## TABLE OF CONTENTS

- **Chapter Officers** 2
- **Program Schedule** 2
- **President’s Message** 3
- **Government Advocacy Report** 4
- **Historian Report** 5
- **Student Activities Update** 6
- **YEA Update** 6-7
- **Chapter Refrigeration Report** 8
- **Membership Promotion Report** 8
- **ASHRAE St. Mem. App.** 9-10
- **ASHRAE Mem. App.** 11-12
- **Winter Conference** 13-15
- **Job Opening Notices** 16-20

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.
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.
THE PRESIDENT’S MESSAGE

I hope everyone had a Merry Christmas, a joyous New Years, and all in all a safe holiday season. I would like to begin with a thank you to Michael Collins, from Eagle Bay Refrigeration, 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 in need of paying your dues, please contact Derek Birdsell at your earliest convenience.

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

The Central New York Chapter is in the process of soliciting donations the membership for material and time to assist with the sustainability project with the nonprofit Oswego County Opportunities. 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 January 10 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
Hope everyone is staying warm during this most recent stretch of heating design days.

Planning is continuing on the Day on the Hill in Albany this spring. If you are interested in participating or helping with logistics or promotion, contact myself at bhall@karpinskieng.com.

As the dust settles from the fury of activity leading to the passage of the tax bill, here is how the items we were following ended up:

- A prior version of the Senate bill included a provision that would treat any sale or licensing by a tax-exempt organization of its name or logo as an unrelated business. The Final Bill does not include this provision. ASHRAE would have had a new $1 million tax liability if this had been included.

- Geothermal tax credits were not included, but there are some rumblings that an additional bill of tax extenders is in the works.

- A last minute change removed architects and engineers from the list of professions prevented from taking the new deduction on pass through income. This means that architects and engineers set up as LLCs can take full advantage of tax relief being offered to other industries.

- Historical tax credits survived but are now pro-rated over five years.

**NYSERDA announces a new Large-Scale Geothermal Heating and Cooling Systems to be Financed and Installed at Facilities Across New York State**

The NYSERDA and NYPA announced the availability of $3.8 million for the launch of a statewide Geothermal Clean Energy Challenge, an initiative designed to help stimulate financing and installation of large-scale geothermal systems at state and local governmental entities, public and private schools and healthcare facilities.

The Challenge provides New York facilities with the opportunity to apply for an analysis to determine whether their buildings are best suited for the installation of geothermal pumps (i.e., ground-source energy heat pumps) for heating and cooling of buildings, by transferring heat to or from the ground. The technology also helps New Yorkers save on energy costs. Eligible organizations that can apply for a geothermal assessment include state and local governmental entities, and public or private K-12 schools, colleges, universities, hospitals and nursing homes.

More info at [https://www.nyserda.ny.gov/All-Programs/Programs/Geothermal-Challenge](https://www.nyserda.ny.gov/All-Programs/Programs/Geothermal-Challenge)

-Brendan Hall, Grassroots Government Advocacy Chair
January 4, 2018

Historian

Our last meeting was exciting and those members present continue to enjoy the benefits of our great organization by expanding their knowledge through the main programs, experiencing the social relationships and networking opportunities and keeping up with all the news in our community.

The meeting was held at the Dinosaur BBQ. We also had a great program on “Low Condensing Optimized Compressor”. 1 PDH credit was also given to those in attendance. Eagle Bay Refrigeration were the presenters and meeting sponsors. Thanks to Eagle Bay Refrigeration.

I was not present at the meeting and I will be out of town for next meeting (grandpa duties), but I encourage everyone to attend and participate in our meetings. We bid farewell to 2017 and I wish everyone a Happy and prosperous New Year!

Please join us for our next meeting on January 10, 2018 5:30 PM - 8:00 PM to learn more on Condensing Boiler Combustion Technologies presented by Fulton Boiler.

Please check the other parts of the newsletter for the great program being planned for our future meetings. If you have any important news related to our chapter or any of its members, please forward the information to me via email to Assis M. Flores at email address: aflores@twcny.rr.com. If you need to talk to me, please call me on my cell phone: (315)480-3376.

I look forward to seeing you at our regular monthly meetings.

Assis M. Flores – Chapter Historian
January is a great time to start thinking about summer internships for our young professionals that will be home from college this summer. Calling all equipment manufactures: we appreciate any equipment donations, please keep us in mind. Thank you to all those students who applied for our Scholarship program. The deadline for all applications was in December.

-Richard D’Ambrosia, Student Activities Chair

YEA UPDATE

December YEA Event – Happy Hour:

The chapter held its second YEA event of the year on December 19th. The event took place at Al’s in armory square. With 12 people in attendance, attendees were able to network and learn about their roles in the HVAC industry. We hope to see attendees at future meetings and YEA events.

Announcements:

February YEA Night

February YEA promotion:
As we continue to grow our chapter, it is important to sustain our membership by reaching out to new engineers that join the industry. For the February meeting, anyone of who brings a first time YEA attendee, admission will be free for them and the YEA. Please select the YEA promotion option when registering.

Contact Matt Clark (c010yea@ashrae.net)
Are you interested in expanding your knowledge, meeting fellow engineers and having some fun along the way? Look no further than YEA Leadership Weekend! YEA Leadership Weekend is an opportunity for you—the future leaders of ASHRAE—to learn more about Society, develop soft skills and network with other young professionals. Over 600 YEA members have already taken advantage of this great opportunity… will you be next?

This event will include segments on understanding your own personality as well as other types, leadership development for young professionals, communication techniques and ASHRAE leadership opportunities.

Registration
The Spring 2018 YEA Leadership Weekend will be held in Seattle, WA from March 23-25, 2018. Registration is $450 and includes hotel accommodations for Friday and Saturday, meals during the event (dinner on Friday, all meals on Saturday, and breakfast and lunch on Sunday), and all necessary materials and resources. Airfare and any ground transportation costs are not included.

If you are interested in attending, please contact Matt Clark (c010yea@ashrae.net) as there may be a scholarship available.

-Matt Clark, YEA Chair
The Chapter Sustainability project continues to develop. The CNY Chapter is sponsoring energy efficiency and occupant comfort upgrades at the Oswego County Opportunities transitional living center in Fulton. In December we arranged a NYSERDA funded energy audit, which along with identifying several potential improvements (insulation, weatherization, replacement furnace), will also open the door to potential NYSERDA funding of the actual improvements themselves. While the Chapter’s commitment of $20,000 remains unchanged, alternate funding streams will allow us to do even more to improve the facility even more. We encourage all chapter members to contact Steve Sill or Charlie Bertuch to see how they can help out with your time, talents, or products.

ASHRAE Region I has awarded the CNY Chapter $2,350 to help with the heating system improvements at the Center for New Americans transitional home for refugees in Syracuse. The home is operated by Interfaith Works, which assists more that 1,000 refugees each year as they enter the country from the harshest of lives. Chapter members and companies can contact Charlie Bertuch to see how you can help.

-Charles Bertuch, Chapter Refrigeration Chair

MEMBERSHIP PROMOTION REPORT

Please welcome the following new members to the CNY Chapter!

Dr. Rich Stauter               Mr. Carter Daniel Twombly               Mr. Travis W Richards

If you need to renew your membership, or have a friend that would like to join our Chapter please visit [https://www.ashrae.org/membership--conferences/join-now](https://www.ashrae.org/membership--conferences/join-now).

Please feel free to contact Derek Birdsell Chapter MP at 315-726-2255 with any questions.
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.
ASHRAE Student Membership Application valid July 1, 2017 through June 30, 2018

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___________________________________________    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
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 LUs 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.
1. Contact Information. □ Mr. □ Miss □ Ms. □ Mrs. □ Dr.  *Birthday (required) ________/______/______

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

Primary Address This is a □ Home □ Business
Company Name
Address
City State/Province
Zip/Postal Country
E-mail
Telephone

Name/Chapter of referring member (if applicable):

2. Member Grade.
For additional information on
member grades and benefits
see reverse or visit ashrase.org.
□ Member — $206 (must
complete section 2a)
□ Associate Member — $206
□ Affiliate Member — $52 first
year/$78 second/$103 third
(new members, under 30)
□ Reinstatement previous
member number:

2a. Biographical Information. ONLY Member Grade applicants must complete this section.
Use additional sheets or attach resume if necessary. Associate and Affiliate 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 code in the space provided.

Which best describes your title? 

E: President F: Purchasing Agent
G: Partner H: Draftsman
D: Associate T: Estimator
E- Owner W: Technician
F: Vice President J: Instructor
G- VP Engineer K: Professor
H- Design Engineer L: Application Engineer
O- Facility Engineer M: Student
P- R&D Engineer Z: Other
R- Sales Engineer

Which best describes your firm? 

11: Consulting Engineer 31: Indoor Comfort
12: Architectural & Design 32: Sales Engineer
13: Design/Build 33: Whole Sales/Dist.
14: Contractor 34: Industrial
25: Property Mgmt & DEV 35: Library
26: Commercial Facility 36: Trade Assoc.
28: Govt, Health, Education 37: Other/Misc.

4. Areas of HVAC&R Interest. Inter the code for your area of interest from the list below:

Code: __________

Heating: __________

A: Hydronic F: Forced Air
B: Electric C: Steam
D: Process E: Service Water
G: Solar H: Radiant

Ventilation & AC J: Industrial

L: Clean/Computer Room M: AC Equipt. <20 tons
N: AC Equipt. 20-200 tons O: Air Handling Systems
Q: Evaporative Coolers R: IFO

Refrigeration: __________

S: Unitary Refrigeration T: Commercial Refrig
U: Industrial Refrigeration Y: Process Refrigeration
W: Low Temp (<-50F) X: Refrigerant Components

General Areas: __________

1: Controls Instrumentation 2: Heat Transfer Fluid Flow
3: Pipes, Valves, Fittings 4: Refrigeration & Lubrication
5: Sound & Vibration 6: Insulation
7: Energy Recovery 8: Food Application
9: Health, Safety 10: Commissioning

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 (inches/pound units), print with PDF
□ SI (metric units), print with PDF
□ PDF 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 □ Diners 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
This is one event you don't want to miss! Register now to attend the **2018 Winter Conference & AHR Expo in Chicago**. The 2018 Winter Conference will be held January 20-24, at the Palmer House Hilton. The AHR Expo will be January 22-24, at McCormick Place. Your ASHRAE Winter Conference registration badge will provide entry into the AHR Expo.

**AHR Expo**

The AHR Expo hosts more than 2,000 exhibitors and attracts crowds of 65,000 industry professionals from every state in America and 165 countries worldwide. There are three distinct product sections within the expo show floor: the **Building Automation and Control Showcase**, the **Software Center**, and the **Indoor Air Quality Association Pavilion**. In addition to exhibitor presentations, demonstrations and seminars, the AHR Expo Innovation Awards will honor the most inventive and original products, systems and technologies showcased at the Expo.

**2018 Winter Conference Technical Program**

The Winter Conference includes eight tracks featuring more than 200 presentations and 300 speakers. In addition to the tracks below, a Refrigerant mini-track and a Residential mini-track will be presented at the AHR Expo. Additional Technical Program information will be coming soon. **Conference Tracks include:**

- Systems and Equipment
- Fundamentals and Applications
- Standards, Guidelines and Codes
- Earth, Wind & Fire
- Transportation IAQ and Air Conditioning
- Tall Buildings
- Modeling Throughout the Building Life Cycle
- Heat Exchange Equipment
Plenary

Saturday, January 20 | 3:15 p.m.

Keynote Speaker Debbie Sterling is Founder and CEO of GoldieBlox, an award winning company on a mission to "disrupt the pink aisle" with toys, games, and media for girls. Debbie is an engineer, entrepreneur, and one of the leaders in the movement toward getting girls interested in science, technology, engineering, and math. She was named TIME's "Person of the Moment," Business Insider's "30 Women Who Are Changing the World," and was recently added to Fortune Magazine's prestigious "40 Under 40" list.

Training and Certification

ASHRAE Learning Institute (ALI)

ALI will offer 4 full-day, and 16 half-day seminars during the conference. Courses include: The Commissioning Process in New & Existing Buildings; High-Performance Building Design: Applications & Future Trends; Variable Refrigerant Flow Systems: Design & Application; and 78 Designing Toward Net-Zero Energy Commercial Buildings. New and updated courses include:

- Optimizing Indoor Environment: Increasing Building Value (NEW)
- Understanding and Designing Chilled Beam Systems (NEW)
- Designing High-Performance Healthcare HVAC Systems (NEW)
- Complying with Standard 90.1-2016: HVAC/Mechanical (NEW)
- Humidity Control I and II: Principles & Applications (UPDATED)

ASHRAE Certification

Apply by December 20 to sit for an ASHRAE Certification exam in one of these key fields: Commissioning | Energy Assessment | Energy Modeling | Healthcare Facility Design | High Performance Building Design | Building Operations.

Social Events

The Welcome Party  Saturday, January 20 | 6:30 – 8:30 p.m. | Cost: $55

Meet up with old friends and make new ones at the traditional Saturday night Welcome Party. The Welcome Party will be held at the Chicago Cultural Center, a few walkable blocks from the Palmer House Hilton.
Presidents Luncheon Monday, January 22 | 12:00 – 2:00 p.m. | Cost: $45

Attend this Luncheon to hear 2017-18 ASHRAE President Bjarne Olesen provide an update on his presidential theme, "Extending Our Community." Major contributors to the ASHRAE RP Campaign will be recognized.

Members' Night Out Tuesday, January 23 | 6:15 p.m. Reception, 7:15 – 10:00 p.m.

Dinner - Cost: $55

Feeling lucky? Join us for an evening of fun with a Chicago "back room" action casino party. Here's the deal, come and test your skills or enjoy being serenaded by a local rat pack-inspired band. Dress to impress!

Tours

Check out the Tours scheduled during the conference and include your tour tickets during registration. Five (5) Technical Tours will take place at: Gas Technology Institute (GTI) Lab, Method Home Soap Manufacturing Plant, 340 On The Park, and The Plant. Four (4) General Tours are also scheduled for: Chicago Neighborhoods, Chicago Highlights 101, Chicago's Southside Hidden Highlights Tour, the Moody Tongue Brewery Tour and the Gold Coast Tour.

LEARN MORE & REGISTER
JOB OPENINGS

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
JOB OPENINGS

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 manufacture 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 for more information.
Send resumes to jobs@beardsley.com.