



# Capital Ottawa Valley Chapter Communiqué

ASHRAE - AMERICAN SOCIETY OF  
HEATING, REFRIGERATING AND AIR-CONDITIONING ENGINEERS

<http://www.ashrae.ottawa.on.ca> OTTAWA VALLEY CHAPTER e-mail: [contact@ashrae.ottawa.on.ca](mailto:contact@ashrae.ottawa.on.ca)

**2012 - 2013**

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*Adam Moons*

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*Adam Graham*

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*Matthew Edmonds*

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*Aaron Dobson*

**Special Events**

*Chris Healey*

*Andrew Douma*

**Communiqué**

*Derek Atkins*

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*Don Weekes*

*Rod Lancefield*

**Table Top**

*Abbey Saunders*

**Attendance**

*Cathy Godin*

**Greeter**

*Mike Swayne*

**Roster**

*Roderic Potter*

**Webmaster**

*Roderic Potter*

**PAOE**

*Roderic Potter*

**Business Cards**

*Rod Lancefield*

**Nominations**

*Robert Kilpatrick*

**CRC**

*Darryl Boyce*

*Daniel Redmond*

- DATE:** **Tuesday September 18, 2012**  
Social: 17:30, Dinner and Program: 18:30
- LOCATION:** **Mill Street Brew Pub – 555 Wellington Street, Ottawa  
Brewmaster’s Room, 2<sup>nd</sup> Floor**
- THEME:** History
- PROGRAM:** **ASHRAE OVC 60<sup>th</sup> Anniversary**
- SPEAKERS:** Paul Baker (Past-Historian)
- OVERVIEW:** Special introduction by Deputy Mayor Eli El-Chantiry, then later Past-Historian Paul Baker presents a historical standup of the ASHRAE Ottawa Valley Chapter’s last 60 years.

## September Meeting Menu

Attendees will have a choice of 3 main courses  
If you are a vegetarian, ask the server for a list of options

*Chapter Member: \$40.00*

*Guests: \$50.00*

*Student Member: \$30.00*

*Life or Fellow Member: \$40.00*

*Companion of Past-President: \$30.00*



## President's Message

**Donald Weekes**

Chapter President 2012-2013

Publicity Committee Co-Chair 2012-2013

**InAir Environmental**

E-mail: [don.weekes@inairenvironmental.ca](mailto:don.weekes@inairenvironmental.ca)

Hi all:

Hope you all are enjoying the last bit of summer! September is just around the corner, and it is time to get started on the Chapter's activities for the year.

First of all, I want to thank Darryl Boyce and Dan Redmond for all of their hard work in organizing a great Chapter Regional Conference (CRC) this past weekend (August 24-26<sup>th</sup>). The CRC was held on the Carleton University campus, and the new River Building was the meeting venue. I have had many comments from the attendees praising the venue, the food, the entertainment and the training sessions that Darryl and Dan, and their many volunteers, organized for the Ottawa CRC. During the recap on Sunday, Eckard Groll, the Delegate at Large (DAL) from the Society Board, indicated that his report will be very positive about the CRC and the Ottawa Valley Chapter. He stated that the Saturday evening dinner and entertainment at the NAC with the dueling pianos was 'the best time he ever had at a CRC event.' When we meet on September 18<sup>th</sup>, I intend to again thank Darryl and Dan, and the many hard working volunteers for a successful CRC.

The Inaugural 2012 Stroke Play Golf Tournament is planned for September 5<sup>th</sup>, 2012. I want to thank Andrew Douma and Steve Moons for organizing this Special Event for the 'serious' golfers in our Chapter. A report on this tournament will be in my October President's Message.

On September 18<sup>th</sup>, the Ottawa Valley Chapter will be celebrating its 60<sup>th</sup> anniversary at the Mill Street Brew Pub. Information on the meeting is available at the Chapter's website. We have invited forty (40) Past Presidents to the meeting, and we are hoping that many of them can attend. The Past Chairs for the Chapter's History have put together a presentation on the many accomplishments of the Chapter, as well as interesting and fun events that have occurred over the years. It is expected that Ottawa Deputy Mayor El-Chantiry will be there to congratulate the Chapter, and Director and Regional Chair (DRC) Isabelle Lavoie and Regional Nominations Committee Chair Doug Cochrane have been invited. I have also asked for a proclamation from the Ontario Parliament regarding the 60<sup>th</sup> anniversary of our Chapter.

At the CRC, an award was given to Past President Christine Kemp for her Research Promotion (RP) efforts this past year. This was well deserved, and it was recognized by the RP Regional Vice Chair (RVC) as a great turnaround for the Chapter. We went from approximately \$17,000 in donations in 2010-11 to \$25,614 in donations in 2011-12. This is due to Christine's hard work this past year in getting donations from all of us. We will congratulate Christine again at the September 18<sup>th</sup> Chapter meeting.

See you all on September 18<sup>th</sup>!



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## NEWS Update

**Chris Fudge**

Governor 2012-2013

CTTC Committee Co-Chair 2012-2013

**Master Group**

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### ASHRAE ANOUNCES SCHOLARSHIPS

#### New Scholarship Honors ASHRAE's First Female President

ATLANTA –A scholarship created in memory of Presidential Member Lynn G. Bellenger, P.E., Fellow ASHRAE, has been announced for the 2013-2014 school year.

The one-year \$ 5,000 Lynn G. Bellenger Scholarship will be awarded to a deserving female undergraduate engineering student pursuing a degree in a field related to HVAC&R.

“Lynn was a role model for us all, and her dedication to energy modeling helped to promote a more sustainable world,” ASHRAE President Tom Watson said. “Through this scholarship we hope to build upon her legacy by encouraging students to pursue excellence in the field of engineering, just as she did.”

More information on the scholarship and details on how to apply can be found at [www.ashrae.org/scholarships](http://www.ashrae.org/scholarships).

Bellenger passed away in 2011. To honor her legacy, ASHRAE established the Lynn G. Bellenger Scholarship, which is being used to recognize women in engineering. Contributions to help fund the scholarship are being accepted at [www.ashrae.org/bellenger](http://www.ashrae.org/bellenger).

#### ASHRAE Assists College/University Students with Tuition through Scholarships

ATLANTA—To help support future generations of engineers, ASHRAE is awarding over \$86,000 in scholarship money for the 2012-2013 school year.

“Engineers build our future, so we want to help build up future engineers,” William Murphy, Ph.D., P.E., chair of the Scholarship Trustees, said. “Many of the ASHRAE scholarship recipients are already working in the industry part time and some are exploring careers in various areas of HVAC&R. We hope that this added exposure to the industry will lead to employment opportunities for them in the field during and after college.”

The recipients of ASHRAE's scholarship assistance include the following:

Reuben Trane Scholarship: \$10,000 to be awarded over two years, Drew Miller, University of Nevada-Las Vegas, mechanical engineering and business management; Kody Jones, Oklahoma State University, mechanical engineering; and Paul Nelson, North Dakota State University, mechanical engineering. The scholarship was established by the Trane Co. in memory of its founder, an innovative engineer, inventor and business executive.

 <p><b>Mark Babineau</b> Special Project Division Manager markb@srmech.com</p> <p><b>S&amp;R MECHANICAL</b> Division of 681291 Ontario Inc.</p> <p>2035 Lanthier Dr., Cumberland, Ontario K4A 3V3 Tel: (613) 830-0165 • Fax: (613) 830-9152 CORNWALL • Cell: (613) 577-9165/ OTTAWA • Cell: (613) 808-9245</p>	 <p><b>REGULVAR CANADA INC.</b> 170, Laurier Avenue West, suite 714 Ottawa (Ontario) Canada K1P 5V5 tél.: (613) 565-2129 fax: (613) 565-8895</p> <p><b>Stéphan Riffault, P.Eng.</b> Sales Engineer srfault@regulvar.com</p>	 <p>Industry</p> <p>Siemens Canada Limited Building Technologies Division 2435 Holly Lane Ottawa, Ontario K1V 7P2 Canada Tel: (613) 733-9781 Fax: (613) 737-4985 Cell: (613) 614-7165 atma.anantram@siemens.com</p> <p><b>Atma Anantram P.Eng.</b> Account Executive</p>
 <p><b>Goodkey, Weedmark &amp; Associates Limited</b> Consulting Engineers</p> <p><b>Ross McIntyre, P.Eng.</b> Principal, Designated Consultant, Mechanical Engineer</p> <p>1688 Woodward Dr., Ottawa, ON, Canada, K2C 3R8 Telephone: 613-727-5111 ext. 239 Fax: 613-727-5115 rossmo@gwal.com</p> 	<p><b>Rod Lancefield, P.Eng., LEED® AP</b> Engineering Sales rod@htseng.com C 613.851.1997</p> <p><b>HTS Ottawa</b> 1646 Woodward Dr. Ottawa, Ontario K2C 3R8 T 613.728.7400 Ext.221 F 613.728.8032 Toll Free 888.280.8544 <a href="http://ontario.htseng.com">ontario.htseng.com</a></p> 	<p><b>InAIR Environmental Ltd.</b></p> <p><b>Lan Chi Nguyen Thi, P.Eng.</b> Partner</p> <p>1390 Prince of Wales Dr., Suite 503 Ottawa, Ontario K2C 3N6 Phone 613.224.3863 Fax 613.224.2561 lanchi.nguyen@inairenvironmental.ca <a href="http://www.inairenvironmental.ca">www.inairenvironmental.ca</a></p> <p>Mould &amp; Flood Remediation Drinking Water Testing Training Courses IAQ Surveys</p> 

- Willis H. Carrier Scholarships: \$10,000 for one year Elizabeth McLean, Kettering University, mechanical engineering; and Patrick McGrail, Kansas State University, architectural engineering. The scholarship was established by the Carrier Corp. in memory of its founder, who installed the world's first scientifically designed air-conditioning system.
- Frank M. Coda: \$5,000 for one year, Jayson Bursill, University of British Columbia, mechanical engineering. The scholarship was created in memory of ASHRAE's former executive vice president, who served from 1981-2004.
- David C.J. Peters Scholarship: \$5,000 for one year, Julia Pollard, California Polytechnic State University-San Louis Obispo. The scholarship, new for the 2012-2013 school year, is awarded to a third-year student in a four-year undergraduate mechanical engineering program or a fourth-year student in a five-year undergraduate mechanical engineering program at Pennsylvania State University, Virginia Polytechnic Institute and State University or California State University at San Louis Obispo. The scholarship was created by Southland Industries to honor Peters, an advocate of recruiting quality.

The following awards include one-year \$3,000 scholarships:

- Boggarm S. Setty Scholarship: Jared Levy, University of Maryland, mechanical engineering. This scholarship, new for the 2012-2013 school year, is awarded to an undergraduate engineering student attending an institution within ASHRAE Region III, which covers Delaware, Maryland, Pennsylvania, Virginia and Washington, D.C. An ASHRAE Fellow and a member of the Society since 1972, Setty has served on more than 50 technical committees for the society.
- Duane Hanson Scholarship: Cody Knuth, Kansas State University, architectural engineering. The scholarship was established by Gayner Engineers and is named for the company's former president.
- Alwin B. Newton Scholarship: John Heineken, Missouri University of Science and Technogloy, mechanical engineering. The scholarship is named for an industry pioneer and ASHRAE Fellow who was granted 219 patents.
- Henry Adams Scholarship: Alexander Pray, University of Colorado-Boulder, architectural engineering. The scholarship was established by Henry Adams Inc. in memory of its founder, a Charter Member and sixth president of ASHRAE'S predecessor society, ASHVE, established in 1899.
- ASHRAE Region IV/Benny Bootle Scholarship: Lauren Bridgers, East Carolina University, mechanical engineering. The scholarship was established collaboratively by Region IV and Benny Bootle, a former Region IV director and regional chair on the ASHRAE Board of Directors.

Donald E. Nichols Scholarship: Arturo de Jesus Santa Ruiz, Tennessee Technological University, mechanical engineering. The scholarship is awarded to a full-time undergraduate engineering student attending Tennessee Technological University. It is named for a former ASHRAE vice president and graduate of Tennessee Technological University.

- ASHRAE Memorial Scholarship: Joshua Kavanaugh, University of Alabama, mechanical engineering.
- ASHRAE General Scholarships: Yu Ho Kwok, University of Hong Kong, building services engineering; and Jingyu Lee, Illinois Institute of Technology, architectural engineering.
- Bachelor of Engineering Technology Scholarship: Yoginder Rana, Ferris State University, HVAC&R technology.
- High School Senior Scholarships: Jonathan Hankenhof, University of Cincinnati, mechanical/architectural engineering; and Katlyn McDermott, University of Missouri, mechanical engineering. The scholarships were established in 2010 for high school seniors entering their freshman year of college in an engineering or engineering technology program.

For more information on ASHRAE scholarships, visit [www.ashrae.org/scholarships](http://www.ashrae.org/scholarships). Applications are now being accepted for the 2013-14 undergraduate, regional and university-specific scholarships. The deadline is Dec. 1, 2012.

 <p><b>Yorkland Controls</b> ENVIRONMENTAL SOLUTIONS</p> <p><b>Honeywell</b> HVAC/BAS &amp; Vulcan</p> <p><b>BELIMO</b> FACILITY EXPLORER</p> <p><b>Johnson Controls</b></p> <p><b>KVIC</b> CONTROL</p> <p><b>GREYSTONE</b> QUALITY &amp; VALUE</p> <p><b>Larry Gravelle</b> Tel: (613) 721-3301 Fax: (613) 721-4906 1 - 877 - 733-3833 <a href="http://www.yorkland.net">www.yorkland.net</a></p> <p>Yorkland Controls represents leading control systems and component manufacturers. Integrated solutions for Lighting, Card Access, CCTV and Building Automation.</p>	 <p><b>David Yin</b> P.Eng., LEED+AP Associate, Buildings Engineering Mechanical Engineer Lead</p> <p><b>Stantec Consulting</b> 1505 Lapierre Avenue Ottawa ON K1Z 7T1 Tel: (613) 725-5573 Cell: (613) 323-4864 Fax: (613) 722-2799 <a href="mailto:david.yin@stantec.com">david.yin@stantec.com</a></p>	 <p>Building System Surveys / Design &amp; Retrofit AutoCad System Design &amp; Customization</p> <p><b>Roderic S. Potter</b> Principal</p> <p>155 Pineridge Road Rte 3 Carp, ON R0A 1L0 tel 613.839.2257 / fax 613.839.3226</p> <p></p> <p><a href="http://www.rodgers.com">www.rodgers.com</a> <a href="mailto:info@rodgers.com">info@rodgers.com</a> cell 613.266.2134</p>
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## ASHRAE ANOUNCES ENERGY MODELING CONFERENCE

### ASHRAE's Energy Modeling Conference: Hands-on, Market-Based, Practitioner-Driven

ATLANTA - ASHRAE's Energy Modeling Conference, Oct. 1-3, 2012, Atlanta, Ga., seeks to advance the practitioner's ability to more accurately model and simulate a building's energy use through some 40 presentations, keynote speeches, networking and a modeling tools software developer session.

The conference addresses a variety of programs and applications, such as day lighting, variable refrigerant flow, thermal bridging, labyrinth ventilation systems, ground source heat pumps, dedicated outdoor air systems and hybrid systems.

"The ASHRAE Energy Modeling Conference: Tools for Designing High Performance Buildings, addresses the most pressing issues facing modelers and those responsible for modeling in their companies," Dennis Knight, chair of the conference, said. "Attendees at this, the second ASHRAE Energy Modeling Conference, will benefit by networking with other modelers and software developers and by the numerous hands-on modeling presentations, including case studies, updates on ASHRAE standards and codes, and current tools available in the marketplace, their applications and workarounds."

Conference highlights include:

Calibrating existing building energy models -- using a procedure to represent existing building energy use accurately and reliably -- and a case study on retrofits.

Lessons Learned from Leadership in Energy and Environmental Design (LEEDR) projects, featuring the top 10 mistakes that modelers make.

A large building session that shows how an extensive model was developed and includes techniques for editing the resultantly large data sets.

A session that presents tools and techniques for contemporary systems, such as ground source heat pumps (GSHP) and variable refrigerant flow (VRF), which help to develop system components, performance curves and operating characteristic libraries for use in the common whole building simulation tools.

ASHRAE standards and guidelines that are setting benchmarks for the industry.

How cloud computing provides access to greater computing power, with examples of how this is improving project sustainability through more extensive modeling.

Case studies that examine long term implications of building fabric Modifications, air distribution strategies and performance standards on the extended use, cost and energy use of environmental systems.

Life cycle cost analysis of energy conservation measures and the comparison of modeled to actual performance for whole buildings, existing buildings and hybrid HVAC systems.

An exploration of the effective use of building information modeling (BIM).

The conference features two keynote addresses: "Energy Modeling in the Design Process: From Life Cycle Costing to the AIA Energy Modeling Guide"

presented by Daniel Nall, WSP Flack + Kurtz, New York, N.Y., and "Will BIM and Building Energy Modeling Evolve to Meet the Demand?" by John Kennedy, Autodesk, Santa Rosa, Calif.

Also, the conference features a "Market-Reality Session -- Modeling Tools:

What Works, What Doesn't and Workarounds." Modeling software developers are presented with common modeling scenarios on how their specific software can model a scenario, or in some cases, how they do not, and what workarounds are available. Participating companies to date include Carrier, IES, Sefaira and Trane.

The conference will take place at the Atlanta Marriott Buckhead. Early bird conference registration is \$540 (\$490, ASHRAE members) through Aug. 31. For more information or to register, go to [www.ashrae.org/EMC2012](http://www.ashrae.org/EMC2012).

<p><b>Smith + Andersen</b></p> <p>David Eastwood P.Eng. Principal 613 2301186 ext. 403 david.eastwood@smithandandersen.com</p> <p>1600 Carling Avenue Suite 530 Ottawa Ontario K1Z 1G3 t 613 2301186 f 613 2302598 smithandandersen.com</p> <p>Ottawa Vancouver Toronto Edmonton Dubai Calgary</p>	<p><b>Jp2g Consultants Inc.</b> ENGINEERS • PLANNERS • PROJECT MANAGERS</p> <p>1150 Morrison Drive Suite 410 Ottawa, Ontario K2H 8S9</p> <p>Greg Terry, P. Eng. Mechanical Engineer</p> <p>Phone: 613-828-7800 Fax: 613-828-2600 email: gregt@jp2g.com</p>	<p><b>Longhill Energy</b></p> <p>Chris Harrison Engineered Sales</p> <p>chris@longhill.ca www.longhill.ca Phone: 613-226-3856 Fax: 613-226-2715 15 -111 Capella Court, Ottawa, Ontario K2E 7X1</p> <p>The Energy Conservation People</p>
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Prior to the conference, ASHRAE is presenting an ASHRAE Learning Institute course titled "Using Standard 90.1 to Meet LEED Requirements," Sept. 30, 1-4 p.m. Following the conference, ASHRAE's Building Energy Modeling Professional Certification (BEMP) exam will be administered, Oct. 3, 1:30 p.m. Separate registrations are required for both.

Committee Chair



## Special Events

**Andrew Douma**

Special Events Co-Chair 2012-2013

**Total HVAC**

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## 2012 ASHRAE Golf Tournament

By Andrew Douma

A big Thank You goes out to all those who participated and volunteered in the 2012 ASHRAE Golf Tournament. The staff at Loch March put on a great event while we enjoyed fantastic weather and a wonderful day of golf.

Congratulations to this year's event winner Team Walmar represented by Randy Cavill, Dan Bradley, Peter Nabi and Gerry Saieva.

I would especially like to thank the many volunteers who generously gave their time to this event. Stan Millross, Cathy Godin, Posy Healey, Shariffe Ghadban, Christine Kemp, Stephen Lynch, Don Weekes, Rod Potter, Pat Albert and Aaron Dobson among others all offered great support.

I would also like to thank all the companies that participated in this year's event and the many companies that sponsored the tournament. This year's edition of the tournament was a sell out and the level of sponsorship was exceptional.

Thanks to the efforts and support of everybody this year's golf tournament was able to raise just over

\$ 7,500 for ASHRAE Research and for the Ottawa Valley Chapter. These monies will be staying in Canada and will be going towards further research and development of standards and guide lines that will benefit our industry.

Thanks again to everybody for their support of the ASHRAE Golf Tournament and we look forward to seeing everybody again next year.

Sincerely,

Your 2012 ASHRAE Golf Tournament Organizing Committee

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 <p><b>Doug Graham</b> Regional Manager</p> <p>Tel: 800-561-3449 Fax: 800-668-8476 Cell: 613-852-9700 e-mail: grahamd@tamco.ca www.tamco.ca</p> <p>27 Iber Road Stittsville, Ontario Canada, K2S 1E6</p>	 <p><b>Adam Beales</b> Principal</p> <p>Tel: (613) 723-4611 Fax: (613) 723-4677 Res: (613) 825-7319 Cell: (613) 223-2112 Email: adam@totalhvac.com Web: www.totalhvac.com</p> <p><b>TOTAL HVAC Inc.</b> 14A-190 Colonnade Rd., S. Ottawa, Ontario Canada, K2E 7J5</p>	<p><b>Andrew Klassen</b> Account Manager</p>  <p>1024 Morrison Drive Ottawa, ON K2H 8K7 Cell 613 808 4054 Direct 613 356 1966 Tel 613 820 8111 Toll Free 888 872 6326 andrew.klassen@trane.com www.trane.com</p> 



## Table-Top Displays

**Abbey Saunders**

Governor 2012 - 2013

Table Top Display Committee Chair 2012 - 2013

**National Research Council Canada**

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What better way to display a new product, existing line, or share great ideas than to have a table-top display at our local OVC ASHRAE meetings? The OVC meetings provide a captive audience in the industry and exposure to 50+ people.

We currently have table-top availability for the 2012-2013 OVC ASHRAE meetings on the following dates:

October 16, 2012

November 20, 2012

January 15, 2013

February 19, 2013

March 19, 2013

April 16, 2013

May 21, 2013

Cost for table-tops is \$200 and spaces are filling up quickly, so book your table-top today!

Featured tabletops at the September meeting are detailed below:



In honor of our Chapter's 60<sup>th</sup> Anniversary the ASHRAE OVC is happy to display our history memorabilia. Drop by to check out how our ASHRAE members have changed over the years.



## Student Activities

by Matthew Edmonds

2011-2012 Student Activities Chair

Another summer gone by, and another year of student activities ahead! With the CRC all finished for the year, this year's plans for student activities are starting to solidify. Our two major plans for the year are to provide a career and networking seminar for students at Carleton U, and to get the K-12 program up and running here in Ottawa.

This year we will be looking for more volunteers to help with our K-12 visits, so if you have school-aged kids and some school contacts, this would be a perfect opportunity to volunteer with ASHRAE, and make a difference in someone's future.

The Algonquin College design team has already hit the ground running and have met with Chris Frauley to begin the learning and design process. With such a motivated team we are expecting to see good things this year!

I look forward to another exciting year as your student activities chair, and look forward to seeing you at the first meeting at the Mill Street Brewery!

**Jp2g Consultants Inc.**  
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## Membership Update...

**Adam Moons**

Membership Committee Chair 2012-2013

Walmar Ventilation Products

E-mail: [adam@walmar.net](mailto:adam@walmar.net)

Greetings Everyone!

Welcome to the start of another season for the ASHRAE OVC! It is with great pleasure and anticipation that I start my third year as Membership Chair. I had the privilege of attending centralized training in San Antonio at this year's summer conference, and am eager to put to use the tools that I gained through that training. I am also thrilled that we will have a YEA Chair for our chapter moving forward. I'm certain that Trudy will do a great job of involving the younger engineers and those who are new to the industry.

There are lofty expectations for the growth of our chapter this year.

Again I will be asking for your support in the continued growth of our Chapter.

I would also like to introduce and welcome the following new members:

Mr. Christopher Wolfert

Ms. Kathy Pritchard

Mr. Ryan B. Thomas

Mr. Stephane Cholette

Ms. Adrienne Mitani

Mr. James Tobias Barton

Mr. Charles D. Ross

Mr. Jean Alain Carriere

Mr. Patrick B. Watkinson

Mr. James Beaton

Mr. Philip John Ratcliffe

Dr. Hugh M. Williamson

Dr. Evgueniy Entchev, PhD.



## YEA Update...

**Trudy Lucas**

YEA Committee Chair 2012-2013

InAir Environmental

E-mail: [trudy.lucas@inairenvironmental.ca](mailto:trudy.lucas@inairenvironmental.ca)

Welcome to the 2012-2013 OVC Season, I hope everyone had a terrific summer! I would like to introduce myself to you as your new YEA (Young Engineers of ASHRAE) Chairperson for the Ottawa Valley Chapter. As your chairperson, my goal is organize two special events for all OVC - YEA members. There have been many ideas brewing in my head and I plan to have our first event scheduled in October or November.

**How can you get involved?** First, if you are 35 years of age and under, then you are automatically considered being a Young Engineer of ASHRAE (YEA). "Yeah!"

Read upcoming communication emails that I will send out over the next few weeks of upcoming activities.

Reach out and be a volunteer at an upcoming event, we are always looking for help.

RSVP to these events and just show up.

**So, why come out to an OVC-YEA event?** In being an active YEA member you can benefit in several ways such as: networking, continued education, sign up for Leadership U, option of being mentored by another ASHRAE member, create P.Eng designation study groups, and not to mention the potential to achieve an ASHRAE Society - YEA award for being an outstanding YEA member. I am looking forward to an eventful OVC Season!

For more information on YEA visit <http://www.ashrae.org/membership--conferences/young-engineers-in-ashrae>



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## Overview:

Our **Buildings Engineering** group specializes in the design and development processes unique to buildings. Working closely with our clients, our dedicated professionals help to establish and understand the specific needs of a range of building projects. This is where great ideas and rewarding careers are built. For both public and private sector clients, we provide structural, mechanical, & electrical engineering services, as well as many unique and specialty services such as lighting and daylighting, security & life safety systems designs, commissioning & retro-commissioning, plan checking, and energy engineering services. Focused on providing the most cost-effective solutions to engineering challenges, we are involved in a diverse range of projects from the initial planning stages to design, construction, and commissioning. Our structure cultivates career growth and provides opportunities as unique as you are.

## Responsibilities:

An opportunity exists in our **Ottawa** office for a highly motivated **Senior Mechanical Engineer** to become part of a dynamic group providing professional services to our clients in the buildings sector. As the successful candidate, you will assume the position of Project Manager and be responsible for the design and execution of projects with a diverse spectrum ranging in size and complexity from small commercial developments to major research laboratories and health care facilities. Your responsibilities will also include providing mechanical expertise, meeting client expectations and managing project financials.

## Qualifications:

As the successful candidate, you are a self-motivated team player with a minimum of 10 years experience in the design of mechanical HVAC and plumbing systems for commercial, institutional, public and private facilities. Previous experience in site investigations, construction review, specification writing and report presentation is required. Your project management skills include business development, preparing proposals and work plans for new assignments, organizing and arranging work programs to meet cost and time schedules, and administrative functions. Your excellent organization, interpersonal and communication skills are required to meet project schedules, liaise with clients and mentor junior engineers and technical staff engaged in support activities. You are a professional engineer eligible for licensing in the Province of Ontario and possess a solid knowledge of the Ontario Building Code. Access to a personal vehicle to visit sites is required. Preferences shall be given to the applicant who has LEED accreditation.

Contact David Yin of Stantec for more information.

[david.yin@stantec.com](mailto:david.yin@stantec.com)

tel. 613.722.4420

fax. 613.722.2799



Longhill Energy is an Ottawa based company that has become known for its specialty energy conservation products in the commercial HVAC industry. For over 30 years, Longhill Energy's sales team has prided itself on offering advantages in design quality, energy efficiency, and overall performance of the products they offer. Having grown to represent nearly thirty manufacturers, they are able to offer solutions to challenging designs by working closely with consulting engineers, contractors, and owners.

Longhill Energy is currently seeking an experienced and talented sales engineer to join our fast paced team to promote, and sell HVAC equipment to the commercial, industrial and institutional construction industry. We seek sales professionals who are not only passionate about their work but also creative, innovative and want to take their sales career and compensation to the next level. Our creative and competitive sales environment rewards you for the ability to meet and exceed sales goals.

#### **KEY ACCOUNTABILITIES & RESPONSIBILITIES**

- Developing and cultivating an assigned customer base consisting of mechanical contractors, engineers, developers and other key individuals involved in making mechanical systems equipment decisions on both small and large scale building projects
- Travelling within designated area to visit potential clients
- Conducting site visits to verify and document equipment conditions
- Coordinating sales project requirements by using efficient time management
- Combining technical knowledge and sales skills to offer the best solutions in a competitive market
- Using needs based selling tactics and effective customer relationship management to proficiently outsell the competition in a price competitive market incorporating quality, price and delivery
- Negotiating tender and contract terms to meet both client and company needs
- Preparing, and submitting quotations in a strategic manner
- Meeting regular sales targets including the analysis of costs to ensure profitability
- Providing pre-sales technical assistance and product education
- Helping in the design of custom made products and making equipment selections using vendor supplied software and/or catalogue information
- Coordination with equipment vendors and suppliers of selected equipment

#### **QUALIFICATIONS & EDUCATION**

- 5+ years of proven sales experience on large transactions for products or services
- Experience on selling to mechanical contractors, engineers and/or developers in the construction, mechanical, technical or HVAC sales industry
- Prospecting, closing and growing business accounts
- HVAC system design and component selections
- Strong analytical and problem solving skills
- Strong written and verbal communication skills in English
- French written and oral communication an asset
- Ability to meet deadlines and efficient time and workload management skills
- Ability to work in a team environment
- Business aptitude to understand the importance of client relationships with a view of developing these into new business opportunities
- Past employment experience within the HVAC construction industry preferred
- A degree or diploma in Mechanical Engineering or equivalent from a recognized post-secondary institution with specialization in the HVAC industry preferred

If you are interested in being considered for this excellent opportunity, please send a resume plus cover letter including how your qualifications will meet the posted position to: [solutions@longhill.ca](mailto:solutions@longhill.ca)

Please note only qualified candidates will be contacted.  
Inside and outside sales positions are available.  
No phone inquiries.

For more information on Longhill Energy please visit [www.Longhill.ca](http://www.Longhill.ca)



## Advertising

### Steve Moons

Treasurer 2012-2013

Financial Committee Chair 2012-2013

Special Events Committee Co-Chair 2012-2013

Total HVAC

E-mail: [stevem@totalhvac.com](mailto:stevem@totalhvac.com)

Advertising career opportunities on the ASHRAE Ottawa Valley web site makes good business sense. We offer a unique way to reach technical professionals and make your ad dollars work hard for you.

To discuss your needs, contact one of our Chapter Officers, via our [This Year](#) page. Increase the impact of your advertising through the ASHRAE Ottawa Valley web site today.

Rates for career opportunities ads are as follows:

Chapter Member: \$50/month

Non-member: \$250/month

### PLACEMENT OF AN AD

We suggest that you complete and submit our [advertisement form](#) to speed up the processing of your request. If you have provided your e-mail address, a confirmation receipt e-mail will be sent to you for reference.

Please note that **ads require prepayment** made to the Treasurer. For payment and other information contact:

### Steve Moons

E-mail: [stevem@totalhvac.com](mailto:stevem@totalhvac.com)

The ads will appear on the web site until the end date for publication provided in the submitted form. To extend the ad, please resubmit the form with the new publication dates and the required prepayment amounts.



## Business Card Ads

### Rod Lancefield

Publicity Committee Co-Chair 2012-2013

HTS Engineering Ltd.

E-mail: [rod1@htseng.com](mailto:rod1@htseng.com)

You can support your chapter and promote your business by placing your business card in the Capital Communiqué. It will also appear on the Chapter website.

Cost is \$225.00 for the year; contact Rod Lancefield, [rod1@htseng.com](mailto:rod1@htseng.com), (613) 728-7400.



Your card here!



# ASHRAE Society Updates

# August 2012

## Attend the ASHRAE Winter Conference - January 26-30, Dallas, Texas

Deep in the heart of Texas, where the stars at night are big and bright, ASHRAE members will convene in Dallas to corral energy use and blaze the way in high performing building design.

Join the Society as it returns to Dallas for the 2013 Winter Conference, Jan. 26-30, Dallas, Texas. The ASHRAE co-sponsored AHR Expo® is also held in conjunction with the Conference, Jan. 38-30, Dallas Convention Center. This is your opportunity to:

- Network and reconnect with other members and old friends
- Build on your education and earn professional credits at ALL courses
- Update your library with the most recent publications from the ASHRAE Bookstore
- Stay informed on the latest advancements in the industry, while earning PDHs, during technical sessions
- Examine new and innovative technology at the AHR Expo
- Relax and mingle at social events and general tours

Registration for the conference will open on September 1. Information on the Dallas Conference can be found at [www.ashrae.org/dallas](http://www.ashrae.org/dallas)



## Leadership U Program Shapes the Future of the Society

Have you ever wondered what ASHRAE Officers do at the ASHRAE Winter & Annual Conferences? Here is your chance to find out! Through Leadership U (offered by the YEA Institute), up to four YEA members are selected for each conference to be matched up with Society Officers and participate in all of their events and board meetings, including social activities. Leadership U not only allows you to experience a conference like an Officer, but it is also a great opportunity to network and form connections with those active in ASHRAE.

If selected to participate in Leadership U, the costs of attending the 2013 Winter Conference in Dallas (transportation, lodging and registration) will be covered by ASHRAE. In addition, those selected will document their experiences and share them with the YEA Committee, their chapter and their region.

Criteria: All applicants must be ASHRAE members and 35 years of age or younger as of December 31, 2012.

Deadline: All applications must be received by Monday, October 15, 2012. Applications are posted at [www.ashrae.org/yea](http://www.ashrae.org/yea).

If you have any questions about Leadership U or the application process, please contact Rhiannon Loomis at [rloomis@ashrae.org](mailto:rloomis@ashrae.org) or 678-539-1178.



## 7th INTERNATIONAL COLD CLIMATE HVAC CONFERENCE

November 12–14, 2012 | Calgary, Alberta  
[www.ashrae.org/coldclimate](http://www.ashrae.org/coldclimate)

International applications and innovations in cold climate  
HVAC design.



## ASHRAE/NIST REFRIGERANTS CONFERENCE

October 29–30, 2012 | Gaithersburg, Maryland  
[www.ashrae.org/refrigerants2012](http://www.ashrae.org/refrigerants2012)

New low GWP fluorocarbon refrigerants and equipment  
applications for low GWP alternatives.

