

## FOREWORD

As the industry changed over the last 10 years, and the changes coming on the horizon, the SMACNA contractor needs to be equipped to meet the challenge. New construction is only one part of the opportunities that are out there for the contractor. Opportunities in other parts of the industry are available and the Building Services Committee wanted to bring a general treatment of a variety of services which may be provided by the SMACNA contractor. These services are generally those provided by the contractor in the building aftermarket area.

Material in the old Retrofit manual, along with opportunities in the service; duct cleaning; refrigerant reclamation; testing, adjusting, and balancing; indoor air quality and commissioning are a few of the areas that provide opportunities for the contractor. The Committee wanted to provide a manual which would serve to point out these opportunities to the Contractor.

## INTRODUCTION

The purpose of this manual is to introduce the SMACNA contractor to a variety of HVAC aftermarket business opportunities which will allow them to expand their business into other areas. While not all topics included in this manual are strictly within the commonly understood definition of the HVAC aftermarket, all are conceptually applicable to the existing building community.

The intent of this manual is to provide the SMACNA contractor an overview of a variety of business opportunities, allowing the contractor to select those which might provide the greatest return on investment consistent with market forces in the local area. The topics to be presented are as follows:

- Marketing Aftermarket Services
- Energy Management Retrofit
- HVAC Systems Testing, Adjusting and Balancing
- Indoor Air Quality
- HVAC System Commissioning/Recommissioning
- Duct Cleaning
- Duct System Analysis
- System Operation and Maintenance
- CFC/HCFC Retrofit

It is not the intent of this manual to present these topics in depth. It is intended that the manual present a general description of each topic with guidelines explaining the general knowledge or expertise required to pursue the various options. Once a reader determines that they wish to pursue a topic in more depth, they are directed to other manuals or publications which are listed at the end of each chapter for a comprehensive discussion of the topic. SMACNA currently has manuals dealing in depth with the topics noted above and these topics are discussed herein. A chapter is devoted to dealing with the marketing approaches to HVAC aftermarket services, with each individual chapter in turn will address marketing/sales concepts pertinent to the specific chapter topic.

SHEET METAL AND AIR CONDITIONING  
CONTRACTORS' NATIONAL ASSOCIATION, INC.

