



ALERT
January 27, 2015



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HVAC Optimization Program

On Tuesday, January 20, 2015, The Joint Journeyman and Apprentice Training Center hosted the HVAC Optimization program. The program was ***sold out*** to an enthusiastic crowd representing ARCA/MCA member contractors from all areas of Southern California. The program was presented by Kim DiCello, Regional Field Manager at CLEAResult and Pepper Hunziker, Principal at Tre'Laine Associates, LLC, HVAC/WE & T Consultant to Southern California Edison.

The specialized program was designed to show how contractors could maximize profits using the Southern California Edison (SCE) HVAC Optimization program. Ms. DiCello and Ms. Hunziker offered practical tips on how to:

- Internally setup your team to maximize efficiency and profits through the program
 - Technician scheduling tips that minimize labor costs while meeting program requirements
 - Effective means of selling quality maintenance and advanced technologies to customers
 - Leveraging all three SCE HVAC Optimization Programs to create up sell opportunities
 - Minimizing the administrative obligations of the program
- Basic overview of the programs and how they work

2015 Calendar

February

- 2 1:00 pm Inland JAC (Colton, CA)
- 3 8:00 am Proactive Service Workshop
- 10 8:00 am ACRT Board of Trustees
- 12 10:00 am ARCA/MCA Board of Directors
- 16 ARCA/MCA office closed (President's Day)
- 25 8:00 am ACRT Board of Trustees
"Investment Conference"

March

- 8-12 MCAA 2015 Annual Convention (Maui, HI)
- 18 7:00 am SCPT Finance Committee

April

- 2 7:30 am JJATT Board of Trustees (ACRT Office)
- 7 7:30 am JTC Committee Meeting
- 8 8:00 am SCPT Board of Trustees
- 8 10:00 am SCPT Administrative & Delinquency Committees
- 9 8:00 am PIPE Board of Trustees
- 9 10:00 am ARCA/MCA Board of Directors
- 21 8:00 am IRBT Board of Trustees
- 28-29 MCAA National Issues Conference (Washington, DC)



Plan Ahead Dates 2015:

October 18-21
MSCA Annual Conference (Colorado Springs, CO)

November 8-11
International Foundation Annual Conference (Honolulu, HI)



- ACCO Engineered Systems
Glendale, CA
- Air Conditioning Solutions, Inc.
Altadena, CA
- Air-Ex Air Conditioning, Inc.
Pomona, CA
- Barr Engineering
Santa Fe Springs, CA
- Control Air Conditioning Service Corporation
Anaheim, CA
- Couts Heating & Cooling, Inc.
Corona, CA
- Graycon, Inc.
City of Industry, CA
- Thermalair, Inc.
Anaheim, CA
- Weatherite Corporation
Walnut, CA
- Western Allied
Santa Fe Springs, CA
- Wittler-Young Service Company
Los Angeles, CA



- Allison Mechanical
Redlands, CA
- Emcor Service/Mesa Energy Systems
Irvine, CA
- South Coast Mechanical, Inc.
Anaheim, CA

ARCA/MCA Southern California



Mission Statement

The Mission of the Airconditioning, Refrigeration and Mechanical Contractors Association of Southern California, Inc. (ARCA/MCA Southern California) is to exceed the expectations of the Association's member companies. The Association will provide a link of communication that will address, advance, and inform the Association membership of the latest updates on legislation, technology, and issues pertinent to the Airconditioning, Refrigeration and Mechanical Contracting Industry. The success of the Association in achieving this Mission is to be based on integrity and loyalty to its members. We will strive to be diligent and flexible by supplying services the membership needs to be competitive in an ever-changing business environment.