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THE PRESIDENT’S MESSAGE

I would like to start by thanking Geoff Sincavage our Program Chair for setting up a great tour of Saranac Brewery which had a great turn out. This month’s meeting will be at the Dinosaur and it will be Sensor Less Pumping by Armstrong. So go on the CNY Chapter’s website and make your reservation now. On Thursday October 19th FW Webb is hosting a Back to Basics program on Steam and Condensate Basics. This program is free and lunch will be provided and you can earn 1.5 PDH. Next month we will be having Student Activities night and will be presenting Thomas Guillfoil with a scholarship. Please plan on attending and supporting our student branches with in the Chapter. I hope everyone enjoyed last month’s program and hope to see you at this month’s program.

Sincerely,
Steven Sill,
CNY ASHRAE Chapter President

PROGRAM CHAIR REPORT

We had a great turnout for our first official gathering of the year at Saranac Brewery in September. Looking into October, we have two great programs. One is a "Back to Basics of Steam" presented by FW Webb at their office and the other is our main program for our monthly meeting on Sensorless Pumping. For more details please see our website.

-Geoff Sincavage, Program Chair
October 2017 Special Training - Steam and Condensate Basics

**Date:** Thursday, October 19, 2017

**Time:** Main Program: 9:00 AM -12:00 PM (NOTE- Revised time)

**Presenter:** FW Webb

**Location:** FW Webb 6792 Townline Rd, Syracuse, NY 13211

**Program:** Steam and Condensate Basics

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**Course Description:**

FW Webb is hosting a “Steam and Condensate Basics” training presentation at their Syracuse location on Thursday, October 19th from 9am to 12pm.

Speaker will offer a comprehensive review of steam generation, distribution and end-user / device utilization. Additionally, condensate recovery methods will be discussed as well as proper selection and application of steam trapping devices.

There is no cost to attend and the presentation offers 1.5 pdh credits.

This is a CNY ASHRAE Chapter event and a continental breakfast and lunch will be provided.

Please RSVP to Geoff Sincavage (geoff.sincavage@jci.com) as seating is limited.

FW Webb is located at 6792 Townline Road (across from the newly constructed Army Reserve Center).

**PDH Credit:** 1.5

**Cost:** - FREE

Register at our website!

[https://ashraecnıy.wildapricot.org](https://ashraecnıy.wildapricot.org)

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Note: An earlier version of this announcement incorrectly indicated that the date of this program was Wednesday, October 18, 2017. We apologize for the inconvenience.
CHAPTER TECHNOLOGY TRANSFER CHAIR REPORT

After years of being an on-again off-again participant in ASHRAE, I decided last year to try to be more active. So I am pleased to be serving as this year’s CNY Chapter Technology Transfer Chair.

I am learning as I go, but the main mission of this position is to help with the exchange of technical information between members of ASHRAE. In large part this is done through technical presentations at our monthly meetings. I encourage all members to try and get to these monthly meetings. The new venue at Dinosaur Bar-B-Q proved to be a big hit last year. We have some great programs lined up, and it is not too early to start thinking about ideas for what we would like to see down the road. Please feel free to share any thoughts with me at the email listed below.

Another part of my role will be to keep track of members earning ASHRAE certification. ASHRAE offers six certifications: BCxP – Building Commissioning Professional Certification, BEAP - Building Energy Assessment Professional Certification, BEMP - Building Energy Modeling Professional Certification, HFDP - Healthcare Facility Design Professional Certification, HBDP - High-Performance Building Design Professional Certification, and OPMP - Operations and Performance Management Professional Certification. Let me know if you have received certification and I will recognize you in future newsletters. For more information about certification please visit: https://www.ashrae.org/education-certification/certification.

I look forward to a great year. Please send me any comments, questions, or suggestions.

John MacBlane, CTTC
laxmac11@verizon.net

YEA UPDATE

2017-18 Events
There are many YEA events planned for this year, including:
- Happy Hours
- Bowling
- SU Game
- Brewery Tour
- Corn hole Tournament
- Kickball Tournament

Our first event will be held at the end of October. See our website for our calendar of events.

YEA stands for Young Engineers in ASHRAE. YEA are members 35 years and younger. Though these are YEA events, everyone is invited to come and have a good time!

Opportunities for YEA members:
YEA Leadership International, December 8-10, 2017 (Registration closes November 1st)
YEA Scholarship for HVAC Design Essentials Training – Applications open November 2017

Visit ashrae.org for more information on these opportunities and others that may become available

Reminder: If you qualify as YEA (35 and under), your first ASHRAE meeting is free!

Any questions? Please contact Matt Clark, YEA Chair – matthew.m.clark@carrier.utc.com
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, experience the social relationships and networking opportunities and keeping up with all the news in our community.

The meeting was held at Saranac Brewery in Utica, NY and the home of Utica Club. It was an interesting tour of the brewery and it was a nostalgic trip of the family business. It showed the old and new systems and technologies as the business progressed though the years. It included a museum of history and artifacts at the beginning of the tour and ended with a catered dinner at the brewery’s bar. We sampled theirs brews and visited their gift store. We appreciated Saranac Brewery for being a great host, their giving of time and providing a great tour.
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
Dear ASHRAE Chapter Presidents and Newsletter Editors:

ASHRAE chapters are the foundation on which ASHRAE is built. Your ability to influence chapter members is substantial, so we need you help to make sure the 2018 Winter Conference and the ASHRAE co-sponsored AHR Expo are record-setting events! Please help promote the events to your chapter, section and student branch members.

The ASHRAE Winter Conference takes place Jan. 20-24 at the Palmer House in Chicago. The ASHRAE co-sponsored AHR Expo takes place Jan. 22-24 at McCormick Place. Together, the AHR Expo and the Winter Conference provide you and your colleagues with a ring-side seat to the latest technological developments, educational offerings and networking opportunities.

At www.ashrae.org/chicagomarketing, you can find banners and ads for your chapter websites and newsletters to use in promotion the conference and the show. These materials include complimentary passes to the Expo that you can use to promote the event to those outside of the ASHRAE family. To obtain additional free passes for distribution or any additional AHR Expo promotional material, please contact Kimberly Pires at kpires@iecshows.com. For ASHRAE questions, please email marketing@ashrae.org.

(Continued on page 7)
The advance registration deadline is Nov. 2, so please start your promotional activities as soon as possible. Monthly meetings, email broadcasts, newsletters, etc. all provide opportunities for you to help promote the event.

The financial support provided by the AHR Expo helps fund a wide spectrum of member programs and benefits. We all will benefit from a strong turnout in Chicago. Your contribution to that success will be sincerely appreciated. If there is anything else Headquarters can do to support your promotional program, please be sure to let us know. Thank you!

Jeff Littleton
ASHRAE Executive Vice President

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**STUDENT ACTIVITIES REPORT**

Student Activities is pleased to announce that on September, 29 2017 the CNY Chapter will be visiting Seaway Tech Center, SUNY Canton to meet the teachers and students to talk about ASHRAE.

Rick D’Ambrosia, Student Activities
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) __________ / __________ / __________

Name ________________________________  ________________________________ (First)  (Last)

Primary Address (where all correspondence will be mailed)  Alternate Address
Address__________________________________________________________
__________________________________________________________
City ____________________________ State/Province________________ City ____________________________ State/Province________________
Zip/Postal__________________ Country__________________________ Zip/Postal__________________ Country__________________________
E-mail ________________________________  E-mail ________________________________
Phone: ____________  Phone: ____________

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

2. Student Branch Information.  School Name:__________________________________________________________

Address:__________________________________________________________

City:__________________________ State/Province:__________ Postal Code________

3. Education.  Classification:  Freshman ☐  Sophomore ☐  Junior ☐  Senior ☐  Masters/PhD. ☐

Full time ☐  Part time ☐  Degree:__________________________ Expected Graduation Date:__________________________

(MM/DD/YYYY)

4. Sponsor Information.

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

Sponsor Name:__________________________________________________________  ASHRAE Member #:_ ____________

Advisor/Instructor:__________________________________________________________  Email ________________________________

5. Purchases.

☐ Student Membership - Regular: $21  ☐ Student Membership - Developing Economies Program (see reverse for qualifications) $11

☐ Printed Edition of the current ASHRAE Handbook  ☐ I-P  ☐ SI  Student Member Price: $49.00

☐ PDF Version of the ASHRAE Handbook (Includes both I-P and SI Units) Student Member Price: $39.00

☐ ASHRAE Handbook Online - One Year Subscription to all four volumes of the Handbook series: $33.00

*Additional publications are available at student member discounts at ashrae.org/studentbookstore

6. Payment.  ☐ Visa  ☐ Mastercard  ☐ Amex  ☐ Diner’s Club  ☐ Check/money order**

Card # __________________________________________  Expiration Date ____________/__________

(Month)  (Year)

Total Amount: __________________ Signature __________________

CHECKS WILL BE ACCEPTED IN US AND CANADIAN FUNDS. CREDIT CARD PAYMENTS ACCEPTED IN US FUNDS ONLY
MEMBERSHIP

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

Which Member Type is Right for You?
ASHRAE has three grades of membership awarded to applicants based on their experience and participation in the industry. Before you apply and select a member grade, we encourage you to visit the ASHRAE website to see the member grades and their corresponding member benefits. Prices shown are in US currency.

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

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

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

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

MEMBER BENEFITS AND RESOURCES

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

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

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

Code of ethics: By submitting this application you are agreeing to abide by the ASHRAE Code of Ethics, found at ashrae.org/codeofethics.
ASHRAE MEMBERSHIP APPLICATION. Please complete each applicable section. Prices valid from 7/01/2017 - 6/30/2018.

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 ________
   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
   □ Affiliate Member — $52 first year/$78 second/$103 third (new members, under 30)
   □ Reinstatement of 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 Registration Information License Number __________________________ Date Issued __________________________ Field of Registration __________________________
   Location of Registration __________________________

2b. Educational Record

3. Demographics. Please answer the questions by entering the code in the space provided.
   Which best describes your title? ________
   B- President  S- Purchasing Agent
   C- Partner  T- Draftsman
   D- Associate  U- Estimator
   E- Owner  W- Technician
   F- Vice President  X- Instructor
   G- VP Eng. Chief Engineer  Y- Student
   H- Design Eng/Designer  Z- Librarian
   I- Proc/Application Eng.  2- Other
   J- Facilities Eng/Mgr.  22- Other
   K- R&D Eng.  51- Manufacturing
   L- Sales Engineer  61- Manufacturing Rep.
   Which best describes your firm? ________
   11- Consulting Eng.  62- Sales Engineering
   12- Architectural & Eng.  71- Wholesale Dist.
   13- Design/Bldg.  72- White goods
   14- Contractor  73- Wholesaler/Dist.
   26- Property Mgmt & Dev.  74- Wool & Yarn
   31- Industrial Facility  75- Wool & Yarn
   41- Commercial Facility  76- Wool & Yarn
   42- Gov't, Health, Education  77- Wool & Yarn
   43- Utility  78- Wool & Yarn
   Which best describes your function? ________
   1- Design/Application  5- Sales
   2- Manufacturing  6- Research
   3- Maintenance  7- Teaching
   Operations  8- Other
   4- Management  9- Other/Misc.

4. Areas of HVAC&R Interest. Inter the code for your area of interest from the list below:
   Code: __________
   Heating
   A- Hydronic  S- Unitary Refrigeration
   B- Forced Air  T- Commercial Refg.
   C- Steam  U- Industrial Refg.
   D- Process  Y- Process Refg.
   E- Service Water  W- Low Temp (<50F)
   F- Solar  X- Refg. Components
   G- radiant  General Areas
   Ventilation & AC
   H- Air Cleaning  1- Controls/Instrumentation
   L- Indoor Air  2- Heat Transfer Fluid Flow
   K- Lighting  3- Pipes, valves, fittings
   L- Clean/Computer Room  4- Refg. & Lubricants
   M- AC Equip. <20 tons  5- Sound & Vibration
   N- AC Equip. 20-200 tons  6- Insulation
   O- Air Handling Systems  7- Energy Recovery
   P- Evaporative Coolers  8- Food Application
   Q- Refrigeration  9- Health, Safety
   R- HVAC  10- Commissioning
   Commercial Cooling
   S- Unitary Refrigeration  11- Controls/Instrumentation
   T- Commercial Refg.  2- Heat Transfer Fluid Flow
   U- Industrial Refg.  3- Pipes, valves, fittings
   Y- Process Refg.  4- Refg. & Lubricants
   W- Low Temp (<50F)  5- Sound & Vibration
   X- Refg. Components  6- Insulation
   General Areas
   1- Controls/Instrumentation  2- Heat Transfer Fluid Flow
   3- Pipes, valves, fittings  4- Refg. & Lubricants
   5- Sound & Vibration  6- Insulation
   7- Energy Recovery  8- Food Application
   9- Health, Safety  10- Commissioning

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 print copy of the ASHRAE Handbook in addition to this subscription, please choose either IP or SI version below.
   Handbooks are printed and mailed to members annually in June.
   □ IP (inch/pound units), print with PDF
   □ SI (metric units), print with PDF
   □ 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**
   Card # __________________________ Expiration Date ______/_______/_______
   Total Amount: __________ Signature __________

   CHECKS WILL BE ACCEPTED IN US AND CANADIAN FUNDS. CREDIT CARD PAYMENTS ACCEPTED IN US FUNDS ONLY.
ASHRAE CNY Chapter sponsors 14th Annual CNY Engineering Expo

The Central New York Engineering Expo (CNY Expo) is a daylong symposium featuring a variety of technical presentations. Each of the sessions offers continuing education credits for NYS-licensed professional engineers, and features discussions on current technical standards, new technologies, and unique projects by talented professionals. The event is open to the public, is a great venue for networking, and has attracted thousands of attendees across the Northeast.

Heading into its 14th year, the 2017 CNY Expo will again be held at the Nicholas J. Pirro Convention Center (The Oncenter) in Downtown Syracuse. This year’s Expo will feature about 45 technical presentations. This year’s keynote session will feature Technology Ethics on current engineering practice.

This year’s Expo is being sponsored by the CNY Chapter of NYSSPE. The CNY Expo Steering Committee is made up of representatives from area non-profit technical organizations including ASHRAE, SFPE, ASCE, IEEE, NSPE & IES.

The 14th Annual CNY Engineering Expo schedule, additional sponsorship and exhibitor opportunities, registration information, and a complete schedule of events can be found at: http://www.cscos.com/engineeringexpo. Contact Terry Hopkins at thopkins@cscos.co for more information.

Register now as individual for the November 13, 2017 CNY Expo.

Register now as sponsor/exhibitor for the November 13, 2017 CNY Expo. (Register early to reserve the preferred exhibition location!)

I hope to see you at the HVAC/Energy sessions at CNY Expo!

Chonghui Liu (CL)
CNY Expo Committee
CNY STEAMBOAT CHALLENGE

SATURDAY, OCTOBER 14, 2017

Registration Deadline: October 1, 2017

WHO
Competition open to students grades 4 - 12

WHAT
9:00AM Doors open for registration and breakfast
9:30AM Keynote speakers (TBA)
10:30AM Competition begins
12:00PM Awards ceremony

WHERE
The MOST (500 S. Franklin Street, Syracuse)
Parking available in lot located behind the MOST
Mention MOST for discount

WHY PARTICIPATE?
Motivate and encourage youth to pursue STEM education and careers by participating in an exciting design, build, and compete event!

COST IS FREE!
No cost to participate and free admission to The MOST until noon.

For rules, training workshop details, and informational resources and videos, please visit: www.ashraecny.org
As students return to school this fall, please let them know that scholarship money is available from ASHRAE to help them further their education in HVAC&R engineering & technology as it pertains to the built environment industry. Over the course of 29 years the Society has awarded nearly $2 million to nearly 400 deserving students. A total of 33 Society scholarships are available for the 2018-2019 academic year.

Applications are now being accepted for ASHRAE’s Undergraduate Engineering, Engineering Technology, Regional/Chapter, and University-Specific Scholarships. All applications must be submitted on or before December 1, 2017 to receive consideration; this includes the Engineering Technology Scholarships (formerly accepted on or before May 1). The scholarships range in value from $3,000 to $10,000. For a complete list of scholarships, eligibility criteria, and application materials, please visit www.ashrae.org/scholarships and share this link with qualified and interested students.

Thank you for your support. For questions, please contact lbenedict@ashrae.org or call 678-539-1120 (direct).

"Because of your gift, I will be able to continue to study engineering. Additionally, your generosity has set an example for me to follow; to use the resources I have been given to help others. This is the greatest responsibility we have to each other, and I will do my best to fulfill it. Thank you."

Daren Epperson, University of Texas, Mechanical Engineering, ASHRAE Region VIII Scholarship, 2017-2018
CONGRATULATIONS
2017 HONOREES!

CORPORATE:
EATON’S EPHEMUS SPORTS LIGHTING

EDUCATION:
CENTER OF EXCELLENCE

MUNICIPAL:
TOWN OF DEWITT

NONPROFIT:
HOUSING VISIONS

PATHFINDER:
F.O.C.U.S. GREATER SYRACUSE

PROJECT OF THE YEAR:
SRC, INC.

SMALL BUSINESS:
ASHLEY MCGRAW ARCHITECTS, D.P.C.

EVENT INFO:
OCTOBER 5, 2017
4 PM - 6:30 PM

- 4:00-5:30: Networking
- 5:30-6:30: Awards Program

Welcoming Remarks:
Andy Picco
Topic: Who is SUN?

Guest Speaker: Cornelius B. Murphy Jr.,
Ph.D., SUNY ESF
Topics: Sustainability in CNY

REGISTER TO ATTEND!
VISIT BIZEVENTZ.COM

For more information, contact Jill Allen at (315) 579-3917 or email jallen@bizeventz.com
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 operation 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.