



Northeast Chapter

# Thermal Briefs

SEPTEMBER 2015

## ANNUAL GOLF OUTING Friday, September 18, 2015

**EVENTS/** Airway Meadows Golf Club  
**LOCATIONS:** 262 Brownville Road  
Gansevoort, NY 12831  
(518)-792-4144  
[www.airwaymeadowsgolf.com](http://www.airwaymeadowsgolf.com)

**EVENT TIMES:** "Scramble" Golf Tournament  
7:30 - 8:15 A.M. Registration  
11:00 A.M. - TBD Lunch on the Turn\*  
1:45 - 2:30 P.M. Appetizers\*  
2:30 - 3:30 P.M. Dinner\*  
3:30 P.M. Awards/Prizes\*

**PRICING:** Lunch Buffet & Chicken Dinner \$61.00  
Lunch Buffet & Steak Dinner \$61.00  
Lunch Buffet & Lobster Dinner \$75.00  
Golf \$75.00

**LUNCH BUFFET:** 2 Hot Dogs or 1 Sweet Italian Sausage with Peppers and Onions, Bag of Chips and choice of Can of Beer or Bottle of water or soda

**DINNER:** Steak Dinner: 14 oz. Strip Steak  
Chicken Dinner: Golden BBQ Split Chicken  
Lobster Dinner: 1-1/2lb lobster

Each buffet-style dinner above includes: Tossed salad, baked potato, corn-on-the-cob, dinner rolls, dessert, coffee/tea, soda and beer.

\*Located at the tournament tent.

**No Registrations will be accepted after  
Thursday, September 10<sup>th</sup>.  
All payments must be postmarked by this date.**

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## Message from the President

I would like to start off by expressing my appreciation. First I want to say thank you to our chapter members who are a great group of individuals. It has been a pleasure getting to know you all over the past few years as I've worked my way up through the chapter officer positions. Next I want to thank our most recent past-president, Doug Belokopitsky, for doing a great job and setting the bar high for me. And finally I'd like to thank our chapter officers, chairpersons and board of governors. We have a great team of people with various backgrounds and strengths and I couldn't be happier to be working with these folks and getting to know them better. Dave Houle (President Elect), Kendra Potasiewicz (Treasurer) and Chris Schmidt (Research Promotion Chair) are hard at work making sure that this year's golf outing will be a great success. I am looking forward to seeing you there! Tim Houle (Registration Chair) and Erik Olson (Webmaster) are hard at work incorporating a convenient online payment method onto our ever evolving, ever improving chapter website. Liesl Hammer (Membership Promotion Chair) has some great ideas to ensure that we are reaching out to all of our chapter members to keep you involved with the chapter.

Many of the chapter officers and chairpersons attended the CRC this August in Syracuse. We had the opportunity to meet some of the folks from Region 1 and also from ASHRAE society. There are many great people at all levels of the organization, and this event offers networking opportunities beyond our own geographical area. I highly encourage our young chapter members to consider becoming a chapter officer or chairperson so that you will have the opportunity to attend this annual event.

As the chapter president this year I want to make sure that you, our chapter members, are benefiting from your involvement with our chapter events. If you have any comments, questions or concerns anytime throughout the chapter year please reach out to me or any of the other officers, chairpersons or board of governors anytime.

Dan Williams  
2015-2016 Northeast Chapter President

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## Message from the Newsletter Editor

*Greetings! There has been a somewhat recent change in our payment structure, in case you're not aware: Paypal is now a feature on our website! <http://northeast.ashraechapters.org/>*

*Essentially, you can now pay ahead for our monthly lunch meetings. No more fiddling with credit cards, checks, or cash; unless that's what you want to do, in which case, we'll still happily accept those forms of payment. Registration for our annual golf outing can also be paid via Paypal.*

*If you have any questions pertaining to this, please let us know. If you have any suggestions regarding the newsletter, please shoot me an email at [adam.feather@trane.com](mailto:adam.feather@trane.com). Thanks!*

# Honors and Awards

Congratulations are due to longtime ASHRAE Northeast member **Mr. Ray Albrecht**, who has received the **Distinguished Service Award** from ASHRAE Members Council. From ASHRAE,

*“This award recognizes ASHRAE Members who have served the Society faithfully and with distinction on committees or have otherwise given freely of their time and talent on behalf of the Society. The award consists on a plaque and lapel pin.”*

Mr. Albrecht’s service to ASHRAE National includes serving multiple terms as chairman of Technical Committee 6.10 for Fuels and Combustion. He was also a member of Technical Committee 6.1 for Steam and Hydronic Systems. Additionally, he served on Standard 103 for Residential Heating System AFUE testing and is still active as a voting member of Standard 155P for Efficiency Testing of Commercial Boiler Systems. He has also organized many technical programs at ASHRAE society meetings over the past 30 years, mostly relating to efficiency and emissions performance of boiler systems.

In the ASHRAE Northeast chapter, Mr. Albrecht was the Northeast Chapter president during 1986-87, just behind Stan Westhoff. He also served on the Board of Governors for several years taking on such positions as Secretary, and Past-president. Additionally, he served as Region I vice-chairman for Research Promotion for three years. He has many fond memories of technical sessions at society meetings, which helped to introduce fellow members to advanced technology. His most notable recollection at the chapter level was working with Stan Westhoff to provide high quality programs and activities to the chapter members.

Mr. Albrecht’s career history includes 30 years managing the heating research program for residential, commercial and industrial buildings at the New York State Energy Research and Development Authority (NYSERDA.) This program included the development of residential and commercial burners, boilers, furnaces and controls in cooperation with New York State manufacturers, and also included testing and demonstration of ultra-low sulfur heating oil and biodiesel blends in residential and commercial building applications. Additionally, he managed the biomass technology development and emissions performance testing program. For his service, he was the recipient of NYSERDA Distinguished Service Award. Mr. Albrecht is still active working as a consultant in the field of fuels and combustion, including providing technical assistance to the National Biodiesel Board in northeastern United States, the Biomass Thermal Energy Council (BTEC), and to biomass-fired boiler manufacturers in Germany and Austria. This assistance includes establishing relations with North American business partners, obtaining ASME/UL/CSA product certification and regulatory approvals, and German-English translations of engineering and marketing documents.

# Message from the Nominating Committee

## **We are pleased to announce the 2015-2016 ASHRAE Northeast**

Chapter President:	Dan Williams
President Elect/CTTC/Program Chair:	David Houle
Vice President/ Newsletter Editor:	Adam Feather
Treasurer:	Kendra Potasiewicz
Secretary:	Trevor Gensch
Board of Governors	Tim Houle
Board of Governors:	John Thomas
Board of Governors:	Russ Danforth
Board of Governors:	Douglas Belokopitsky
Board of Governors:	Greg Kirkpatrick
Board of Governors:	Todd Turcotte

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***Please consider volunteering for a regional  
or society level position or let us know  
if you think of anybody who would be good for  
any of the positions listed at the following link:***

**<https://www.ashrae.org/society-groups/committees/>**

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**If you have a professional relationship with any  
local government officials, please let us know!**

The ASHRAE Northeast Chapter would like to reach out to them to promote sustainability topics. Government officials might include school board, state or provincial legislative committee, state or provincial agency, city council, county board, etc.

# Message from Membership Promotion

Welcome back to another year of ASHRAE!

Has it been a great summer or what?!!! As I think back, I can't even remember a summer in the last decade that has been so gorgeous!

In fact, since the humidity hasn't been too high, I've been able to keep the A/C unit off at my house for most of the summer! I've been using cross-ventilation techniques and thermal mass storage to keep it cool. Reminds me of an innovative high school design in Oregon, where I used to practice, that used these same techniques. I wonder how many buildings could be taking advantage of this "free" cooling but aren't yet.

By now, all Chapter members have received a copy of our 2015 Roster. We'll be releasing an electronic version of the Roster again this year, so please check the information that is entered for you in the printed Roster, and please email me any corrections.

A new year is also a good time to consider new ventures. Giving back to your local Chapter can be as rewarding as receiving the benefits of ASHRAE, as well as increasing your marketable accomplishments. Over the next few months, we'll be looking for members interested in being part of the Membership Committee. So if you'd like to take the next step in your career with ASHRAE, drop me a line to express your interest!

If you have any questions regarding membership, please don't hesitate to contact me at [Liesl.Hammer@gmail.com](mailto:Liesl.Hammer@gmail.com).

Liesl Hammer  
Membership Promotion Chair

# Message from the Chapter Historian

## Northeast Chapter History Report - Central New York Chapter CRC 2015

The Central New York Chapter hosted the Chapters Regional Conference (CRC) in Syracuse on August 20 -22. The Northeast Chapter sent several of the Officers and Committee Chairs to attend the conference.

The following awards and certificates were presented:

- Doug Belokopitsky – received the Presidential Award of Excellence (PAOE)
- Stan Westhoff received a History Gold Ribbon for the history of Doug Belokopitsky
- Chris Schmidt received the Goal Certificate for making the Goal as the Chapter Research Promotion Chair

Look for information as it becomes available for the Chapter History meeting.

Submitted by Chapter Historian,

Submitted by:

**Stan Westhoff**

Northeast Chapter Historian



# Refrigeration Article

This year we will have a tour through one of the larger ammonia plants at Price Chopper and a tour of a local Nine Pin Cider works.

On the technical side we will be looking more at natural refrigerants and how they are now entering the industry. The first will be packaged ultra low temp (-90C) cascade using a couple of new technologies and natural refrigerants.

## Current PAOE Chapter Summary

PAOE stands for the Presidential Award of Excellence and is a point system used within ASHRAE to **evaluate the success of each chapter**. Officers and grassroots chairs have the opportunity to earn PAOE points based on achievements and accomplishments designated by the ASHRAE Society President. Example activities for earning PAOE points include starting a new student chapter, holding at least eight regular chapter meetings in a year, and educating non-members about ASHRAE technologies and goals.

Membership Promotion	Student Activities	Research Promotion	Historical	Chapter Operations	Chapter Technology Transfer	Chapter Grassroots Government Activities	Chapter PAOE Point Totals
-	-	-	-	-	-	-	-

## 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                  | Russ Danforth        |
| Board of Governors:                 | Gregory Kirkpatrick  |
| Board of Governors:                 | Trevor Gensch        |
| Board of Governors:                 | John Thomas          |
| Board of Governors:                 | Tim Houle            |
| Membership Chair:                   | Adam Feather         |
| Student Activities Chair:           | Dave Ricci           |
| Research Promotion Chair:           | Chris Schmidt        |
| Refrigeration Chair                 | Ray Hickey           |
| Historian:                          | Stanley Westhoff     |
| YEA:                                | Brian Meneghan       |
| Webmaster/Home Page Editor/ CECC:   | Michael Schwarz      |

# Employment Opportunities



**Position:** Commercial/Industrial Boiler Technician  
**Location:** Albany, NY

Blake Equipment is the leading specialty distributor and manufacturers' representative of water and thermal energy solutions, serving the Northeast since 1927. We are also an OEM water conditioning manufacture of BWS brand water conditioning products. Wherever there is a need to heat, treat or move water, Peak Performance Solutions can be found at one of Blake Equipment's 13 locations. We invite you to visit our website, [www.BlakeEquip.com](http://www.BlakeEquip.com) for more information about our company.

We are seeking an individual to join the team as a Boiler Technician working from our Albany, NY location. Work alongside a team of high energy professionals dedicated to superior customer service. The successful candidate will have a technical degree or experience in start-up and servicing the thermal energy and water systems. The candidate will demonstrate commitment to Blake's core values of Integrity, Excellence, Teamwork, and Innovation.

## Responsibilities:

- Develop and maintain professional and positive relationships with customers, manufacturers and the Blake Group Team.
- Per supervisors instructions, Maintain/Troubleshoot/Repair/Start-Up of equipment such as Industrial and Commercial boilers, burners, controls, deaerators, pumps and water treatment.
- Conduct all work in accordance with the Blake Safety Manual.
- Consistently demonstrate strong communication, follow up, organizational and record keeping skills within guidelines for accuracy and deadlines.
- Support corporate goals and initiatives.
- Share information on competitive, market and industry trends with Blake Management Team.

## Requirements:

- Experience in Industrial/Commercial boiler systems, water systems and/or plumbing & heating is preferred but an individual with a mechanical background or mechanical aptitude will be strongly considered.
- Excellent verbal and written communication skills.
- Demonstrable organizational and time management skills.
- Strong work ethic and problem solving skills.
- Ability to work well with a team in a high energy environment.
- Correctly troubleshoot and resolve problems in the field.
- Understanding of wiring diagrams, electrical/controls, and instrumentation.
- Provide excellent customer service as the face of The Blake Group in the marketplace.

The compensation package includes a competitive pay package, generous benefits, uniforms/PPE, in-house and factory training with future advancement opportunities. Mail, fax, or e-mail resumes in strictest confidence to:

Blake Equipment Company  
 11 Thatcher Street  
 Albany, NY 12207  
 FAX: (860) 528-8057 Attn: Karen Karg  
 Email: [Karen.Karg@BlakeEquip.com](mailto:Karen.Karg@BlakeEquip.com) NO PHONE CALLS.

**We are currently accepting employment opportunity advertisements** for this year's newsletters. We have revised our cost for these postings. Rather than a set 'price' there is no cost, but we do highly encourage and appreciate any and all donations to RP, to aid in reaching our RP fundraising goal. Again, the newsletter is distributed to OVER 200 RECIPIENTS each month!

Interested in placing an ad? Please contact me at [adam.feather@trane.com](mailto:adam.feather@trane.com).



# Employment Opportunities

**Position:** Commercial Products Sales Engineer  
**Location:** Albany, NY Territory  
**Desired Start:** Immediate



Blake Equipment is seeking a seasoned individual to join the team as a Commercial Products Sales Engineer in our New Hampshire territory focused on commercial hydronic heat and domestic hot water, low pressure steam, pumps, and renewable thermal energy systems.

A **Commercial Products Sales Engineer** is responsible to prospect, specify, quote and close water and thermal energy application opportunities (booster, water treatment, domestic hot water, steam and hot water heat, sanitary sewer). Work with a successful team of inside and outside professionals to promote, sell and support our thermal energy and water products in the commercial and light industrial sectors with a concentration on providing solutions and services around water applications. Prospect, build and maintain partnerships with engineering firms, contractors and end users in the industrial, institutional and commercial marketplace. In-house and factory training is provided. The successful candidate will have 5+ years' experience of demonstrated sales success in selling and supporting projects in the water and thermal energy fields across all market sectors.

## Responsibilities will include:

- Develop and maintain excellent relationships with key decision makers, influencers, manufacturers and Blake personnel
- Travel within territory 50% of the time.
- Maintain CRM (Goldmine) tool with updates to contacts, pipeline, opportunities and forecast.
- Participate in local trade associations, trade shows and technical seminars.
- Conduct field events to promote products and solutions.
- Develop specifications, proposals, submittals and effective presentations
- Support corporate goals and initiatives
- Collect and share information on competitive, market and industry trends with corporate.

## Requirements:

- BS in Mechanical Engineering, Marine Engineering or equivalent experience
- 5+ years' experience sales/marketing of Thermal Energy and Water Solutions to key decision makers and influencers
- Strong customer service and sales skills.
- Excellent communication, follow up, organizational and record keeping skills
- Well versed in Microsoft office
- Commitment to excellence

This position offers a competitive salary and bonus structure (our reps are expected to make over 100K by year 3), company car/car allowance, expenses, computer, phone, 401k, generous health benefits, in- house and factory training with future advancement opportunities. E-mail resumes in strictest confidence to:

Email: [kimberly.garcia@blakeequip.com](mailto:kimberly.garcia@blakeequip.com) No phone calls, please.

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Interested in placing an ad? Please contact me at [adam.feather@trane.com](mailto:adam.feather@trane.com).

## Business Card Ads

The ASHRAE Northeast Chapter would like to thank the following sponsors for choosing to help us by making a donation to ASHRAE Research Promotion:

**We are currently accepting business card advertisements** for this year's newsletters. The cost of a business card ad is \$10.00 per month (this money goes directly to Research Promotion; it is not income for our chapter operations).

If you list an ad for the remainder of the year you will receive 1 month free and your ad will circulate to **OVER 200 RECIPIENTS** each month!

Interested in placing an ad?

Please contact me at [adam.feather@trane.com](mailto:adam.feather@trane.com).

ASHRAE, founded in 1894, is a building technology society with more than 50,000 members worldwide. The Society and its members focus on building systems, energy efficiency, indoor air quality, refrigeration and sustainability. Through research, standards writing, publishing, certification and continuing education, ASHRAE shapes tomorrow's built environment today.

