

- Oct. 10 Meeting
- Heat the Country
- Air Balancing Seminar
- Nov. NATE Sessions
- ACCA Conference & Expo
- Tips on Direct Mail Lists
- Stop Your Sales Blues
- Employee Motivators



Air Conditioning Contractors of America  
Kansas City

Keeping you informed in a changing business environment.

**ACCA LINK**

**ACCA-KC Chapter Meeting  
Tuesday, October 10**

**Fuel Gas/IFGC Update & Masonry Chimney Venting**

*Presented by*

**Don West**

**Don West Cooling & Heating**

**11 a.m.-1 p.m.**

*Italian Buffet Lunch/Program After Meal*

**Cinzetti's Italian Market Rest.**

7201 W. 91st St., Overland Park, Kan.

*(just west of Metcalf Ave.)*

Vendor Spotlight: TBA

*Cost: \$20 – members paying cash/  
\$25 – non-members & members who charge  
the fee. First-time non-member guests free.*

**RSVP by Friday, October 6**  
**Phone or fax: 913/631-2535**  
**Email: accakc@kc.rr.com**

The Oct. 10 ACCA Kansas City chapter meeting will feature an update on "Fuel Gas and the International Fuel Gas Code (IFGC) and Masonry Chimney Venting," presented by Don West of Don West Cooling & Heating of Shawnee, Kan. This is a followup to a program that West presented last November on "Common Errors in Venting Gas Furnaces."

West will go over updates in the 2006 International Fuel Gas Code since the 2003 code that some metro area cities have adopted and other cities are moving toward adopting. He will also discuss the orphaning of water heaters, which is a problem that technicians frequently miss seeing. And, West will discuss how to deal with exterior masonry chimneys and the use of masonry chimney kits.

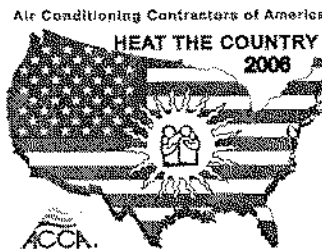
West has been president of Don West Cooling & Heating Inc. since 1991. He is a former adjunct instructor for Johnson County Community College. He will be teaching a workshop on "Venting Gas Appliances" at the Johnson County Contractor Licensing Department's Fall Education Seminar in November.

**ACCA-KC Preparing for Oct. 21 Heat the Country Project**  
**Chapter Plans to Serve Homeowners on Both Sides of State Line**

Every year, ACCA chapters and members around the country fan out to service or replace heating systems for elderly, disabled, or low-income homeowners. Oct. 21 has been set as the national work day for ACCA's third annual Heat the Country service project, but ACCA has declared the entire month of October as Heat the Country Month. ACCA-KC is gearing up to serve homeowners on both sides of the state line this fall.

More than 20 ACCA chapters participated in the second Heat the Country project last fall. Heat the Country sprang from a community service

project, Heat the Town, initiated by ACCA's North Texas Chapter in the Dallas/Fort Worth area. In 2004, ACCA's Board of Directors voted to make it a national campaign.



Locally, ACCA-KC has teamed up with Christmas in October for the past two years to provide safe, energy-efficient heating equipment and re-

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