May 16, 2018 - ASHRAE CNY Chapter Monthly Meeting:
Time: 5:30 pm - 8:00 pm  
Location: Dinosaur BBQ, 246 W. Willow Street, Syracuse, NY13202
Presenter: Heather Platt  
Program: Water Management in Healthcare  
PDH Credit: 1
Reservations: RSVP via our website https://ashraecny.wildapricot.org

June 4-6, 2018 - HVAC Design Training:
Location: ASHRAE Headquarters, Jersey City, NJ
Registration: https://sso.ashrae.org/

June 14, 2018 - ASHRAE Annual Golf Tournament:
Time: 9:00 am - 3:00 pm  
Location: Foxfire Golf & Country Club, Baldwinsville, NY
Reservations: RSVP via our website https://ashraecny.wildapricot.org

June 14, 2018 - ASHRAE CNY Annual Clambake:
Time: 4:00 pm - 8:00 pm  
Location: Hinerwadel’s Grove, 5300 W Taft Rd, North Syracuse, NY 13212
Ticket Information: See flyer on page 15 https://ashraecny.wildapricot.org
I am sad to announce the passing of a member of the CNY ASHRAE family, Bill Clark, April 27, 2017. Bill was a 30 year employee at Carrier Corp and had attended our meetings up until last month.

The May (5/16/2018 at 7:00 PM) meeting will be attended by Heather Platt, from ASHRAE Society. Heather will be speaking on Water Management and Health Care. At this meeting we will also be installing the new Officers for the new year.

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 May 16th, 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
William E. Clark of Onondaga Hill, passed away on Friday, April 27 at Upstate Hospital. Born in Grosse Pt., Michigan to George and Hazel Clark, he attended a one-room schoolhouse grade school in South Lyon, Michigan, graduating from South Lyon High School in 1946. After working for a few years at his father's Air Conditioning School, Bill graduated from Michigan State University in 1954 with a Bachelor's degree in Mechanical Engineering.

Bill worked at Carrier Corporation for 30 years as a project engineer, and for 6 years at Crouse Hinds. During his 36 working years, he authored 26 patents. He was a member of the American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE). He was a life-long member of St. Paul's United Methodist Church, Syracuse, where he served on the Board of Trustees, was head usher, and enjoyed the St. Paul's Golf League for many years. Bill enjoyed working with Habitat for Humanity after his retirement.

Bill loved golfing, boating, gardening, home projects, traveling and playing bridge. He and his wife, Janet, traveled to all of the 50 states, as well as Europe, Ireland and Canada.

Contributions in lieu of flowers may be made to St. Paul’s United Methodist Church, 2200 Valley Drive, Syracuse 13207. Share condolences at edwardryanandson.com
PROGRAM CHAIR REPORT

I’d like to thank everyone that has come out to our meetings over the past year, it has been a great success. We had many great programs and are beginning to set them up for next year. If anyone is interested in speaking on a topic that is PDH qualified please contact me so that we can get it slated for next year. Thanks again!

-Geoff Sincavage -Program Chair

RESEARCH PROMOTION REPORT

The RP Campaign is underway and looking good at this time.

Our Clam Bake and Golf Tournament is scheduled for June 14th and we anticipate a very good turnout following the long winter and dreary spring.

Remember donations for the ASHRAE 2017-2018 RP Campaign can also be made online. See Online Contribution Form. www.ashrae.org/contribute

If you would like to contribute or donate any door prizes for the Golf Tournament or Clambake, please contact me at 315-380-5863.

Have a great spring.

Tim Anderson -RP Chair
MEMBERSHIP PROMOTION REPORT

Please welcome the following members to the CNY Ashrae Chapter:

Mr. Jian Sun  
Mr. Matthew Griggs  
Mr. Kyle Lawler  
Mr. Kannan Sugathan  
Mr. Meng Kong  
Mr. Jim Redfield Maxon  
Mr. Matthew Griggs  
Mr. Michael R Goolden  
Mr. Kyle Lawler  
Mr. Michael R Goolden  
Mr. Kannan Sugathan  
Mr. Zackary T Flanagan

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.

Derek Birdsall – Membership Promotion Chair

THANK YOU SPONSORS

VP Supply Corp
PLUMBING • HVAC • ELECTRICAL • RENEWABLE
KITCHEN • SAFETY • INDUSTRIAL
20th Annual CNYASHRAE Research Promotion Golf Tournament

Thursday, June 14th, 2018
Foxfire Golf & Country Club
Baldwinsville, NY 315-638-2930

9:00 AM (Shotgun Start)

$80 ENTRY FEE INCLUDES:

- 18 Holes Golf +½ Cart
- Coffee and Pastry at Registration
- Hot Dog or Hamburger, Chips and Soda or Draft Beer at the Turn

ADDITIONAL PRIZES WILL BE AWARDED FOR:

- 1st Place
- Closest to the Pin (2 holes)
- Longest Drive (2 holes – Men’s & Women’s)

Corporate Sponsorships:

For $125.00 we will promote your company or firm on one of the 18 holes on the golf course. Or sponsor a hole and a foursome for $400.00 total.

Provide us with your company logo and it will be included on a sign in one of the tee boxes.

Your company will also receive mention in the ASHRAE Research Annual Report and Honor Roll in addition to receiving a commemorative coin recognizing your contribution to ASHRAE Research.

Participation is limited so please send in your entry early as registration must be made no later than Thursday, June 8th.

Please select from the following:

- 1 person @ $30.00
- 2 people @ $60.00
- 3 people @ $90.00
- 4 people @ $120.00
- Hole Sponsorship @ $125.00
- Hole sponsorship and foursome @ $425.00

Email your sign-up form to Ralph Reid:

*ralph@hermanhvac.com or call with questions @ 315-455-4901

Skins will be available for the benefit of ASHRAE Research. Skins Cost is $40 p/team with ½ the proceeds awarded as prize; remainder donated to ASHRAE Research on behalf of the CNY Chapter.
When: Thursday, June 14th, 2018
Where: Foxfire Golf & Country Club
Time: Shot Gun Start @ 9:00 AM

- One Person at $80.00
- Two People at $160.00
- Three People $240.00
- A Foursome at $320.00
- Hole Sponsor $125.00
- Foursome & a Hole Sponsor $425.00

Corporate Sponsorships:
For $125.00 we will promote your company or firm on one of the 18 holes on the golf course.
Or sponsor a hole and a foursome for $425.00 total!
Provide us with your company logo and it will be included on a sign in one of the tee boxes. Donations of Logo items for door prizes, and gift bags are very welcome.

Your company will also receive mention in the ASHRAE Research Annual Report and Honor Roll. Participation is limited so please send in your entry early as registration must be made no later than June 11th, 2018.

Name:
Company:
Total $:
Phone:
Email:

E-mail your Sign-Up Form to Ralph Reid:

ralph@hermanhvac.com or call with questions @ 315-455-4901 Ext 120

Make checks payable to: Central New York ASHRAE
Mail checks to: Central New York ASHRAE
   Attn: 2016 ASHRAE Golf
   P.O. Box 2396
   Syracuse, NY 13220
It’s ASHRAE Clambake Time!!!

1941-2018

Come Join Us!

Thursday, June 14, 2018, 4—8 PM
Hinerwadel’s Grove, North Syracuse

Ticket Price — $60.00

Fun, Food, Drinks, Games and More!

The bake is a continuous buffet featuring the following:
- Steamed clams, raw clams, clam chowder, roast pig
- Fried chicken, BBQ beef and pork sandwiches
- Desserts & beer on tap!

Try Your luck!

All ticket holders qualify for Door Prize Raffles!
Major Door Prizes and 50/50 Raffles available as well!

Tickets Go On Sale May 1st!

For tickets contact Bonnie Henderson c/o Syracuse Thermal Products @ 315.437.7321
Tickets can be purchased through PayPal ($61). To purchase tickets online, visit http://centralnewyork.ashraechapters.org and click on the link “Buy Clambake Tickets.”
Mail checks payable to: CNY Chapter ASHRAE and send to:
Syracuse Thermal Products, Inc.
P.O. Box 398
East Syracuse, New York 13057

Contact Tim Anderson (tima@rl-stone.com) with any other questions.
Thank you for your ASHRAE Clambake donation!

Your generosity is appreciated!

Snow Ridge
Level I & II Training Offered – Register for Both and Save

HVAC Design: Level I – Essentials

When: June 4 – 6, 2018 | Jersey City, NJ
Cost: $1,264 (ASHRAE Member: $1,009)

Company Discount: Enroll 3 or more participants from the same company at the same time and SAVE!

ASHRAE’s HVAC Design: Level I – Essentials provides intensive, practical training for HVAC designers and others involved in the delivery of HVAC services. In three days, gain practical skills and knowledge in designing and maintaining HVAC systems that can be put to immediate use.

REGISTER NOW

- Fundamentals
- Heating/Cooling Load Calculation
- System Selections
- HVAC System and Components
- Cooling System
- Basic Design of Hydronic Systems
- Basic Design of Air Systems
- Control/BAS

BONUS! Get a FREE copy of the Duct Size Calculator (I-P & SI).

(Continued on next page)
HVAC Design: Level II – Applications

When: June 4 – 6, 2018 | Jersey City, NJ
Cost: $854 (ASHRAE Member: $699)

Company Discount: Enroll 3 or more participants from the same company at the same time and SAVE!

REGISTER NOW

Register for BOTH training sessions to save money and fast track your experience level!

ASHRAE’s HVAC Design: Level II – Applications provides instruction on HVAC system designs for experienced HVAC designers and those who complete the HVAC Design: Level I – Essentials training. In two days, gain an in-depth look into Standards 55, 62.1, 90.1, 189.1 and the Advanced Energy Design Guides. Training will focus on a range of topics including: HVAC equipment and systems, energy modeling, designing a chiller plant, and BAS controls.

- Sustainability/Green/LEED/HPB/NZEB
- Standard 55
- Standard 62.1
- Building Systems: Education Facility
- System Applications: Chiller/Boiler, Air Handlers, VAV Terminals
- Life Cycle Cost
- Building Systems: Multi-story Office Building
- Water-to-Water GSHP Option 1 Chilled Beam with DOAS
- Water-to-Water GSHP Option 2 UFAD


Your Instructors

Julia Keen, Ph.D., Fellow ASHRAE, HBDP, BEAP

Dennis Wessel, P.E., Fellow/Life Member ASHRAE, LEED® AP

View Bio >>

View Bio >>
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.

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.
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________________________ 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  

1- Controls/Instrumentation  

2- Heat Transfer Fluid Flow  

3- Pipes, valves, fittings  

4- Refg. & Lubrications  

5- Sound & Vibration  

6- Insulation  

7- Energy Recovery  

8- Food Application  

9- Health, Safety  

Ventilating & AC  

H- Air Cleaning  

J- Industrial  

K- Clean/Computer Room  

L- AC Equip. <20 tons  

M- AC Equip. 20-200 tons  

N- AC Equip. >200 tons  

P- Air Handling Systems  

Q- Evaporative Coolers  

R- IEQ  

Heating  

A- Hydronic  

B- Forced Air  

C- Steam  

D- Process  

E- Service Water  

F- Solar  

G- Radiant  

Refrigeration  

S- Unitary Refrigeration  

T- Commercial Refg.  

U- Industrial Refg.  

V- Process Refg.  

W- Low Temp (<60F)  

X- Refg. Components  

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

**Which best describes your firm?**  

11- Consulting Eng.  

12- Architectural & Eng  

15- Design/Build  

21- Contractor  

26- Property Mgmt & Dev.  

31- Industrial Facility Mgt.  

41- Commercial Facility Mgt.  

42- Gov't, Healthcare, Education  

43- Utility  

51- Manufacturer  

61- Manufacturer's Rep.  

62- Sales Engineering  

71- Wholesaler/Dist.  

83- Library  

84- Association  

91- Other  

**Which best describes your title?**  

A- Corporate Level  

AA- Engineering Mgmt  

B- President  

BB- Engineering Staff  

C- Partner  

D- Associate  

E- Owner  

F- Vice President  

G- VP/Chief Engineer  

K- Design Engineer  

L- Proj./Application Eng.  

O- Facility Eng./Mngr.  

P- Research/Dev/Projmnt.  

Q- Sales Engineer  

S- Purchasing Agent  

T- Drafterperson  

U- Estimator  

W- Technician  

X- Professor  

ZZ- Other  

**Which best describes your function?**  

1- Design/Application  

2- Manufacturing  

3- Maintenance Operations  

4- Management  

5- Sales  

6- Research  

7- Teaching  

8- Other  


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 chose 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)  

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

5. Signature.  

sign  

date  

7. Payment. □ $202 (3 years: $215-$78-$103) □ $21 (First year only)  

□ Visa □ Mastercard □ Amex □ Diner's Club □ Check/money order**  

Card # ___________________________ CVV _______ Expiration Date ___/___/____ (MM) (YY)  

Total Amount: ___________________________ Signature  

CHECKS ACCEPTED IN US AND CANADIAN FUNDS. CREDIT CARDS 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/privacy policy 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.

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

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.
1. Contact Information.

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Primary Address: 
This is a [ ] Home [ ] Business
Company Name:

Address:
City: State/Province:
Zip/Postal: Country:

Alternate Address: 
This is a [ ] Home [ ] Business
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 — $32 for first year/$20 for second year/$20 for third year (new member under 30)
- Reinstatement of previous membership: Previous member number:

2a. Biographical Information. ONLY Member Grade applicants must complete this section.

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<th>School</th>
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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
- C: Partner
- D: Associate
- E: Owner
- F: Foreman
- G: VP Eng.
- H: Design Engineer
- I: Sales Engineer
- J: Facility
- K: R&D

Which best describes your firm?

- 11: Consulting Eng.
- 12: Architectural & Eng.
- 13: Design/Build
- 14: Contractor
- 26: Property Mgmt & Dev.
- 31: Industrial Facility
- 41: Commercial Facility
- 42: Gov't, Health, Education
- 43: Utility

Which best describes your function?

- 1: Design/Application
- 2: Manufacturing
- 3: Maintenance
- 4: Management
- 5: Sales
- 6: Research
- 7: Teaching
- 8: Other


Enter the code for your area of interest from the list below:

- Heating
- Refrigeration
- A: Hydronic
- B: Unitary Refrigeration
- C: Steam
- T: Commercial Refr.
- D: Process
- U: Industrial Refr.
- E: Service Water
- V: Process Refr.
- F: Solar
- W: Low Temp (<60F)
- G: Radiant
- X: Refr. Components

5. Handbook Preference. 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 to print a copy of the ASHRAE Handbook in addition to this subscription, please choose either EPIC or SL version below. Handbooks are printed and mailed to members annually in June.

- EPIC (inch/pound units), print with PDF
- SI (metric units), print with PDF
- PDF ONLY (EPIC & 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.

- Credit Card: [ ] Visa [ ] Mastercard [ ] Amex [ ] Diner's Club [ ] Check/Money Order

Card #: Expiration Date / Year:

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 __________________________
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.
Agrana GROUP/ Fruit Division
Agrana Fruit US, Inc. Lysander NY USA

Agrana Fruit US, Inc., a global leader in the production of fruit preparations for the dairy industry, is seeking qualified candidates to fill an immediate opportunity in the company’s Lysander, NY facility. This is an excellent opportunity to work with a fast growing manufacturer.

Qualified candidates should have experience in mechanical, pneumatic, plumbing, and electrical repairs in a manufacturing environment. The ideal candidate will possess good computer skills with experience in MP2 or other computerized work order system a plus. Some weekend work is required. High school diploma or a GED is also required.

Responsibilities include troubleshooting and repair of plumbing related issues, installation of new building and processing equipment, pneumatic installation and repairs, maintenance of existing mechanical and electrical systems, participation in plant continuous improvement initiatives and projects, and active participation in the preventive maintenance program.

Job Specifics:

Electrical
• Troubleshoot and install equipment and machinery using electrical schematics.
• Knowledge of motor components and controls.
• Knowledge of installation of conduit and related fittings.
• Ability to size wire for proper applications • Basic knowledge of PLC (Programmable Logic Controllers) and related components.

Hydraulics
• Troubleshoot and repair simple hydraulic systems and related components.
• Ability to follow hydraulic print.

Pneumatics
• Practical knowledge of pneumatic systems and related controls.
• Ability to troubleshoot systems as needed.

Welding
• Practical maintenance welding ability in TIG (Tungsten Inert Gas).

Plumbing/ Pipe Fitting
• Ability to install or repair copper or steel pipe and related fittings.

(Continued on next page)
JOB OPENING CONTINUED

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Agrana Fruit US, Inc. Lysander NY USA

Refrigeration
• Knowledge of refrigeration and related equipment.
• Maintain proper levels of housekeeping.

General
• Ability to maintain plant facility, grounds, structure and related equipment.
• Maintain and repair powered and non-powered rolling equipment.
• Ability to perform preventative maintenance and calibration of small equipment per instructions.
• Follow all safety rules and regulations • Perform other duties as directed by supervisor • Observe all GMP’s, HAACP’s, good housekeeping and safety rules & regulations • Completion of all individual training as outlined by the training matrix or management training schedule

We offer a competitive wage structure with shift differential, a monthly bonus program and a comprehensive benefits package including health, life, dental, and 401k plans, as well as paid vacation and personal time

Apply in person at Agrana Fruit, 8864 Sixty Rd., Baldwinsville, NY 13027

Equal Opportunity Employer
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

NORtheast HVAC Solutions, Inc.
Manufacturers' Representative of Heating, Ventilating & Air Conditioning

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