



April 2014

HIGHLIGHTS

Nominations Are Open for the MSCA Everyday Hero Award

MSCA recently launched its first-ever **MSCA Everyday Hero Award** to celebrate one person from a member company for making a difference in the personal lives of others or their communities, no matter how big or small the contribution. This person will be recognized at the upcoming 2014 MSCA Educational Conference in Huntington Beach, CA.

This is a great opportunity to highlight that unsung "do-gooder" in your company who is passionate about helping others, and devotes his/her time, resources, and expertise for their benefit. ***But, we'll need your help to find these extraordinary people.***

Nominate someone from your company who you believe is deserving of this honor today! The selected honoree will receive:

- A complimentary registration to the MSCA 2014 conference
- Recognition on stage with an award at the conference General Session
- A feature on the MSCA website

The deadline for submission is July 1, 2014. To submit a nomination, [download the application](#). Visit the MSCA homepage at www.msca.org to learn more about the nomination process.

MCA of Western Washington Meets with VIP Students

Earlier this month, more than 20 contractors from the **MCA of Western Washington** along with several UA representatives participated in an informative, day-long trip to Joint Base Lewis-McChord. There they had an opportunity to meet the current class of **HVAC Veterans in Piping (VIP) students**, and were treated to a special tour of the training facilities and the base.



The UA's VIP program is an intensive 18-week training program for active duty Army and Air Force personnel who will be transitioning out of the military in the near future. This program prepares these military men and women for a career in the HVACR industry while providing MSCA contractors with talented, motivated employees.

Each VIP student addressed the visitors and expressed their sincere appreciation for this opportunity. The visiting contractors toured the training classroom as well as the mobile classroom - a completely outfitted, high-tech training trailer funded by the UA's International Training Fund (ITF).

The contractors were extremely impressed with the facilities as well as with the caliber of the students in the program. The day was topped off with a bus tour of Base Lewis-McChord and lunch at an on-base facility.

For further information on the VIP program, visit www.uavip.org or contact Barbara Dolim at bdolim@mcaa.org.

MSCA Member Air Comfort Named Commercial HVAC Contractor of the Year

ContractingBusiness.com recently awarded MSCA member **Air Comfort of Chicago, IL**, the title of Commercial HVAC Contractor of the Year for 2014. This honor is given to a forward-thinking class of contractors that are dynamic and professional in every aspect of their business, from providing superior treatment of their employees, customers, and suppliers to having a strong commitment to their businesses and the industry.



With more than 30 years with the company, **Jim Bartolotta, executive vice president of Air Comfort and treasurer of the MSCA Board of Managers**, attributes the success of the 80-year-old company to its culture of teamwork and empowerment.

Join us in congratulating Jim and the entire team of Air Comfort for receiving this prestigious award.

To learn more, [read the article here](#).

WHAT'S NEW

Plumbing 101 Lunch and Learn Now Available

MSCA just released its latest **Lunch and Learn** template for **Plumbing 101**, an introduction to plumbing basics for building owners and managers. **To view the presentation, log-in to the [MSCA website](#)**, and click on "Member-Only Resources" in the right-hand column of the homepage.

An MSCA Lunch and Learn is a PowerPoint presentation that you can offer to customers and prospects on an HVACR or plumbing topic. The presentation can be customized with your company's logo, and includes talking points for each slide.

The programs are designed to be a total of 45 minutes in length with an introduction, a 20-30 minute presentation, and time for questions and networking. It is suggested that lunch be provided to invitees during the presentation - hence the name "Lunch and Learn."

Learn to Increase Profits through Managing Costs and Labor Mix

The Path to Higher Margins Is Not Business as Usual webinar series continued in April with a focus on employees. Attendees learned how to use scorecards to incentivize and motivate employees as well as how to optimize staffing needs.

In the upcoming fourth installment of the series, **What Does It Really Cost?**, which will be taught by Steve

Smith, senior vice president of building services for ACCO Engineered Systems, Inc., you will **learn how to measure productivity and increase profitability using simple metrics**. You will also be taught how to manage your labor mix and indirect burdens as well as how to use technology to lower labor costs.



Join us for a deep dive into the realm of cost reduction, and register today! **This webinar will be held on Wednesday, May 21 at 1:00 p.m. EST.**

[Click here](#) to register today! All sessions are free of charge to MSCA and MCAA members.

For questions about the webinar series, contact Barbara Dolim at bdolim@mcaa.org. Archived webinars, handouts and PowerPoint slides can be found at www.msca.org.

Register for the Dispatcher Professional Development Training Program

The Dispatcher Professional Development Training Program is a **two-day program designed to help new and experienced dispatchers** advance their careers and improve satisfaction with their jobs. The program will also assist attendees with understanding their vital role in the company, and will significantly enhance their ability to contribute to their company's success.

This final dispatcher training for the year will be held at the BWI Airport Marriott in Baltimore, MD on October 27-28, 2014.

[Click here](#) to register and learn more about the program. Class size is limited, so sign-up today!



Sign-up Today for the Service Managers Training Program

The four-day accelerated Service Managers Training Program is intended to **help service professionals immediately improve their management and leadership skills**, allowing them to effectively contribute to their company's bottom line.



Real life case studies and typical challenges experienced by service managers will serve as the basis for the program.

The training will be held at the Sheraton Suites Old Town Alexandria in Alexandria, VA, from November 10-13, 2014.

[Click here](#) to register and learn more about the program. This popular event fills up quickly, so be sure to reserve your seat today!

View the Latest MCAA Video on Ladder Safety

Many falls that occur from elevations in the mechanical service industry are falls from ladders. In MCAA's latest safety video, learn the most common reasons why these falls happen and how to help prevent them. Also, discover how new ladder technology has substantially improved ladder safety.

[Click here](#) to play the video. You can also view the video from your mobile phone through the MCAA mobile app available on iTunes and Google Play Store.



Reminder: 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.

IN THE NEWS

More Customers Seeking IAQ Solutions

The **focus on indoor air quality (IAQ) and a healthy indoor environment**, a somewhat recent phenomenon, has grown substantially in the last few years, partly due to an increased emphasis on the importance of good air quality.

Mike Holscher, senior product engineer at Jackson Systems LLC, said the more widely known effects of poor IAQ have caused IAQ to become more newsworthy. "You see a lot more media stories about it. Luckily, **HVAC contractors have become excellent educators to their customer bases.** Overall, a more educated buying public has driven the awareness of the importance of indoor air quality."

[Click here](#) to read the entire article.*

*Cleaner, Smarter IAQ on the Horizon. (n.d.) Air Conditioning, Heating & Refrigeration News. Retrieved from <http://www.achrnews.com/articles/126087-cleaner-smarter-iaq-on-the-horizon>

Commercial Retrofit Boom Not Necessarily for Energy Efficiency

The **worldwide market for energy-efficiency retrofits in commercial and public buildings will grow** from \$68.2 billion in 2014 to \$127.5 billion by 2023, according to Navigant Research. "Because the existing building stock dwarfs the amount of new building space being added on an annual basis, energy-efficiency retrofits are a critical pathway to greening the world's commercial buildings," says Eric Bloom, principal research analyst with Navigant Research.

However, for the majority of building owners and managers, **retrofits are driven by system replacements rather than improving energy efficiency**, according to Navigant. The research company estimates that approximately 15% of all retrofits are initiated with increasing energy efficiency as the primary motivator while the remaining 85% are initiated for other reasons.

[Click here](#) to read the entire article.*

*Commercial Building Energy Efficiency Retrofits Will Surpass \$127 Billion in Annual Market Value by 2023. (n.d.) Navigant Research Commercial Building Energy Efficiency Retrofits Will Surpass 127 Billion in Annual Market Value by 2023. Retrieved from <http://www.navigantresearch.com/newsroom/commercial-building-energy-efficiency-retrofits-will-surpass-127-billion-in-annual-market-value-by-2023>

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