



Oscar Calleja

Happy New Year!

By Oscar Calleja, SFACA President

The good news is that we survived 2011 in spite of the worst economic climate in decades and endured everything the government could throw at us. A year-long review of our successes and failures helped us make necessary changes and plan for the upcoming 2012, which is looking like a historic turning point towards a better and brighter future for our industry and for our nation.

During the last quarter of 2011 SFACA's Board of Directors committed itself to revitalize the association from the doldrums of the down economy. One of the first decisions taken was to re-establish monthly meetings. Starting in August we had meetings on Dry-Units, Mechanical Inspectors' Roundtable, an FP&L Update, New Code Update and Mini-Splits Exhibit. I believe those were successful and well attended but also recognize that there are improvements to be made.

Our goals for 2012 are to provide interesting and pertinent topics that will satisfy the members' need for information and education as well as improve their business' profitability. From the feedback we have received from our members, we selected a hot topic for our first 2012 meeting (January 4th): Unlicensed Contracting. In the following months we will have a varied selection of issues and topics, but are always looking for your ideas and suggestions.

To further act on member suggestions, we are planning to hold a Manual J, D & S class with CEU's. That will include a morning introductory class on the 3 procedures and a more intense afternoon class on Manual J. Remember that the new Florida Energy Code 2010 is coming on March 15th and it requires Manual J, D & S be performed on every project.

I also would like to remind our contractor members that their SFACA membership includes automatic membership in the State Association, FRACCA. As members of FRACCA we all have many additional benefits, including a reduced cost for the Annual Education Conference being held

on March 23-24 in Orlando. There we can earn all of the required CEU's (14) on those two days for our State License while learning from national and other experts at workshops dedicated to the HVAC contractor. Since incorporating in November of 2001, FRACCA has been growing in size and gaining influence while representing our industry before the legislature and all other state regulatory bodies. FRACCA's lobbyist maintains an active role in monitoring and influencing statewide legislative and regulatory issues. One good example was the Governor's Energy Rebate Program in 2010. FRACCA was heavily involved in providing the technical details of that program to the Governor's Energy Office.

Stay tuned and you will be hearing more on the new activities SFACA and FRACCA are planning in the coming months of 2012. Have a great and prosperous New Year!

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Air Times is distributed to nearly 1,600 licensed HVAC/R contractors in Miami-Dade and Broward Counties.

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WELCOME NEW MEMBERS 2011 - 2012

A&R Supply
Ariel Morales 305.471.4788
2650 NW 89th Court Doral 33172
amorales@ar-supply.com

Advancoat LLC
Mario John Bermudez 305.790.9925
7900 NW 68th Street Miami 33166
mbermudez@advancoat.com

Air Systems A/C LLC
Rene Perez-Borroto 305.681.1040
4698 NW 133rd St. Opalocka 33054
asacservic@gmail.com

Around the Clock A/C Service Inc.
Michael Lang 54.742.5544
11840 NW 41st St. Coral Springs 33065
mike@atcair.com

Capital General Contractors & Developers Inc.
Carlos Bello 305.827.6211
480 W 84th St. Ste B-106 Hialeah 33014
cgc@capitalgeneralcontractors.com

Carrier Enterprise
Mary Verbiest 954.247.2011
3250 Park Central Blvd. North
Pompano Beach 33064
mary.verbiest@carrierenterprise.com

Chanin Mechanical LLC
Drew Chanin 305.865.1729
1965 71st Street Miami Beach 33141
drew@chaninmechanical.com

Chill Factor Corp
Walter Montoya 305.889.0863
7547 NW 70th Street Miami 33166
info@chillfactorfl.com

Cousins Air Inc.
John Brescia Jr. 954.596.6999
1001 W. Newport Center Dr. Suite 109
Deerfield Beach 33442
cousinsair@bellsouth.net

GMC Air Conditioning Service
Skip Farinhas 954.973.5980
2301 NW 30th PL Pompano Beach 33069
skip@gmcacservices.com

Innovative Cooling Technologies, LLC.
Ernesto Juarez. 954.817.2069
2825 SW 13th Court Ft. Lauderdale 33312
ernesto@ictair.com

Ft. Lauderdale Building Department
Alex Hernandez 954.828.6599
700 NW 19th Avenue Ft. Lauderdale 33311
ahernandez@fortlauderdale.gov

State Energy Inc.
Mark Worrel 561.688.6264
2775 Vista Parkway Suite 7 WPB 33411
stateenergy@aol.com

Oscar Air Conditioning
Daniel Puig 305.592.3873
6540 NW 84th Avenue Miami 33166
ascarac@bellsouth.net

**IF YOU ARE INTERESTED
IN BECOMING A NEW
MEMBER VISIT OUR
WEBSITE AT SFACA.ORG
FOR A NEW MEMBER
APPLICATION**

UNLICENSED ACTIVITY

Thanks to all who participated in the SFACA Unlicensed Activity General Meeting earlier this month. We had a great turnout and are moving forward with all the momentum generated. The success of our industry fighting unlicensed activity is only as strong as our members' support and involvement. As a collective group we can do more than simply report unlicensed activity. Our industry deserves the credibility and professionalism each of us strives for in our own business. The four meeting takeaways for members and our association are:

Educate

We need members committed to the cause who will volunteer to help educate our community!! This directive is centered on educating apartment managers and condo associations about the risks of hiring unlicensed individuals and the laws pertaining to contracting. If community outreach and helping people understand our professional guidelines is something you enjoy, contact us.

Advertise

We will run an advertisement in the Spring of 2012 in the *Miami Herald* and the *Sun Sentinel* highlighting the risks of hiring unlicensed individuals and how to best select a licensed

Unlicensed Activity Continued on Page 5

2012 FRACCA Education Conference

Passport to Excellence

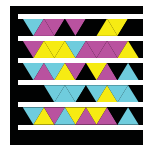
Rosen Centre Hotel, Orlando FL
Friday, March 23-Saturday, March 24



**Obtain 14 CILB - Approved Continuing
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SFACA HOSTS MINI-SPLIT VENDOR NIGHT

The South Florida Airconditioning Contractors Association (SFACA) hosted their first Vendor Night showcasing mini-splits on Wednesday, December 7, 2011 at the Doubletree Hotel at Sawgrass Mills.

Fujitsu and Tropic Supply; Aircon; Carrier; FL AC Distributors and Friedrich AC; Mitsubishi; Mueller Industries and Pridiom Group (Refricenter) were the seven vendors who participated in our vendor night. Each had an opportunity to introduce their product's unique features, benefits and ease of installation on ductless mini-splits.

Participants spent the evening asking questions, looking at demonstrations and speaking to representatives one-on-one about their products.

Here are some pictures from the evening highlighting our vendors.



Air Con



Friedrich



Mueller



Mitsubishi



Carrier



Pridiom



Tropic Supply

MEMBER SPOTLIGHT

The South Florida Air Conditioning Contractors Association (SFACA) has been representing HVAC/R Contractors in Broward and Miami Dade Counties for more than 36 years. The issues facing contractors have changed; some reappear but the one constant is the commitment of the Board and the members to the association and industry professionalism. Without these dedicated individuals representing their companies and the industry as a whole, the association could not carry out its important mission.

From time to time SFACA would like to recognize members new and old in this column to tell the stories of why they became a member, reminisce about the "old days" and relate what is important to them as individual members and industry professionals. SFACA wants you to know who makes up this great association and keeps it going. If you would like to be interviewed for this column or to recommend a member, contact the Newsletter Editor at Ireale@sfaca.org or 727-209-0890 and we will make it happen.

This month's Spotlight shines on Charles (Charlie) DelVecchio, CEO of Tropic Supply, and a founding member of SFACA. Several weeks ago, the Editor had an opportunity to sit down with Charlie in his new Sunrise offices to talk about founding

SFACA in 1973. As Charlie recalls, local contractors Herb Gold, Jules Fahrinas and others held a first meeting at the Calder Race Track Holiday Inn. Because of Herb's involvement in the national ACCA in Chicago, he understood the value of having a local trade association. From this initial meeting and the encouragement of like minded contractors and assistance from companies like Tropic Supply, SFACA came into existence.

Charlie was well prepared to be on the SFACA Board. His father had been a contractor and from this experience he knew he liked the industry but preferred the supply/distributor side. Tropic Supply was started in 1973, the same year as SFACA. Charlie has served on the Board or in support of the association since its first year. Thirty-nine years later he remains an active SFACA Director and has helped over the years to bring about many changes in the South Florida community including some of these more noteworthy changes: reducing the effects of utility intrusion, journeyman licensing, and a resolution to electrical restrictions. At the same time his company has grown from one location to 20 locations throughout Florida employing more than 190 workers.

Thank you Charlie DelVecchio for helping shape SFACA into an organization that benefits all HVAC contractors in the South Florida area and your many contributions to the HVAC/R industry!

UNLICENSED ACTIVITY CONT'D FROM PAGE 3

contractor. This piece will be augmented with vendor advertising in order to promote hiring licensed businesses. If you or someone you know would like to have their logo/ad in our insert or help edit the piece, contact us.

Support FRACCA Legislative Initiatives

Are you a political spinster at heart? If working with your elected officials and local media to promote state legislation is right up your alley, have we got the task for you! Now that the legislative session has started, we will be pushing to strengthen sanctions against owners who use unlicensed workers and who do not pull the proper permits. If you like working with the media and state legislators, contact us.

Work closely with DBPR

Well it won't be exactly like covert affairs, but if working with local jurisdictions to sponsor sting operations and help track and report unlicensed activity sounds exciting, working with the Department of Business and Professional Regulations may be just where you can help. If you wanted to be 007 before your days as a contractor, contact us.

If you'd like to get involved in one of the above initiatives, contact us today by visiting our website at www.sfaca.org follow the links to unlicensed activity. If you suspect unlicensed activity and want to initiate an investigation follow the link on our site to report a suspected business.

Important Industry Contacts

- South Florida ACA
466 94th Avenue
St. Petersburg, FL 33702
800.433.7171 Fax: 727.578.9982
www.SFACA.org
- Broward County Sheriff's Office
Economic Crime Unit
Detective Daniel Belyeu
954.765.4321
- FL Department of Business & Professional Regulation
Regional Program Administrator
Margate
Cheryl Biesky
954.917.1333



Archived picture of early Board. DelVecchio is in the center of group with the "halo" over him!