

**Cincinnati ASHRAE News**

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

**THE PRESIDENT’S CORNER**

Mike Mattox

**2011-2012 Board Members**

President .....Mike Mattox  
President Elect .....Clint Schwartz  
Secretary .....Nate 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**

Chair .....Christian Holden

**Newsletter Editor**

Laura Kamphaus

Thank you for everyone’s interest and attendance at last month’s meeting. It was our first sold out/standing room only meeting in a while. Dr. Bill Bahnfleth (ASHRAE President 2013-2014), had an excellent program on UVGI’s IEQ, Energy and Financial benefits.

Our next meeting will be held at the Crowne Plaza Blue Ash on March 13, 2012 from 11:30 – 1pm. The program will be cover Laboratory Exhaust Fans, testing procedures for AMCA 260-07, applicable codes and control strategies. The speaker is Mr. Ron Michael from Loren Cook Company.

Our April meeting date is still up in the air. The Joint Program with TSHE (Tri-State Society of Healthcare Engineers) has been modified to a 4 hour program on Healthcare Commissioning Design Guidelines, presented by Mark Kenneday – University of Arkansas Medical Sciences (ASHE President-Elect) and Ed Tinsley – TME, Inc. The current meeting location is the brand new Christian Moerlein Lager House at the Banks. We are looking for company sponsorships to offset the speakers’ fees. Please contact me if you are interested in sponsoring the program.

Also in April, ASHRAE is having a webcast titled: “*Dedicated Outdoor Air Systems: A Path to Balancing Energy and IAQ.*” This event is April 19<sup>th</sup> from 1 – 4PM. Please see the program overview within the newsletter.

In preparation for warmer weather, please dust off your golf shoes for the Annual Golf Outing on May 14<sup>th</sup>. This year we are moving to a new course, Wetherington Country Club. I have not played there yet but everyone I talk to claims it is one of the best courses in Greater Cincinnati. Please start forming your foursome(s). We will also need your support for door prizes and company sponsorships. All of the proceeds from the outing go to ASHRAE Research. More information will follow leading up to the event.

***March 13<sup>th</sup> Meeting Announcement – Ron Michael, Loren Cook Company  
Laboratory Exhaust Fans and AMCA 260-07 – Laboratory Methods of Testing Induced Flow Fans for Rating***

- Tuesday Feb. 13<sup>th</sup> at the Crowne Plaza in Blue Ash.  
(11:30 – 1:00pm)

Best Regards,

Mike Mattox  
[mike.mattox@schneider-electric.com](mailto:mike.mattox@schneider-electric.com)  
513-518-0734 mobile

March, 2012

**RON MICHAEL**  
**Loren Cook Company**

Ron Michael is the Northeast Regional manager for Loren Cook Company. Mr. Michaels' educational background includes a BS in Environmental Design from the College of Architecture at the University of Oklahoma. He has been employed by Loren Cook since 1993 in engineering and field management. Mr. Michael has prepared many presentations on fan issues for ASHRAE, AMCA, and NEBB groups.

***LECTURE OVER VIEW***

---

▶ **Types of Laboratory Exhaust Fan**

▶ **Testing procedures for AMCA 260-07 – Laboratory Methods of Testing Induced Flow Fans for Rating**

▶ **Applicable Codes**

▶ **Control Strategies**

## 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](http://www.eapnet.com)

### EAP, Inc. is seeking a full time Sales Representative

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 and market products and systems to institutional owners, consulting engineers and design-build contractors
- Acquire new accounts and attain business from the new accounts and from existing 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 order of business

#### Personal Characteristics:

- A nonpareil work ethic, the ability to learn, and adapt to our industry
- Self-motivated
- Superior time management skills
- Schedule flexibility
- The 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:

- 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

#### Additional Information:

**Job Available Date:** January 2012  
**Career Level:** 5 - 10 Years of Experience  
**Education Level:** Mechanical Engineering Degree  
**Job Status:** Full-Time  
**Job Type:** Employee  
**Salary:** TBD (corresponding to experience)  
**Benefits:** Health Insurance  
Dental Insurance  
Life Insurance  
401K  
Section 125 – Flex Plan

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

March, 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](mailto: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.

## 2011-2012 Calendar of Events

- October 11, 2011**                      **Monthly Members Meeting - Luncheon**  
Contractor Round Table  
Speakers from Triton Services, TJ Dyer, and Jacobs Mechanical
- 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 (TBD)**                      **Joint Lunch meeting ASHRAE/TSHE**  
ASHE Healthcare Commissioning Guidelines  
Speaker: Mark Kenneday – University of Arkansas Medical Sciences  
Ed Tinsley – TME, Inc.
- May 14, 2012**                      **Spring Golf Outing at Wetherington Golf and Country Club**

# ASHRAE

## CINCINNATI CHAPTER MEETING

### RSVP FORM



\_\_\_\_\_  
Name

\_\_\_\_\_  
Company

\_\_\_\_\_  
Phone Number

\_\_\_\_\_  
Email Address

### Will be attending the ASHRAE Cincinnati Chapter meeting on:

**DATE:** March 13, 2012

**TIME:** 11:30am

**PLACE:** Crowne Plaza  
5901 Pfeiffer Road  
Cincinnati, OH 45242

**COST:**

\_\_\_\_\_  
\$25.00 ASHRAE member  
(\$5.00 discount if RSVP by deadline)

\_\_\_\_\_  
\$35.00 Non-Member  
(\$5.00 discount if RSVP by deadline)

\_\_\_\_\_  
\$10.00 Student

**TOPIC:** AMCA 260: The Rating System for Induced Flow (Laboratory Exhaust) Fans  
**Speaker:** Ron Michael – Loren Cook Company

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

**Registration deadline NOON Friday, March 9, 2012**  
Remember to honor your reservations. No shows will be billed by ASHRAE



April 19, 2012 1:00 PM-4:00 PM EDT

# Dedicated Outdoor Air Systems: *A Path to Balancing Energy and IEQ*

Hear leading experts discuss the role of Dedicated Outdoor Air Systems in the overall HVAC system and describe various DOAS equipment configurations, characteristics, and applications. This webcast will identify common design and operational pitfalls, and cover challenges unique to DOAS.



## Presenters



**Ron Jarnigan, 2011-12  
ASHRAE President**  
Staff scientist | Pacific North-  
west National Laboratory |  
Richland, WA



**Tim McGinn, P.E., LEED AP**  
Principal | Dialog | Calgary, AB,  
Canada



**Stan Mumma, Ph.D., P.E.**  
Professor Emeritus | Pennsylvania  
State University | University Park, PA



**John Murphy, LEED AP**  
Applications Engineer | Trane |  
La Crosse, WI

### How to Participate

- You may register to view the Webcast on your PC
- You may host a webcast viewing site for your colleagues
- View the webcast at a site

### PDH Credits

Three (3) Professional Development Hours (PDHs) or three (3) AIA Learning Units may be awarded to viewers who complete the "Participant Reaction Form" by May 3, 2012.

Sponsored by:



Brought to you by the ASHRAE Chapter Technology Transfer Committee

For more information about the program, presenters, continuing education credits, sponsorships, and DOAS resources please visit us at [www.ashrae.org/doaswebcast](http://www.ashrae.org/doaswebcast)