



MICHIGAN

AIR CONDITIONING CONTRACTORS

ASSOCIATION

Spring 2020

Dear Ladies & Gentlemen of the HVAC&R Industry, These are the “Best of Times”!

- There remains a shortage of Skilled HVAC Engineers, Project Managers & Technicians
- Jobs of nearly every description exist worldwide for the educated HVAC Professionals

Decide first where you wish to live, then decide what do you want to do???

- No Industry transcends multiple trades & requires as much versatility as HVAC&R
- Residential, Commercial, Industrial, Super High Tech, Automotive, Mobile Systems ++
- Load Calculations, System Design, Energy Audits, Estimating & Inside Sales
- Database Management, IT, Purchasing, Mobilization, Dispatching & Supervision
- Installation, Deliveries, Equipment Rigging, Piping, Plumbing, Sheet Metal, Electrical Power, Lighting, Controls, Carpentry, Masonry, Site Protection, Painting, Security ++
- Heating, Air Conditioning, Refrigeration, Make Up Air, Boilers, Chillers, Multi Splits, CRAC systems, complex VRF systems, & countless other types of systems need service!
- Planned Maintenance, Monthly Rule#27, Annual CSD-1 Inspections & Coil Cleaning
- Water treatment, corrosion control, water purification, Ultra Violet, Reverse Osmosis, Deionized water systems for humidification, complex dehumidification & more...
- IAQ, particulate & gaseous filtration, Mold remediation & CO2 management
- Explosion control, dust collectors, hazardous gasses, Oxygen Safety & Ventilation
- Energy Conservation, High Efficiency systems & DDC Building Automation Controls
- High Security Communications, Data Centers, Telecom, Vaults & Special Applications
- Re-commissioning, Testing, Balancing, Labeling, Record Drawings, it's what we do.

We either make solid and good quality buildings or we must rebuild those that are “Sick”.

Education is the key, nobody can ever take away your knowledge and few will step up, finish the modules, keep up with ever changing technology and be a challenge to your livelihood in the future. HVAC wizards are a rare breed, studious, yet motor heads, video & IT experts, outdoorsmen & fun loving mechanics. We spend our time taking things apart, wondering how they work, rebuilding them and making them better than before. However, our education does not end, it must continue.

We in HVAC&R are truly the front row, first responders. If we don't do our job well, people either get ill, need an ambulance & then a doctor or they simply die. American's now spend 91% of ALL of their time indoors, per ASHRAE. Where are you now? Is the air clean and healthy, what about the water? Can you trust the person caring for it, are they the “Low Bidder” or poorly educated?

From the time we are born in the pristine surgical facility, perhaps placed into the incubator, placed on oxygen and well into our old age, we are in the Home, the Bus, the School, the Car, the Office, the Shop, the Job site, the Restaurant, the Doctor's, the Gym, the Shooting Range, the

Hospital, the Jail, the Church, the Nursing Home, the Morgue, the Funeral Home & then maybe the Crematory, everyone needs the HVAC&R team from the beginning to the end. Tag, you're it!

Consider the food supply: Fresh off the farm, everything must be kept refrigerated, in the processing plants, in special transportation trucks, the shipping containers, to the wholesale distributors, to the local stores, to your freezer and refrigerator, all of the way to the dinner table. It's a Safety thing a basic requirement, yet also HVAC&R is a "Luxury", a Quality of Life thing.

What about the local plant making steel, plastics, rubber, wood products or whatever, they need us.

Most students in recent decades have been told to "go to College and to get a Professional degree". Their parents, they & most career counselors believe that the trades are for the uneducated, the neanderthal's, those that cannot do math, speak or write clearly, the "less than" students.

They could not be more ignorant or misinformed!

We are the Nerds, but the cool one's that collect motorized toys, we drive lifted trucks, motorcycles, snowmobiles and much more. We are the country bumpkins that build and maintain the cabins in the woods, have rental homes and actually do extremely well. We are the ones that everyone must call when things don't work. Most of your peers will not be able to even plunge a toilet and could not without "You Tube". Do not ever give away your services for free or work cheap without intentional charity, our's is a valuable skill / service. "Fixing things, is what we do for a living".

In other words, you being an HVAC&R student have chosen a career wisely & the laws of supply & demand economics will serve you well. However, discipline is the key to success. Keep a clear head!

Follow your heart, we all know right from wrong. Do not chase the easy money, there is none that lasts. Side jobs are "stealing". When you perform a side job, you are taking work away from the supply of "Day jobs". If you are taking materials from your truck, your employer & everyone loses. If you need more money, let your boss know, there is an abundance of premium OT available in ALL well run Mechanical Contractor's & HVAC Industry related businesses. Be Good & Honest!

Contractor's are thought of by the general public as "shyster's", "parts changers", "thieves" and "con men". Stop the myth. Prove them wrong! Become an HVAC&R Professional. Stay in School!

Join your local HVAC&R trade organization, ACCA, ASHRAE, MCAA or whatever. Get involved.

Read, often & forever. The technology is ever changing & your continued education is everything!

For the truly Skilled Tradesman, work is abundant. Great jobs with wonderful wages and benefits await those that strive to be the best & are willing to work hard to remain at the top of their game.

Success never comes easy. A hard day at work is a form of worship. High Quality and Low Bid can rarely be utilized in the same sentence. Find what you like to do & do it well. Success will follow!

Respectfully; Michael L. Cain

MIACCA Director & Chairman, Work Force Development

hvac@mecc1.com 313-535-4400, M# 810-488-2915