

## FOREWORD

As the industry has changed over the last few years, and with changes coming on the horizon, the SMACNA contractor needs to be equipped to meet these challenges. New construction is only one part of the opportunities that are available for the contractor. Opportunities exist in other parts of the industry and the Energy Management-Performance Contracting Task Force was formed to develop a manual that addressed the variety of services which can be provided by the SMACNA contractor.

Material from three existing SMACNA manuals (Energy Conservation Guidelines, Building Systems Analysis and Retrofit Manual & Energy Recovery Equipment & Systems) was updated and merged into one comprehensive document that points out the opportunities to the SMACNA contractor.

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. Some of the key topics presented are as follows:

- Energy Management Retrofit
- Performance Contracting
- Indoor Air Quality
- HVAC System Commissioning/Recommissioning
- CFC/HCFC Retrofit
- BACNET
- Energy Recovery Systems

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 SMACNA manuals or publications.

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

