

THE PRESIDENT'S CORNER

Mike Mattox

2011-2012 Board Members

PresidentMike Mattox
President ElectClint Schwartz
SecretaryNate Hull
Treasurer..... Nick McDonald
Past-President.....Pete Skelly
New Member.....Dan Daly

Chapters Technology Transfer (CTTC)

Chair..... Ryan Halvorsen

Research Promotion Committee

Chair..... Brett Harpel

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

ASHRAE members, our year is coming to an end. Next Tuesday's Health Facility Commissioning Program is our last monthly meeting and our first Joint Meeting with the Tri-State Society of Healthcare Engineers. I am very pleased with the collaboration between our two groups. We have shut down registration at this point because we are limited to 100 attendees in the Lager House conference room. If you would like to be added to the waiting list let Laura know and we will try to accommodate your request. **Unfortunately, we will not be able to accept any walk-up registrations.** If you are unsure if you are registered please check with Laura or myself. We have a great group of sponsors for the event and could use 1 or 2 more if you are interested.

PEDCO E&A Sevices has given the ASHRAE and TSHE a generous donation for the event. We have decided to use the money to provide attendees a Moerlein beer during our Networking/Happy Hour Event and encourage people to stay and network after the program. Thank you Fred Betz and PEDCO!

Other sponsors that helped outset most of the speakers' fee include: **Four Seasons Environmental, FTC&H, Hilti, Messer, Schneider Electric, Tri-Tech Engineering, Thermowheel and VT Design Solutions.**

REGISTRATION is open for the May 14th Golf Outing at Wetherington Country Club! Peter Skelly, Dan Bohl and Brett Harpel have done a great job organizing this event. See below for more information. If these guys haven't contacted you yet, we are looking for hole sponsors and door prizes. Remember all

money raised at the Annual Golf Outing goes to ASHRAE Research. The outing is a lot of fun for a Great Cause!

Also, at the beginning of the year, the Board thought it would be nice to do a raffle for an iPad or \$500 to boost meeting attendance. Every monthly meeting you attended helped increase your odds of winning. I was happy with the attendance at monthly meetings, but we can always improve our attendance numbers. If you have any ideas for chapter improvement to boost attendance and increase member participation, the Board is all ears!!! We will conduct the raffle at the Golf Outing; you do not need to be present to win.

I also cannot end the year without saying **THANK YOU** to our **Board and Committee Chairs**, we have a lot of new faces this year which is great. Edwin Porter will take over for Dave Shaffer as Chapter Financial Auditor. Dave has been the auditor for 25+ years; Thank You Dave for your service to the chapter! Also, Eric Meyer is taking over for me as Student Activities Chair. Thank you Clint Schwartz, Nate Hull, Nick McDonald, Pete Skelly, Dan Daly, Ryan Halvorsen, Brett Harpel, Jason Hilton, Joe Nader, Laura Kamphaus and Dan Bohl for your service to ASHRAE. Everyone put in a tremendous amount of work to make the year a great success! I would encourage everyone to get involved and help Clint out next year. We welcome all volunteers, it's a great way to get involved and build lasting friendships with fellow ASHRAE members!

Best Regards,
Mike Mattox (mike.mattox@schneider-electric.com)

April 2012

Health Facility Commissioning (HFCx)

PROGRAM SPONSORS



FOR CHAPTER AND MEMBERSHIP INFORMATION VISIT

WWW.CINCYASHRAE.COM

WWW.TSHE-OKI.ORG



HEALTH FACILITY COMMISSIONING PROGRAM

CO-SPONSORED BY TSHE & CINCINNATI ASHRAE

Program Details:

April 24, 2012

11:30 – 12:00 pm – Lunch

12:00 – 4:00pm - Program

4:00pm – 5:00pm – Social Event/Networking



Christian Moerlein Lager House @ The Banks
115 Joe Nuxhall Way
Cincinnati, Ohio 45202

Session 1 - Meeting Your Energy Efficiency Goals

Ed Tinsley, PE, LEED AP, HFDP, CHFM
Managing Principal
TME, Inc.

Part 1

This session is the first of two that will focus on the ASHE recommended process for establishing and reaching energy efficiency goals in new buildings, additions, and renovations. The speaker will discuss activities recommended for the predesign, design, and construction phases of a project, including setting energy efficiency goals, using energy modeling, and verifying functional performance of energy-related systems through review of control diagrams and control system programming. This session will enable you to:

- Explain the benefits of and methods for implementing the multidisciplinary approach to energy modeling recommended by ASHE.
- Summarize the key features of functional performance testing used to verify the efficiency of energy-related systems.

Part 2

This is the second of two sessions covering the ASHE recommended health facility commissioning practices. This session will cover the activities recommended to facilitate the transition from construction to the occupancy and postoccupancy project phases. Topics will include operations and maintenance (O&M) dashboards, maintenance staff training, control system trends, postoccupancy testing, and measurement and verification of actual energy performance. This session will enable you to:

- Explain how to establish and use O&M dashboards, including how to recognize and interpret trends in equipment performance, system performance, and overall energy performance.
- Describe the ASHE recommended process for measuring and verifying actual energy performance, including setting the baseline; establishing linear regression models based on cooling degree days and heating degree days; using energy metering, and generating energy efficiency reports (daily, monthly, and annual).

Session 2 - Health Facility Commissioning – Selling to the C-Level

Mark Kenneday, MBA, CHFM, SASHE, 2013 ASHE President
*Vice Chancellor, Campus Operations,
University of Arkansas for Medical Sciences, Little Rock*

This session will provide a step by step process you can use to develop a commissioning business plan. In addition, you will gain insight into key words and phrases to use for selling commissioning to the C-suite. This session will enable you to:

- Determine the most cost-effective commissioning scope for different types of projects.
- Estimate the benefits of the commissioning effort for different types of projects based on case studies and other empirical data.

Attendees Receive:

- Continuing Education Units (CEUs) for each participant
- An ASHE Health Facility Commissioning Certificate for each participant who attends the HFCx program

ABOUT THE SPEAKERS

**Mark Kenneday, MBA, CHFM, FASHE
Vice Chancellor, Campus Operations
University of Arkansas for Medical Sciences**

Mr. Kenneday has a Bachelors Degree from the University of Houston in Construction Management and an MBA from UH with a concentration in Service Marketing. He currently holds the position of Vice Chancellor for Campus Operations at the University of Arkansas For Medical Sciences.

In 2007 Mark was elected to be the Region 7 Representative for ASHE, The American Society for Healthcare Engineering of the American Hospital Association (AHA). In this role Mark represents ASHE Region 7 which encompasses five states: Arkansas, Oklahoma, Louisiana, New Mexico and Texas. In this capacity he also serves on the Board of Directors for ASHE.

With 28 years of experience in health facilities management, Mark has served in various committee and board roles including President of TAHFM, Texas Association of Healthcare Facilities Management, where he now serves on their Board of Directors and the Board of Directors for the Arkansas Association of Healthcare Engineering (AAHE).

**Ed Tinsley, PE, LEED AP, HFDP, CHFM
Managing Principal
TME, Inc.**

Ed Tinsley is a Managing Principal and Chairman of the Board for TME, Inc., headquartered in Little Rock, Arkansas. Mr. Tinsley is a Registered Professional Engineer, a Registered Technical Analyst, a LEED Accredited Professional, a Certified Energy Manager (CEM), a Certified ASHRAE Healthcare Facility Design Professional (HFDP), a Certified Healthcare Facility Manager (CHFM) and a Member of the American Society for Healthcare Engineering (ASHE) Faculty.

Mr. Tinsley has more than 25 years of experience in facilities engineering both as a consultant and as a representative of the building owner for hospital, university, commercial and industrial clients. During his career, Mr. Tinsley has specialized in the field of energy conservation.

Mr. Tinsley has won eight (8) energy awards from ASHRAE, Inc., for projects he has designed or managed. He has also been presented with two Presidential Awards for Leadership in Federal Energy Management; one in October 2003; and one in October 2006. Additionally in 2009, he also received an Engineering Excellence Award in the category of Building and Technology Systems from the American Council of Engineering Companies (ACEC).

CINCINNATI CHAPTER ASHRAE 2012 GOLF OUTING

Wetherington Golf and Country Club

JOIN IN ON THE FUN AND RAISE MONEY FOR ASHRAE
RESEARCH!!

DATE: Monday, May 14th

TIME: 11:30 AM Lunch followed by golf at 1:00 PM and dinner
following

COST: \$130.00/Per Golfer

LOCATION: Wetherington Golf and Country Club
7337 Country Club Lane
West Chester, OH 45069
Ph: 513.755.2582

ENTRY FEE INCLUDES;

- Grill out lunch before Tee Off
- 18 Hole Scramble (two putt max)
- Refreshments
- Dinner following golf

PRIZES:

- 1st, 2nd, and 3rd Place Teams
- 2 – Long Drives
- 2 – Closest to the Pin
- 1 – Long Putt
- Door Prizes



SPONSORSHIPS

HOLE SPONSORS – \$100.00 EACH

BEVERAGE CART SPONSOR - \$200.00

- ASHRAE will Provide the Sign as long as a Logo is Provided

***DOOR PRIZE DONATIONS NOW
BEING ACCEPTED***



REGISTRATION

| <u>Name: (Sponsor in first place please)</u> | <u>Email or Phone</u> | <u>Dinner & Golf \$130.00/each</u> |
|--|-------------------------|--|
| 1. _____ | _____ | _____ |
| 2. _____ | _____ | _____ |
| 3. _____ | _____ | _____ |
| 4. _____ | _____ | _____ |
| | Mulligans @ \$5.00 Each | _____ |
| | Total | _____ |

Please mail your payment and RSVP form to:

Margie Spruiell
 Blackmore & Glunt, Inc
 11435 Williamson Rd.
 Cincinnati, OH 45241
 Phone: 513.489.5225
 Fax: 513.489.8755
 Email: mspruiell@b-g.com

**Please make check payable to "Cincinnati Chapter ASHRAE"

If you would like to donate a door prize, please indicate below:

Door Prize 1: _____ Donor Name: _____

Door Prize 2: _____ Donor Name: _____

Door Prize 3: _____ Donor Name: _____

Door Prize 4: _____ Donor Name: _____

If you would like to be a Sponsor, please indicate below:

Hole Sponsor Company Name: _____ \$100.00

Beverage Cart Company Name: _____ \$200.00

ALL NO-SHOWS WILL BE BILLED BY ASHRAE

THANK YOU TO OUR 2011-2012 ASHRAE SPONSOR BOARD COMPANIES

**BLACKMORE & GLUNT
CONTROLLED AIR
DYER EQUIPMENT SALES, INC.
ELITAIRE
FOUR SEASONS ENVIRONMENTAL
HABEGGER COMMERCIAL GROUP
KZF DESIGN
NIBCO
PECK, HANNAFORD, & BRIGGS
PEDCO E & A SERVICES, INC
RAMSAY-COHRON MECHANICAL EQUIPMENT
SHERMAN & SCHRODER EQUIPMENT CO. INC.
SPEARS MECHANICAL SYSTEMS, INC.
STOERMER-ANDERSON, INC.
SYSTECON
TP MECHANICAL
TRANE
WOOLPERT LLP**

Another thank you to the following companies that have already signed up to be a 2012-2013 ASHRAE Sponsor:

**KZF DESIGN
NIBCO
PEDCO E & A SERVICES, INC.**

Cincinnati ASHRAE News

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



3930 Virginia Avenue
Cincinnati, OH 45227

www.eapnet.com

EAP, Inc. is seeking a full time Sales Engineer

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 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.

Job Description:

*Sell and market HVAC products and systems
to institutional owners, consulting engineers and design-build contractors*

Requirements:

- Mechanical Engineers Degree
- 5 years of experience in sales
- Explicit knowledge of the Commercial and Industrial HVAC Industry
- Superior communication skills
- Advanced computer skills
- National and regional travel will be required (Overnight approx.10%)

Additional Information:

| | |
|---|--|
| Job Available Date: April 2012 | Salary: \$75 - \$125,000 + (corresponding to experience) Commission - with a draw |
| Career Level: 5 Years of Experience | |
| Education Level: Mechanical Engineering Degree | |
| Job Status: Full-Time | Benefits: Health Insurance Dental Insurance Life Insurance 401K Profit Sharing Section 125 – Flex Plan |
| Job Type: Employee | |
| Company Size: 15 | |

*Relocation Assistance Available

If you are interested in becoming part of EAP's sales team
Please send your qualifications and contact information to resume@eapnet.com

April 2012

Cincinnati ASHRAE News

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



A profitable and stable manufacturer of proprietary HVAC termination fixtures located in Cumming, GA is seeking a candidate for the new position of Regional Sales Manager. We are a German owned company with manufacturing sites across the world. The company has a 60 year history of positive growth with a reputation for designing and building quality products. We offer a competitive salary with medical, dental and matching 401K plan.

RESPONSIBILITIES:

- Drive the revenue of TROX products through independent distribution channel.
- Oversee independent distributor business strategy and execution, working with principals and sales engineers.
- Interact directly with customer base in territory (consulting engineers, owners, architects, contractors).
- Provide marketplace presentations and support of emerging technologies.
- Leverage corporate resources as needed (application, lab, sales, production, engineering).
- Provide product, application, pricing, and sales support for assigned region and other US territories as needed.

REQUIREMENTS:

- Minimum of 5 years HVAC industry experience.
- Possess professional selling skills and ability to influence.
- Proven track record of growing sales.
- Financial acumen.
- Engineering degree preferred.

COMPENSATION:

- Competitive compensation and benefit package.
- Bonus structure based on regional and corporate goals.
- Leased car.

Interested and matching candidates should send cover letters and resumes to resumes@troxusa.com.

WE ARE A DRUG FREE WORKPLACE AND DRUG TESTING IS REQUIRED.



Adjunct HVAC Instructor

Department: Staff Positions
Location: OH, US
Employment Type: Part Time

Overview:

Cincinnati State's Workforce Development Center has a client that needs to provide HVAC training for its employees. This person would deliver instruction to individuals currently employed as entry level HVAC technicians. The time requirement is 4 hours per week.

The objective of the training is to increase the HVAC knowledge and skills of the technicians so they may be more productive HVAC installer and service technicians. In addition, a second goal is to prepare these individuals to successfully obtain NATE certifications.

Qualifications:

- High school degree, Associates preferred
- Minimum of six years HVAC Experience (installation and service)
- Preference will be given to those individuals with NATE certification and/or teaching experience

SHEET METAL ESTIMATOR – CINFAB - Cincinnati, Ohio

POSITION OPEN DUE TO RETIREMENT

CINFAB was established in 1981 to fill a need for a high quality and competitively priced commercial HVAC sheet metal contractor. Over the years, CINFAB has grown to house a 30,000 square-foot full-service fabrication shop, and our capabilities have expanded to meet the specific design, fabrication and installation needs of our customers. A part of [Grote Enterprises'](#) family of companies, CINFAB serves clients in Ohio, Kentucky and Indiana. These companies, headquartered in Cincinnati, employ over 400 people on job sites from Lexington, Kentucky to Dayton, Ohio. The Grote Team of Associates are driven by firm Core Values that focus on the respect and development of our associates, technology and processes that provide our customers and their clients with the greatest construction value available. Our excellent reputation is grounded in the exceptional talent of our design, manufacturing and installation staff and backed by more than 30 years of experience.

We offer a competitive compensation package with benefits including health care, life insurance, long term disability, 401k plan and optional dental, vision and short term disability. Income will be commensurate with qualifications and level of experience. Opportunities for growth and career advancement are available within our team.

OVERVIEW OF THE ESTIMATOR ROLE:

Consistent with the accepted practices, processes and estimating standards, our Estimators complete a thorough evaluation of all projects specifications, scope and execute an accurate estimation of the work to be performed.

POSITION RESPONSIBILITIES:

Using all available information, specifications, scope, narrative and drawings, take complete responsibility for generating take-offs, securing the sub-contractor and material prices, organizing the and preparing the proposal on assigned projects. Evaluate and solicit guidance, if necessary, on rigging, constructability, manpower, supervision levels, equipment, systems etc.; pulling the entire estimate together for final review and submittal. If there is a conflict in information, develop the necessary RFI's and if not answered clarify the bid.

Utilize all of the technologies that have been invested in by the company and create a thorough an accurate estimate using those tools. Plan and conduct a complete turn-over meeting of all information developed during this process to the Operations Team so that they can set up their budget and plan their project in accordance with the information you developed and the monies you secured in the bid.

REQUIREMENTS:

- Bachelor's Degree in Construction Management or Engineering Sciences preferred.
- Robust technical orientation. Must be able to adapt to utilization of our TSI software and on-screen take-offs.
- Minimum 3 to 5 + years' experience in Commercial Sheet Metal Contracting Estimation. Solid knowledge of the systems involved.
- Must have a positive outlook and personality that allows relationships to be built with equipment manufacturers, material suppliers and sub-contractors.
- Must have a strong work ethic and an overall attitude to "get the job done" especially during peak periods.
- Ideal candidates will demonstrate sense of urgency, creativity and uncompromised passion for success.

Please email resume and salary history in strict confidence to:

Kim A. Valmore, Director of Human Resources
kvalmore@groteenterprises.com

We are an Equal Opportunity Employer.

April 2012

2011-2012 Calendar of Events

- October 11, 2011** **Monthly Members Meeting - Luncheon**
Contractor Round Table
Speakers from Triton Services, TJ Dyer, and Peck, Hannaford & Briggs
- November 8, 2011** **Monthly Members Meeting - Luncheon**
What's Available in the Boiler Room Superstore?
Speaker: Duane Rolkosky - CleaverBrooks
- December 13, 2011** **Monthly Members Meeting - Luncheon**
Holiday Luncheon
Speaker: Paul Daugherty - Cincinnati Enquirer Sports Columnist
- January 24, 2012** **Dinner Meeting ASHRAE/USGBC**
General Services Administration - Net Zero Buildings
Speaker – Charles G. Hardy - GSA
- February 14, 2012** **Monthly Members Meeting – Luncheon**
Fundamentals of Ultraviolet Germicidal Irradiation for Air and Surface
Distribution
Speaker: William P. Bahnfleth, Ph.D., P.E. – Penn State University
- March 13, 2012** **Monthly Members Meeting - Luncheon**
AMCA 260: The Rating System for Induced Flow
(Laboratory Exhaust) Fans
Speaker: Ron Michael – Loren Cook Company
- April 24, 2012** **Joint meeting ASHRAE/TSHE**
ASHE Health Facility Commissioning (HFCx)
Speaker: Mark Kenneday – University of Arkansas Medical Sciences
Ed Tinsley – TME, Inc.
- May 14, 2012** **Spring Golf Outing at Wetherington Golf and Country Club**