



Johnstown ASHRAE October 2015 Meeting

Inside This Issue

Meeting Topic/Info	1
Speaker's Bio	2
ASHRAE Conference	3
Energy Eff. Incentives	4
ASHRAE Certifications	5
Journal Highlights	6
Calendar of Events	9
Chapter Contacts	10

- o Date: Tuesday, October 13, 2015
- o Location: Boulevard Grill
(165 Southmont Blvd, Johnstown, PA 15905)
- o Speaker: Cory Eberhart
- o Topic: Refrigerant Choices and Their Impact
- o RSVP to Cris Harbaugh @ charbaugh@hflenz.com
by October 9, 2015
- o Cost: \$25 per Person
- o Time: 5-6 pm: Social Hour
6-8:00 pm: Dinner/Presentation

New for 2015

Prepay and RSVP from our website

**Attend this month's meeting for a chance win (2)
Steeler Tickets
Dec 6th against the Colts
Section 132, Row G**

Speaker's Bio

Cory Eberhart
Trane
Maryland-Pennsylvania

Cory Eberhart is a 2007 graduate of Penn State, majoring in mechanical engineering. He completed the Trane graduate Training program in late 2007 and has held various positions with the Trane Company since. He is a former Johnstown ASHRAE chapter president and has held multiple other volunteer positions within our chapter. He currently holds the Grassroots Government Activates chair and sits on the chapter's refrigeration committee.

Topic: Refrigerant Choices and Their Impact

We will cover the reasons to choose one refrigerant over another, forces behind the past and future refrigerant transitions, and the technology impact on the refrigeration cycles used in modern HVAC equipment.

ASHRAE 2016 Conference



2016 Winter Conference
Jan. 23-27
Orlando Hilton
Orlando, FL

AHR Expo
Jan. 25-27
Orange County Convention Center
Orlando, Fla.

[SPC Meeting Request Form](#) | [TC Meeting Request Form](#)

NEW! [Preliminary 2016 Winter Conference Technical Program \(9-11-15\)](#)

Sun and fun make Florida a global destination! The 2016 ASHRAE Winter Conference and AHR Expo serve as similar attractions, drawing industry professionals from around the world to advance personally and professionally. The Conference will have a fresh feel with new tracks focused on design-build practices and residential systems as well as programs that align well with current trends in HVAC&R engineering. Energy efficiency and sustainability are emphasized along with current engineering and construction practices outside of the U.S. and Canada. Come experience Florida's attractions and ASHRAE's advances in technology.

Energy Efficiency Incentives

The Energy Efficiency Incentives from FirstEnergy's Pennsylvania utilities are entering their last lap. Phase 2 programs will come to close May 31, 2016, so it's important to act now.

Join them for lunch to learn:

What is energy efficiency? Join them for a deeper understanding of what it means to be energy efficient and why it's so important.

Funding options available: Listen to guest speakers from the Sustainable Energy Fund and The PA Dept. of Environmental Protection explain how to obtain funding for energy efficient improvements.

The future is Phase 3: They'll discuss how the Pennsylvania Public Utility Commission is structuring Phase 3 programs which begin June 1, 2016.

They have 15 seminars planned in Pennsylvania from September 22 to October 22, 2015. Register for one below:

Questions or for assistance in registering for an event, please call **866-544-4430** or email energysavepa@clearesult.com

Dates	City & Venue
9/22/2015	Reading Crowne Plaza
9/22/2015	Cranberry Pittsburgh Marriott North
9/24/2015	Harrisburg Red Lion East (Holiday Inn)
9/24/2015	Washington Ramada Washington
9/29/2015	Grove City Hampton Inn
9/29/2015	Towanda Fairfield Inn & Suites
10/1/2015	Hermitage Park Inn by Radisson
10/1/2015	Bethlehem Best Western Hotel & Conf. Center
10/6/2015	Latrobe St. Vincent College
10/8/2015	State College Celebration Hall
10/14/2015	Chambersburg Hampton Inn
10/13/2015	Erie Avalon Hotel & Conf. Center
10/15/2015	Johnstown Holiday Inn
10/20/2015	Oil City Days Inn & Conf. Center
10/22/2015	York Four Points Sheraton

Certification



ASHRAE has certified more than 2,000 professionals who have demonstrated their knowledge and expertise in the HVAC&R industry. Discover how you can gain a competitive edge by earning an ASHRAE certification.

Certifications

- BEAP** - Building Energy Assessment Professional Certification
- BEMP** - Building Energy Modeling Professional Certification
- CPMP** - Commissioning Process Management Professional Certification
- HFDP** - Healthcare Facility Design Professional Certification
- HBDP** - High-Performance Building Design Professional Certification
- OPMP** - Operations and Performance Management Professional Certification

The Value of Certification

ASHRAE certification programs were founded to meet industry need as identified through market research and today provide value to many important stakeholders. Developed by subject matter experts, including those recruited from allied professional organizations, ASHRAE certification programs benchmark with the ANSI/ISO accreditation standards for personnel certification programs to help ensure quality. For the past 100+ years ASHRAE has worked hard to earn and maintain a worldwide reputation for being the leader in HVAC&R design. ASHRAE certification programs serve to reinforce that reputation.

Value for Certification Earners

The decision to pursue a certification – on top of all of their other commitments - is not one lightly made by busy professionals, but the benefits of getting certified are many:

- Greater confidence in competence in critical job knowledge, skills and abilities
- Portable credential recognized and valued by employers
- Competitive edge and respect among peers, in the workplace and among potential clients
- Heightened job satisfaction

Value for Building Owners

Building owners want to know who they should hire to design critical building systems that will impact occupant comfort, safety, efficiency and - ultimately – profitability. Hiring a firm that assigns an ASHRAE-certified professional to a project confers the following benefits:

- Increased confidence in critical job knowledge, skills and abilities
- Compliance with applicable local, state and federal requirements
- Confidence in corporate commitment to the professional development of its employees and to providing the best possible resources for projects
- Disciplinary process to follow in case of complaints

Value for Employers

Hiring - and retaining - the right employees is an expensive proposition with many unknowns.

Taking ASHRAE certification into consideration during the process – and embracing it in the corporate culture - confers the following benefits to HR, the hiring manager and the employer:

- Recruit the most-qualified professionals
- Elevated reputation and credibility among current and potential customers
- Enhanced compliance with applicable local, state and federal requirements
- Greater job satisfaction and resulting lower turnover
- Provides clear, value-added professional development path

ASHRAE JOURNAL HIGHLIGHTS

Business and Management

The following article was published in ASHRAE Journal, February 2004. © Copyright 2004 American Society of Heating, Refrigerating and Air-Conditioning Engineers, Inc. It is presented for educational purposes only. This article may not be copied and/or distributed electronically or in paper form without permission of ASHRAE.

Thinking Like a Management Engineer

By John Clark, P.E., Fellow/Life Member ASHRAE

Engineers are schooled to identify technical issues and analyze them to arrive at a solution. Managers deal with people rather than things. The functions of classical management are planning, organizing, directing, staffing and controlling. How does an engineer obtain the skills required for the transition to management?

Management responsibilities are both internal and external to the engineering firm. Internal management is related to employee and productivity issues. An engineering project is a process with a goal, budget and schedule. The management engineer needs to learn to manage the process, delegate, motivate and achieve client satisfaction, all while completing the project on time and within budget.

Start the process by organizing your own time. Critical technical tasks must be delegated to others. Your experience will be used to review the work. Use checklists to stay focused on critical issues. Look at what you do as a process and try to streamline the process. Meetings are important, therefore, avoid letting them waste time. Prepare and publish an agenda at least two days prior to the meeting. Each item on the agenda should have a time allocation. Start the meeting on time, follow the published agenda and end the meeting on time. People should leave the meeting with action items.

Communication is important in the management process. Be open and honest in what you say and do. Future trust and respect depends on your integrity. The often forgotten part of communication is to be a good listener. Encourage your team to tell you their solutions. Use a questioning style to encourage open discussion and additional ideas. Avoid a directive approach when communicating with your staff. Ask them what they would do in a given situation. Your team will produce a good solution to a problem, if you let them. Always listen to the reasoning behind a solution. Nothing kills innovation faster than always being told what to do.

ASHRAE JOURNAL HIGHLIGHTS

External management is related to client relations and project management. The management engineer must understand who is being addressed within the client's firm and their function. When selling engineering services, or during the study phase of a project, the engineer frequently will be dealing with both the client's financial and technical personnel. The engineer must learn the vocabulary specific to each of these groups to effectively service the client. Clients will want to know the schedule, design costs, deliverables, design solutions and their benefits, design recommendations, paybacks, construction costs, high cost items and construction delivery options. The management engineer must thoroughly understand the contracted scope and deliverables. Learn to negotiate for additional fees when the client requests additional services.

Develop your public speaking and presentation skills through courses and speaking groups. Learn to use computer based presentation programs for visual aids. The text on screen should be an outline of your spoken word. Provide a mixture of photographs and charts to help convey your message. Introduce the subject matter, tell the story, and review the main points.

There are many options for learning management skills: education, mentoring, and volunteer activities. Today's educational opportunities are varied. Colleges at all levels offer classes in management, presentation skills and public speaking. You can obtain an MBA through programs designed for full-time students and those designed for the working professional. All of these opportunities will give you skills to become a better manager. However, the longer it takes for the education, the more the acquired knowledge has time to become useful in the course of daily work situations.

Some firms have mentoring programs that pair good managers with bright engineers to establish the educational process and the management skills needed in a particular setting. The students learn and are judged on their progress. This method requires senior managers willing to educate and engineers who are interested in management and willing to learn. Volunteer activities such as ASHRAE, Boy/Girl Scouts, sports programs, church committees, PTA, etc. provide opportunities to learn and improve management skills. The added advantage of becoming a leader of a volunteer organization is that volunteers need to be led through positive actions. "Do it my way" rarely works in a volunteer organization.

ASHRAE JOURNAL HIGHLIGHTS

This article has briefly touched on the functions, roles and skills needed for management. Become aware of the skills and knowledge that you will need to make the transition from a technical to a management position. Test your interest and enthusiasm for management through education, mentoring or volunteer activities. When you decide to make the leap develop a plan and monitor your progress.

John Clark, P.E., is an Associate Vice President at Hammel, Green and Abrahamson, Inc. in Minneapolis. He is a corresponding member of TC-1.7 Business, Management and General Legal Education.

The information contained in this article represents the opinion of the author. It is not intended to, and does not, constitute legal advice, nor does it represent the opinion of ASHRAE or any of its bodies

Calendar of Events

Meeting Date	Theme / Events
TBD	Sporting Clay Event
October 13, 2014	YEA Night / Student Activities Night
November 18, 2014	ASPE Joint Meeting
December 8, 2014	Research Promotion Night
January 12, 2015	TBD
February 9, 2015	Student Activities Night
March 8, 2015	ASPE Joint Meeting
April 12, 2015	AIA Joint Meeting
TBD	WebCast
May 10, 2015	Tour
TBD	Golf Outing

Chapter Contacts

President:

Kyle Koval
Kyle_koval@yahoo.com

President - Elect:

Kevin Walker
kwalker@hflenz.com

Vice President:

Cristian Harbaugh
charbaugh@hflenz.com

Secretary:

Justin Kalanish
jkalanish@hflenz.com

Treasurer:

Luke Shumaker
lshumaker@hflenz.com

Government Activities

Cory Eberhart
Cory.eberhart@trane.com

Membership

Promotion:
Kevin Walker
Kwalker@hflenz.com

Research Promotion:

Amanda Cronauer
acronauer@hflenz.com

Student Activities:

Paul Petrilli
ppetrilli@hflenz.com

Historian:

John Weiland
jweiland@hflenz.com

Chapter Technology Transfer

Cristian Harbaugh
charbaugh@hflenz.com

Newsletter Editor:

David Anderson
Danderson@hflenz.com

Web Master:

David Anderson
Danderson@hflenz.com

BOG:

Tom Sobieski