

Cincinnati ASHRAE News

A monthly publication of the Cincinnati Chapter of the American Society of Heating, Refrigeration & Air Conditioning Engineers

2010-2011 Board Members

PresidentPete Skelly
President ElectMike Mattox
SecretaryClint Schwartz
Treasurer..... Nick McDonald
Past-President.....Christian Holden
New Member.....Nate Hull

Chapters Technology Transfer (CTTC)

Chair..... Ryan Halvorsen

Research Promotion Committee

Chair..... Kevin Goetz

Membership Promotion Committee

Chair..... Jason Hilton

Student Activities Committee

Chair.....Mike Mattox

Historian

Chair.....Joe Nader

Web Page Editor

ChairChristian Holden

Newsletter Editor

Laura Kamphaus

THE PRESIDENT’S CORNER

Pete Skelly

Happy New Year! I hope everyone had a wonderful holiday season. Thanks again to Paul Daugherty for providing the entertainment at our December Presidents luncheon. He did a great job as always.

January is going to be a great month to be a member of ASHRAE. Don't forget our usual luncheon time and date is being moved to an evening presentation. We will be having a joint meeting with the USGBC on the evening of the 18th at the Crowne Plaza. The set-up will bode well for socializing and getting updated on some of the latest products before the main event. There are still table tops available to show-off your company so please contact Laura for a reservation. The speaker will be Mark MacCracken, the current Chairman of the Board of the USGBC! Later in the month the 2011 ASHRAE Winter Conference and the ASHRAE co-sponsored AHR Expo are coming up (January 31-Feb 2nd, 2011). This year the location is the Las Vegas Convention Center so start making plans. If you're making the trip please plan on attending the region V dinner – a sure bet for a good time.

I regret to announce that Kevin Goetz will be vacating his role as the Research Promotion Chair at the end of June. I would like to thank Kevin for the dedication and effort he put into the position. At this time I would also like to extend an invitation to a local member to head up research promotion for next year.

I look forward to seeing you on the 18th.

Best Regards,

Peter Skelly

Thermal Energy Storage: A Vital Part of a Low Carbon Future

The world's need to reduce its carbon emissions by reducing dependence on fossil fuel, will completely change the makeup of our electric delivery system. The reason is simple: fossil fuels are not just forms of energy; they are forms of **stored** energy. Coal is not hot until you light it. If we plan to replace fossil fuels with other forms of energy, such as wind power or solar, then we also need to replace the storage characteristic of fossil fuels.

Thermal Energy Storage used for the cooling of buildings, has a long history around the world with over 7,000 commercial installations in 40 countries. By storing cooling at night, in the form of ice or chilled water, and using it during the day to cool the buildings, major reductions in on-peak electric demand and energy costs are realized.

This talk will demonstrate why thermal storage in buildings is critical as we move towards renewable resources on the Grid, the basic types of energy storage systems, how some can save energy and reduce costs and how this relates to the U.S. Green Building Council's LEED rating system.



Mark M. MacCracken, P.E., Pte. LEED-AP

Mark M. MacCracken is the CEO of CALMAC Manufacturing Corporation, which is one of the largest manufacturers of Thermal Energy Storage equipment in the world, with over 3,500 installations in 36 countries. In his over 33 years with the firm, he has been involved in all aspects of the company including, R&D contracts, patents, manufacturing, marketing and finance. He was the Principal Investigator on research projects with Oak Ridge National Labs, NASA and National Renewable Energy Research Lab.

He has his BS in Mechanical Engineering, has three U.S. Patents and is a licensed Professional Engineer and a LEED Accredited Professional.

He is presently serving on:

1. USGBC, Chairman of Board of Directors
2. AHRI, Board of Directors
3. ASHRAE's Distinguished Lecturer Program
4. ASHRAE's Standard 189.1P Founding Vice-Chair
5. AEE's Energy Engineer of the Year-New York (2008)

EAP, Inc. is hiring for 2 full time Outside Sales Representative positions in 2011.

EAP, Inc. is a manufacturer's representative firm specializing in commercial and industrial HVAC equipment, systems and services. For more than 35 years, EAP has sold products and services to some of the areas largest businesses and institutions. Our brand new corporate headquarters is located near the Redbank Expressway in Fairfax, Ohio. We service the Greater Cincinnati and Dayton areas, Columbus, OH, Northern Kentucky and Southeastern Indiana. EAP also maintains a 30,000 square foot distribution center with readily available stock product.

Job Description:

- To sell products and services to both new and existing accounts, and to be able to solicit new business from these accounts
- Develop and build relationships with our clients, our employees and the manufacturers we represent
- Sustain a dominant level of customer service
- Manage and facilitate client requests
- Process submittals and orders
- Effectively manage your own book of business

Personal Characteristics:

- A superior work ethic, the ability to learn, and adapt to our industry
- Self-motivated
- Superior time management skills
- Schedule flexibility
- An ability to take direction
- A positive attitude and the ability to work with the rest of the EAP Family
- Excellent communication skills, verbal and written

Requirements:

- Experience in sales is an absolute requirement. A mechanical background or engineering degree is advantageous but not necessary.
- Explicit knowledge of our HVAC Industry is also an advantage.
- Superior communication skills and advanced computer skills are required.
- National and regional travel will be required

Additional Information:

Job Available Date: January 2011

Career Level: Experienced

Education Level: 2- or 4-year College
Technical College

Job Status: Full-Time

Job Type: Employee

Salary: TBD

If you are interested in becoming part of EAP's sales team, please send your resume to
asuttmiller@eapnet.com

Cincinnati ASHRAE News

A monthly publication of the Cincinnati Chapter of the American Society of Heating, Refrigeration & Air Conditioning Engineers

Four Seasons Environmental (www.fseinc.net) is a 300 associate facilities performance services firm. Founded in 1985 and headquartered in Cincinnati OH, FSE offers a very stable work environment. Our goal of 25 years remains the same, satisfy the customer and continuously improve. If you are looking for a nurturing company that puts the customer and the employee first then please submit your resume for consideration. ALL RESUMES WILL BE KEPT IN CONFIDENCE.

Job Description

BUSINESS DEVELOPMENT - FACILITY PERFORMANCE SERVICES

You must have prior success selling top of the line facilities solutions to engineering firms, CEO of midsize companies, and / or institutions. You must have strong closing skills, sincere rapport, excellent problem solving / strategic mindset, and be willing to prospect tirelessly. Should have computer, proposal writing, networking, and committee sales expertise. Custom engineered solutions, commercial HVAC, roofing, or equipment experience is desirable. No travel. Salary & commission. You must have prior income of at least \$90,000.

Business development activities will be focused in the following areas

- Energy performance upgrades
- DDC controls system solutions
- Commissioning services
- Facilities management services

Benefits

- Full-time first year earnings potential 6 figures
- Uncapped earnings with upfront commissions
- Professional training and support
- Flexible hours
- Expense account
- Health and dental
- Vehicle Included
- 401K
- Vacation
- Personal time



**ASHRAE CINCINATI CHAPTER
JOINT MEETING WITH
USGBC CINCINNATI CHAPTER**

Tuesday, January 18, 2011

5:30pm – 8:30pm

Crowne Plaza – Blue Ash
5901 Pfeiffer Road
Cincinnati, Ohio 45242

Speaker is Mark MacCracken, CEO of CALMAC Manufacturing Corporation, which is one of the largest manufacturers of Thermal Energy Storage equipment in the world, with over 3,500 installations in 36 countries. He is presently serving on the USGBC, Chairman of the board of Directors, ASHRAE's Distinguished Lecturer Program, ASHRAE's Standard 189.1P Founding Vice-Chair, and the AHRI, Board of Directors. Mark will speak on Thermal Energy Storage: A Vital Part of a Low Carbon Future

This talk will demonstrate why thermal storage in buildings is critical as we move towards renewable resources on the Grid, the basic types of energy storage systems, how some can save energy and reduce costs and how this relates to the U.S. Green Building Council's LEED rating system.

Dinner of Chicken and London Broil, potato, a vegetable, and Dessert Table included.

Cocktails and Vendor show before meeting from 5:30pm-6:30pm

Exhibitor tables are available for \$95.00

ASHRAE members: \$20.00

ASHRAE non-members or Guest: \$30.00

Please contact Laura Kamphaus @ 513-481-5361 or laurakamphaus@zoomtown.com for more information

January, 2011



Cincinnati ASHRAE Chapter

2848 Ratterman Ave
 Cincinnati, OH 45211

513-481-5361

Fax: 513-481-5361

Attn: Laura Kamphaus

INVOICE

Invoice Number:
 2010-28

Invoice Date:
 12/26/10

Customer Information:

Billing Address:		Shipping Address:	
Company:		Company:	
Name:		Name:	
Address:		Address:	
City/State/Zip		City/State/Zip	

Shipping Method:

Order Information:

Qty	Product Description	Amount Each	Amount
1	Trade Show Vendor Table before the January ASHRAE/USGBC Dinner Meeting	\$95.00	\$95.00
		Subtotal:	
		Tax:	
		Shipping:	
		Grand Total:	\$95.00

Notes:
 Please mail payment to the address listed above.

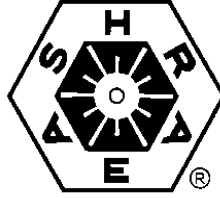
2010-2011 Calendar of Events

- October 12, 2010** **Monthly Members Meeting - Luncheon**
Seismic Restraint of Mechanical Systems
Speaker : James R. Tauby P.E. – Mason Industries
- Tech Session: Centrifugal Pump selection and application
Speaker : Eric Meyer – Blackmore and Glunt
- November 9, 2010** **Monthly Members Meeting - Luncheon**
Kitchen Ventilation Design and Operation
Speaker: Dean Ruplinger - General Manager Greenheck Fan
- Tech Session: Energy Efficient Fan Selection
Speaker: Dean Ruplinger - General Manager Greenheck Fan
- December 14, 2010** **Monthly Members Meeting - Luncheon**
Holiday Luncheon
Speaker: Paul Daugherty - Cincinnati Enquirer Sports Columnist
- January 18, 2011** **Dinner Meeting ASHRAE/USGBC**
Thermal Ice Storage
Speaker - Mark MacCracken of Calmac Manufacturing Corp.
- February 8, 2011** **Monthly Members Meeting – Luncheon**
Central Geothermal Plant Design
Speaker: Tom Durkin of Durkin & Villalta Partners Engineering
- March 8, 2011** **Monthly Members Meeting - Luncheon**
Field Verification of Fan Performance
Speaker : Ron Michael from Loren Cook Co.
- April 12, 2011** **Monthly Members Meeting – Luncheon**
Building Performance Analysis
Speaker : M. Dennis Knight of Liollo Architecture
- May, 2011** **Spring Golf Outing**

ASHRAE

CINCINNATI CHAPTER MEETING

RSVP FORM



Name

Company

Phone Number

Email Address

Will be attending the ASHRAE Cincinnati Chapter meeting on:

DATE: January 18, 2011

TIME: 5:00-8:30pm

PLACE: Crowne Plaza
5901 Pfeiffer Road
Cincinnati, OH 45242

COST:

___ \$20.00 ASHRAE member

___ \$30.00 Non-Member

___ \$10.00 Student

TOPIC: Thermal Ice Storage
Mark MacCracken, P.E., Pte. LEED-AP

FAX TO: *Laura Kamphaus (513) 481-5361*
Or Email: laurakamphaus@zoomtown.com

Registration deadline NOON Friday, December 14, 2010
Remember to honor your reservations. No shows will be billed by ASHRAE

January, 2011