



April 2013

WHAT'S NEW

Kick-Start Your Entrance into the Energy Services World



Take your first step towards becoming an energy-saving leader in your HVACR marketplace by attending MSCA's 3rd Annual *MSCA Energy Summit - Identifying Energy Conservation Measures: A Hands-on Workshop* on May 14-15 in Greenbelt, MD. The program hotel is conveniently located just 25 minutes from Baltimore-Washington International Airport and Reagan National Airport. This course will be taught by in-the-trenches mechanical service contractors who will present practical and proven techniques they use every day to successfully capture energy services business for their companies.

Besides learning the secrets of the trade, you'll also take part in an actual building walk-through to gain first-hand experience on how to identify Energy Conservation Measures (ECMs) and learn how to develop the "eagle eye" needed to zero in on building energy sappers. This program will provide you with all the basic skills you need to begin reaping the benefits as your customers' energy cost-saving provider. Program speakers will be Russell Borst (Hurst Industries, Belmont, MI); Thom Brazel (Ruthrauff Services, LLC, Pittsburgh, PA); and Woody Woodall (Sauer Building Solutions, Pittsburgh, PA). To learn more about this program or to register, go to www.mcaa.org/education/msca.

Last Chance for Dispatchers Training This Year

Company dispatchers know to expect just about anything when they answer the phone. Help them deal with routine situations all the way to emergency scenarios by sending them to MSCA's *Dispatcher Professional Development Training Program* May 21-22 in the Chicago area, just steps away from O'Hare International Airport.

Being offered for the last time in 2013, this newly updated course promises to enhance your dispatcher's skill set through group exercises, self-assessment tools and discussion groups. Corporate training expert Nancy Bandy of TRANSITIONS will lead the program.

Highlights will include:

- How to Turn No's into Positives
- Matching Technician Ability to Customers and Problems
- Applying the Finishing Touches with Correct Follow Up
- Handling Difficult Customers
- Walking in the Technicians' Boots
- The Art of Asking the Right Questions

To learn more about this program or to register, go to www.mcaa.org/education/msca.

A.O. Reed Makes Energy and Cost Savings Come to Life for Kyocera America, Inc.

Kyocera America, Inc. (Kyocera) is a complex and dynamic type of property. Located in the heart of San Diego, CA, it spans the lot with five buildings dedicated to the successful manufacturing and sale of innovative products. The property is used for a variety of purposes—for example, a space devoted to manufacturing one minute could be used as a warehouse or computer lab the next.

As a way to keep up with the quick pace of the company's growth and dynamic needs, Kyocera has partnered with one of the West Coast's leading mechanical contractors, A.O. Reed & Co, based in San Diego, CA, to save energy costs. A.O. Reed is committed to managing all of their projects using a comprehensive and holistic approach, as reinforced by their 2013 San Diego Gas & Electric Trade Professional Award. Jaimi Lomas, General Manager of the Service Division, explains "Our team is both creative and diverse. The idea is not to just capture the low-hanging fruit, but to be as comprehensive as possible with each project..." Read the rest of the story



here: <http://www.mscaenergy.com/building-manager-resources/ao-reed-succeeds-making-energy-and-cost-savings-come-life-kyocera-america>.

ENERGY STAR Webinar Will Focus on Energy Saving Financial Benefits

Tune in on April 17 at 2:00 p.m., Eastern Time for our second ENERGY STAR webinar for 2013, *Financial Benefits of Energy Savings*. ENERGY STAR expert Dr. Sharon Levin will lead this program during which you will learn some of the direct and indirect financial benefits of reducing energy consumption in commercial buildings. Please note that the time for this webinar is 2:00 p.m., Eastern Time.

The session will focus on the direct financial benefits of increased net operating income and asset value, federal and state financial incentives, tax deductions under the federal Energy Policy Act, and hedging against volatile fuel prices. You will also learn where to access vetted energy calculators that estimate savings for air source heat pumps, central air conditioning, furnaces, building upgrades, and more.

The third webinar in this series, *ENERGY STAR Recognition Opportunities*, will be broadcast on June 19 at 1:00 p.m., Eastern Time. To register for one or both of these webinars, click here: <https://msca.webex.com>.

To view the first webinar of the 2013 series, *ENERGY STAR Benchmark Troubleshooting*, go to <http://www.msca.org/webinars/>.

UA Veterans in Piping (VIP) Program Update

The United Association Veterans in Piping (UA VIP) Program has recently had great success in providing training and careers in the ever-growing field of HVACR service. The 18-week intensive training program not only consists of classroom instruction but also shop classes where students get involved with many hands-on projects. The UA extends its thanks to the following contractors for hiring graduates from the latest HVACR VIP class:



- ACCO Engineered Systems, Glendale, CA
- Carrier Commercial Services, Charleston, SC
- Carrier Commercial Services, Tampa, FL
- McDonald-Miller Services, Seattle, WA
- Fluidics, Inc., Philadelphia, PA
- PermaCold Engineering, Inc., Portland, OR
- Trane of Seattle, Seattle, WA

For more details or to learn how you can hire a VIP graduate, contact UA Special Representative Donnie Braun at donnieb@uanet.org or visit www.uavip.org.

Portfolio Manager Upgrade: What to Expect Webinars Offered by ENERGY STAR

The new and improved Portfolio Manager will be released this June and the EPA is offering a webinar on several dates in times in April that will cover what you need to know to prepare and what you can expect with the transition to the upgraded program. You'll also see a live demo of the new reporting and property design features. Go to <https://esbuildings.webex.com/mw03071/mywebex/default.do?siteurl=esbuildings> for dates and times and to register.

Apply for a Student Intern Grant Today!

MCAA's Career Development Committee is awarding 2013 Student Internship Grants to MSCA and MCAA members. The grants are made possible with funding provided by the Mechanical Contracting Education & Research Foundation (MCERF). All MSCA and MCAA members who hire student interns to work in their operations this year are eligible to apply. Grants are limited to one per member. Each \$1,200 grant is intended to assist in defraying the intern's salary. Student internships are a win-win for all involved: the intern gains valuable experience for his/her long-term career development and the employer gains the fresh perspective and technology prowess of a rising young professional. Complete and submit the form at <http://www.mcaa.org/careers/grants/grantapplication.cfm> by May 15, 2013, to ensure your company's application is considered.

Thanks to Our MSCA LIVE 2012 Sponsors!



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