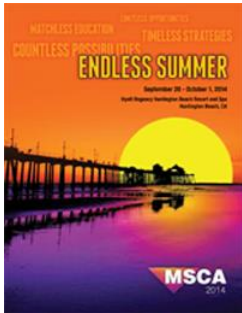




June 2014

WHAT'S NEW

Register Today for MSCA 2014



Registration for the **2014 MSCA Educational Conference** is now open. This year's conference will be held at the **Hyatt Regency Huntington Beach Resort and Spa** in Huntington Beach, CA, from September 28-October 1, 2014.

The conference theme was inspired by the 1966 documentary *Endless Summer*, which was based on the idea that it is possible to follow the summer around the world.

Packed with innovative and unconventional sessions and speakers, MSCA 2014 is designed to give attendees the tools they need to turn challenges into an "endless summer" of successes.

Be sure to [register today](#) to make your Endless Summer a reality! **The early-bird rate ends June 27.** Contact Sobeida Orantes at saorantes@mcaa.org with questions about conference and hotel registrations.

MSCA Announces the *Sales Institute*

An MSCA University program, **the Sales Institute is the first and only focused training program specific to service sales in the HVACR industry.** With four phases that support all levels of service sales – from leaders of sales teams to entry-level employees and advanced-level personnel – attendees of Sales Institute programs will be equipped with skills and expertise that can readily be applied to both maintenance and project sales.

The official announcement will be made at the MSCA 2014 Educational Conference in Huntington Beach, CA. **The Sales Leadership Symposium**, the first step to ensuring that sales staff have the training and skills needed to succeed, **will kick off this new program on September 28 prior to the conference.**

[Visit the Sales Institute Web page](#) to register for the Sales Leadership Symposium and to learn more about all available programs. Contact Barbara Dolim at bdolim@mcaa.org with any questions about the Sales Institute.

Reminder: Nominations Are Open for the MSCA Everyday Hero Award

MSCA recently launched its first-ever **MSCA Everyday Hero Award** to celebrate a special person from a member company who is 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 submissions 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.

Sign-Up 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 for and learn more about the program. Class size is limited, so sign-up today!

Registration Now Open for the Service Managers Training

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!



HIGHLIGHTS

MSCA Members to Present at IFMA 2014 Conference

The International Facility Management Association (IFMA) selected **Dave Bavisotto**, vice president - service of Illingworth-Kilgust Mechanical (West Allis, WI), and **Wayne Turchetta**, vice president of HMC Service Company (Louisville, KY) to be guest speakers on behalf of MSCA at IFMA's upcoming conference September 17-19, 2014.



Dave
Bavisotto

Dave and Wayne will present "Prevention Better Than Cure: How to Increase Cost-Savings and Productivity with Planned Maintenance." In this session, they will provide real cost-savings data and an objective methodology to help attendees assess the value and benefits of planned maintenance on profits, safety, and equipment longevity and performance. This is the second consecutive year that the two have been invited to expound on topics of interest to facility managers.

Join us in congratulating Dave and Wayne on this achievement! [Visit IFMA's website](#) for more information on its World Workplace 2014 Conference & Expo.



Wayne
Turchetta

IN THE NEWS

90.1-2013 Could Become National Reference Standard for Commercial Buildings

Preliminary analysis from the U.S. Department of Energy (DOE) has found that **ANSI/ASHRAE/IES Standard 90.1-2013, Energy Standard for Buildings Except Low-Rise Residential Buildings, contains energy savings greater than the 2010 standard** of 8.5% source energy and 7.6% site energy. This finding is the first step by the DOE in issuing a ruling that could establish the 2013 standard as the commercial building reference standard for state building energy codes.

In an announcement in the May 13 edition of the *Federal Register*, **DOE attributes the greater energy savings to improvements in the standard related to lighting, fans, commercial refrigeration, boilers and controls.** Currently, states must meet or exceed the 2010 standard, which serves as the commercial building reference standard for state building energy codes under the federal Energy Conservation and Production Act.

[Click here](#) to read more.*

*Why Join ASHRAE. (2014, May 19). DOE Takes First Step in Updating National Reference Standard for Commercial Buildings to 90.1-2013. Retrieved May 30, 2014, from <https://www.ashrae.org/news/2014/doe-takes-first-step-in-updating-national-reference-standard-for-commercial-buildings-to-90-1-2013>

Study Says Controls Could Halve Packaged HVAC Energy Use

Commercial buildings could **cut their heating and cooling electricity use by an average of 57% with advanced energy-efficiency controls**, according to a year-long trial of the controls at malls, grocery stores and other buildings across the United States. Researchers at Pacific Northwest National Laboratory (PNNL) found that commercial buildings could substantially **reduce their power bills if they retrofitted** their packaged rooftop heating, ventilation and air-conditioning units.

"We've long known that heating and cooling are among the biggest energy consumers in buildings, largely because most buildings don't use sophisticated controls," said lead researcher Srinivas Katipamula, Ph.D., Fellow ASHRAE. "But our tests of controls installed at real, working commercial buildings clearly demonstrate how much more energy efficient air-conditioning systems can be." Conventional packaged systems use about 2,600 trillion Btus of energy annually.

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

*Electricity use slashed with efficiency controls for heating, cooling. (2014, May 23). PNNL:News. Retrieved May 30, 2014, from <http://www.pnnl.gov/news/release.aspx?id=1055>

Thanks to Our MSCA 2014 Sponsors!

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