



Northeast Chapter

# Thermal Briefs

FEBRUARY 2015

## MARCH MEETING TUESDAY, MARCH 17, 2015

### OR and Critical Space HVAC Solutions

Presenter: Justin Dascoli

Phoenix Controls

*Approved for 1 PDH credit pending!*

12:00pm - Lunch and Presentation

Italian American Community Center, Washington Ave Ext

Members \$30 (\$40 with PDH)

Non-Members \$35 (\$45 with PDH)

RSVP to Tim Houle no later than Thursday, January 13th

[Thoule@advancedcomfortsys.com](mailto:Thoule@advancedcomfortsys.com) or 518-844-8444 x3439

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After attending this session the attendee will have an overview of...

1. The current standards for airflow in Hospital environments and the growing importance regulations are putting on having proper control.
2. The challenges today in trying to maintain and optimize airflow control in critical spaces.
3. The value alternative methods of control, such as Venturi Valves, can bring to the designer and the owner.
4. Design applications including current monitoring technologies to ensure facilities are adhering to codes and taking advantage of energy and operational savings.
5. Energy modeling examples to see what safely reducing airflows can mean to a facility's bottom line.



Northeast Chapter

# Thermal Briefs

FEBRUARY 2015

## DECEMBER MEETING TUESDAY, FEBRUARY 17, 2015

### Speaker Bio:

**Justin Dascoli**, Regional Manager *Phoenix Controls*

Justin Dascoli is currently the Regional General Manager for the North/Northeast Region for Phoenix Controls. He has been with Phoenix Controls for the last five years in marketing, product management and sales roles specializing in finding ways to provide customers the safest and most efficient airflow control solutions in critical environments.

A member of ASHRAE, Justin has also worked closely with other organization. He has presented at numerous events including ASHE, Healthcare Design, The World Energy Engineering congress, among others. He has written various articles and papers on relevant topics for various organizations and publications including ASHRAE and ASHE.

Justin has a BS from Boston College and an MBA from the Marshall School of Business at the University of Southern California. He has spent the last 10 years in the healthcare and laboratory industries focusing on many aspects; from information technology to mechanical design

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**BOG**

# Message from the President

Well, it looks like winter is here and it's going to be a long one at that. For the winter sports enthusiasts I am sure you love it. For those like myself we're counting the days until spring!!

We had a full house for our January luncheon where we hosted Ron Jarnagin, one of Society's Distinguished Lecturers. It appeared that all in attendance found it interesting and informative with great information on the history of ASHRAE Standard 90.1. I had the opportunity to spend some time with Ron during his stay; listening to him about his time as Society President was truly fascinating. I would like to thank Dan Williams for all his efforts to bring a "DL" to our Chapter, as it can be a difficult task to navigate, but Dan made it look easy.

At the meeting we elected the 2015 Nominating Committee for the Northeast Chapter; below are the members:

Mark Cambria  
Nicholas Casale  
William Gerstler  
Christine Harvey  
David Layton  
Gerard Marciano  
Terry Seery  
Stanley Westhoff  
Khaled Yousef

This month's meeting will be on water treatment for HVAC Systems and has been approved for 1 PDH. There is more information on this event in this newsletter, and I hope to see you there!

Sincerely

Doug Belokopitsky

Northeast Chapter of ASHRAE

President

# Message from Membership

## Message from Membership Promotion

### “There ain’t no free lunch!”

Do you know where this saying came from?

Apparently the "free lunch" refers to the once-common tradition of saloons in the United States providing a "free" lunch to patrons who had purchased at least one drink. Of course, many of the foods offered were high in salt, so those who ate them ended up buying a lot of beer!

Well, we can't speak for the salt content at the Italian American Center, but we CAN make a great offer for your meal next month if you bring a friend because



## MARCH IS MEMBERSHIP PROMOTION MONTH!

Bring a non-member friend next month to introduce them to ASHRAE and you both get in for half price! That's two for one, on both the meal *and* PDH hours. According to my calcs, that DOES translate into one free lunch! And one free PDH hour!

So treat your friend to lunch, and let him buy the drinks, because next month we're meeting on *St. Paddy's Day!* Hmmmm, at the Italian Center. . . .

## Message from Research Promotion

Please consider placing your business card ads in our next issue. The small \$60 contribution we require goes completely to Research promotions and allows your ad to run the entire year. If you have any job postings you'd like to post we only ask a small contribution of \$50 per month. This Newsletter is circulated to over 200 monthly!

If you would like to make a donation to RP please contact me at [cschmidt@b2qassociates.com](mailto:cschmidt@b2qassociates.com). For further information on ASHRAE Research and the work your contributions support please visit: <https://www.ashrae.org/standards-research--technology/research-promotion> Here you can contribute and learn about current and past ASHRAE Research projects.

Thank you all very much for your generosity!

Thanks again,  
Chris Schmidt

## Message from Refrigeration

Thermal Brief Article for March 2015 - Refrigeration Committee

You would not believe all the types of new and old equipment on show at the 2015 AHR Show in Chicago, January 26 -28. The weather was fairly mild too!

I believe the newest but really the expanded technology that will affect the industry is the ECM fan/pump motor. For many years the ECM technology quietly crept into market place on small evaporator motors and pumps. Benoit was the brand that was prevalent in the ½ - 1 HP range.

Many of the high efficiency packaged terminal units such as residential furnaces, fan coils, unit ventilators and water source heat pumps used the ECM fans up to 6 tons.

Later we saw the manufactures of "CRAC" unit replace the belt driven forward curved fans with these new internal rotor motors which have been in production in Europe for many years.

Today the limit of 1 HP has been broken. They now have ECM technology up to 3 HP or 8,000 CFM at a total static of 4 inches. One manufacturer stated that they would have this technology up to 12 HP in the near future.

Last year we saw several manufacturers of large custom handling units utilize several direct drive fans in an array or "fan-wall" with variable speed drives operating all fans with one VFD or each fan having its own VFD. At the show there was a 3,000 CFM AHU with four (4) ECM fans in an array.

Just think... no more belts, sheaves, or pulleys! No more bearing blocks to lubricate...fans so light that you won't need a block & tackle to remove and service....and AHUs will now be shorter.

Ray Hickey, Northeast Chapter ASHRAE Refrigeration Chair

# Message from Student Activities

Below is a scholarship we offer annually. If you know of any hard working students that could use a break, spread the word!

## ASHRAE NORTHEAST CHAPTER SCHOLARSHIP APPLICATION



**American Society of Heating, Refrigerating and Air-Conditioning Engineers, Inc.,**

The ASHRAE Northeast Chapter Scholarship Program is designed to encourage and assist in the education of men and women pursuing a career in the field of heating, ventilating, air conditioning and refrigeration (HVAC&R) through its granting of scholarships. The program also serves the public interest by aiding in the education of men and women to become qualified to practice within the HVAC&R field.

### Personal Data

Last Name		First Name		Middle Initial	
Student's Home Address					
City		State		Zip	
E-mail address		Home Phone			
Date of Birth		Citizenship			

### Education

High School		H.S. Location	
H.S. Course of Study		Year Graduated H.S.	
College or University		Location	
Major		Cumulative Grade Point Average	
Anticipated College or University Graduation Date			
Other School		Location	
Course of Study		Year Graduated	
Anticipated Graduation Date			

**Education** *(continued)*

List of Engineering/ Technical Courses taken to date (applicant may refer to transcript):
Extra Curricular Activities and Hobbies:

**Professional Data** *(provide a brief resume of your work experience)*

Employer		From/To Dates	
Brief Job Description			
Employer		From/To Dates	
Brief Job Description			
Employer		From/To Dates	
Brief Job Description			

**Professional Goals**

What is your particular interest in a field(s) covered by ASHRAE, and describe one or more ways that the HVAC&R industry affects the lives of people in today's society. (300 words maximum, attach extra pages as required)

**References**

Please provide a total of two references along with a separate letter of recommendation from either: Professor, Faculty, Business Person or Former Employer.					
Name & Relation		Address		Phone	
Name & Relation		Address		Phone	
Please list any associations with ASHRAE Northeast chapter members.					
Name & Relation		Address		Phone	

**Basic Criteria which all Scholarships are granted:**

1. Full time enrollment in a college, university, or technical institute.  
Undergraduate students should be entering their sophomore, junior or senior year with at least one full year of studies remaining in the year for which the scholarship is granted. Graduate students can apply at any point during their studies as long as they have at least one full year of studies remaining in the year for which the scholarship is granted.
2. Study that is applicable to service in the HVAC&R profession.
3. A cumulative grade point average (GPA) of at least 3.0 on a scale where 4.0 is the highest (attach official transcript).
4. Association with the region covered by ASHRAE Northeast Chapter (Capital Region) by attendance to a school in the area or permanent address in the area.

I believe all of the above information to be true and complete and I hereby apply to the American Society of Heating Refrigeration and Air-Conditioning Engineers –Northeast Chapter for an ASHRAE Scholarship. I certify that I am not receiving full funding for my education from an employer, any branch of the Armed Services or any other organization.

\_\_\_\_\_  
Signature of Applicant

\_\_\_\_\_  
Date

Mail or email completed application to: Dave Ricci  
Johnson Controls Inc.  
116 Railroad Ave.  
Albany, NY 12205  
518-451-2700  
David.e.ricci@jci.com





# Message from Newsletter Editor

With winter among us we find ourselves less likely to venture out in the cold weather. I urge you to fight cabin fever and come to our monthly meetings. There's typically a PDH attached to our presentations for the PE's in the crowd. The meals are good and the location is easy to find right by Crossgates commons. If you've never attended a meeting perhaps it's time to see what it's all about? Meet mingle and be involved with the most important organization in our industry, ASHRAE!

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## Business Card Ads

**We are currently accepting business card advertisements** for this year's newsletters. The cost of a business card ad is \$60.00 per year. The newsletter is published monthly, September through June (ten total issues).

Your business card ad will circulate to OVER 200 RECIPIENTS each month!

Interested in placing an ad? Please contact [cschmidt@b2qassociates.com](mailto:cschmidt@b2qassociates.com)



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## Employment Opportunities

**We are currently accepting employment opportunity advertisements** for this year's newsletters. The cost of a business card ad is \$50.00 per month. Again, the newsletter is distributed to OVER 200 RECIPIENTS each month!

Interested in placing an ad? Please contact me at [Erick@rpfedder.com](mailto:Erick@rpfedder.com)





## Mechanical Engineer / Entry & Intermediate Levels

Stantec Consulting Services, Inc. 3 Columbia Circle, Suite 6, Albany, NY 12203 has immediate openings for entry and intermediate level mechanical engineers to help us further grow to support the needs of our clients. Our Albany office has decades of experience in buildings engineering via intelligent design with innovative execution. Our team in Albany specializes in buildings engineering with a strong emphasis on central utility systems and HVAC for industrial, pharmaceutical and biotech clients with extended experience in commercial, institutional, laboratory and higher education design.

### **Your Responsibilities:**

- Performing load calculations for new and renovation construction projects.
- Sizing and selection of mechanical and plumbing equipment (AHUs pumps, fans, plumbing fixtures, chillers, boilers, etc.)
- Produce complete sets of mechanical and plumbing drawings and specifications.
- Coordination of documents with other disciplines (Architectural, Structural, Civil, Electrical, Process) and ability to also work efficiently with construction contractors.
- Prepare engineering studies and schematic design for new HVAC/Utilities systems and analyze the operation of existing systems.
- Knowledge of mechanical and plumbing code requirements and ability to make interpretations or exceptions where required.
- The ability to manage, prioritize and expedite multiple priorities.



Assess project requirements, breakdown of project into tasks and coordination with Project Managers to determine scope of work for mechanical tasks.

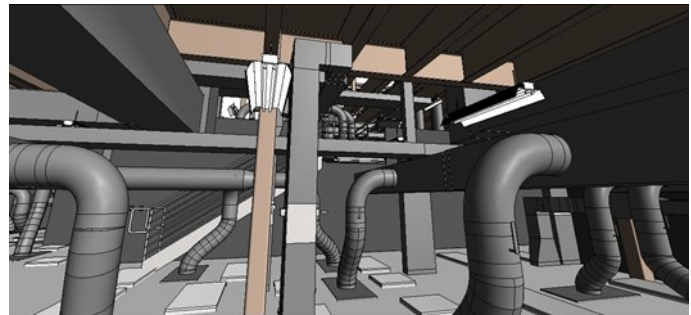
### **Your Capabilities and Credentials:**

- Bachelor's Degree in Mechanical Engineering or 7+ years of mechanical design experience
- Pharmaceutical, Biotech, Life Sciences or Laboratory design experience is preferred, but not required
- Registered Professional Engineer (PE) preferred, but not required
- HVAC and Utilities design experience
- Experience with AutoCAD, Revit, Trane Trace or Carrier HAP beneficial
- Must be able to work well independently as well as with a larger team of designers and engineers.

Must be detail-oriented with effective communication skills both verbally and written.

Stantec [[Stantec.com](http://Stantec.com)] offers a competitive benefits plan including health insurance, 401-K plan, dental, vision, employee stock purchase, vacation, paid holidays and more. Salary negotiated based on candidate qualifications. Send resumes to Jared Waugh.

Email: [jared.waugh@stantec.com](mailto:jared.waugh@stantec.com)





The Superior Group is seeking a Sales Engineer for a distributor in the Albany area.

Summary: Supports the company's sales goals through professional sales techniques and good customer service, maintains quality relations with existing accounts, and provides sales and marketing coverage by performing the following duties.

Duties and Responsibilities include the following. Other duties may be assigned.

- Develops maximum sales potential out of assigned territory through competitive sales techniques and knowledge of the company's products and services as well as the competition's strengths/weaknesses.\*
- Creates customized proposals to meet specific customer requirements in an efficient, detailed and timely manner.\*
- Builds and maintains quality relations with existing assigned accounts and increases volume of sales on a consistent basis.\*
- Utilizes company leads to expand current customer base and follows up all leads promptly.\*
- Stays abreast and advises management of market conditions regarding products, product updates, service offerings and new technologies through available resources by participating in appropriate professional organizations.\*
- Provides accurate and complete documentation for order entry and purchasing.\*
- Completes and submits sales reports each month on sales calls, outstanding quotes, jobs out for approval and quotes lost with complete documentation.\*
- Completes and submits expense reports and mileage logs on a monthly basis with complete documentation.\*
- Ensures a professional and orderly company image at all times.\*
- Attends and participates in company sales meetings.\*
- Assists in the training of co-workers as assigned.\*
- Occasional overnight travel may be required

#### Required Skills / Qualifications:

- Bachelor's Degree
- 6 years of experience in a technical sales role
- Valid driver's license
- Ability to lift 75 pounds
- 1 year of experience working with computer databases

#### Preferred Skills / Qualifications:

- Excellent communication, math and mechanical skills

#### **If interested call:**

**Connor Dean** | Recruitment Specialist  
Superior Talent Resources, Inc.

716.630.2979

# Northeast Chapter Officers and Board of Governors 2014-15

Chapter President:	Douglas Belokopitsky
President Elect/CTTC/Program Chair:	Dan Williams
Vice President/ Newsletter Editor:	Erick Moser
Treasurer:	David Houle
Secretary:	Adam Feather
Board of Governors	John Thomas
Board of Governors:	Russ Danforth
Board of Governors:	Greg Kirkpatrick
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YEA:	Brian Meneghan
Government Activities:	Open

