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December 13, 2017 - ASHRAE CNY Chapter Monthly Meeting:
Time: 5:30 pm - 8:00 pm
Location: Dinosaur BBQ, 246 W. Willow Street, Syracuse, NY 13202
Presenter: Eagle Bay Refrigeration
PDH Credit: 1
Reservations: RSVP via our website https://ashraecnyc.wildapricot.org

December 19, 2017 - YEA Event:
Time: 5:00 pm
Location: AL’s Wine and Whiskey Lounge, 321 S. Clinton Street, Syracuse, NY 13202
Registration: https://ashraecnyc.wildapricot.org

January 10, 2017 - ASHRAE CNY Chapter Monthly Meeting:
Time: 5:30 pm - 8:00 pm
Location: Dinosaur BBQ, 246 W. Willow Street, Syracuse, NY 13202
Presenter: Fulton Boiler
Program: Condensing Boiler Combustion Technologies
PDH Credit: 1
Reservations: RSVP via our website https://ashraecnyc.wildapricot.org

February 07, 2017 - ASHRAE CNY Chapter Monthly Meeting:
Time: 5:30 pm - 8:00 pm
Location: Dinosaur BBQ, 246 W. Willow Street, Syracuse, NY 13202
Presenter: Johnson Controls
Program: New Technology in BAS systems
PDH Credit: 1
Reservations: RSVP via our website https://ashraecnyc.wildapricot.org
**I hope everyone** has had a Happy and Safe Thanksgiving holiday and all the black Friday sales. I would like to say thank you to Chris Bove and Tim Anderson from R.L. Stone for providing an excellent program for last month. Would also like to say thank you to Mike Newtown for bringing down the students for student activities night and the great support from our membership for them.

This month’s theme will be RP donor recognition night for the tremendous support that the chapter gets for its two big fundraisers. If you have not made a contribution to Research and Promotion yet, please contact Tim Anderson to contribute today. Last, I would like to give a big thank you to our Membership and Promotion Chair Derek Birdsall. He is doing an excellent job in keeping the chapter membership up and currently it is at 248. If you are thinking of joining or in need of paying your dues, please contact Derek.

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 December 13 at the Dinosaur BBQ.

*Sincerely,*

*Steven Sill,*

CNY ASHRAE Chapter President

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**PROGRAM CHAIR REPORT**

We are continuing to have great turnouts for our meetings and hope that everyone is getting useful info from them. Our next meeting and presentation will be in a few weeks on Low Condensing Optimized Scroll Compressors by Eagle Bay Refrigeration. For more details please see our [website](#).

-Geoff Sincavage, Program Chair
CHAPTER TECHNOLOGY TRANSFER CHAIR REPORT

ASHRAE Technology Awards Program Overview

Effective energy utilization is just one of several aspects of facility and building design. The ASHRAE Technology Awards program recognizes, on an international scale, successful applications of innovative design, which incorporate ASHRAE standards for effective energy management, indoor air quality, and good mechanical design.

The purpose of the ASHRAE Technology Awards is threefold:

1. To recognize ASHRAE members who design and/or conceive innovative technological concepts that are proven through actual operating data.
2. To communicate innovative systems design to other ASHRAE members.
3. To highlight technological achievements of ASHRAE to others, including associated professionals and societies worldwide, as well as building and facility owners.

All current members of ASHRAE may submit entries. Entrants must have had a significant role in the design or development of the project.

Chapter entries are due March 30, 2018. Regional entries must be submitted by chapters to the RVC by approximately May 15 (exact time set by RVC). The RVC must submit entries from the regional competition to ASHRAE Headquarters by September 1.

For more information on how to apply contact John MacBlane, Chapter CTTC Chair, jmacblane@ipdengineering.com.

You can also visit ASHRAE’s website, https://www.ashrae.org/membership--conferences/honors--awards/technology-awards-program-overview.

STUDENT ACTIVITIES UPDATE

This past month Student Activities has been working with students from the surrounding schools with the application process for the student scholarships. We are also working on a nomination for the ASHRAE E.K Cambell Award. The nominee is Dr. Jianshun Zhang from Syracuse University.

-Richard D’Ambrosia, Student Activities Chair
ASHRAE Earns Prestigious UN Environment Award for Dedication in Advancing Montreal Protocol

ASHRAE has received the prestigious Partnership Award from the United Nations Environment Program's (UN Environment) Ozone Secretariat for its extraordinary commitment and contribution to the progress and achievements of the Montreal Protocol on Substances that Deplete the Ozone Layer, which is celebrating its 30th anniversary.

"We could not be more pleased to have earned this recognition. Receiving the Partnership Award is a great honor and acknowledgment of the tireless work ASHRAE and our members are doing to support the phase-out activities of ozone-depleting substances around the world," said 2017-2018 ASHRAE President Bjarne W. Olesen, Ph.D. "We are proud to be a part of this initiative and look forward to continuing our partnership with UN Environment as we work toward a more sustainable built environment."

Commonly referred to as "the treaty that saved the ozone layer," the Montreal Protocol, signed in 1987, is an international agreement designed to substantially reduce emissions of substances that deplete the stratospheric ozone layer. The Protocol has led to the phase-out of more than 99 percent of nearly 100 ozone-depleting chemicals and significantly contributed to climate change mitigation, according to UN Environment.

"I congratulate ASHRAE for this well-deserved award honoring its exceptional efforts to support the advancement of technologies which help protect the ozone layer. We appreciate the organization's dedication to the Montreal Protocol and its contribution to the success of the treaty," said Tina Birmpili, head of the Ozone Secretariat.

Tax Reform Update

As you may know, there is an effort going through congress currently to make considerable revisions the tax code. I want to keep you updated as to the proposed provisions that specifically effect the HVAC and building industry.

The house bill passed last week that had several provisions of interest, however since the bill as a whole does not comply with Senate budget reconciliation rules it is more likely that a final bill would be based off the proposed Senate bill. Items of note in the Senate bill:

- A provision that would reclassify logo licensing revenues earned by not-for-profit organizations as being subject to unrelated business income tax (UBIT). Not-for-profits like ASHRAE are exempted from paying income tax. The concept of UBIT is that not-for-profits must pay income tax on revenues earned outside of the core mission of the organization. If not-for-profit logo royalties are reclassified as being taxable, ASHRAE could lose an estimated $1.1 million in revenues. Society is attempting to lobby against this.
- Geothermal heat pump credits are currently not included (They were included in the House Bill), although there is an amendment to be considered to include them.
- The AIA (American Institute of Architects) is actively pushing for these provisions to be included:
  - 179d commercial energy efficiency deductions are not included.
  - Historic tax credits are still included but the cap is reduced from 20% to 10% of project expenses.
  - Professional services are still excluded from the revisions to the pass through tax rate.

Unfortunately, since NY has 2 democratic senators who are already against the bill, there is not much to be done on our end other than wait and see.

All of this is very up in the air and I will update you all in January with what transpires.

-Brendan Hall, Government Affairs
November 28, 2017

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 and we had a great turnout. We also had a great program on Energy and Flow Measurements for Hydronic Systems. 1 PDH credit was also given to those in attendance. Chris Cobe from RL Stone and Mike Rivers from Onicon were the presenters and meeting sponsors. Thanks to RL Stone.

Due to personal and professional reasons Ryan Voorhees resigned from the Hospitality Committee and a new member Andrew Cary has been assigned to the position. Please congratulate and welcome Andy to his new position.
If you are not joining us in these meeting, just look at what you are missing. A great social time, professional enlightenment and great food!!!

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
RP Campaign is underway.
The RP Campaign is an annual fundraising campaign that benefits the funding of numerous ASHRAE Programs.

- ASHRAE Research
- ASHRAE Scholarships for undergraduate students.
- ASHRAE Learning Institute (ALI) development of new courses & materials  Graduate Research Projects (Grants-in-Aid)
- Young Engineers in ASHRAE (YEA)
- Leadership Training  Permanently endowed support to all of the above programs
- ASHRAE General Fund

The RP Campaign raises over $2.2 million a year from over 6,000 donors. These donors are made up of ASHRAE Members, industry associations, and industry organizations.

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

Work in currently underway for the annual **Golf Tournament** and **Clambake**. Details to follow.

- **Tim Anderson**, RP Chair

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The Chapter has two community project underway in Central New York. As noted in the November newsletter, a significant effort is underway at the Oswego County Opportunities transitional living home in Fulton. The Chapter is donating $20,000 from our investment fund and working with local service providers, contractors, and equipment vendors to improve energy efficiency and comfort at the home. Over the past few weeks we have applied for NYSERDA funding to help with weatherization of the building. A hazardous materials inspection is scheduled for early December. Chapter members are encouraged to contact Steve Sill to see how you can get involved in this meaningful project.

The Chapter has also been awarded $2,300 from Region I to assist the Center for New Americans improve the heating system at a soon to be purchased home for newly arrived refugees in Syracuse. Expect to hear more about this in the coming months.

- **Charles Bertuch**, Chapter Refrigeration Chair
TUESDAY, DECEMBER 19TH
@ 5:00 PM
GAMES AND NETWORKING AT AL’S

Join us for games and networking at Al’s in armory square. The first round of drinks will be provided. Feel free to bring a guest. Please RSVP on our website.

Although this is a YEA(those under 35) event, members over 35 are cordially invited.

Contact Matt Clark for assistance with reservations or any questions: c010yea@ashrae.net
November YEA Event - Bowling:
The chapter held its first YEA event of the year on November 7th. The event took place at Flamingo Bowl in Syracuse, NY. With 12 people in attendance, the group bowled three games. Attendees were able to meet new people and learn about their roles in the HVAC industry. We hope to see attendees at future meetings and YEA events.

-Matt Clark, YEA Chair

MEMBERSHIP PROMOTION REPORT

Please welcome the following new members to the CNY Chapter!

Mr. Ray Donhauser
Mr. Bryce K Moore

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.

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

What 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.
1. Contact Information.
   - Mr. □ Miss □ Ms. □ Mrs. □ Dr.
   - *Birthday (required) _________ / _________ / _________
   - (Month) (Day) (Year)

   Name
   - (First) _________ (Middle) _________ (Last) _________ (Designation) _________

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

   Alternate Address
   - Company Name _________
   - Address _________
   - City _________ State/Province _________ Country _________ Zip/Postal _________

   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 ashsae.org.
   - □ Member — $206 (must complete section 2a)
   - □ Associate Member — $206
   - □ Affiliate Member — $52 first year/$78 second/$103 third (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 this section.

   School Location Dates of Attendance Degree/Course of Study
   __________________________________________
   __________________________________________
   __________________________________________
   __________________________________________
   __________________________________________

   Employer Location Dates of Employment Position/Title
   __________________________________________
   __________________________________________
   __________________________________________
   __________________________________________
   __________________________________________

   Professional Engineering 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? _________
   - B-P President
   - C-Partner
   - D-Director
   - E-Manager
   - F-Vice President
   - G-VP, Eng., Chief Engineer
   - H-Design Engineer/Designer
   - I-Project Application Eng.
   - J-Electrician
   - K-9 Sales Engineer
   - L-Electrical Engineer
   - M-Mechanical Engineer
   - N-Structural Engineer
   - O-Other

   Which best describes your firm? _________
   - 11-Consulting
   - 12-Architectural
   - 13-Legal
   - 14-Retail
   - 15-Manufacturing
   - 16-Law Enforcement
   - 17-Military
   - 18-Non-Profit
   - 19-Government
   - 20-Other/ Misc.

4. Areas of HVAC&R Interest. Interact the code for your area of interest from the list below:
   - Code: _________

   Heating
   - A-Hydraulic
   - B-Forced Air
   - C-Steam
   - D-Process
   - E-Service Water
   - F-Solar
   - G-Radiant

   Ventilation
   - L-Air Cleaning
   - M-Industrial
   - N-Clean/Computer Room
   - O-Air Conditioning
   - P-HVAC Equip.
   - Q-Environmental

   Refrigeration
   - S-Unitary Refrigeration
   - T-Commercial Refrigeration
   - U-Industrial Refrigeration
   - V-Process Refrigeration
   - W-Low Temp (<-50°F)
   - X-Other Refrigeration

   General Areas
   - 1-Controls/Instrumentation
   - 2-Heat Transfer Fluid Flow
   - 3-Pipes, valves, fittings
   - 4-REFG. & Lubrication
   - 5-Sound & Vibration
   - 6-Insulation
   - 7-Energy Recovery
   - 8-Food Application
   - 9-General Use
   - 10-Composting

5. Handbook Preference. New Members and Associate Members receive a 12 month complimentary subscription to the HandbookOnline, 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 check either IP or SI version below. Handbooks are printed and mailed to members annually in June.
   - IP (inch/pound units), print with PDF
   - SI (metric units), print with PDF
   - 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 any time. Contact chapter officers for amount. Add this amount to your Society dues in the "Total Amount" of the payment section below.

8. Payment. □ Visa □ Mastercard □ Amex □ Diner's Club □ Check/Money order**
   - Card #: __________________________ Expiration Date: _________ / _________ (Month) (Year)
   - 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.
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
Email: salesandservice@nehavcsolutions.com
www.nehavcsolutions.com

13 Dwight Park Dr. • PO Box 236
Syracuse, NY 13209
Phone: 315-451-4130
Fax: 315-451-5343

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@nehavcsolutions.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.