



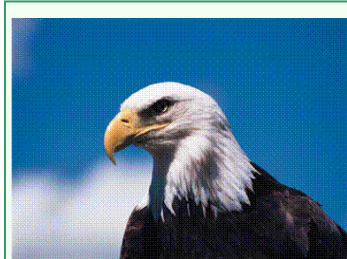
# SpotLight on Maintenance

OPFMA Newsletter - Connecting Knowledge with Public Facilities' Needs!  
Summer 2013

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## Ohio Public Facilities Maintenance Association

OPFMA is a not for profit (501) (c) (3) independent educational trade organization



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### Editor's Note:

#### Conference Registration -

Visit [www.opfma.org](http://www.opfma.org)  
Download the Registration Form  
Complete the Form  
E-mail or Fax to our Office  
Reserve your seat early!

#### Next Edition - Sept 2013

Articles deadline - Sept 1<sup>st</sup>, 2013  
Follow submission requirements  
on page 8

## President's Address to the Membership

By Ron Atkins, OPFMA President

This year is a milestone year for OPFMA - our 25<sup>th</sup> anniversary as an "Educational not for Profit Organization". Our mission continues to be geared toward education and training in the area of operating public facilities.

As OPFMA President for 2013, I would like to welcome all the new members who have joined OPFMA this year, and many thanks to all of those members who have been with the organization for many years. Members' support and participation help to keep the OPFMA mission alive and moving ahead!

OPFMA continues to expand and grow its presence throughout the state of Ohio. OPFMA Chapters provide great opportunities for local people to participate in Chapter's meeting for good training and up to date information. Please check [www.opfma.org](http://www.opfma.org) for the chapter in your area and contact the Chapter's Chair or Secretary for details!

OPFMA offers year-round BOC L-1 certification training as well as the BOC Level-2 as needed. New OPFMA mini-seminars will be offered for the first time later this fall.

The Annual Conference is in "High Gear"! 2013 Conference's theme is "Efficiency & Safety through Education".

We put together 25 workshops and two general sessions, experienced speakers and a large variety of vendor displays. A great array of training over the two days, networking, fun, good food and many raffle prizes await you! You sure don't want to miss it! We look forward meeting you at the Conference!

Our Board of Trustees strives to meet your educative needs and to enhance our service, your involvement is crucial!

I would like to invite the willing members to contact me, the Board or our Office - visit [www.opfma.org](http://www.opfma.org) and contact us!

We welcome your input and willingness to use your expertise to enhance OPFMA success!

Thanks for your continued support of OPFMA

*Sincerely,*  
Ron

### OPFMA 2013 Conference & Annual Trade Show Oct 21<sup>ST</sup> & Oct 22<sup>ND</sup>

Register today!

Early Bird Registration deadline  
Aug 30<sup>th</sup> 2013



Location: Columbus Crowne Plaza Hotel

**Exhibitors,  
Register before July 1<sup>st</sup> and save \$\$!**

Booth distribution is done on a  
"first-come first-served" basis!

**OPFMA 2013 Trade Show - 80% of Total  
Booths Already Gone!**

Contact our office or let us know via email:  
[info@opfma.org](mailto:info@opfma.org)



**OPFMA Board & Administration  
Recognizes and Appreciates  
The 2013 Conference Sponsors!**

Lunch Sponsor:

**Johnson Controls Inc.  
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Breakfast Sponsors:

**Allied Environmental Services, Inc.  
The Brewer-Garrett Co.**

## OPFMA New Members – Welcome Aboard!

### Individual Member

**James L. Rigby** - Southern Local School District - Maintenance Supervisor

**Chris Syphrit** - Crestwood LSD - Maintenance Supervisor

**Brad Swain** - Ontario Local Schools - Maintenance Supervisor

**Todd Forney** - Olentangy Local School District - Head Custodian

**Michael D. Shadoan** - Warren County Board of Commissioners - Director of Facilities –Warren County Architect

### Corporate Associate Member

**The Ohio Floor Co.** - **Todd Starrett**- Sales Manager

**Neu-Tech Energy Solutions** - **Jerry Neumann** - President

**PathoSans** - **Eddie Bosse** - Administrative Manager



OPFMA new Members, start using OPFMA Membership benefits, you are not alone, don't struggle to "swim" on your own!!!

**Check out OPFMA Events and OPFMA CHAPTERS in Your Area - Get Connected!**

Visit [www.OPFMA.ORG](http://www.OPFMA.ORG) - contact the Chapter's Chairman

If there is no OPFMA Chapter in **your area**, and you are an energetic person willing to start an OPFMA Chapter, contact OPFMA Marketing & Membership Chairman via our website or contact our office!

See contact info on Page 7 & 8.

## Integrated Demand Response as a Facilities Asset

*By Dave Emery, Johnson Controls - Integrated Demand Resources*

Energy represents a significant percentage of total expenditure for most operations; and public facilities nationwide are no exception. In the recent Spotlight on Maintenance Spring 2013 edition, Ryan Zimmerman covered related issues in his article "The Coming Spike in Electrical Capacity Costs". The challenge is that our century-old energy infrastructure often results in a very inefficient use of electricity. This is driving a lot of interest and innovation towards the development of a smarter power grid.

The "intelligence" within the so-called "smart grid" of today has evolved on many different levels. Demand response, certainly one of the earlier methods to emerge in common use, is a case in point. Since the 1980s, utilities encouraged demand response in some form or the other to reduce demand in peak situations.

Today, utilities and grid operators, as well as third-party curtailment service providers coordinate load management

efforts with large users of electricity, who get paid to reduce or shift loads during periods of extreme power demand when grid emergencies are imminent.

This is just the beginning, however, since Demand Response - in the words of Federal Energy Regulatory Commission (FERC) chairman, Jon Wellinghoff -- has the potential to emerge as the "killer app" for the smart grid. Innovative companies like Johnson Controls and others have developed new technologies to take traditional demand response efforts much further.

Electricity consumers are now using integrated demand resources and technology that allows them to easily augment their payments from traditional capacity or grid-dispatched "reactive" programs with voluntary price-based demand and ancillary services like synchronized reserves and frequency regulation. This facilitates increased levels of active on-demand participation all year round, not just when an emergency event is called.

*Continues on page 3*

## Integrated Demand Response as a Facilities Asset

*Continued from page 2*

### Actionable Information Brings Results

Wide-scale adoption of smart meters and information access is enabling effective energy management for nearly every user of electricity. Regardless of whether customers are incentivized by dynamic pricing, peak rate programs or demand response incentives based on wholesale market conditions, price signals--if translated into actionable information--will greatly extend any energy consumer's participation in the smart grid.

An example is Johnson Controls GridConnect® platform, which increases situational awareness to grid conditions, helping customers to easily control their demand response participation. This web-based system takes the complexity out of demand response by clearly quantifying the value of the energy users' behavioral changes in *their* terms.

The key is to understand the level of operational flexibility, ask the right questions up front, and plan accordingly. What happens during a power outage? What's the back-up plan? What's the total capacity of back-up generators? What load can be shifted to those generators? Curtailment strategies should definitely take into account critical operational constraints for a specific business. For example, high-capacity pumps are a major load contributor in both waste and wastewater treatment operations. Can an entire facility be shut down using back-up generation or only partially? Can maintenance be scheduled to coincide with demand response earnings opportunities such that it brings in revenue at the same time? For schools and office buildings, chillers, air handling equipment and lighting are some of the larger curtailable assets.

When controlled by a building automation system, these assets can be combined into a curtailment plan which can be created in advance and executed when a grid emergency or economic opportunity arises.

Signals can also be sent directly to a facility's control systems to schedule automated demand response. This represents a fundamental shift from purely reactive demand response to a more proactive energy management approach with the added benefits of increased savings and earnings. Moreover, it gives operations and maintenance teams the visibility, flexibility and control to better manage maintenance operations, energy efficiency and conservation initiatives while maximizing demand response earnings across multiple facilities. Frequency Regulation, the latest addition to the demand response program suite, requires automation in order to decrease and increase electric demand for the purpose of balancing the frequency of the electric grid.

### Investing in a "Virtuous Cycle"

Today's challenging environmental and economic climate calls for efficient energy consumption and management. Energy can easily be one of the top ranking expenses for public facilities, where demand response can mitigate significant costs.

The rollout of intermittent renewable sources such as solar and wind have increased the relevance of demand response as an important grid resource.

While initial programs have been successful, there is still plenty of room to expand the reach of existing resources or bring new resources into the mix.

We will start to see participants that have traditionally engaged in only low-touch capacity programs expand their role in the smart grid. They will become integrated demand response resources combining "command and control" type services with additional motivation to act on information such as price signals. For public facilities unwilling to subject themselves to command and control, or who want to augment their payments from capacity programs, there now are plenty of options to contribute with a less binding approach.

Looking ahead, beyond enhanced energy management and cost savings, participation in demand response clearly delivers many added benefits:

- Decreases the need for building new power generation
- Reduces our carbon footprint
- Prevents rolling blackouts and brownouts
- Serves to improve the reliability and efficiency of the electrical grid
- Earns LEED credits
- Makes environmental stewardship profitable



Finally, many demand response participants have often opined that they do not have a good way to receive the cash payments generated through DR. For example, the payment checks may be routed into a general account, never to be heard from again.

Johnson Controls helps public facilities by converting demand response benefits directly into products and services. Looking to upgrade HVAC or controls? Need energy retrofits that will pay back but lack the upfront cash? Many active demand response participants are now effectively paying for these energy efficiency projects or funding deferred maintenance through program earnings, creating the proverbial (and sustainable) virtuous cycle of benefits moving forward.

### Editor's Note:

*For more info on how forward-thinking DR participants are generating additional income and joining the effort to create a smarter, sustainable and more reliable electricity grid for all of us, contact Dave at [dave.emery@jci.com](mailto:dave.emery@jci.com)*



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## Why Should I be Interested in Variable Refrigerant Flow Systems?

*Bart Sturm, Mechanical and Energy Engineer, Energy Optimizers USA*

This is the question I asked myself when I first heard about Variable Refrigerant Flow (VRF) systems. But, as I investigated VRF systems more and saw them implemented in the field, I learned how advantageous and applicable they can really be. VRF systems have been around for more than 30 years, but their presence has only been felt in the American HVAC market for the last 10 years. So, what is a VRF system, and what makes the system so desirable?

A Variable Refrigerant Flow system can deliver customizable heating and cooling much more efficiently than a typical HVAC system. Similar to a multi-split system, the key components of a VRF system are a main outdoor unit with refrigerant flow controls, and numerous indoor units (for each zone). Depending on the space conditioning requirement, the indoor and outdoor units can act as either the condensing unit or the evaporating unit to provide either heating or cooling. The heart of what makes a VRF system special is its ability to individually and continually regulate the amount of refrigerant that flows from the outdoor unit to each indoor unit via the intricate refrigerant flow control system. This feature distinguishes a VRF system from a multi-split system. A multi-split system turns either OFF or ON in response to thermostat feedback, while a VRF system can provide unique conditioning to different zones and instant response to temperature fluctuations in these individual locations. Additionally, the condensing unit will often utilize 2-3 compressors, which allows the capacity of the system to modulate with the required load at near peak efficiency for a majority of the operating time.

With that being said, how are these systems more efficient than other top-of-the-line HVAC equipment? There are a couple factors that set a VRF system on the top of the efficiency charts. A VRF system is more efficient than a ducted HVAC system as it eliminates duct losses which can reduce system efficiency by 10-20%. Also, savings will be accrued as the VRF system will not overcool or overheat an individual space due to its instant response capabilities. Some additional examples that highlight the assets of a VRF system: If a facility's server room is right next door to a conference room, a VRF system with heat recovery can provide cooling and heating to each respective space simultaneously and efficiently. Another example would be if two teachers with adjacent classrooms desire different temperature set-points. The VRF system can supply distinct flow rates to each classroom's evaporator. This, in turn, would supply the appropriate temperature to satisfy each teacher's preference. One last example where a VRF system stands out is when only a few zones in a facility are occupied. A traditional HVAC system would have to condition the whole floor area, whereas a VRF system tied in with occupancy sensors can supply conditioned air only to the populated zones.

So, what's the catch? It is noteworthy to point out that although Variable Refrigerant Flow systems can be extremely

useful and efficient; there are certain circumstances which would not utilize the strengths of the system. Due to its higher initial cost, a VRF system would not be ideal for a large retail store in which there are not separate conditioning zones. In such a situation, a typical HVAC system would be able to provide the required conditioning without the increased capital. Additionally, similar to heat pumps, the efficiency of a VRF system drastically decreases during the lowest temperatures of the heating season. Furthermore, a VRF HVAC system may require a separate ventilation system.



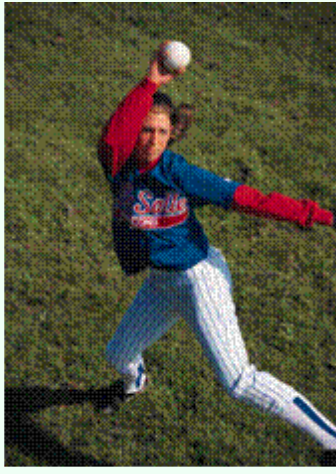
Typical VRF Configuration in an Office Building

Due to its distinctive characteristics, Variable Refrigerant Flow systems have become a popular alternative to typical HVAC systems. The technology in VRF systems is on the cutting edge of HVAC equipment because of its highly customizable nature. Like all investments, a thorough investigation of a VRF system's capabilities and limitations should be completed to determine its suitability to each specific application. In the right application, such as a multi-zone facility in which temperature variation is desired, a VRF system would be ideal. All-in-all, a Variable Refrigerant Flow system is definitely worth considering.

### Resources:

1. Goetzler, William. "Variable Refrigerant Flow Systems." *ASHRAE Journal*, April 2007: 24-31. American Society of Heating, Refrigerating & Air-Conditioning Engineers. Web. 26 Feb. 2013.
2. Bhatia, A. "HVAC Variable Refrigerant Flow Systems." *Continuing Education and Development, Inc.*, Article from Course No: M03-014.

## On Life's Lighter Side – One liner



- As long as there are tests, there will be prayer in public schools
- I don't find it hard to meet expenses - they're everywhere
- IRS: We've got what it takes to take what you have got
- According to my best recollection, I don't remember
- If ignorance is bliss, then tourists are in a constant state of euphoria
- What happens if you get scared half to death twice?
- I don't mind taking a risk, as long as I know everything will turn out okay
- The trouble with being punctual is that nobody's there to appreciate!
- Lottery: A tax on people who are bad at math
- A clear conscience is usually the sign of a bad memory

## Getting what you want and need

By Dean M. Bortz, Associate Prof. & Program Coordinator, CSCC

We have all had situations where all the data and statistics we gathered supported requests for funds on and off budget.

Rather than provide technical information, I thought I would share some strategies I have found helpful over the years to assist you in getting what you need and want for your facility.

What follows seem obvious, however, common sense is not common, and this article is presented to encourage more effective and efficient means of facilities maintenance and management.

### *Information and data*

We know we need to get the data to support a request for funds. Much is available from utility company programs for facility usage of power and water. However, we can miss the “low hanging fruit” out of the total consumption.

For example, we may find by using software or more detailed data collection, we can identify specific areas of the facility which consume a disproportionate amount of power or water. It may be a simple maintenance issue of a leak or re-lamping, or an indicator of a more complex problem such as the utility distribution system.

In either case, by asking more questions and understanding each related area of work, storage, or equipment as well as the overall facility, we can focus attention on faster returns on our time and investment.

Using a database as you go by getting more data off of work orders is a great way to start or revamp your data collection

process, so you are not “guesstimating” at what is really going on. Manual or computer software can assist, and most every computer has word processing, databases and spread sheet program built in. You use facility historical data to go further back to get a trend of the facility, using linear regression or statistical process control.

This provides a way to address small issues before they become large emergencies.

Re-survey, or begin a survey of, your facility to gain as much information as possible about what you have, including: grounds, outbuilding, parking, drainage and utility locations; building square footage, layout, usage and fixture locations; equipment data including manufacturer, local suppliers and maintenance records, and as much as you can to have a holistic and detailed understanding.

You can also use this information to set up a facility standard, which minimizes product variations, spare parts inventory, and down time dealing with many models of the same fixture or assembly.

I worked with an Ohio university to adjust their specifications for new and remodel project to reflect their door and hardware standards for the dozens of buildings on their campus.

It took some time, but we were able to reduce the spare parts inventory, local availability issues and personnel training by a factor of eight.

The resultant time and dollar savings permitted the facilities department to hire additional personnel and set a budget for predictive and preventative maintenance.

*(Continues on pg. 7)*

## Getting what you want and need

(Continued from pg. 6)

### Features and benefits

More often than not, it is how you say or write it, than what is said or written. I have found that it is imperative to understand your supervisor's concerns, trials and tribulations as it is for your subordinates. Understanding how each person "plus is" (or not) to your facility can assist you in presenting your facts and figures to obtain desired results.

Too often the short term "bottom line" is the focus, often at the expense of long term solutions and positive changes.

It may be in the manner of presentation. We have all suffered through "Death by PowerPoint®". You can "sell the sizzle" by ensuring correct spelling and syntax, large enough font easily read, meaningful graphs and photos, and a problem-solution approach. Keeping the presentation focused with a minimum of animation, sound effects, and common backgrounds provides a greater impact. You can also embed video clips to demonstrate a problem/solution, as well as active links to the Web if you want to show how others are addressing the issue(s). Providing handouts that the audience can make notes on and take away with them for future reference is always recommended.

Written reports or summaries need to be clear, concise, correct and complete. Leave nothing to the imagination. Make each word and phrase count, defining terms as needed and eliminating jargon or slang.

Ensure what you are presenting is fact based and accurate, to the best of your knowledge. Include references that can verify your claims.

I use MS Excel® to do most of my written presentations or summaries because the program makes it very easy to insert graphs, photos, PDF files and other documentation, including "hot" links to related internet materials. Relating each element to the objective and reason for the request seems obvious, but it is often overlooked, and we can add extraneous information which will detract from, and may derail, what we are trying to convey.

### "You're on..!"

It's time....the day and hour we make our presentation. We anticipate and fear this moment because we are putting ourselves out there, and could be given approval, lip service, or outright rejection. First, practice on a co-worker or family member before the official presentation. This assists you if you tend to talk more quickly or quietly because of nervousness, to remind you to slow down a bit, or speak up. The more comfortable you are with making your case, the more confident you will be. Second, understand who you are presenting to and what authority they have. Adjust the presentation to minimize technical information and maximize return on investment if presenting to the "bean counters." Third, anticipate objections by including them in your presentation materials and verbally. If you know the initial cost will be perceived as high, put it out there, and emphasize the return on investment, lower operating costs and fewer shutdowns due to quality and value.

Speak with a smile in a comfortable and confident voice. You are here to improve the facility operations, to increase productivity, to decrease costs and to make a difference. What matters to you, your subordinates and superiors will come through? Be willing to step up and out by improving your speaking and listening abilities through practice, as well as through groups such as Toastmasters. Take criticism graciously, for there has never been, or will be, a perfect presentation. Yes, the facts are important. The way you present them is just as, if not more, important. Your presentation can and will improve your chances for success.

Benjamin Franklin said it well: "We are all born ignorant, but one must work hard to remain stupid."

### Editor's Note:

*Dean Bortz is an Associate Professor and program coordinator for Construction Management at Columbus State Community College (CSCC). He is also a BOC instructor and serves as faculty advisor to the CSCC Student Construction Specifications Institute (CSI) Chapter.*



## OPFMA Chapters

**Cleveland and Mansfield Chapters – undergoing change & development – Get involved!**

**Columbus and Toledo Chapters – to be established; Interested, Contact us!**

E-mail: [c.draganoiu@csuohio.edu](mailto:c.draganoiu@csuohio.edu)

[www.opfma.org](http://www.opfma.org)

**2013 Board Meetings**

Schedule:

Mar 14<sup>th</sup>June 13<sup>th</sup>Sept 12<sup>th</sup>Dec 12<sup>th</sup>

Broad Meetings are held  
in Columbus!

**Phone-Conference**

2<sup>nd</sup> Friday of Month  
when not holding  
a Board Meeting

**2013 Conference &  
Trade Show****Crowne Plaza Hotel:**Oct 20<sup>th</sup> 5:00pm**Conf. Committee  
meeting****Oct 21<sup>st</sup> & Oct 22<sup>nd</sup>  
Conference**

For newsletters' archive visit  
our website!

**[www.opfma.org](http://www.opfma.org)****2013 OPFMA Board of Trustees & Contact Information****Executive Committee**

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| <b>Tom Hand</b>      | Trainer & BOC Instructor, Dayton OPFMA Chapter - <a href="mailto:tjhandcfm@sbcglobal.net">tjhandcfm@sbcglobal.net</a>  |

**A Note from the Editor:**

Dear reader, OPFMA publishes the "SpotLight on Maintenance" for your benefit; for serving better your interests - your feedback is of a paramount importance!

**Suggestions – Sharing Experiences – and Constructive Criticism are welcomed!** Your contribution could help other readers simply by bringing in "SpotLight" topics and ideas that are of special interest to you!

**Let Your Voice be Heard** - Just drop a note at: [editor@opfma.org](mailto:editor@opfma.org) or visit [www.opfma.org](http://www.opfma.org) and click on "Contact us" – I would be happy to bring your ideas and comments in The SpotLight!

Thank you,  
Alex

**Publication and Submission – Terms & Info**

"Spotlight on Maintenance" is the official publication of the **Ohio Public Facilities Maintenance Association**, a 501(c)(3) not for profit organization for educational and professional development of public facilities maintenance employees.

It is published quarterly and distributed in the second half of the month of **March, June, September and December**.

A special edition would be added as events dictate.

All materials published are copyrighted. SpotLight on Maintenance Editor/publisher is Alexandra Schneider.

**Deadline for articles & photos submission is the 1<sup>st</sup> day of the month of publication.**

All documents must be submitted in Word format and sent as an e-mail attachment.

All photos and ads must be in JPEG format and sent as an e-mail attachment.

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