



March 2014

HIGHLIGHTS

MCA Eastern Missouri Partners to Bring the Heat

The Mechanical Contractors Association of Eastern Missouri and the Plumbers & Pipefitters Local Union No. 562 recently held their annual *Project Heat's On* program for the 27th year. Together, the organizations provided 34-point heating inspections to hundreds of disabled and needy homeowners in the City of St. Peters in addition to St. Charles and St. Louis counties, donating time, resources, and materials valued at about \$135 per home.

"It's great for our union members to be able to give our talents and resources to this worthy cause," said John O'Mara, a business manager of the Plumbers and Pipefitters Local Union No. 562. Mayor Francis Slay (St. Louis), County Executive Charlie Dooley (St. Louis), Mayor Len Pagano (St. Peters), and Alderwoman Terri Violet (St. Peters) presented a Proclamation from the City of St. Peters to honor the 27th year of the program.

"Heat's On" stands for "Handicapped and Elderly Assistance to Service Our Neighbors." First organized nationally by MSCA in 1988, *Project Heat's On* ensures that heating equipment at the residences of elderly and handicapped individuals in areas throughout the country will be on and operating safely each Fall. Interested in organizing *Project Heat's On* with your company? Contact Barbara Dolim at bdolim@mcaa.org with any questions about the program.

Chairman Dick Starr Makes Predictions for 2014 in ACHR News

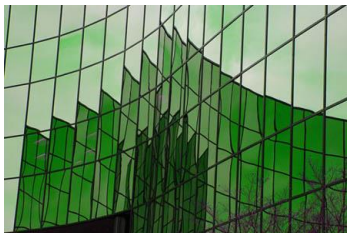
According to the Contractor Comfort Index (CCI), HVAC contractors are hopeful for the year ahead, although the outlook varies by location. This is partly due to a trend with building owners replacing older equipment in favor of high-efficiency ones as well as less concern over the economy. However, Dick Starr, president and CEO of The Enterprise Corp. in Twinsburg, OH, and MSCA chairman, warns that not all contractors will recover in 2014.

According to Dick, "The bigger companies will continue to get their market share, just because they're large, and they have deep pockets that some end-users interpret as security. If you're a specialty contractor with a niche, you probably will do well, too. If you're a plan-and-spec contractor, it's going to be a real struggle. In fact, I think a lot of contractors will be happy if their sales stay flat with last year, accepting this as a new normal."

To read the entire article, click [here](#).

WHAT'S NEW

Register for the 2014 MSCA Energy Summit *Battle of the Buildings*



You don't want to miss the *Battle of the Buildings* challenge at this year's exciting MSCA Energy Summit scheduled for May 5-7 in Pittsburgh, PA! This interactive, hands-on workshop will provide attendees with the opportunity to actually benchmark an existing building, participate in a building walk-through, learn how to effectively identify energy conservation measures, and prepare an energy service agreement. The Summit is certain to provide you with the skills you need to ensure a competitive advantage in the lucrative energy services market.

Taught by a team of in-the-trenches mechanical service contractors and industry experts, you will learn about practical and proven techniques that can be utilized every day to successfully capture energy services business for your company.

To learn more, click [here](#). Attendance is limited to 30 registrants. This popular event fills up fast, so register early!

Learn How to Motivate Employees to Increase Sales

The Path to Higher Margins Is Not Business as Usual webinar series kicked-off in January with insights on leadership and learning how to bridge the gap between being a leader and being a manager. In February, attendees learned how to capitalize on customer relationships and reputation to create positive customer experiences and ensure referrals for new business.

In the third installment of the series, *Employees: It's All About Your People*, which will be taught by Wayne Turchetta, vice president of HMC Service Company, and Dave Bavisotto, vice president - service department of Illingworth-Kilgust Mechanical, you will learn how to use scorecards to incentivize and motivate your employees as well as how to optimize your staffing needs. At a time when service contractors need to increase hiring activities, this is a session you don't want to miss!



This webinar will be held on **Wednesday, April 9 at 1:00 p.m.** Click [here](#) to sign-up today! **All sessions are free of charge to MSCA and MCAA members.** For questions about the series, contact Barbara Dolim at bdolim@mcaa.org. Archived webinars, handouts, and PowerPoint slides can be found at www.msca.org.

Save the Date for MSCA 2014

Although last year's conference is not too far behind us, it is time to start thinking about MSCA 2014. We have started planning for another exciting event that's sure to leave you empowered and energized. So, save the date!

This year's conference will be held September 28-October 1, 2014, at the Hyatt Regency Huntington Beach Resort & Spa in sunny Huntington Beach, CA. Registration will open around May 1. Stay tuned!



Join MSCA to Help Find Missing Children with Project Home Again

Project Home Again is MSCA's community relations program that helps bring missing children home. Helping its members give back to the communities they serve has been an important facet of MSCA since the program's inception in 1975. Through *Project Home Again*, participating MSCA members place magnetic signs of local missing children on their service vehicles. As the vehicles travel throughout the community, awareness for the missing child is raised and those with information are prompted to contact the appropriate authorities. The contractor's service vehicles are highly visible, conveying the missing child's information to the general public while the vehicle is stopped at a red light, parked at a customer's facility, or just driving down the street.

It's never too late to get involved. To learn more about the program, contact Sobeida Orantes at saorantes@mcaa.org.

Posters of missing children from your area can be ordered [here](#).

Apply for a 2014 Student Internship Grant

Applications for the 2014 Student Internship Grants, which are funded by the Mechanical Contracting Education & Research Foundation (MCERF) and administered by the MCAA Career Development Committee, are now available. **All MSCA and MCAA members who hire student interns to work in their operations this year are eligible to apply.** Each grant is \$1,200, and is intended to help members cover the intern's salary.

There are many benefits: the intern gains valuable practical experience, knowledge and skills for his/her long-term career development and the employer gains the fresh perspective and technology prowess of a rising young professional. Everyone wins!

Visit www.mcaa.org/careers to learn more and access the online application form. For questions about the program, contact Ann Mattheis at amattheis@mcaa.org.

UMCA to Host Seminar on Increasing Your Maintenance Base to Grow Profits

The Utah Mechanical Contractors Association is hosting a seminar on increasing your maintenance base to grow profits, which will be presented by Steve Smith of ACCO Engineered Systems. Designed specifically for the HVACR service management team, this program will provide attendees with all the information they need to properly evaluate their company to determine the value of an expanded maintenance base. Attendees will learn how growing their base can positively impact their repair and retrofit business by using the resources they already have.



When: March 26, 2014 - 8:00 a.m.-2:00 p.m.

Where: Utah Career Center, 640 N. Billy Mitchell Road, Salt Lake City, UT 84116

Education Credit: 6 Professional Credit Hours

The registration deadline is March 18, 2014. For more information and to sign-up, contact Sarah Hill at sarah@umca.com or 801-478-1257.

In the News

Canister Colors Help Identify and Classify HVAC Refrigerants

Two published guidelines are available that can help contractors decipher the color-coded language of refrigerants. While voluntary, the guidelines are for use as good practice by all who supply, use, store, and transport these containers.

- Air-Conditioning, Heating, and Refrigeration Institute (AHRI) Guideline N - [2012 Guideline for Assignment of Refrigerant Container Colors](#) - contains a listing of 37 refrigerant colors. The purpose, according to the document, is to "... establish assignment of refrigerant container colors, definitions, basic considerations for developing the color guideline, and assignment criteria."
- AHRI Guideline K (I-P) - *2009 Guideline for Containers for Recovered Nonflammable Fluorocarbon Refrigerant* - states, "Recovery, recycling, and reclamation of certain nonflammable fluorocarbon refrigerants will prevent unnecessary release of these compounds. For practical and safety reasons, there is a need for containers designed and identified specifically for these uses." The concern of the standard is not regarding a wide variety of canister colors, but the colors of specific parts.

Read the article [here](#).

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