

"We Build Climates of Trust"

SNARSCA

FRONT PAGE NEWS

SOUTHERN NEVADA AIR CONDITIONING REFRIGERATION SERVICE CONTRACTORS ASSOCIATION

The 2005 Nevada Power Rebate Program

SNARSCA's September Meeting Is Place To Be

by Joe Wheeler

The 2004 Nevada Power rebate program was so successful that the power giant wants to do again next year – and wants to hear what SNARSCA members think about the program.

Last month, Nevada Power Company executives praised the Southern Nevada Air Conditioning Refrigeration Services Contractors Association (SNARSCA) for their efforts in promoting the rebate and tune up programs. There were some 12,000 tune ups, duct-sealings and new unit rebates sent to Nevada Power customers in 2004.

Bob Balzer, director of Energy Efficiency Conservation Programs for Nevada Power, said that energy conservation programs have grown from \$3 million to \$12 million, and that he looks forward to continuing the effort in 2005. The Air Conditioning Efficiency budget is \$1.2 million for 2005.

Tom Smolarek, president of Cypress, LTD, the company hired by Nevada Power to implement and oversee the A/C Efficiency Program, said that the September 21 SNARSCA meeting will be a discussion about the 2005 rebates, and wants to hear what SNARSCA members have to say about improvements. "You guys did a tremendous job," Smolarek said. "And we're interested in your opinions and suggestions."



October Meeting - Flat Rate Pricing

Ken Cederquist, a principal in Profit Strategies, Inc., which works to develop user-friendly flat rate pricing data for HVAC service repair businesses, will speak at the October meeting.

The Quality Service Pricing system is designed to raise the contractor's level of professionalism in the eyes of customers, as well as increase service revenue. The system is designed to be used right in front of customers, and will take a technician less than 30 seconds to find the appropriate repair price for each situation. ■

Mark Your Calenders!

SNARSCA Membership Meeting
September 21, 2004
The 2005 Nevada Power Rebate Program
Main Street Station

SNARSCA Membership Meeting
October *, 2004**
Flat Rate Pricing
Main Street Station

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**SNARSCA Gives Big
Las Vegas A/C Association Donates
\$15,000 to Subcontractors**

by Joe Wheeler

The Southern Nevada Air Conditioning Refrigeration Service Contractors Association (SNARSCA) donated the entire proceeds of their annual Chilly Willy Golf Tournament to the fight against unfair construction litigation. The event, held August 31, was the largest of its' kind and boasted a full field of golfers. The large turnout boosted the donation to the Nevada Subcontractors Association to a total of \$15,000.



The Nevada Subcontractors Association (NSA) is the Silver State's only trade association whose mission is exclusively representing subcontractors on issues such as construction defect legislation. The group played a large role in the successful lobby effort that produced SB 241, the nation's only construction defect law which recognizes the role of subcontractors.



"All of us in the construction industry recognize the need for reform when it comes to lawsuits," said Mark Harrison, president of SNARSCA. Harrison owns Royal Refrigeration, and has never been sued for a construction defect since his company specializes in commercial cooling. Yet Harrison said he has suffered the rising cost of liability insurance thanks to unfair construction litigation, and feels that everyone involved in the industry must do what they can to stop it.

"We are very proud to support the NSA," Harrison said. "The NSA has been a strong voice for subcontractors in Carson City." ■



SNARSCA MEMBER DISCUSSION

Nevada Power Efficiency Programs

On September 21, Nevada Power will facilitate a portion of the meeting with the SNARSCA membership to obtain input to its rebate and customer program design. The purpose of this meeting is to ensure that Nevada Power understand the opinions of Las Vegas air conditioning contractors related to the design of future rebate, demand management, and other customer programs. The SNARSCA membership represents an important constituency for Nevada Power, and the company feels that the feedback these experts can provide will in turn assist them in designing superior programs, especially those related to high efficiency air conditioning and related technologies.

Nevada Power Goals

The relevant objectives for Nevada Power efficiency programs are as follows:

1. **Reduce the peak demand in the valley.** Nevada Power is resource constrained, and it will be searching for methods to reduce the peak kW usage in Las Vegas. This includes load control strategies and improvement of AC efficiencies.
2. **Maintain a focus on high customer satisfaction.** Nevada Power is committed to provided the best customer experience for customers who participate in any of its efficiency programs
3. **Transform the residential air conditioner market.** The "standard" installation in Las Vegas for residential air conditioners is not currently a high efficiency unit. Nevada Power desires to "raise the bar" through its efforts so that a majority of installs are high efficiency units.

Nevada Power anticipates dedicating more focus and effort towards high efficiency air conditioner installations & load control as opposed to tune-ups or duct sealing.

Input

Given these basic goals, Nevada Power would like to obtain your feedback as an air conditioning contractor. Prior to the meeting on September 21, we would like to hear your opinions related to past performance and future program design.

Please complete the following survey form prior to the meeting and **fax** your responses to the **Cypress Customer Service Center at 1.877.811.5177.**



NEVADA POWER PROGRAM FEEDBACK SURVEY

Name	
Title	
Company	

1. How would you rate the current (2004) Nevada Power Air Conditioning programs?	1 2 3 4 5 (Please circle one. 1=poor, 3=average, 5=excellent)
2. What would you change in the current (2004) programs to improve them?	
3. What elements would you keep from the current (2004) programs?	
4. What do you see as the effect in your market of Nevada Power's linking the Time of Use Rate (TOU) to a customer getting a rebate?	
5. In mid-summer, 2004 Nevada Power introduced a pilot rebate program for AC units with SEER ratings over 16. Do you have any comments or suggestions?	
6. Looking ahead, what would you include in future programs (2005 and beyond) if "you were Nevada Power?"	
7. What other feedback do you have for Nevada Power related to air conditioning programs?	

FAX BACK TO: Cypress Customer Service Center at 1.877.811.5177

HVAC Instructor Gains Silver, Loses Hair



Larry Ball told them he would shave his head if they brought home a medal.

He ended up putting his hair where his mouth was.

Ball, VoTech's HVAC instructor, was thrilled to learn that senior Michael Kelly won the silver medal in the SkillsUSA Championships held in Kansas City, Missouri. He was less thrilled when the student took him up on his offer and lopped off his hair.

The SkillsUSA Championships is the showcase for the best technical students in the nation. Contests are held locally and continue to a national, multi-million dollar event that occupies a space equivalent to eight football fields.

In 2004, the event was held in Kansas City, Missouri with over 4,500 contestants in 77 separate events. Nearly 1,500 judges and contest organizers from labor and management participated to make the event possible.

The philosophy of the Championships is to reward students for excellence, to involve industry in directly evaluating student performance, and to ensure that skills being taught are relevant to employers' needs.

In the welding competition, Nevada Cameron Bellamy took the bronze. Bellamy studies at the Regional Technical Institute in Reno.

Ball said everyone at VoTech has worked hard to provide comprehensive training for students interesting in the heating and refrigeration fields. Student Michael Kelly won the Nevada state competition in April, and earned a place at the larger contest in Kansas City. ■



MEDALISTS

Gold

Shawn Wasielewski, Career Institute of Tech, Easton, PA

Silver

Michael Kelly, Southern Nevada Vocational Technical Center, Las Vegas, NV

Bronze

Kyle L. Wingard, Indian Capital Technology Center-Muskogee, Muskogee, OK.



Bylaws Revised

The Board of Directors have undertaken the daunting task of updating the association's bylaws. The last time the bylaws were updated was during the 70's, and Director Bill Laub, Jr. said that an overhaul is long overdue.

"We're basically cleaning up the bylaws," said Laub, "and rewriting the yearly election process to make it easier for all concerned."

Members will be asked to review and vote on the updated bylaws in the near future. Members will be notified as to where and when the vote will occur. ■

Call 648-8486 for

SNARSCA

membership information

SNARSCA

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S • N • A • R • S • C • A Membership Meeting

September 21, 2004

The 2005 Nevada Power Rebate Program

**11:30 a.m. at the Las Vegas Social Club
at Main Street Station**

Cypress LTD is interested in what HVAC contractors have to say about Nevada Power's rebate program, and will hold an open discussion on the make-up of the 2005 rebates. The 2005 budget is \$1.2 million, so RSVP early, bring your suggestions and prepare for a busy meeting.

The new SNARSCA website will be showcased also!

Call 702•648•8486 for more information

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October *****

Flat Rate Pricing

11:30 a.m. — Main Street Station