



**ADVANCING THE MECHANICAL
CONSTRUCTION AND
SERVICE INDUSTRY**

MCA.ORG



**Construction[®]
Education
Institute**

OCTOBER 2017 COURSES

The Fall/Winter 2017-2018 semester of the Construction Education Institute is here! Check your mail for a copy of the full Seminar Catalog, or learn more about our classes below.

Please note that registration for PEC members is \$29 per person, per class.

Register online for all courses at www.mca.org/education

CONDENSING AND NON- CONDENSING BOILERS SCHOOL (CBHCC)

OCTOBER 10 @ 4:30 PM - 6:30 PM

Students will learn the differences and similarities between the installation of Condensing and Non- condensing boilers. The class will include the proper installation of Full Flow/ Primary-Secondary Systems, proper components, as well as the water quality in these systems.

To register for this class, contact the CBHCC at (773) 529-1212 or www.cbhcc.org.

EXCEL LEVEL 1

OCTOBER 11 @ 9:00 AM - 12:00 PM

The basic elements of building spreadsheets will be introduced. Topics will include building formulas, copying, moving and pasting cells, formatting, and printing spreadsheets.

CONCEPTUAL ESTIMATING TECHNIQUES

OCTOBER 13 @ 8:00 AM - 12:00 PM

In this unique business environment for Mechanical Contractors, the ability to work with clients in the early stages of the design process is important. Contractors that assist clients with budgeting and value engineering ideas will lead to more negotiated contracts for their company. Negotiated work

for contractors is essential in this very competitive market. Mechanical Contractors need a strong understanding past project cost and their company's productivity on installation is critical in developing a conceptual estimate. This course will focus on key aspects of putting together mechanical work budgets in the early stages in design, building a relationship with the client, securing the contract and providing owners with budgets during the construction of the project.

UNDERSTANDING THE COST OF DOING WORK

OCTOBER 13 @ 12:00 PM - 4:00 PM

What are the true costs of performing work? During this seminar, we will investigate direct and indirect costs associated with an estimate or project. Some of those costs are fixed and others variable. These costs must be indentified and calculated in the bid. We will examine the need for a company to constantly monitor and control all costs. What are the effects of a cost control program for some areas of the company, and how does it affect your company's ability to be competitive in the job market? It is extremely important for an Estimator to understand all costs associated with a project and how their company's performance affects bidding practices.

MCA CHICAGO

7065 VETERANS BLVD.

BURR RIDGE, IL 60527

PHONE: 312.384.1220

FAX: 630.655.3287

EMAIL: REBECCA LINTOW

RLINTOW@MCA.ORG

Register to attend at

WWW.MCA.ORG/EDUCATION

Confirmation will be sent prior to class date.



**ADVANCING THE MECHANICAL
CONSTRUCTION AND
SERVICE INDUSTRY**

MCA.ORG



**Construction
Education
Institute**

OCTOBER 2017 COURSES

ESSENTIAL LEADERSHIP SKILLS WORKSHOP

OCTOBER 18 @ 8:00 AM - 12:00 PM

Organizations can vastly improve their performance by developing the skills and competencies of their people. This seminar will focus on Leadership Essentials including leading versus managing and the importance of people skills. The session will also help you identify your dominant leadership style and the pros and cons of this style.

ILLINOIS ENERGY CONSERVATION CODE

OCTOBER 20 @ 8:00 AM - 12:00 PM

The new Illinois Energy Conservation Code went into effect in 2016 and we are now following the IECC 2015 statewide. There are many changes and additions compared to the previous IECC 2012 code. This seminar will summarize many of those key changes for commercial building types. The focus will be on HVAC systems and some of the major changes include minimum equipment efficiencies, economizer thresholds, and economizer dampers, controls, and settings.

SERVICE PLANNING MEETING

OCTOBER 24 @ 8:00 AM - 10:00 AM

We're inviting all HVAC service contractors to attend this special planning meeting where we'll take another look at how we are positioned for the future, and what we need to do to keep pointed in the right direction. Two years ago we envisioned what the HVAC service industry would look like in 2025. We want to see if we're on track, and make any needed adjustments to our plan. Be prepared for a directed but open discussion on everything from technology to labor issues to marketing. This includes: Multi-stage equipment requirements; multi-speed fan requirements; energy Recovery Ventilation (ERV); boiler plant staging and control; VAV control requirements; duct sealing and leakage testing.

PUMP SERVICE SCHOOL (CBHCC)

OCTOBER 24 @ 4:30 PM - 6:30 PM

In this Pump Service School students will learn about Centrifugal Pumps: what they do, and the differentiations between types; Pump Seals and Pump Curves; and Servicing Inline and Base Mounted Pumps. To register for this class, contact the CBHCC at (773) 529-1212 or www.cbhcc.org.

THE DYNAMICS OF LEADERSHIP IN DISPATCHING (2 Day course)

OCTOBER 26 @ 8:00 AM - 4:00 PM

Dispatchers have one of the most important jobs at a service and maintenance contractor's office. Every day, dispatchers deal with temperamental technicians, irate customers who want work done yesterday, and more. Many people burn out quickly, leaving employers with the daunting task of training another dispatcher. This course gives your dispatcher the tools they need to succeed and endure in this fast-paced, pressure-cooker environment. Practical, no-nonsense methods of dealing with customers, technicians, scheduling, and time management are learned in this intensive two-day course. Registrants must attend both classes (10/26 and 10/27).

MCA CHICAGO

7065 VETERANS BLVD.

BURR RIDGE, IL 60527

PHONE: 312.384.1220

FAX: 630.655.3287

EMAIL: REBECCA.LINTOW

RLINTOW@MCA.ORG

Register to attend at

WWW.MCA.ORG/EDUCATION

Confirmation will be sent prior to class date.