# ASHRAE CNY NEWSLETTER

**APRIL 2018**

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THE PRESIDENT’S MESSAGE

I want to start by thanking Ron Westbrook for providing an excellent program on Society Level Activities and Bill Walter for assisting with the presentation. Also, thank you to Carrier Corporation for sponsoring Carrier History Night and providing an excellent meal, the meeting was well attended.

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 April 11th, 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. We have received some donations from local contractor and vendor, If you want to provide any assistance, please contact Charlie Bertuch or myself.

Cordially,

Steven Sill - CNY ASHRAE Chapter President

THANK YOU SPONSORS

VP Supply Corp
PLUMBING • HVAC • ELECTRICAL • RENEWABLE
KITCHEN • SAFETY • INDUSTRIAL

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## 2018-2019 Slate of Officers

It’s an honor to present to the membership of ASHRAE Central New York Chapter our proposed slate of chapter officers and board members for ASHRAE 2018-2019 year.

<table>
<thead>
<tr>
<th>Role</th>
<th>Name</th>
<th>Organization</th>
</tr>
</thead>
<tbody>
<tr>
<td>President</td>
<td>Chonghui Liu (CL)</td>
<td>IPD Engineering</td>
</tr>
<tr>
<td>President Elect</td>
<td>Geoff Sincavage</td>
<td>JCI</td>
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<tr>
<td>VP &amp; Chapter Technology Transfer Committee</td>
<td>Enrica Galasso</td>
<td>Carrier UTC</td>
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<tr>
<td>Secretary</td>
<td>Matt Clark</td>
<td>Carrier UTC</td>
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<tr>
<td>Treasurer</td>
<td>Chris Devins</td>
<td>Trane</td>
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<tr>
<td>Membership Promotion</td>
<td>Derek Birdsall</td>
<td>Carrier UTC</td>
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<tr>
<td>Research Promotion</td>
<td>Tim Anderson</td>
<td>RL Stone</td>
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<tr>
<td>Student Activities</td>
<td>Andrew Brownell</td>
<td>Carrier UTC</td>
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<tr>
<td>Historian</td>
<td>Bill Walter</td>
<td>Carrier UTC</td>
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<tr>
<td>Hospitality</td>
<td>Andrew Brownell</td>
<td>Carrier UTC</td>
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<td>YEA</td>
<td>Zack DeHaas</td>
<td>Daikin Applied</td>
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<tr>
<td>Webmaster</td>
<td>Richard Kimball</td>
<td>USGBC</td>
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<tr>
<td>Grassroots Government Advocacy Committee</td>
<td>Brendan Hall</td>
<td>IPD Engineering</td>
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<tr>
<td>Chapter Refrigeration Chair</td>
<td>Charles Bertuch</td>
<td>Bergmann</td>
</tr>
<tr>
<td>HVAC Trade Show Chair</td>
<td>John Macblane</td>
<td>IPD Engineering</td>
</tr>
<tr>
<td>Chapter Clambake Chair</td>
<td>Steve Sill</td>
<td>Willard</td>
</tr>
<tr>
<td>Chapter STEM Champion</td>
<td>Steve Sill</td>
<td>Willard</td>
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<tr>
<td>CNY Steamboat Challenge</td>
<td>Chonghui Liu (CL)</td>
<td>IPD Engineering</td>
</tr>
<tr>
<td>CNY Engineering Expo – ASHRAE</td>
<td>Chonghui Liu (CL)</td>
<td>IPD Engineering</td>
</tr>
<tr>
<td>Past President</td>
<td>Steve Sill</td>
<td>Willard</td>
</tr>
</tbody>
</table>

Please join us on the April 11th meeting at the Dinosaur BBQ to cast your vote as an ASHRAE member. Please let me know if you have any questions, and I hope to see you at the meeting!

Sincerely,

Chonghui Liu (CL)

President Elect
For the past several years, the CNY Chapter has presented an award to a member who has distinguished themselves over many years of service to the Chapter, Society, or HVAC Industry. Previous winners include Paul Britton, Edgar Galson, and Chris Martin. This year, the Chapter has chosen Dr. Jianshun “Jensen” Zhang.

Dr. Zhang has been a Professor of Mechanical and Aerospace Engineering at Syracuse University since 1999. In 2000 he revived the dormant ASHRAE Student Chapter at SU and has served as its faculty advisor ever since. Over his tenure, he has been academic advisor to more than 20 PhD and 30 Masters degree students who have gone on to make a significant impact on the field of indoor air quality and building energy efficiency nationally and internationally.

Dr. Zhang is an elected Fellow of ASHRAE, and received the ASHRAE Distinguished Service Award in 2008. He has served on several ASHRAE Technical Committees, including 4.3, 4.10, 5.3, 5.8, 2.3, and 2.4. He also served as a member of the Research Administration Committee, Chair of the Environmental Health Committee, and the Chair of Indoor Environmental Modeling committee, contributed to the writing of the ASHRAE Standard 145.1 on sorbent media testing for air cleaning devices. He currently serves as the Chair of the Project Monitoring Committee on developing ASHRAE’s Residential Building Indoor Air Quality Guide. He is Principle Investigator of two (2) active and five (5) previous ASHRAE-sponsored research projects.

He has authored/co-authored more than 100 peer-reviewed journal papers and 100+ refereed conference papers. He is currently an Associate Editor of the ASHRAE Research Journal: Science and Technology for the Built Environment.

Among Dr. Zhang’s current research projects is the Virtual Design Studio. Sponsored by the US Department of Energy and the Syracuse Center of Excellence, the Design Studio is a designer–oriented software tool for architects and engineers for performance-based building design. He is also part of a (7) nation team that is developing combined heat, air, moisture, and pollutant simulation (CHAMPS) software for building system design and optimization.

Another major area of interest is IAQ research focusing on integration of source control, air cleaning and ventilation technologies. Much of this research takes place in the specialized Building Energy and Environment Systems (BEESL) lab at SU.

Finally, Dr. Zhang, Syracuse University, and Syracuse COE will be hosting the International Building Physics Conference in Syracuse this fall. The theme of this prestigious event is Healthy, Intelligent and Resilient Buildings and Urban Environments, and will feature speakers and researchers from all over the world.

In recognition of his long contribution to ASHRAE, higher education, and his work in HVAC and IAQ fields, the Central New York Chapter of ASHRAE is pleased to honor Dr. Jensen Zhang.
GOVERNMENT ADVOCACY REPORT

- The New York Day on the Hill will be on June 5th in Albany. If you are interested in participating contact me by email.

- The Department of Public Safety and NYSERDA are continuing to work on recommendations for a new energy efficiency initiative to be proposed on Earth Day of this year. I participated in a stakeholder forum on March 5th on Advanced Building Codes to emphasize the work that ASHRAE has done in this area. Cost (not surprisingly) and educating engineers, contractors, and owners on meeting more advanced energy codes were potential difficulties that were identified. Several potential solutions and areas of emphasis were offered by the participants to be considered by the state agencies. My understanding is that at the time of the announcement, a white paper will be released for public comment outlining the recommendations to the Governor.

- The 2018 NYS Stretch Energy Code was just released for comment. It is a modified version of IECC 2018 that will be available for local municipalities to adopt. Initial modeling indicates that it is 18% more efficient than ASHRAE 90.1-2016. Buildings can choose from improved envelope and glazing, reduced lighting, and more efficient HVAC options. They must also provide one of a variety of power generation options that include on-site solar, community solar, demand response, detailed energy monitoring, or electric vehicle charging stations. Both prescriptive and modeling pathways are available for compliance. Those wishing to review and comment have until April 3rd.

https://www.nyserda.ny.gov/All-Programs/Programs/Energy-Code-Training/NYStretch-Code-Energy-2018

More Tax News

A couple of items from the Federal spending bill that was passed in February

- Geothermal Heat Pump tax credits were reinstated.
- 179d tax deductions for energy efficiency improvements were retroactively extended 1 year to included buildings placed into service in 2017.

One last item from the 2017 Tax Reform bill that I had overlooked previously was the modification of equipment deductions. The bill modified how HVAC equipment is treated in respect to the period of depreciation. Now you are allowed to deduct the full cost (up to $1 million per year, $2.5 million total) of new equipment, just the same as other equipment. Previously new HVAC equipment was considered a capital improvement and was required to be depreciated over 39 years. This allows commercial customers to realize a 21% discount on new equipment, which will hopefully drive additional business this year.

Brendan Hall
Grassroots Government Advocacy Chair
bhall@ipdengineering.com
On April 11\textsuperscript{th} we will have the pleasure of welcoming ASHRAE Distinguished Lecturer Dr. Kishor Khankari.

Dr. Khankari, Ph.D. is President and owner at AnSight LLC in Ann Arbor. He provides engineering solutions and insights through Physics based simulations and CFD analysis. Kishor has several years of experience in providing optimized HVAC solutions to a wide variety of applications involving external wind engineering, plume dispersion, displacement ventilation, natural ventilation, radiant heating and cooling, and indoor air quality and thermal comfort optimization for office spaces, patient rooms, operating rooms, cleanrooms, justice facilities, data centers, and warehouses. Dr. Khankari has developed a patented technology of a wind band design of exhaust fan assembly systems. He has developed several easy-to-use analytical software tools which are regularly used by design engineers in a variety companies including those in HVAC industry, critical facilities, and automotive industries.

A noted expert in CFD, he has a Ph.D. from the University of Minnesota and has been regularly published in several technical journals and trade magazines. Dr. Khankari has made more than 60 DL presentations worldwide on topics related to design and optimization of HVAC systems and also at various technical conferences and professional meetings.

Dr. Kishor Khankari is a Fellow member of ASHRAE and a recipient of ASHRAE Distinguished and Exceptional Service Award. He is a past President of Detroit ASHRAE Chapter. He is a past Chair of ASHRAE Technical Committee TC9.11 Clean Spaces and Chair of Research Administration Committee (RAC) at national level. He is currently leading a new Multi Task Group (MTG) on Air Change Rates. Dr. Khankari’s presentation topic will be “Applications of Computational Fluid Dynamics (CFD) for Built Environment.” I look forward to a great turnout.

- John MacBlane
jmacblane@ipdengineering.com
March 27, 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. This was History month and as usual Carrier Corporation sponsored the meeting and the chapter sponsored the social hour. The meeting was free to all those in attendance. We invited all past presidents and life members to the meeting in which they were recognized. This year we also honored Dr. Jianhun Zhang for all of his contributions to research and education in HVAC and IAQ, and for his support of the Syracuse University Student Chapter of ASHRAE. Finally, Ron Westbrook was the main program speaker and provided us with an update on the ASHRAE Society Level Activities and on how our chapter members can sign up and participate.

We requested nominations, from the members, for next year’s officers and board of governor’s positions. The election will take place next meeting.
I will take this opportunity to announce that I will be stepping out of the chapter Historian position to better enjoy my retirement and family. I hope to do a little more travel, enjoy my new grandson and manage my personal business as a commercial landlord.

Please join us for our next meeting on April 11, 2018 5:30 PM for the election of our new officers.

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
**STUDENT ACTIVITIES UPDATE**

Student activities is currently working on a project with the Syracuse Resettlement Transitional Housing and are looking for some equipment donations as well as some student volunteers from our CNY chapter to help this organization with this project. If interested please reach out to Chuck Bertuch.

Thank you,

-Richard D’Ambrosia, Student Activities Chair

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**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.
YEA vs TOY Cornhole Tournament:

On February 1st, the chapter held its first ever YEA vs TOY cornhole tournament. There was a great showing with 9 teams competing. Each team played two qualification matches followed by a single elimination bracket. After some great matches, Derek Birdsall and Pat Riley were crowned champions.

ASHRAE Snow Day:

On February 23rd the Rochester and CNY chapters hosted ASHRAE’s first Snow day at Hunt Hollow in Naples, New York. With 22 people in attendance, everyone was able to network and enjoy the slopes together. Both chapters plan to continue this event in the future and are excited to watch it grow.
Location: Dinosaur BBQ

Attendees: Chonghui Liu, Assis Flores, Mark Yonnick, Steve Sill, John MacBlane, Enrica Galasso, Chris Devins, Charlie Bertuch, Andrew Brownell, Matt Clark, Tim Anderson

Meeting Started: 4:33 PM

- Motion: Approve Previous meeting minutes
- Moved by: Enrica
- Seconded by: Mark Yonnick
- Vote count: For: 11 Against: 0 Abstained: 0

Officer Reports

President:
(S. Sill) – No report

President Elect:
(C. Liu) – No report

Vice President & Programs:
(G. Sincavage) – No report

Secretary:
(C. Devins) – No report

Treasurer:
(E. Galasso) – discussed treasurer’s report, also discussed that moving forward the website admin and authorized user both need to be changed to the treasurer each month
- Motion: Approve treasurer’s report
- Moved by: Chris Devins
- Second: Matt Clark
- Vote count: For: 10 Against: 0 Abstained: 1

(Continued on next page)
Committee Reports

CTTC:
(J. MacBlane): Next year’s CTTC chair to include speaker bio on the website, and the newsletter for the prior month should include the next month’s speaker info

Research Promotion:
(T. Anderson) – Sending out flyer for the clambake, needs to be send out to members. Will be following up with Ralph Reid to make sure he’s handling the tournament,

Refrigeration Chair:
(C. Bertuch) – No report

Student Activities:
(R. D’Ambrosia) – No report

Membership Promotion:
(D. Birdsall) – No report

YEA:
(M. Clark) – Ski event had a great turnout, heavy Rochester attendance. YEA training is coming up 4/30 at the CofE, no PDH associated with it, chapter is providing lunch.

Hospitality:
(A. Brownell) – Don’t forget to sign up for each month if you’re going, even if you’re on the board (STEVE SILL)

Historian:
(A. Flores) – Resigning from the historian position at the end of the year

Electronic Communications:
(R. Kimball) – No report

Honors & Awards:
(S. Sill) – No report
Grassroots Gov’t Affairs:

- (B. Hall) – On March 5th I attended and participated in a Department of Public Service forum on Advanced Building Codes in New York City. The forum is an stakeholder engagement effort as a part of a new energy efficiency initiative to be announced at the end of April. In April a white paper will be released for public comment outlining the recommendations to the Governor for the initiative.
  - One topic that came up repeatedly was a need for more education on how to meet the energy code, this is an area where we may have an opportunity to contribute.
- NYS Stretch Code was just released for comment. Those wishing to comment have until 3/27.
  - Pricilla Richards is the lead at NYSERDA on the stretch code effort, I am going to meet with her while she is here for the green building conference to see where we may be able to help with that roll out. Any suggestions are welcome.
- Day on the Hill will be June 5th. A website to advertise the info to membership is being developed.

Clambake/ Golf Tournament:

(Tim Anderson/Ralph Reid) – No report

Sustainability Committee:

(Charlie Bertuch) – Progress is slow going, waiting on NYSERDA, looking to get an update on the load calc (Richard Kimball) and what JCI is willing to sponsor.

Unfinished Business:

- PAOE
  - Update your points as we go

New Business:

- Motion: Chapter to sponsor open bar for March meeting
  - Moved by: Mark Yonnick
  - Seconded by: Steve Sill
  - Vote count: For: 11 Against: 0 Abstained: 0
- Dr. Zhang is looking for sponsorships for a few different opportunities
  - Senior design project: $5,000
  - 7th International Building Physics Conference: Minimum sponsorship is $1,000

Next Month Meeting: Dinosaur BBQ

Meeting Adjourned: 5:23 PM

- Motion: Meeting adjourned
- Moved by: Chris Devins
- Seconded by: Tim Anderson
- Vote count: For: 11 Against: 0 Abstained: 0
It’s ASHRAE Clambake Time!!!

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.
ASHRAE Membership Application
Save Time. Join Online at www.ashrae.org/join

Prices shown are valid from July 1, 2017 through June 30, 2018

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’s 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 ASHRAE©Exchange.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

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1. Contact Information
   - Name ____________________________
   - (First) __________________________
   - (Middle) _________________________
   - (Last) ___________________________
   - (Designation) ____________________

   - Primary Address ____________________________
   - Alternate Address __________________________

   - Company Name ____________________________
   - Company Name ____________________________

   - Address ____________________________
   - Address ____________________________

   - City ____________________________
   - City ____________________________

   - State/Province ____________________________
   - State/Province ____________________________

   - Country ____________________________
   - Country ____________________________

   - Zip/Postal __________
   - Zip/Postal __________

   - E-mail ____________________________
   - Alternate E-Mail ____________________________

   - Cell ____________________________
   - Preferred Chapter ____________________________

2. Member Grade
   - Member — $206 (must complete section 2a)
   - Associate Member — $206
   - Affiliate 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 Affiliate grade applicants do not complete to 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
   - Which best describes your title? ____________________________
     - B- President
     - C- Partner
     - D- Associate
     - E- Owner
     - F- President
     - G- Vice President
     - H- GM/MD
     - I- Director
     - J- Manager
     - K- Engineer
     - L- Designer/Architect
     - M- Architect
     - N- Architectural
     - O- Consultant
     - P- Sales Engineer
     - Q- Technical
     - R- General Contractor
     - S- Purchasing Agent
     - T- Draftsperson
     - U- Estimator
     - W- Technician
     - X- Instructor
     - Y- Professor
     - Z- Librarian
     - ZZ- Other

   - Which best describes your firm? ____________________________
     - 11- Consulting Eng.
     - 12- Architectural & Eng.
     - 13- Design/Build
     - 21- 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

4. Areas of HVAC&R Interest
   - Inter the code for your area of interest from the list below:
     - Code: ____________________________
       - Heating
       - Refrigeration
       - A - Hydronic
       - S - Unitary Refrigeration
       - B - Forced Air
       - T - Commercial Refg.
       - C - Steam
       - U - Industrial Refg.
       - D - Process
       - V - Process Refg.
       - E - Service Water
       - W - Low Temp (<60F)
       - F - Solar
       - X - Reig. Components
       - G - Radiant
       - R - IEQ
       - Ventilating & AC
       - 1- Controls/Instrumentation
       - H - HVAC Cleaning
       - 2- Heat Transfer Fluid Flow
       - J - Industrial
       - 3- Pipes, valves, fittings
       - K - Clean/Computer Room
       - 4- Refg. & Lubrications
       - L - AC Equip, <20 tons
       - 5- Sound & Vibration
       - M - AC Equip, 20-200 tons
       - 6- Insulation
       - N - AC Equip, >200 tons
       - 7- Energy Recovery
       - O - Air Handling Systems
       - 8- Food Application
       - P - Evaporative Coolers
       - 9- Health, Safety
       - Q - IEQ
       - R - Comminisioning

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 a hardcopy of the ASHRAE Handbook in addition to this subscription, please choose either IP or SL version below.
   - IP: inch/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
   - [ ] Diner’s Club
   - [ ] Check/money order
   - [ ] [ ] Expiration Date _________ / _________
   - Card # ____________________________
   - 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.

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. □ 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 spon-
or. 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) (Day) (Year)
Total Amount: __________________ Signature __________________________________
CHECKS WILL BE ACCEPTED IN US AND CANADIAN FUNDS. CREDIT CARD PAYMENTS 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
JOB OPENINGS

NORTHEAST HVAC SOLUTIONS, INC.

Manufacturers' Representative of Heating, Ventilating & Air Conditioning

898 ROUTE 146 • PO BOX 425
CLIFTON PARK, NY 12065
PHONE: 518-383-2111
FAX: 518-383-8254

13 DWIGHT PARK DR. • PO BOX 236
SYRACUSE, NY 13209
PHONE: 315-451-4130
FAX: 315-451-5343
EMAIL: S A L E S @ N E H V A C S O L U T I O N S . C O M
WWW.NEHVACSOLUTIONS.COM

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
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.