's take some time to mentor the next generation. Speaking for myself, I have taken a few under my wing over the years and like to think I've helped a bit. I know some companies who have mentorship programs as part of their onboarding process. Experienced techs are assigned a newly hired technician to be their “go-to” for questions and advice. No matter how you choose to mentor, a formal program or just being there to answer questions, it can make a difference in our trade and in someone's career. Lastly, it's hot out there, please remember to stay hydrated...if you stop sweating you are already dehydrated. Take care of yourselves.



*Florida Air Conditioning
Apprenticeship Graduation Dinner*

**Florida Air Conditioning
Apprenticeship and PBACCA would
like to invite you to join us in
celebrating the 2023 Graduates**

Date: Thursday, August 3rd, 2023

*Time: 6:00 p.m. Cash Bar
7:00 p.m. Dinner*

*Place: The Lake Worth Beach Club
One 7th Ave North
Lake Worth, FL 33460*

Speaker: Palm beach County Commissioner District 6 Sara Baxter

Dinner will be served Buffet Style

The Dinner cost is \$52.00 per person.

Cash Bar opens at 6 p.m.-Dinner served at 7 p.m.



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INSIDER

Congratulations to Peter Montana on transitioning the Florida HVAC Insider to the ACprosite.com website, the only online resource focused primarily on the Florida conditioning air industry. Featuring REGIONAL News and events coverage and REGIONAL calendars! Be sure to read his Welcome Message on the landing page!

Visit ACprosite.com

Subscribe to the ACprosite eLetter



PSSST...HEY THERE!

Do you excel at your job? Do you feel like you have something to offer? Would you like to give back and share your knowledge with the next generation technicians? Have you considered being an apprenticeship instructor? Our classes are held on Monday and Wednesday evenings from 6:30 - 9pm.

Call Steve or Kelly if interested.

Contact: 561.262.7523 or 561.644.5668

HVAC/R APPRENTICESHIP TRAINING



3 Locations

- Palm Beach State College-Lake Worth Campus
- Chuck Shaw Technical Education Center-WPB
- Delray Full Service Adult Education Center

FOR MORE INFORMATION CALL

561-315-8187



registerfacaa@gmail.com

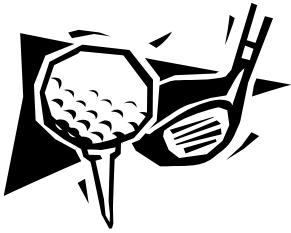
www.facaschool.com



School Starts September 11

Classes are held

Monday & Wednesday nights starting at 6:30 PM



PBACCA's 21st Annual Golf **Tournament**

Palm Beach Air Conditioning
Contractors Association

WHERE

Winston Trails Golf Club... 6101 Winston Trails Blvd. Lake Worth, FL 33463

WHEN

Saturday October 28th 2023

8:30 a.m. Shotgun Start Scramble

- Continental Breakfast will be served before tee-off 8:30 (7a.m. check-in)
- Drinks provided on the course
- Trophy and Prizes for 1st, 2nd & 3rd place
- Prizes for longest drive straightest drive, closest to pin and more!
- Raffle prizes for everyone!
- FREE Barbecue lunch included with green fees to be held at **Winston trails Golf CLUB Ballroom**.

(Sponsorships still available)

The Awards Ceremony : After you finish, join us for the awards banquet at Winston Trails Golf Club Ballroom. We will serve barbecue chicken, burgers, and hot dogs, slaw, potato salad, beans and more! Your family and friends are welcome to join for the awards ceremony and lunch.

Saturday October 28th Winston trails Golf Club

Company _____
Address _____ City _____ St _____ Zip _____
Phone _____ Fax _____ Email _____

Shirt Size _____

Golfers

1) _____	_____	_____	S M L XL XXL
2) _____	_____	_____	S M L XL XXL
3) _____	_____	_____	S M L XL XXL
4) _____	_____	_____	S M L XL XXL

There will be _____ # golfers @ \$200 (if you register before Oct, 13th) or \$225.00 per person after Oct. 13th=\$_____

Lunch Tickets Only--- \$25.00 dollars Per Person children under 6 free = \$_____

Hole sponsorship with foursome.....\$1000 (you save \$50.00) = \$_____

ADVANCE RESERVATIONS ARE MANDATORY FOR GOLF! TOTAL = \$_____

We must receive your reservation and payment before the tournament.

Send this completed form and your payment to:

PBACCA, PO Box 3407 Lantana, Fl. 33465

Phone * 561-585-3880

COMPLETE YOUR REGISTRATION AND FAX TO 561-585-3347

Or e-mail to pripple@pbacca.org

PBACCA Twenty-First Annual Golf Tournament Sponsorship/Volunteer Opportunities

We have specific sponsorships available, but will be open to other types of sponsorship suggestions. Please review the following list of opportunities, fill in the form below and mail to the specified address. Sponsorships on this list are first come-first serve basis. The earlier you confirm your sponsorship the more recognition you'll receive in future marketing.

Sponsorship Opportunities:

- **PLATINUM SPONSOR** **\$3000.00**
 - HATS, Golf Shirts or Coolers with you company logo
Sign at Registration Table featuring Company Name and your company Logo, Hang your company banners, Listed on a sign on Beverage Cart, Listed in the Golf Flier received by players day of the tournament, Acknowledged as a Gold Level Sponsor in the Event Article printed by Trade Newspapers and The Plenum, Includes a Foursome in Golf Tournament
 - **Hat Sponsor:**
 - **Shirt Sponsor:**
 - **Dinner Sponsor:**
- **GOLD LEVEL SPONSOR** **\$2500.00**
 - Sign at Registration Table featuring Company Name and your company Logo, Hang your company banners, Listed on a sign on Beverage Cart, Listed in the Golf Flier received by players day of the tournament, Acknowledged as a Gold Level Sponsor in the Event Article printed by Trade Newspapers and The Plenum, Includes a Foursome in Golf Tournament.
 - **Lunch Sponsor:**
- **SILVER LEVEL SPONSOR -** **\$2000.00**
 - Sign at Registration Table featuring Company Name and your company Logo, Acknowledged as a Silver Level Sponsor in the Event Article printed by Trade Newspapers and The Plenum, Listed in the Golf Flier received by players day of the tournament, Includes a Twosome in Golf Tournament.
- **GOLF HOLE SPONSOR AND FOURSOME** **\$1000.00**
 - * GOLF HOLE SPONSOR--\$250.00 ea. 1'x3' sign on green and a commemorative token.
 - ***Package Deal-Get a Foursome, 4-Dinner tickets and a Hole Sponsorship for \$1000.00 (you save \$50.00) ***
- **DRINKS ON THE COURSE SPONSOR** **\$ 1500.00**
- **RAFFLE PRIZE SPONSOR -** **\$ 1000.00**
- **TROPHY SPONSOR-** **\$ 1000.00**
- **TV SPONSOR** **\$ 700.00**
- **BALL SPONSOR-** **\$ 500.00**
- **REGISTRATION TABLE -** **\$ 250.00**
- **GOLF HOLE SPONSOR -** **\$ 250.00 ea.**
- **MULLIGAN TABLE SPONSOR -** **\$ 250.00**
- **CONTEST SPONSOR -** **\$ 300.00 each** Longest Drive, Straightest Drive, Closest to Pin,
"Includes Prize" (to be announced at time of give-away)
- **RAFFLE PRIZE SPONSOR -** **Prize Donation**
- **GOODIE BAG SPONSOR -** **Items Donated for 130**

SPONSORSHIP/VOLUNTEER

Company/Product Name: _____ **Contact Person:** _____
PH #: _____ **FAX#:** _____ **E-Mail:** _____
ADDRESS: _____ **CITY/ST/ZIP:** _____

Please check one or both of the following:

_____ I would like to volunteer to help during the tournament.
Volunteers will get free food/beverages and one Dinner ticket!

_____ Sponsor (type of sponsorship) choice #1 _____
If choice #1 already taken choice #2 _____

_____ Prize Donation. I would like to donate a prize(s) either for the raffle or Goodie Bag items. These are the items I will be donating _____

Send check to: PO Box 3407 Lantana, FL. 33465

Contact Pam Ripple @ 561-585-3880 - fax to 561-585-3347 or e-mail pripple@pbacca.org

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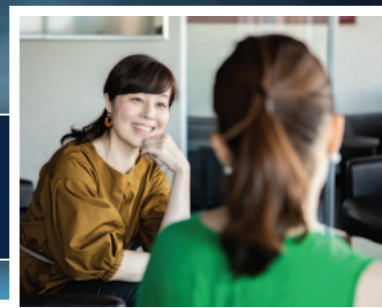
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» Rivian Giveaway

Promo valid June 1 - August 31, 2023 while supplies last. *For Official Rules Go To: JohnstoneSupply.com/SummerofSavings
Promo may be cancelled or revised without advance notice. Offer may not be combined with any other offers.



ROAD SHOW & COOKOUT



Join us for a Customer Appreciation Cookout in celebration of our 50th Anniversary!

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5 Best Practices Topics:

NuCalgon: Increase Average Ticket Sales with IAQ



NuCalgon: Clear Condensate Lines Quickly and Easily Without Heavy Equipment



BEST PRACTICES WILL HELP YOU:



TUESDAY, AUGUST 15, 2023

Event Time: 11:00 a.m. - 1:00 p.m.

WHERE

T5 West Palm Beach

1880 Old Okeechobee Rd, West Palm Beach, FL 33409



ENTER TO WIN a \$50 Tropic Supply Gift Card!



Alexis Terzado was raised in the HVAC/R distribution business and has worked from the warehouse to sales counter to outside sales selling to contractors in the Florida area for over 30 years. He has represented popular and innovative products and trained people all around Florida at wholesalers, contractors, technical schools and institutions. Today he is very experienced in HVAC/R equipment product sales and training and understands the key challenges contractors face every day. He is now enjoying helping customers discover the many types of product solutions from Nu-Calgon.

ASK YOUR COUNTER SALES PROFESSIONAL FOR MORE INFORMATION.

NOW OPEN SATURDAYS

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Check Bakerdist.com or the HVAC/R Contractor Assist App for exact hours.

Baker is proud to serve the Palm Beach Community at the following locations:

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(561) 806-7075

West Palm Beach
1731 Old Okeechobee Rd.
(561) 848-1416

Baker
Distributing Company





Name: _____

Company: _____

Email: _____

Cell Phone: _____

What can PBACCA do for you?

What meeting topics would you like?

Would you like to be added to email
and text msg? _____

Events Calendar

Palm Beach Air Conditioning Contractors Association, Inc.

2023 CALENDAR of EVENTS

- Aug 3 **General Meeting** - 5:30 p.m.- **The Beach Club**
One 7th Ave. North, Lake Worth, FL
Apprenticeship Graduation
- Sept 1 **Board Meeting** - 4:30 p.m.- **Via Zoom**
- Oct 5 **General Meeting** - 5:30 p.m.
9th annual food drive
- Oct 28 **21st Annual Golf Tournament:**
Winston Trails Golf Club
6101 Winston Trails Blvd, Lake Worth, FL 33463
- Nov 3 **Board Meeting** - 4:30 p.m.- **Via Zoom:**
- Dec 9 **General Meeting- 6 pm** - Winston Trails Golf Club
6101 Winston Trails Blvd, Lake Worth, FL 33463
4th Annual Casino Night & 10th annual toy Drive
2024 Board Election
- Feb 10 **Skeet shooting** - 8am shot gun start
OK Corral Gun Club
9449 NE 48th St. Okeechobee, FL 34972

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Another Reason to Smile

A cowboy, who just moved to Montana from Texas, walks into a bar and orders three mugs of Bud. He sits in the back of the room, drinking a sip out of each one in turn. When he finishes them, he comes back to the bar and orders three more.

The bartender approaches and tells the cowboy, "You know, a mug goes flat after I draw it. It would taste better if you bought one at a time."

The cowboy replies, "Well, you see, I have two brothers. One is in Arizona, the other is in Colorado.

When we all left our home in Texas, we promised that we'd drink this way to remember the days when we drank together.

So I'm drinking one beer for each of my brothers and one for myself." The bartender admits that this is a nice custom, and leaves it there.

The cowboy becomes a regular in the bar, and always drinks the same way. He orders three mugs and drinks them in turn.

One day, he comes in and only orders two mugs.

All the regulars take notice and fall silent.

When he comes back to the bar for the second round, the bartender says, "I don't want to intrude on your grief, but I wanted to offer my condolences on your loss." The cowboy looks quite puzzled for a moment, then a light dawns in his eyes and he laughs.

"Oh, no, everybody's just fine," he explains.

"It's just that my wife and I joined the Baptist Church and I had to quit drinking."



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Andrew Sanchez 561-202-4967

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and a free self-assessment"*

Jim Carr, DSL
561-309-9868
jim@jbcarr.com



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CONTRACTOR SPONSORS



Palm Beach Air Conditioning
Contractors Association
PO Box 3407
Lantana, FL 33465
561-585-3880

Become Certified

**PBACCA will provide a proctor upon
request for onsite testing.**

The E.P.A. has established a Mandatory Technician Certification Program. Technicians are required to become certified under the mandatory program. Under the final E.P.A. rule, the sale of refrigerant will be restricted to certified technicians.

**For more information on EPA testing
call Pam at 561-585-3880.**

***OUR MISSION: To assist and better enable
PBACCA members to acquire, serve and satisfy
their customers.***

Apprenticeship Corner

Need Qualified Technicians?

The next time you have an opening for a technician, call the local Apprenticeship office at 561-262-7523. They can help you find a qualified apprentice to hire and enroll in the local PBACCA sponsored Apprenticeship Program offered at Palm Beach Community College. You'll be sure your employee is being taught the right skills and acquiring the training to become a productive journey man.

*Another way
PBACCA serves you!*