

MSCA Has The Resources

MSCA has the resources and programs to help you stay abreast of this rapidly changing “green” market and provide you with the expertise you need to meet customer requirements.

- MSCA GreenStar Designation Program
- LEED EB Accredited Professional Preparatory Classes
- Green Awareness Training and Certification
- “Enhancing Energy Efficiency for High Performance Buildings:” optional one day program prior to MSCA annual educational conference
- Enhancing Energy Efficiency for High Performance Buildings: A Retro-Commissioning and Energy Audit Guide
- UA/MSCA Mobile Classroom of Sustainable Technologies
- www.hvacgreen.net
- Model “Green” Preventative Maintenance Plan
- www.greencontractors.us
- USGBC Reference Guide for LEED EB: Operations and Maintenance

For further information on MSCA programs that can help you be GREEN go to www.msca.org or contact MSCA at 301-869-5800



Welcome to the Green Wave, the Heating, Ventilation and Air Conditioning (HVAC) Mobile Green Classroom — a new educational tool sponsored by the UA, the MCAA, the MSCA and PCA.

MSCA – keeping buildings green



While traveling around the country, this state-of-the-art mobile classroom provides information about the latest green technologies being used in mechanical service and construction.

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WHAT DOES GREEN MEAN TO
MECHANICAL SERVICE CONTRACTORS?

Green Means Business!

Your customers and potential customers are dependent on you to provide them with the advice and guidance they need to navigate their way to more efficient, environmentally sound, cost effective solutions for their mechanical system needs.

Don't let this opportunity pass you by!

Green Means Opportunity

GREEN MEANS BUSINESS

more opportunities,
more work,
more growth
and
more profits!

Green Means Added Value

With the focus on green and sustainability in seemingly every facet of our lives today, the opportunity has never been better for savvy mechanical service contractors to position themselves as experts in the areas of:

- ★ energy efficiency
- ★ preventative maintenance
- ★ reduced operating expenses and
- ★ environmental responsibility

These specialties, that are now considered “green,” are the backbone of your service business and the foundation of the service industry.

How can you leverage your current expertise and provide value-added services to your customers – who are also feeling the pressure to “go green” while saving money?

You can offer your customers a number of important services which will not only assure peak performance of their building’s systems but can result in increased energy efficiency, reduced operating costs, and increased tenant comfort, safety and health. Studies have proven that high performance buildings result in higher occupancy rates, enhanced occupant productivity and energy savings. Consider adding these “GREEN” services to your business proposals:

★ PREVENTATIVE MAINTENANCE

A good PM plan is the best way to assure a system’s reliability and efficiency. Evaluate your customers’ current plans and suggest additional procedures which may further promote peak performance.

★ RETRO-COMMISSIONING/ COMMISSIONING

These services will ensure systems are operating as designed and, if not, remedial action can be taken.

★ ENERGY AUDITS/DEVELOP ENERGY CONSUMPTION BASELINES

This activity provides an excellent overview of how energy is being utilized in a building which can highlight where improvements can be made.

During these times of rapidly increasing energy costs and tightening financial markets, any cost saving program that you can offer your customers is just the smart thing to do.

★ EQUIPMENT UPGRADES AND PAYBACK ANALYSIS

Upgrading to today’s high efficiency equipment may offer substantial paybacks to customers in the long-run.

★ LEED EXPERTISE

Offering your customers the services of a LEED Accredited Professional can provide a valuable asset to a building’s LEED project team and lead to additional work to attain or maintain LEED certification.

★ INSTALLING METERS OR A BUILDING AUTOMATION SYSTEM

Utilization of these items can provide immediate feedback or data of potential problems or opportunities for additional procedures.

★ ALTERNATIVE ENERGY SOLUTIONS

Consider recommending a renewable energy alternative system when feasible such as solar thermal, geothermal heating or biofuel systems.

★ TRAINING PROGRAMS

Educating your customers on the value of taking a proactive approach to energy efficiency and building maintenance can provide an invaluable service to help them make smart, informed decisions.

