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NEWSLETTER, December 2018



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Michigan Legislative

Message from President

Bill Krestakos



The holidays are fully upon us as we race to finish another great year and get ready to begin a new one.

As we all know, education is key to our industry. It is of great use to us and our clients that we stay abreast of all new technologies and refresh on our current equipment and

& Regulatory Update



MIACCA member elected Vice Chairperson of the Construction Code Commission

MIACCA would like to congratulate Commissioner Ken Misiewicz, President and CEO of Pleune Service Company (a MIACCA member), on his nomination and election as Vice Chairperson of the Construction Code Commission in addition to chairing the Board of Mechanical Rules.

MIACCA seeks to have the "cost-effective" statutory language apply to the entire Mechanical Rules Code

In an effort to provide a more a financially sound and even wording of the Code of Mechanical Rules, MIACCA has made submissions to the Bureau of Construction Codes for sections 301.2 and 603.9.

What is actually "cost effective for you?" The 2018 International Mechanical Code has already established that for ducts having a static pressure classification of less than 2 inches of water column that area unit placed within the conditioned area doesn't want extra closure systems on welded joints and seams and locking type joints and seams. However, requiring ducts with different sorts of joints and seams to be sealed that area unit created in a very accordance with the mechanical code and placed in a conditioned area won't see enough of an energy savings to fulfill the definition of "cost effective" and thus not statutorily allowed.

What are we doing about it?

procedures.

For this reason, I want to remind you that MIACCA is your resource for continued education in HVAC/R with many trainings held throughout the year.

If there is a training or certification that you would like more information on, don't hesitate to contact us so that we can provide that information if you do not see it on our site (miacca.org).

So to all of you, our valued members, we look forward to hearing from each of you soon and wish you Happy Holidays and a prosperous new year.

As always stay safe and keep up the great work!

—



As heating season starts in Michigan, it's time to Be WinterWise

Simple, no and low-cost actions can cut bills

LANSING, Mich. – The start of the heating season in Michigan makes it a good time for Michigan energy customers to Be WinterWise.

"November is the traditional start of the heating season in Michigan, but the early arrival of colder temperatures means furnaces have already been heating homes," said Anne Armstrong Cusack, executive director of the Michigan

MIACCA has put in submissions for Mechanical Code changes:

We have submitted our input for the changes to the Mechanical Code Rules. The report includes our recommended changes concerning any code provision or part of the system that does not meet the definition of "cost-effective," as well as the sealing of duct work in Un-conditioned places.

The full submissions are available for review below:

[Michigan Mechanical Code Rules Input Code-RuleProposalRequestForm-MIACCA](#)

HB 5376 Update: MIACCA Submits documents

There's a possibility that HB 5376 might be heard in committee on Wednesday December 12th. As we are in lame duck now and so the committee might start later than that. Those interested and in the Lansing area during that time are encouraged to attend (meetings begin around 12:30)

The Senate Majority Leader's office has again assured us that we will get a vote on the Senate floor before the meeting is adjourned.

The current plan is there will be no Senate amendments to the bill. This means it wouldn't have to go back to the House for another vote but would simply go back to the House for enrollment and presentation to the Governor.

MIACCA has submitted two letters of support to the Floor and Senate committee.

View Letters [HERE](#)

House Bills moving in lame duck

A few of the House Bills we have covered recently are starting to gain some motion:

HB 6059 - A bill that determines the eligibility of individuals who may apply for license or registration; establish in the skilled trades act

Agency for Energy. "Being WinterWise means being able to stay comfortable in your home while lowering bills. The Be WinterWise website is a great place to go for information on energy-saving tips, how to avoid shut-offs and ways to get assistance with bills."

The updated [website](#) includes:

- Low-cost ways to reduce energy usage
- Energy assistance programs designed to prevent shut-offs, including:
 - Winter Protection Plans for senior citizens and low-income customers
 - State Emergency Relief
 - Medical emergency shut-off protection
- Home Heating Credit
- Weatherization Assistance Program

[Click here for more information](#)



ACCA Releases Statement on Midterm Elections

The Air Conditioning Contractors of America (ACCA) released the following statement from Barton James, interim President and CEO, following

HB 6110 - This refers to the use of an individuals criminal record to determine eligibility for occupational licensing

HB 6112 - Determining the eligibility requirements for certain licenses and regulations under the skilled trades regulation act.

Find out more at miacca.org

Michigan voted to legalize marijuana on the November 6th election:

Providing HVACR Growing Opportunities

Love it or hate it, marijuana is a blooming industry in both the U.S. and Canada. The Canadian Senate is on track to vote on a bill to authorize legal use of recreational marijuana by June 7. Following assumed passage of the bill, Canada would be the second country to have nationwide legalization of marijuana, after Uruguay, according to The Associated Press.

Additionally, the total economic output from legal marijuana in the U.S. will grow 150 percent from \$16 billion in 2017 to \$40 billion by 2021, per a report from Arcview Market Research, in partnership with BDS Analytics. With numbers like those, the marijuana market is ripe with opportunity for HVAC contractors.

[Read Full Story Here](#)

Weed in the Workplace: What Michigan Employers Can Do Now that Marijuana Use is Legal

November 6, 2018, Michigan voters approved recreational use of marijuana. The new law, called the Michigan Regulation and Taxation of Marihuana Act (MRTMA) allows adults 21 years of age or older to use and possess up to 2.5 ounces of marijuana and grow up to twelve marijuana plants in their residence for recreational use. It also authorizes state-licensed retailers to engage in the commercial sale of marijuana. The ballot initiative will go into effect ten days after the election results are certified, which will likely occur by early December.

Stay tuned for updates and find out what this means for you:

[Read full story here](#)

the November 6, 2018 midterm elections:

"ACCA welcomes the opportunity to work with new and returning members of the House and Senate and governors across the country. Serving in elected office is a tireless, and often thankless, job, and ACCA congratulates each candidate who was chosen to serve the American people.

"ACCA is especially proud of the HVAC contractors and ACCA members who were elected to public office. Bill Lee, of Lee Company in Nashville, TN, a longtime industry leader, ACCA member, and 2017 ACCA Contractor of the Year, was elected as the Governor of Tennessee. In Congress, Markwayne Mullin, Randy Weber, and Daniel Webster were all re-elected to serve in the House of Representatives. ACCA has built great working relationships with each of these contractors and we look forward to their commonsense leadership as ACCA works to address contractors' legislative and regulatory priorities.

"The HVAC industry is the backbone of our economy, responsible for keeping our food fresh, our IT and data centers operational, making modern medicine possible, providing essential comfort and healthy air to hundreds of millions of Americans, and employing millions of skilled workers. It is essential that policy makers understand the essential role that contractors play in our economy.

"ACCA looks forward to working with the new



WFD Update

Submitted by Michael Cain: President Michigan Engineered Comfort Corporation (MECC) | Facility Engineers, Contractors & Consultants

We truly have a serious shortage of workers for numerous high paying job descriptions! HVAC&R is unfortunately little understood and rather poorly marketed by our own industry, However, it truly is the "Professional Skilled Trade" that is essential to our Quality of Life. Without exaggeration, we are the Nerds, the Engineers, Scientists & Super skilled Tradesmen. Bring to us your best and brightest and we will help them to become successful in countless ways. ([Read More](#))

How to Turn Your Service Techs Into Top Sales Performers



*Let's face it, selling is now part of the field technician's job description. But managers can now train their employees in the field — many of whom don't consider themselves natural salespeople — to sell effectively? We spoke with **Alex Alexander** — professional service strategist and founder of [Alexander Consulting](#), and the author of [Seriously Selling Services: How to Build a Profitable Services Business in any Industry](#) — which looks at how organizations can train technicians to sell, the importance of reinforcement and the sales advantage field technicians have compared with traditional salespeople. Here are some of his insights about how service technicians can make the transition into sales.*

[Continue Reading](#)

Congress, the Trump administration, and policy makers across the country on workforce development programs, reducing regulatory burdens, and expanding tax reform."

Product Spotlight



Climate 5000 ductless mini-split system

Serviceability features: Fan motor designed for quick removal and replacement. Universal internal control design reduces maintenance time and component complexity. Easy to detach air handler with simple, pull-out feature. Quick access to system components.

Noise-reduction features: This Energy Star-rated system provides high-efficiency, quiet comfort while lowering energy costs. Provides sound levels as low as 20 dBA when operating in Silent Mode.

[Read More](#)

Not a member but want to get involved?

Follow our legislative work!

Follow our continued Work Force Development efforts, bringing you a pool of qualified employees for the future!

Join today at
miacca.org



10 Winter driving tips

Winter driving can be a daunting task. And Canadian winters place additional demands on driving. With snowy and icy road conditions, it's better to be safe than sorry when planning your journey on the road.

We've compiled a list of tips to help you safely shift into driving this winter:

[Click here to read more](#)

Supported by our Associate Members



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