

DELEGATION ORDER



**Panel Amendment #2 Proposal for:
Quality Refrigeration Company, Inc.
Agreement Number: ET16-0297**

Amendment Effective Date: August 15, 2016

Approval Date: October 10, 2016

ETP Regional Office: North Hollywood

Analyst: M. Paccerelli

CURRENT PROJECT PROFILE

Contract Type:	SB <100 Retrainee	Industry Sector(s):	Services
Counties Served:	Los Angeles, San Diego	Repeat Contractor:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Union(s):	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Priority Industry:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Current Contract Term:	November 18, 2015 to November 17, 2017	Substantial Contribution:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

CURRENT FUNDING

Current Funding
\$23,760

AMENDMENT FUNDING

Requested Funding	Total Funding
+\$23,760	\$47,520

AMENDMENT TRAINING PLAN TABLE

Job No.	Job Description	Type of Training	Estimated No. of Trainees	Range of Hours		Average Cost per Trainee	Post-Retention Wage
				Class / Lab	CBT		
1	SB Retrainee	Comm'l. Skills, Computer Skills, OSHA 10/30, Hazardous Mat., Business Skills	18	8-120	0	\$2,640	\$15.93
				Weighted Avg: 120			

Minimum Wage by County: \$15.97 per hour in Los Angeles County; \$15.93 per hour in San Diego County

Health Benefits: Yes No This is employer share of cost for healthcare premiums – medical, dental, vision.

Used to meet the Post-Retention Wage?: Yes No

\$5.82 per hour may be used to meet the Post-Retention Wage in Job Number 1

Wage Range by Occupation	
Occupation Title	Wage Range
Technician	
Supervisor	

INTRODUCTION

Founded in 1950, Quality Refrigeration Company, Inc. (QRCI) specializes in marine, commercial and industrial refrigeration and air conditioning sales and service. Its customer base includes commercial shipping, cruise lines, fishing companies, oilrig platforms, passenger vessels, tugs and shipyards, along with industrial customers such as refineries, industrial bakeries, manufacturing facilities, supermarkets and seafood processing facilities.

The Company operates worldwide, performing installation and service on air conditioning and refrigeration systems on ships. It keeps an extensive inventory valued at more than \$500,000 in parts and equipment between the Wilmington and San Diego locations. Its inventory also includes hard-to-find parts for outdated equipment.

QRCI also performs diagnostics, installation, service and repair of various refrigeration and air conditioning equipment such as compressors, chillers, condensers, heat exchangers, fan coils, plate freezers, ice machines, air conditioners, cooling towers, refrigerators, and water-cooled systems.

AMENDMENT DETAILS

QRCI is requesting to increase the weighted average hours and the range of hours by 60 since the Company has already exhausted its current ETP training funds. This will increase the Average Cost per Trainee by \$1,320 (from \$1,320 to \$2,640) for Job Number 1 and the Total Funding amount by \$23,760 (to \$47,520).

Currently, QRCI is training its workers in refrigeration products, industry changes, various operations and maintenance requirements of refrigeration and air conditioning equipment, MAS 200/Sage Business Management System (the Company's Enterprise Resource Planning (ERP)

system), and California Building Energy Efficient Standards (CBEES) requirements (CBEES sets standards for commercial refrigeration and requires higher levels of efficiency from air conditioning and refrigeration systems). The 60 additional hours will allow the Company to offer more in-depth training topics, including new types of equipment and controls; zone set-up within buildings to ensure that only occupied portions are systematically cooled; and automation of processes through the ERP system to improve access, workflow and overall staff communication skills.

Contractor is also requesting to add Business Skills training to the curriculum as well as additional course topics in Commercial Skills. Business Skills will be provided to all occupations focusing on customer service, planning, sales strategies, leadership, and team building.

SUMMARY OF PRIOR MODIFICATIONS/AMENDMENTS

- Modification #1: Increased the term end date by 1 year (from 11/17/2016 to 11/17/2017)

RECOMMENDATION

Staff recommends approval of this Amendment.

CURRENT CONTRACT PERFORMANCE

The following table summarizes performance by QRCI under the current ETP Agreement:

Agreement No.	Approved Amount	Term	No. Trainees (Average)	No. Completed Training	No. Retained
ET16-0297	\$23,760	11/18/2015– 11/17/2017	110	5	0

Based on ETP Systems, QRCI has provided 1,026 hours for potential earnings of \$22,572 (95% of the Agreement amount). The Contractor projects final earnings of 100% by October 2016 based on training in progress.

Exhibit B: Menu Curriculum

Class/Lab Hours

8-120

Trainees may receive any of the following:

COMMERCIAL SKILLS

- + Chillers
- + Compressors
- + Condensers
- + Customer Relations
- + Electronic Devices and Controls
- + Energy Efficient Building Management Systems Metering Devices
- + Evaporators
- + Health Codes
- + HVAC Split Systems
- + HVAC Package Systems
- + Ice Machines
- + Marine Systems
- + Preventative Maintenance
- + Refrigeration
- + Refrigeration Troubleshooting
- + Refrigerants Leaks and Recharging
- + Thermostats
- + Variable Speed Drives
- + Water Circuitry
- + Walk-In Refrigeration
- + **Processes & Procedure**
- + **Regulation Updates**

COMPUTER SKILLS

- + Enterprise Resource Planning
- + Financial/Accounting
- + Microsoft Office

HAZARDOUS MATERIALS

- + Hazardous Materials Handling

OSHA 10/30

- + OSHA 10 (requires 10 hours completion)
- + OSHA 30 (requires 30 hours completion)

BUSINESS SKILLS

-  **Customer Service**
-  **Planning**
-  **Leadership**
-  **Team Building**
-  **Team Management**
-  **Process Improvement**
-  **Quality Improvement**

Safety Training will be limited to 10% of total training hours per-trainee

Note: Reimbursement for retraining is capped at **120** total hours per-trainee, regardless of method of delivery.