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Statements made in this publication are not expressions of the Society or of the Chapter and may not be reproduced without special permission of the Chapter.
February 07, 2018 - ASHRAE CNY Chapter Monthly Meeting:
Time: 5:30 pm - 8:00 pm
Presenter: Johnson Controls
Program: New Technology in BAS systems
PDH Credit: 1
Location: Dinosaur BBQ, 246 W. Willow Street, Syracuse, NY13202
Reservations: RSVP via our website https://ashraecny.wildapricot.org

March 14, 2018 - ASHRAE CNY Chapter Monthly Meeting:
Time: 5:30 pm - 8:00 pm
Presenter: Ron Westbrook
Program: Carrier Night-Society Level Activity Program
PDH Credit: 1
Location: Dinosaur BBQ, 246 W. Willow Street, Syracuse, NY13202
Reservations: RSVP via our website https://ashraecny.wildapricot.org

May 09, 2018 - ASHRAE CNY Chapter Monthly Meeting:
Time: 5:30 pm - 8:00 pm
Presenter: Heather Platt
Program: Water Management in Healthcare
PDH Credit: 1
Location: Dinosaur BBQ, 246 W. Willow Street, Syracuse, NY13202
Reservations: RSVP via our website https://ashraecny.wildapricot.org

May 18-19, 2018 - Leadership Academy:
Location: ASHRAE Headquarters, Atlanta Georgia
Registration: Contact Matt Clark Matthew.M.Clark@carrier.utc.com
I hope everyone is surviving this winter season, I hope it does not stop you from coming to the meeting Wednesday night. I would like to begin with a “Thank You” to Fulton Boiler, for providing an excellent program for last month.

If you have not made your contribution to Research and Promotion, please contact Tim Anderson. If you are thinking of joining or need to pay your dues, please contact Derek Birdsall at your earliest convenience.

We are continuing to look and accept donations of equipment for student branches. Also, if you know of anyone who would like to have an intern please contact Rick D’Ambrosia.

The Central New York Chapter is soliciting membership for material, time and assistance with the Sustainability Project with the Nonprofit Human Services Agency, Oswego County Opportunities, Inc. in Fulton. I would like to thank Ben Curwin at VP Supply for donating a Tankless Hotwater Heater for this project. Please contact Charlie Bertuch, or myself, if you or your company is willing to donate. I hope to see you at this month’s meeting on February 7th, at the Dinosaur BBQ.

Lastly, I am pleased to announce that our chapter has been awarded $2,312.50 under the Society Chapter Opportunity Fund. This will be used for another Sustainability Project that will be assisting refugee housing in the City of Syracuse. If you want to provide any assistance, please contact Charlie Bertuch or myself.

Cordially,

Steven Sill - CNY ASHRAE Chapter President
NYS to Establish New Energy Efficiency Target by Earth Day

As part of Governor Andrew Cuomo's 2018 state of the state address, the Governor included a proposal to further pursue policies to combat climate change by reducing greenhouse gas emissions and growing the clean energy economy. The proposal includes establishing a new 2025 energy efficiency target to be announced on Earth Day 2018. Commercial and institutional buildings use 50% of the state's electricity and 30% of the total energy usage.

Other items included in the clean energy proposal are:

- Increase Transmission of Clean and Renewable Energy By Investing $200 Million to Meet Unprecedented Energy Storage Target of 1,500 Megawatts by 2025
- Invest $200 Million from NY Green Bank to Support Energy Storage
- Create the Zero Cost Solar for All Program for 10,000 Low-Income New Yorkers
- Reconvene Scientific Advisory Committee on Climate Change

We are currently working with the ASHRAE staff in Washington DC to attempt to involve ASHRAE in the stakeholder consultation process for the updated energy efficiency standard.


Circuit Court Will Not Rehear Case on EPA's Regulation to Limit Use of Hydrofluorocarbons (HFCs)

On January 26th, the D.C. Circuit Court has rejected a request to rehear a case from August 2017 that reversed an EPA rule to require companies to replace HFCs, refrigerants with high global warming potential, designated for HVAC&R equipment or other applications with low-GWP substances under the EPA's Significant New Alternatives Policy (SNAP) program. The EPA rule was overturned on the basis it exceeded its authority under the Clean Air Act. The petitions were brought by refrigerant manufacturers Chemours and Honeywell and the Natural Resources Defense Council (NRDC). The EPA and outside groups can appeal the case to the U.S. Supreme Court. Congress could also work on a legislative solution that would grant EPA rulemaking authority to address the use of HFCs, possibly through the Toxic Substances Control Act.

-Brendan Hall, Grassroots Government Advocacy Chair
Well the first month of 2018 is over. I hope all of our student chapters had the opportunity to make it to Chicago for the 2018 winter conference. I would like to thank all of the exhibitors that had booths set up. Please don’t forget that equipment donations are always welcomed for our young students. Just a reminder to come out for student night on February 7th from 5:30 to 8:00 at the Dinosaur BBQ. Our presenter will be Tyler Smith, Johnson Controls. The topic will be Openness in BAS. Please remember to register online so we can get an accurate head count.

-Richard D’Ambrosia, Student Activities Chair

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**ASHRAE HALL OF FAME INDUCTEE**

I am pleased to let you know that Lynn Bellenger has been inducted into the ASHRAE Hall of Fame. Lynn was an active member of the Rochester Chapter, Region I and the Society.

Lynn served as Director and Regional Chair for Region I from 2003 to 2006. She was also the first woman President of ASHRAE. As the 2010-11 ASHRAE Society President, her presidential theme was “Modeling a Sustainable World.”

You can read more about Lynn’s accomplishments at the following link?

[https://www.ashrae.org/membership--conferences/honors--awards/hall-of-fame](https://www.ashrae.org/membership--conferences/honors--awards/hall-of-fame)

Please share this information with the members of your chapters.

Regards,

Bill Walter

Director and Regional Chair
ASHRAE CNY Chapter Sustainability Project– meeting with OCO

Yesterday I met with Oswego County Opportunities to give them an update on the project. Attending were:

Christian Sweeting – OCO Facilities
Beth Thompson – Director of Behavior and Health Services
Patrick Waite – Director of Program Services
Ewelina Wojnowska – Residential Services/ Transitional Living
Theresa (LNU) – House Supervisor

I was the only representative from the Chapter.

- We went through the update memo I issued prior to the meeting.
- Christian noted that Fulton has very hard water and suggested care to taken when considering an instantaneous water heater. We should talk with the manufacturer to understand any potential issues.
- Patrick asked if a furnace installed in the attic could warm that space and exacerbate the ice issue they are currently having. I told him we would probably install the unit in a small enclosure, and may need to add attic vents if necessary. I asked them to take pictures of the current ice build up, which I will forward to 3 Peaks Energy to ensure they are adding insulation in all the right places.
- They asked about letters of support. I suggested we wait to see whether NYSERDA is on the fence for funding, and if they are, request the letters at that point.
- Beth will check with NYS Office of Mental Health to see if they have any code concerns in terms of the furnace being installed in the attic,
- Patrick noted that anyone doing work on the site needs to have an insurance certificate naming OCO as additionally insured.
- Christian suggested MEC, Rambo and Schneider Electric for any required electrical work.
- Patrick said he would touch base with the OCO Executive Director and give him an update.
- We discussed regular (monthly) meeting to keep them updated. I’ll schedule the next one.
- Beth gave me a little background info on the program and history of the house. Please see attachment.

We should probably have another committee meeting soon. I suggest we wait until we hear something definitive from NYSERDA.

Thanks

-Charles Bertuch, Chapter Refrigeration Chair
LEADERSHIP ACADEMY

ASHRAE Headquarters
Atlanta, GA
May 18-19, 2018

Academy is a crash course designed to simplify the learning curve of all things ASHRAE. Over the course of two days, attendees will gain a better understanding of how ASHRAE Society functions and obtain useful and practical knowledge essential for honing leadership skills. The program will also include sharing tips and best practices that attendees can confidently take back to their Chapters for implementation. Attendees help shape the discussion, too! A significant part of the program will be based on hot topics and challenges that attendees have identified that they would like to see addressed.

Topics covered include:

· Creating your elevator speech
· Navigating the ASHRAE organizational structure
· Understanding all the tools and resources available to help Chapters and their members succeed
· Managing effective meetings so that Board meetings and Chapter meetings can run as smoothly as possible
· Delegating to and motivating volunteers towards the ASHRAE mission

Contact Matt Clark if interested in attending.

MEMBERSHIP PROMOTION REPORT

Current Members if you have 12 society approved years please make sure your ASHRAE membership is at MEMBER grade. In order to become MEMBER grade your profile must be updated with your experience.

Please feel free to contact Derek Birdsall Chapter MP at 315-726-2255 with any questions.
MEMBERSHIP

WHO ARE ASHRAE MEMBERS?
Members are represented by consulting engineers, mechanical contractors, building owners, employees of manufacturing companies, educational institutions, research organizations, government, architects, students or anyone concerned with HVAC&R for the built environment.

WHICH MEMBER TYPE IS RIGHT FOR YOU?
ASHRAE has three grades of membership awarded to applicants based on their experience and participation in the industry. Before you apply and select a member grade, we encourage you to visit the ASHRAE website to see the member grades and their corresponding member benefits. Prices shown are in US currency.

Member ($206)
Available to anyone with 12 years or more ASHRAE approved experience in the HVAC&R industry.

Associate Member ($206)
Available to anyone with less than 12 years of ASHRAE approved experience in the HVAC&R industry.

Affiliate Member
($52 first year, $78 second, $103 third)
Affiliate grade is for individuals who are new to ASHRAE (no previous membership in ASHRAE) and are age 30 or younger. It provides a great beginning for young professionals who wish to become involved in ASHRAE. (Does not include the annual member benefit of the ASHRAE Handbook).

Privacy Policy: By supplying your email address you are agreeing to receive electronic communications from ASHRAE, with the knowledge that you may opt-out of certain electronic communication once you become a member. Please visit ashrae.org/privacypolicy for additional information.

MEMBER BENEFITS AND RESOURCES

PUBLICATIONS & RESOURCES
- ASHRAE Handbook (Available to Members and Associates) in print or PDF, as well as a 12 month complimentary subscription to the Handbook Online, which provides online access to the most recent 4 volumes of the Handbook series.
- Monthly ASHRAE Journal in print and online
- Quarterly High Performing Buildings magazine in print and online
- e-Industry and eSociety electronic newsletters
- Access to members-only resources through ASHRAE.org, including the ASHRAE Journal and ASHRAE Research archives
- Discounts on over 300 of the industry’s leading technical publications

PROFESSIONAL EDUCATION AND CAREER DEVELOPMENT
- Discounted registration for education courses through the ASHRAE Learning Institute, as well as ASHRAE certification programs
- Earn PDHs/CEUs/AIA LU units to maintain your professional designation/license with courses, seminars, and webcasts
- Gain industry knowledge, communication, and management skills by participating in ASHRAE technical programs or committees
- Post jobs or seek employment utilizing www.ASHRAEjobs.com

NETWORKING
- Connect locally, regionally and internationally with over 57,000 members in over 180 chapters worldwide
- Learn, share, and grow at the Annual and Winter Conferences, on ASHRAE technical committees, and ASHRAEExchange.org
- Participate in your local chapter or regional meetings and events

Code of Ethics: By submitting this application you are agreeing to abide by the ASHRAE Code of Ethics, found at ashrae.org/codeofethics.

Completed applications or questions can be sent to ASHRAE via email: membership@ashrae.org | fax: 678-539-2129 | phone: 1-800-527-4723 or 404-636-8400 mail: 1791 Tullie Circle, NE, Atlanta, GA 30329
ASHRAE MEMBERSHIP APPLICATION. Please complete each applicable section. Prices valid from 7/01/2017 - 6/30/2018.

1. Contact Information.
   - Name ____________________________
     (First) ___________________________
     (Middle) _________________________
     (Last) ____________________________
     (Designation) _____________________
   - Primary Address
     Company Name ______________________
     Address ___________________________
     City _____________________________ State/Province ________________
     Zip/Postal ________________________ Country _________________________
   - Alternate Address
     Company Name ______________________
     Address ___________________________
     City _____________________________ State/Province ________________
     Zip/Postal ________________________ Country _________________________
   - E-mail ___________________________
   - Telephone ________________________ Cell ____________________________
   - Name/Chapter of referring member (if applicable): _______________________

2. Member Grade.
   - For additional information on member grades and benefits see reverse or visit ashrae.org.
     - ☐ Member — $206 (must complete section 2a)
     - ☐ Associate Member — $206
     - ☐ Affiliated Member — $52 first year/$78 second year/$103 third year (new members, under 30)
     - ☐ Reinstate my previous membership. Previous member number: ________

2a. Biographical Information.
   - ONLY Member Grade applicants must complete this section.
   - Use additional sheets or attach resume if necessary. Associate and Affiliated Grade applicants do not complete this section.
   - School __________________________ Location __________________________
     Dates of Attendance ________ Degree/Course of Study __________________
   - Employer __________________________ Location __________________________
     Dates of Employment ________ Position/Title ____________________________
     Professional Engineering Registration Information
     License Number __________________ Date Issued _________________________
     Field of Registration __________________ Location of Registration __________________

3. Demographics.
   - Please answer the questions by entering the codes in the space provided.
   - Which best describes your title? ________
     B- President  S- Purchasing Agent
     C- Partner  T- Draftsman
     D- Associate  U- Estimator
     E- Owner  W- Technician
     F- Director  X- Instructor
     G- VP Eng.  Y- Professor
     H- Design Eng/Designer  Z- Librarian
     I- Project Eng.  AA- R&D Eng.
     J- Facility Mgr./Mng.  BB- ZZ- Other
   - Which best describes your firm? ________
     11- Consulting Eng.  31- Architectural & Eng.
     12- Design/Build  41- Commercial Facility
     13- Contractor  42- Gov't Health, Education
     14- Property Mgmnt.  43- Utility
     15- Technical  44- Other/misc.

   - Enter the code for your area of interest from the list below:
     Code: ____________________________
     Heating  Refrigeration
     HVAC  Unitary Refrigeration
     Air Conditioning  Commercial Refriger.
     Ductwork  Process Refriger.
     Sheet Metal  Low Temp (<60°F)
     Plumbing  Refrigeration & HVAC
     Controls  Heating, Ventilation & Air Conditioning
     Buildings  Refrigeration & HVAC Systems
     Industrial  Fluid Power Products
     3- Construction  4- Maintenance Operations
     4- Management  5- Sales
     2- Manufacturing  6- Research
     3- Maintenance Operations  7- Teaching
     4- Management  8- Other

   - New Members and Associate Members receive a 12 month complimentary subscription to the Handbook Online, which includes access to the most recent 4 volumes of the Handbook. If you would like a print copy of the ASHRAE Handbook in addition to this subscription, please choose either IP or SI version below. Handbooks are printed and mailed to members annually in June.
     - ☐ IP (inch/pound units), print with PDF
     - ☐ SI (metric units), print with PDF
     - ☐ IP Only (IP & SI)

6. Privacy Notice.
   - If you DO NOT wish to receive 3rd party physical mailings, please check here. ☐

7. Include chapter membership dues. ☐ Dues Amount: _____________ Paying chapter dues is encouraged but not mandatory, and can be paid separately to the Chapter at anytime. Contact chapter officers for amount. Add this amount to your Society dues in the Total Amount of the payment section below.

8. Payment.
   - ☐ Visa ☐ Mastercard ☐ Amex ☐ Diner’s Club ☐ Check/Money order
   - Card # __________________________ Expiration Date ________/_______
   - Total Amount: ___________________ Signature _______________________

     CHECKS WILL BE ACCEPTED IN US AND CANADIAN FUNDS. CREDIT CARD PAYMENTS ACCEPTED IN US FUNDS ONLY
Application for Student Membership

Join online at www.ashrae.org/students

At the student branch level, you’ll enjoy meeting other students with similar interests – if your school hasn’t yet started a student branch, take charge and contact a faculty member and ask for help on getting started!

Why ASHRAE?

- Discounts on publications, conferences, and continuing education opportunities
- Society and chapter-level scholarships for both undergraduate and graduate engineering students
- Discounts for student members on select publications
- Digital access to the monthly ASHRAE Journal and the quarterly High Performing Building Magazine
- Participate in events with your local ASHRAE Chapter
- Find internships and jobs at jobs.ashrae.org
- Senior Undergraduate Project Grant Program
- Discounted ASHRAE Annual and Winter Conference registration (AHR Expo, Student Program, Technical Sessions)
- Gain essential skills not taught in class
- Make great new friends!

Developing Economies Program for Students

Students who reside in countries categorized as “Low Income” and “Lower Middle Income” developing economies by the World Bank List of Economies statistics are eligible to participate in this program. Students in this program receive all the benefits of regular student membership, including online access to the ASHRAE Journal (digital access only - participants will not receive a monthly printed copy of the ASHRAE Journal).

Visit www.worldbank.org for a listing of qualified countries: Low Income and Low Middle Income only. If you currently reside in one of the countries listed in those categories, simply check the box marked ‘Developing Economies Program’ in the ‘Purchases’ section of this application.
1. Contact Information. □ Mr. □ Miss □ Ms. □ Mrs.   *Birthday (required) ________/______/_______
   (Month) (Day) (Year)

Name__________________________________________
   (First)    (Last)

Primary Address (where all correspondence will be mailed)   Alternate Address
Address________________________________________
   _____________________________________________
City _________________________________________ State/Province_____
City _________________________________________ State/Province_____
Zip/Postal_______ Country_______________________ Zip/Postal_______ Country_______________________
E-mail________________________________________ E-mail________________________________________
Phone:________________________________________ Phone:_______________________________________

☐ I would like to receive occasional student updates via email.  ☐ I would like to participate in the___________ ASHRAE Chapter.

2. Student Branch Information.   School Name:________________________________________
Address:________________________________________________________________________
City:__________________________ State/Province:__________ Postal Code:_____________

3. Education. Classification:   Freshman□   Sophomore□   Junior□   Senior□   Masters/PhD. □
Full time □ Part time□   Degree:________________________________________ Expected Graduation Date:________
   (MM/DD/YYYY)

4. Sponsor Information.
   All student applicants must have the name and member number of an ASHRAE member serving as their student sponsor. If your Student Branch Advisor is an active Associate or Member of ASHRAE, he/she can serve as your sponsor. If you need assistance locating a sponsor, please email students@ashrae.org or call 678-539-1212. Also, you must list the name, phone and email address of your faculty advisor or course instructor.

Sponsor Name:________________________________________ ASHRAE Member #:________________________
Advisor/Instructor:________________________________________ Email_____________________________

5. Purchases.
   □ Student Membership- Regular: $21   □ Student Membership- Developing Economies Program (see reverse for qualifications) $11
   □ Printed Edition of the current ASHRAE Handbook: □ I-P □ SI  Student Member Price: $49.00
   □ PDF Version of the ASHRAE Handbook (includes both I-P and SI Units) Student Member Price: $39.00
   □ ASHRAE Handbook Online - One Year Subscription to all four volumes of the Handbook series: $33.00
*Additional publications are available at student member discounts at ashrae.org/studentbookstore

6. Payment. □ Visa □ Mastercard □ Amex □ Diner’s Club □ Check/money order**
Card #________________________________________ Expiration Date________/________
   (Month) (Year)
Total Amount:________________________ Signature________________________________________

CHECKS WILL BE ACCEPTED IN US AND CANADIAN FUNDS. CREDIT CARD PAYMENTS ACCEPTED IN US FUNDS ONLY
What is the SmartStart program?
Simply put, it’s the best way for ASHRAE Student members to receive the many benefits of Associate grade membership after finishing college. SmartStart is a 3-year program that allows Student members to transfer to Associate grade membership at a rate that is recent-graduate friendly.

Price
SmartStart pricing structure is based on a gradual increase in membership dues to assist those just starting out, like yourself.
First Year: $21
Second Year: $78
Third Year: $103

Why Transfer to Associate membership?
- Take advantage of the networking and professional development opportunities offered through Young Engineers in ASHRAE (YEA)
- Tremendous networking opportunities at the Chapter, Regional, and Society level
- The ASHRAE Handbook — the indispensable, industry-wide resource for all HVAC&R professionals
- ASHRAE Journal — this monthly resource is the most trusted technical magazine in the HVAC&R community
- High Performing Buildings — the quarterly magazine for innovation in building technology design and operation
- HVAC Industry News — a weekly news resource keeping ASHRAE members abreast of the latest industry news
- Access to more than 300 of the industry’s leading technical publications
- Access to online education, webcasts and professional development opportunities

By submitting this application you are agreeing to abide by the ASHRAE Code of Ethics, found at ashrae.org/codeofethics.

Save time. Transfer online.
ashrae.org/smartstart

why transfer?
real students.
real reasons.

William Mak
Chicago, Illinois
B.S. in Architectural Engineering,
Milwaukee School of Engineering

Why an engineering career in HVAC&R?
I wanted to pursue an industry that related energy usage, buildings and people.

What has ASHRAE meant for your career?
Through ASHRAE, I have developed valuable connections with people in the field locally and the technical database that comes with membership is priceless. In addition, by getting involved with Young Engineers in ASHRAE (YEA), I have been able to network with other people in the industry in my age group and at a similar place in their career.

Advice to students
Take advantage of resources, discover what you are passionate about and get outside of your comfort zone once in a while. The more you get involved with ASHRAE, the more you will get back in return.

Visit www.ashrae.org/yea for more information.
ASHRAE STUDENT TRANSFER APPLICATION. Please complete each section. Prices valid from 7/01/2017 - 6/30/2018.

1. Contact Information. Member Number: ____________
   *Birthday (required) ____________ / ____________ / ____________
   (Month) (Day) (Year)

Name ____________________________________________________________________________
(First) (Middle) (Last) (Designation)

Primary Address This is a □ Home □ Business
Company Name _____________________________________________________________
Address ________________________________________________________________
City __________________ State/Province _______________________________
Zip/Postal __________________ Country _______________________________
E-mail ________________________________________________________________
Telephone ___________________ Cell ____________________________
Alternate Address This is a □ Home □ Business
Company Name _____________________________________________________________
Address ________________________________________________________________
City __________________ State/Province _______________________________
Zip/Postal __________________ Country _______________________________
Alternate E-Mail __________________________________________________________
Preferred Chapter □ Home □ Business □ Other __________________________

3. Areas of HVAC&R Interest.
Enter the code for your 1st, 2nd and 3rd area of interest from the list below:
1. ______ 2. ______ 3. ______

   General Areas

2. Career. Please answer the questions by entering the codes in the space provided.

Which best describes your firm? ____________

Which best describes your title? ____________
A-Corporate Level L- Proj./Application Eng. B-President O- Facility Eng./Mngr. v C-Project Engineer P- Research/Dev/Imgmt. D- Associate R- Sales Engineer E- Owner S- Purchasing Agent F-Vice President T- Draftsperson G- VP/Chief Engineer U- Estimator H- Director of R&D V- Design Engineer W- Technician K- Design Engineer X- Professor L- Process Engineer ZZ- Other

Which best describes your function? ____________
1- Design/Application 6- Research 2- Manufacturing 7- Teaching 3- Maintenance Operations 8- Other 4- Management 5- Sales

As a new Associate member you will receive a 12 month complimentary subscription to the Handbook Online, which includes access to the most recent 4 volumes of the Handbook. If you would like a print copy of the ASHRAE Handbook in addition to this subscription, please choose either IP or SI version below. Handbooks are printed and mailed to members annually in June.
   □ IP (inch/pound) print with PDF   □ SI (metric) print with PDF   □ PDF only (IP & SI)

5. Signatures.
   Sign ____________________________
   Date ____________________________

6. Payment. □ $202 (3 years: $21-$78-$103) □ $21 (First year only)
   □ Visa □ Mastercard □ Amex □ Diner’s Club □ Check/Money Order**
   Card # ____________________________ CVV _______ Expiration Date _____/____ (MM) (YY)

Total Amount: ____________________________
Signature ____________________________________________________________________________

7. Checks accepted in US and Canadian funds. Credit cards accepted in US funds only.
Blake Equipment

Do you have 5+ years of experience in sales/marketing of technical sales to key decision makers and influencers in an industry related to my client’s?
Do you have a BS in Mechanical Engineering, Marine Engineering or equivalent experience?
Are you hungry to learn and develop new business for an employer?
Does a growth career with a stable, well-established company excite you?

If so, my client, Blake Equipment, has a Commercial Products sales engineering position opening for their Syracuse Territory focused on commercial hydronic heat and domestic hot water, low pressure steam, pumps, and renewable thermal energy systems. Product knowledge is important as is the ability to sell solutions and applications. Reporting to the Division Manager, this position requires:

- Focus on providing superior customer service with a passion for driving sales
- Experience in developing specifications, proposals, submittals and delivering effective presentations
- Computer proficiency in Microsoft Office (especially, Excel)
- Commitment to excellence

The Company

Founded in 1927, with the vision of offering its customers innovative and “Green” water and thermal energy solutions . . . for a better world, The Blake Group is a privately-held, family-owned, specialty distributor and manufacturers’ representative. The Company has evolved from a small traditional pump, boiler and hot water distributor into a well-known, regional specialty distributor and manufacturers’ rep offering Peak Performance Solutions that allow sustained use of water and thermal energy resources. With a mission of offering its customers peak performance water and thermal energy solutions, equipment and products, it serves its partners who design, build, maintain and manage these systems – providing innovation through technology.

As a distributor, Blake focuses on stocking and meeting the demands of both contractors and tradesmen servicing the needs of residential, commercial and institutional markets.

As a manufacturers’ rep, Blake’s Commercial/Industrial/Municipal teams specialize in engineered solutions for large projects requiring more customized solutions.

Responsibilities

A Commercial Products Sales Engineer will work with a successful team of inside and outside professionals, and application engineers to promote, sell and support the company’s thermal energy and water system solutions in the commercial and light industrial sectors with a concentration on providing solutions and services around applications, including: low pressure steam, hydronic heating, domestic hot water, water filtration and water and wastewater; build and maintain partnerships with engineering firms, contractors and end users in the industrial, institutional and commercial marketplace. In-house and factory training is provided.
Blake Equipment Continued

The successful candidate will have 5+ years of experience of demonstrated sales success in selling and supporting projects in the thermal energy field across all market sectors. Specifically, this person will:

- Develop and maintain excellent relationships with key decision makers, influencers, manufacturers and Blake personnel
- Travel within territory 75% of the time
- Maintain CRM (Goldmine) tool with updates to contacts, pipeline, opportunities and forecast
- Participate in local trade associations, trade shows and technical seminars
- Conduct field events to promote products and solutions
- Develop specifications, proposals, submittals and effective presentations
- Support corporate goals and initiatives
- Collect and share information on competitive, market and industry trends with Corporate

Desired Qualifications/Attributes:

- Excellent communication skills – written, verbal, interpersonal, and listening
- Sharp analytical and problem-solving skills
- Initiative – self-starter – energetic with an aggressive attitude
- Highly organized
- Keen sense of follow-up
- Good sense of business acumen
- Positive outlook
- Takes ownership
- Integrity and trustworthy
- Not discouraged easily
- Strong work ethic
- Professional demeanor

This exceptional position offers a competitive salary, travel reimbursement, 401k, generous health benefits, in-house and factory training with future advancement opportunities.

If this is a strong match for your background/experience, please email your resume as a Word document attachment to: karlahammond@sbcglobal.net - 860-267-2690
HVAC Sales Engineer:

Currently Northeast HVAC Solutions, Inc. is in search of an HVAC sales engineer to join our team at our Syracuse branch location. This is an opportunity to be involved in all aspects of the HVAC equipment sales cycle. The individual would be responsible for all and/or a component of design, take-off, pricing, proposal, order close, submittal preparation, etc. Compensation package is negotiable based on past experience and proven results. If interested, please submit resume and references in confidence to klemens@nehvacsolutions.com

All information submitted will remain strictly confidential.

Required Skills and Experience:

- BA degree in mechanical engineering or HVAC design or equivalent experience preferred
- P.E. license desired but not necessary
- Possess a solid understanding of Cooling Towers, Pumps and Air Distribution
- Proficient in all Microsoft Office Suite programs
- Established sales aptitude
- Excellent work ethic
- Self-starter with entrepreneurial spirit and strong organizational skills
Product Manager – Hydronic Systems

ECR International, Inc. a manufacturing company in the USA that is part of the BDR Thermea Group a world leading manufacturer of smart climate and sanitary hot water solutions operating in 82 countries worldwide, is seeking a Product Manager for our USA operations located in Utica, New York. The ideal candidate will have extensive experience in project management and utilizing a system like ECR’s stage gate process. Experience within the HVAC industry or within a distributor/dealer based business is a plus but not required. Key roles include:

Product Development
- Research and analyze market conditions. Identify key competitors within the market segment.
- Work closely with engineering, sales and key customers to define product requirements and product specifications necessary to meet market demands.
- Ensure voice of customer is addressed throughout the development process.
- Lead cross functional development teams and manage the project on time, to budget and to specifications. Resolve issues and mitigate risks that are identified during the development process.
- Prepare product documents related to the stage gate development system and conduct stage gate decision making meetings.
- Defining long term product strategy and create product roadmap.

Product Marketing
- Develop product marketing plan and ensure all necessary sales and technical documentation and presentations are in place. Develop sales tools and sales training materials.
- Outline product launch plan including advertising and promotional elements.
- Support sales team by collaboratively identifying promotional opportunities.
- Attend trade shows and interact with dealers, distributors and sales staff. Use customer feedback to inform product refinements and ongoing development.

Candidate skills include strong oral and written communications, marketing creativity and the ability to multi-task. Candidate should be organized, motivated and be able to complete assigned projects in a fast paced environment. Require proficiency in Excel, PowerPoint, Word, and Adobe Suite. Bachelor Degree in related field of study required. We offer a competitive salary, full company benefits including health insurance, vacation, 401K and profit sharing. Some overnight travel is required.

Please send Resume with Salary History to:
careers@ecrinternational.com
**BEARDSLEY ARCHITECTS + ENGINEERS**

**Sr. Mechanical (HVAC) Engineer**

Beardsley Architects + Engineers is seeking a Senior Mechanical Engineer with the ability to provide full design services to our broad range of clients and diverse project types. Candidates must be able to perform and oversee engineering evaluations and analysis, design drawings, technical specifications and cost estimates across all facets of mechanical engineering including HVAC, controls, piping, ductwork, plumbing, fire protection, energy calculations and commissioning. A strong working knowledge in the application of fluid dynamics, heat transfer, mechanical power systems and digital control systems is required. Responsibilities include the supervision of HVAC, plumbing and fire protection engineering and design staff. Additionally, experience working with other disciplines including architects, structural, electrical and civil engineers is desired.

**Mechanical Engineer I**

Beardsley Architects + Engineers, a Central NY A/E firm seeks self-motivated Mechanical Engineer I with Revit experience to join our Mechanical, Electrical and Plumbing Design Team with a Bachelor’s degree (B.S.) in Engineering or an Associate’s degree (A.S.) in Computer Design/Drafting or equivalent experience in Revit design/modeling. Experience with Revit and AutoCAD software to develop MEP designs is required. Candidates must be able to prepare clear, complete and accurate Engineering plans and details from rough or detailed sketches, drawing mark-ups or verbal instructions; utilizing knowledge of Engineering drafting practices, CADD technology, building materials, equipment and construction technology.

Check out our website at [www.beardsley.com](http://www.beardsley.com) for more information.

Send resumes to [jobs@beardsley.com](mailto:jobs@beardsley.com).