



Northeast Chapter

Thermal Briefs

SUMMER 2014

Annual Golf Outing Friday, September 12, 2014

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

"Scramble" Golf Tournament

EVENT TIMES:	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 (\$65 if before 8/22!)

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.

**No Registrations will be accepted after
Thursday, September 4th.
All payments must be postmarked by this date.**

**Please refer to registration forms that were emailed on
Thursday, August 7th 2014**

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Message from the President

Another ASHRAE year is coming to a close for the Northeast Chapter. It's been a good one – here's a recap on some of the highlights:

- Participation in our Chapter Regional Conference (CRC), held in Burlington, VT
- A fantastic golf outing at Western Turnpike in late August, raising over \$4,000 for Research!
- Multiple well-attended lunch meetings at our regular meeting place, the IACC
- A combined YEA and student event at RPI in December
- A tour of the Schmaltz Brewing Company in April
- Networking with local manufacturing representatives at our second annual "Speed Networking"

I'd like to thank our Board, Officers and Committee Chairs for their hard work this past year. Without you, the above accomplishments would not have been possible.

I'd also like to thank our general membership – without your continued interest in the industry and support of ASHRAE research, this chapter would not be able to organize events and sustain activity.

Thanks to all for your continued support in our effort "to advance the arts and sciences of heating, ventilating, air conditioning and refrigerating to serve humanity and promote a sustainable world."

Wishing the Northeast Chapter and Region I all the best!

Sincerely,

Cara Martin

ASHRAE Northeast Chapter President
cmartin@optimizedthermalsystems.com

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
100	1525	990	375	1090	725	0	4805

Message from Membership

Please remember to **renew your membership** to continue benefitting from the opportunities that your ASHRAE membership provides! Head here to renew: <https://www.ashrae.org/membership--conferences/renew-my-membership>. Also, if you happen to know of any engineering students or have any colleagues that are not members, please be sure to mention ASHRAE and let them know what they're missing out on. Please refer prospective new members to me or if you have any questions regarding membership, contact me at adam.feather@trane.com.

Regards,

Adam Feather
 ASHRAE Northeast Chapter Membership Promotion Chair

Message from the Chapter Historian

NORTHEAST CHAPTER HISTORY 2013 -2014—YEAR IN REVIEW

Chapter President:	Cara Martin
President Elect/CTTC/Program Chair:	Douglas Belokopitsky
Vice President/ Newsletter Editor:	Dan Williams
Treasurer:	Erick Moser
Secretary:	David Houle
Board of Governors	Nick Casale
Board of Governors:	Heather Maxwell
Board of Governors:	Tom Farrell
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
Webmaster/Home Page Editor/ CECC:	Michael Schwarz
YEA	John Roylance

The Northeast Chapter of ASHRAE started off the year with a successful CRC in Burlington, VT. The following awards and certificates were presented:

- Emery Otruba received a Certificate of Appreciation for his leadership on the Regional Nominating Committee
- Richard Vehlow received a Certificate of Appreciation for his leadership as the Regional Vice Chair of Membership Promotion
- Cara Martin was presented the Outstanding Programs Award for her work as Chapter Program Chair
- Stan Westhoff received a History Gold Ribbon for the updated history of Arthur Bergles
- Tim Houle received the Bronze Treasury Ribbon, Full Circle Chevron and Achievement Certificate for exceeding chapter goal as the Chapter Research Promotion Chair
- Nick Casale received the Presidential Award of Excellence, Honor Roll, and Special Citation for his guidance as Chapter President for 2012 – 2013.

Golf/Steak Roast at the Western Turnpike Golf Course. The September meeting had Steve Springer of VAF Filtration speak on Cooling Tower Filtration. In October was the Capitol Mechanical Engineering & Energy Symposium. November had Joseph Klotz spoke on BMS Wireless Solutions and December had Dave Dwyer of Clearwater Systems speak on Physical Water Treatment using Pulsed Power. In January Greg Sifferlen of Schneider Electric presented the Economics of Close-Coupled Cooling in the Data Center. The February speaker was Rudolf Zaengerle of Konvekta who presented HVAC Energy Recovery. The March meeting was Desiccant Dehumidification by Steve Picolo of Advantix Systems. The April meeting included Joe Furman the DRC of Region I and a Certificate of Appreciation presented to Cara Martin as Past President with Tim Devine of DNV GL speaking on Realistic Standards for Optimizing Building HVAC. May meeting included an announcement of Officers and BOG members and a presentation on Noise & Vibration Control in HVAC by Bruce Majer of BRD Noise & Vibration Control Inc. There will be an Officer & BOG Installation in June for 2014-2015.

There was a superbowl pool and 50/50 raffles throughout the year with proceeds going to ASHRAE Research.

Submitted by:

Stan Westhoff

Northeast Chapter Historian

Message from the Nominating Committee

We are pleased to announce the 2014-2015 ASHRAE Northeast Chapter Officers

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	Tim Houle
Board of Governors:	John Thomas
Board of Governors:	Russ Danforth
Board of Governors:	Trevor Gensch
Board of Governors:	Greg Kirkpatrick

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/>

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.

Student Activities Article

Earn scholarship money and represent the face of engineering students today!

Building systems engineering is changing; tell ASHRAE how you're playing an active role in that change for a chance to earn a \$1000 scholarship and international recognition.

New Faces of Engineering: College Edition

The program recognizes outstanding junior or senior (defined as third, fourth or fifth year) ASHRAE student members enrolled in a Bachelor of Science in Engineering program from an ABET Accredited school who are proving themselves to be leaders in the field of engineering.

Apply Today and Earn Scholarship Money

ASHRAE's college New Face winner will receive a **\$1000 scholarship** and be **recognized in a full-page ad in the ASHRAE Journal**. The winner, will also have their profile featured on the New Faces of Engineering: College Edition's Facebook page.

Applications are being accepted Oct. 1-Nov. 15 through the [New Faces: College edition Facebook page \(http://www.facebook.com/CollegeEdition\)](http://www.facebook.com/CollegeEdition).

In addition, the Northeast Chapter Also has a scholarship for 2 successful applicants. It's a great way to win some extra money for your education. Refer to the application form on the following three (3) pages of this newsletter.

Sincerely,

Dave Ricci

ASHRAE Northeast Chapter Student Activities Chair

Northeast Chapter Officers and Board of Governors 2013-14

Chapter President:	Cara Martin
President Elect/CTTC/Program Chair:	Douglas Belokopitsky
Vice President/ Newsletter Editor:	Dan Williams
Treasurer:	Erick Moser
Secretary:	David Houle
Board of Governors	Nick Casale
Board of Governors:	Heather Maxwell
Board of Governors:	Kevin Doty
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:	John Roylance
Government Activities:	Charles Stead
Webmaster/Home Page Editor/ CECC:	Michael Schwarz

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

APPLICATIONS MUST BE POSTMARKED BY Friday, March 31th, 2014:

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



Scholarship Application
Page 3/3

Employment Opportunities

NEW OPPORTUNITY

Sales Assistant

L.J. Early Co., Inc., a HVAC Manufacturers Representative Firm based in Menands, is seeking a Sales Support Specialist.

Responsibilities include, but are not limited to:

- Prepare replacement parts quotations, process orders and provide customer service support
- Prepare equipment submittals for approval
- Enter, manage and process customer orders
- Provide ongoing support to our customers from order entry to final shipment
- Track current orders and shipment dates
- Provide professional telephone and email communication
- Provide administrative support for the outside sales staff

Qualifications:

- Attention to detail with ability to handle multiple priorities simultaneously
- Highly motivated individual to work independently as well as within a team
- Strong verbal and written communication skills
- Proficiency with Microsoft Outlook, Word, Excel and Internet Explorer

Training will be provided. Strong work ethic and attention to detail required, prior industry experience is not necessary.

Please visit lyearly.com for more information or contact Denis Boyce at L.J. Early Co., Inc. by email – DenisBoyce@LJEarly.com.

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 danw@sagellp.com.

Employment Opportunities

NEW OPPORTUNITY



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

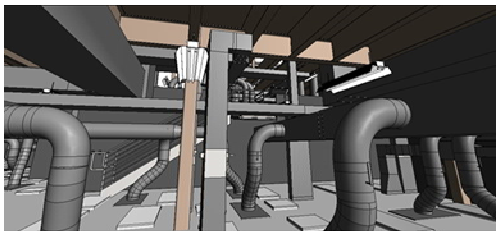
engineering via intelligent design with innovative execution. Our team in Albany specializes in buildings engineering with a strong emphasis on central utility systems and HVAC for industrial, pharmaceutical and biotech clients with extended experience in commercial, institutional, laboratory and higher 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] 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

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Employment Opportunities

Outside Sales Representative

Our client, the Frank P. Langley Company, a company representing technical products from some of the premier manufacturers in the HVAC, plumbing, and industrial markets, has an immediate need for a skilled Outside Sales Representative to service their Albany, NY marketplace, and to focus on a line of boiler and pump products selling to the wholesale, institutional and industrial markets. This company has been servicing their clients for over 50 years, and has a fantastic reputation in their marketplace, and a long track record of success. The person who assumes this position will be taking over an established account base from the current individual who is set to retire this year. Responsibility in this role includes supporting the company's sales goals through professional sales techniques and good customer service, maintaining quality relations with existing accounts, and provides sales and marketing coverage by performing the following duties. Upon interest, a full job description will be provided. Training will be an extensive process prior to individual taking on direct account responsibility. Requirements for this position include a BA/BS degree along with 5+ years of professional work experience in the industry. Work is involved in the pumping, valves, heat transfer and mechanical HVAC equipment industry, specific experience from these industries is a strong plus. Individual shall be comfortable in making public presentations, working mathematical concepts, have strong communication skills and a working knowledge of Microsoft Office products. Our client will also consider a candidate coming from the service side of this industry, if they have a strong background and desire to move into a more outside sales focused role. Compensation includes a strong base salary depending on experience plus bonus program and fantastic benefits. The benefits package includes 90% company paid health insurance, group life insurance, lucrative annual profit sharing/ESOP plan, paid time off, tuition reimbursement, group long term disability insurance and section 125 flexible spending account. For immediate consideration and more information, please e-mail your resume to Jason Connors at jasonc@allsearchinc.com.

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 danw@sagellp.com.

Employment Opportunities

Assistant Project Manager to Senior Project Manager – R&D – Buildings Program – Heating and Cooling – Albany Office (#261)

The New York State Energy Research and Development Authority (NYSERDA) is seeking a creative, self-motivated and experienced individual to procure and manage a portfolio of R&D projects in the technology area of heating and cooling for residential, multi-family, commercial, and institutional buildings. Technologies include space heating and cooling, ventilation, and domestic hot water utilizing various forms of input energy – electricity, natural gas, oil, biomass and renewable. The Heating and Cooling Program is part of a multi-faceted NYSERDA Buildings R&D program focused on advancing the development and application of energy efficient building related technology. Towards this objective, the Buildings R&D program works through partnerships and collaborations with many small-to-large sized New York businesses, technical universities, DOE National Laboratories, industry trade groups and other organizations. While the position's focus will be predominately on heating and cooling technologies, the project manager may be assigned to work on other building related technologies for program diversification or as needs demand. The project manager responsibilities will include managing a portfolio of R&D projects ranging from 15 to 25 projects with an aggregate value of approximately \$10 million.

The Project Manager's primary responsibilities will be to:

- Develop and promote solicitations to procure projects in the relevant technology areas
- Organize and lead a Technical Evaluation Panel (TEP) review of solicitation proposals
- Document and present TEP results to senior management
- Develop documents and support contract negotiations for awarded projects
- Manage projects in relation to stated goals, tasks, schedule, and budget
- Facilitate technology transfer from R&D to NYSERDA's deployment programs
- Disseminate project results to accelerate market adoption
- Develop networks and interact with stakeholders, industry, government, technical universities, and other entities
- Make presentations on NYSERDA's Heating and Cooling R&D program activities at professional meetings, conferences and workshops
- Maintain a knowledge base of current and emerging heating and cooling technologies
- Provide technical expertise to other NYSERDA programs
- Perform other responsibilities as assigned.

Required minimum qualifications an individual must possess include:

- One year of relevant experience working with heating or cooling technologies
- Knowledge of fluid mechanics, heat transfer, thermodynamics and combustion processes
- Strong project management skills and the ability to successfully multi-task, set priorities and meet deadlines in a fast-paced environment
- Excellent oral and written communication and presentation skills, along with a demonstrated ability to develop relationships with key stakeholder groups
- Ability to be a self-starter and function well independently and in teams
- Excellent computer skills (Word, Excel, PowerPoint, etc.)

Minimum educational requirements an individual must possess include:

- A Bachelor's degree in mechanical engineering, physics, or related disciplines or
- An unrelated Bachelor's degree and 3 years of relevant experience as described above or
- An unrelated Master's Degree and 2 years of relevant experience as described above

Preference will be given to those candidates who possess the following:

- A Master's degree in mechanical engineering or physics
- Experience in HVAC design/development and or Biomass Heating Technologies
- Prior R&D experience
- PE license in NYS
- CEM Certification by the Association of Energy Engineers

Salary — Individuals will be considered for Assistant Project Manager through Senior Project Manager based on qualifications and experience. An excellent benefits package with generous paid leave is also offered.

To Apply — Please submit a cover letter and resume to recruiter@nyserda.ny.gov. When applying, please type the Position's Title and Job Code 261 in the Subject Line.

Employment Opportunities

Applied HVAC sales Engineer

Job Posting: Applied HVAC sales Engineer in Albany market. Join a local manufacturer's representative company with 45 years' experience. This position would require working with Engineers, Contractors, and Owners promoting the industry's leading manufacturers. A min of 10 years' experience in the industry is preferred. Complete benefits including healthcare, 401k, Profit Sharing, and Company Vehicle. This position offers high earning potential with a unique salary plus bonus structure. Come join a team that allows and encourages flexible territory management styles. Interested parties can **Contact Brian at 585-464-6307**

Technical Manager—ECS Performance Analysis

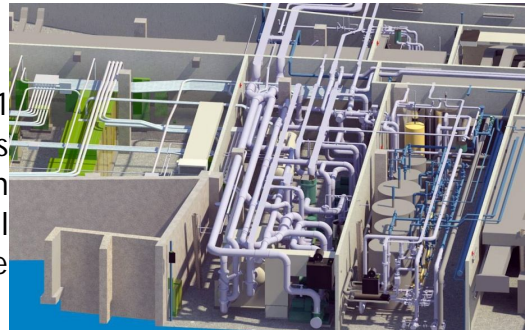
Location: Torrance California USA

Job Description: The selected candidate is responsible and accountable for developing and maintaining technology expertise in steady state thermodynamic system modeling of environmental control systems (ECS) and related systems such as fuel tank inerting, catalytic oxidation systems for air purification (NBC), air/water revitalization systems, and advanced technologies (e.g., space based life support; fuel cell power systems; etc.). Apply [HERE](#).



HVAC Engineer / Designer

Sage Engineering Associates, LLP, 1211 Western Avenue, Albany, NY 12203 provides Mechanical, Electrical and Structural design for Institutional, Commercial and Industrial facilities worldwide. We design systems to support the entire facility including many special systems for industrial clients.



We have a growing workload of primarily Institutional and Industrial clients.

We are expanding our volume of work and need help to meet deadlines.

We have several large projects in the beginning stages of design.

Qualifications:

Must have experience creating drawings and specifications for buildings using Autocad.

Professional Registration a plus.

All levels of experience will be considered.

Experience over ten years, or with projects over \$20 Million or Design or Revit or LEED or BIM would be considered a plus.

Salary commensurate with qualifications. Excellent benefits.

100% paid Health insurance, 401-K plan, bonus plan, etc.

Send resume to Evan Walden. E-Mail: hr@sagellp.com

Equal Opportunity Employer



Employment Opportunities



Sweeney Rogers Geraghty, Inc. Seeks Engineered Products Outside Sales Person for Upstate NY

Sweeney Rogers Geraghty, Inc. is seeking a professional, experienced commercial sales person for the Upstate NY territory. The position entails building and maintaining relationships with mechanical contractors and engineers, taking off and quoting commercial jobs, assisting with design-build projects and conducting engineering seminars. This person will also be responsible for product trainings, technical trouble shooting, attending trade shows, and coordinating and maintaining efficiency rebate incentives. Specific product focus will be on commercial boilers and water heaters, variable refrigerant volume HVAC systems, hydronic and steam system components, high velocity air conditioning and commercial air curtains.

A minimum of 5 years industry experience and residence within the territory is required. Applicants must have a valid driver's license.

This is great opportunity to join an established rep agency offering personal and professional growth as well as a competitive salary, benefits package and 401K program.

Please send a résumé to psweeney@srgirep.com



Sweeney Rogers Geraghty, Inc. Seeks Residential Outside Sales Person for Upstate NY

Sweeney Rogers Geraghty, Inc. is seeking an experienced residential plumbing and heating outside sales person in the Upstate New York territory. The job candidate will be responsible for managing the flow of goods through key distribution accounts, building and maintaining trade relationships, technical trouble shooting, attending trade shows and conducting product training seminars. Specific product focus will be on mini-split HVAC systems, high velocity air conditioning and residential boilers and furnaces.

A minimum of 5 years industry experience and residence within the territory is preferred. Applicants must have a valid driver's license.

This is a great opportunity to join an established rep agency offering personal and professional growth as well as a competitive salary, benefits package and 401K program.

Please send a résumé to psweeney@srgirep.com

Employment Opportunities



Dear Chapter Webmaster:

ASHRAE partners with the job board service Bird Dog to promote employment opportunities for the ASHRAE community. This effort is called ASHRAE Jobs. The link to ASHRAE Jobs (www.ashraejobs.com) can be found on the ASHRAE home page.

Forbes Magazine ranked engineer one of the 10 hardest jobs to fill in the US today. 4 of the top ten positions included engineer, skilled trades, technician and sales. Reasons for this vary, but emerging macro level trends include:

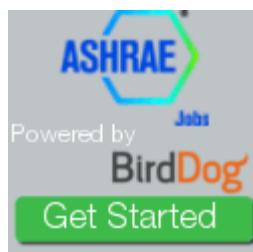
- The Obama administration's pledge to rebuild America's energy grid, energy efficiency incentives and infrastructure is increasing the need for talented engineers.
- There are far too few new college graduates in engineering to replace retiring engineers.
- Employers don't want to hire two or three engineers with a variety of specialties. They want one engineer who is trained in several areas.

Today, employment specialists see successful companies shifting their talent acquisition strategies from being reactive to an "always recruiting" proactive approach. Another trend is organizations recruiting for attitude and cultural fit and then training new hires to do the job.

Since ASHRAE migrated ASHRAE Jobs to reside in the BirdDog applicant tracking system (ATS), ASHRAEJobs is now a one-stop location where your employers can search for certain skill sets and demographics that they are "always looking for" and build a talent community.

My very best regards,

Bryan May
EVP of Business Development
BirdDog



<http://www.ashraejobs.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:

FUSION SYSTEMS ENGINEERING DPC
BUILDING SYSTEM EXCELLENCE



Mark Cambria, PE, CCP, LEED
President and CEO

PO Box 1522
Clifton Park, NY 12065

518.621.0533 (P)
518.621.0539 (F)
518.645.6373 (M)

www.fusionsystemseng.com
mcambria@fusionsystemseng.com

Cara Martin
Engineering Manager



5000 College Ave. Suite 3105
College Park, MD 20740
Office: +1 866-485-8233 x27
Cell: +1 518-937-4692

cmartin@optimizedthermalsystems.com
www.optimizedthermalsystems.com



KEVIN DOTY

Albany, NY
Email: kevin.doty@victaulic.com

Cell: 484-523-8908

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Speciality Distributor

Boilers Heat Recovery Power Gen Pumps Hydronics	Domestic Hot Water Solar Thermal Geothermal Water and Waste Water Water Filtration
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Blake Equipment
11 Thatcher Street
Albany, NY 12207

518-482-8833
blakeequip.com

AIR FILTRATION • COILS • AIR CLEANING & DUST COLLECTION
V-BELTS • UV LIGHT • CLEAN ROOMS & ACCESSORIES

EDCO SALES, INC
700 EMERSON AVENUE • SYRACUSE, NY 13204

DAVID CROWLEY
SALES REPRESENTATIVE
davidc@edcofilter.com

(518) 456-6085
(315) 468-3849
FAX (315) 468-1561
CELL (315) 877-7854

NYS WBE CERTIFIED

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 danw@sagellp.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.

