



DATE: Tuesday March 15, 2022
16:30 – 21:00 Hrs EST

LOCATION: Centurion Conference and Convention Center

PROGRAM: Creating Success with BACnet: City of Ottawa Case Study

DESCRIPTION:

The City of Ottawa used ASHRAE Standard 135 (BACnet™, the ASHRAE Building Automation and Control Networking Protocol) as a guideline to create a centralized building automation system to serve the City's needs.

This presentation covers the thought process behind the system, the challenges faced over the 10+ years of its continuous development and the lessons learned along the way.

SPEAKER: Evans Mutua

Evans is a Project Manager at the City of Ottawa's Building Engineering and Energy Management section of the Recreation, Cultural and Facility Services Department. His focus is on using Building Automation to execute Energy Management projects. Evans holds a bachelor's degree in HVACR Engineering Technology and Energy Management from Ferris State University, Michigan.

Early on in his career Evans held various roles in the automation field, such as Building Automation System technician and commissioning agent before joining a consulting firm as a mechanical designer.

His building automation background was a key asset in the sales role where he worked before his current position in energy management. His current responsibility involves determining the financial viability of automating mechanical systems in existing facilities. Viable projects are then executed with the help of local contractors and monitored after installation to quantify actual energy savings and compare them to the forecasted.

Evans has been actively involved with ASHRAE since 2011 and has played different roles leading up to his current role as Secretary of the Ottawa Valley Chapter.

March Meeting Agenda

4:30PM-5:30PM	Tech Session Topic: Integrated Building Design Speaker: Joel Primeau
5:30PM-6:30PM	Social Hour
6:30PM-7:30PM	Dinner
7:30PM-9:00PM	Program Topic: Creating Success with BACnet: City of Ottawa Case Study Speaker: Evans Mutua Theme: Student Activities

Please register online at link below (below prices for VIRTUAL attendance)

ASHRAE Associate/Affiliate/Member: \$5	ASHRAE Member Guest: \$10.00
ASHRAE Student: \$0	Non-Member: \$10.00

Below prices for IN PERSON attendance

ASHRAE Associate/Affiliate/Member: \$48	ASHRAE Member Guest: \$48.00
ASHRAE Student: \$35	Non-Member: \$65.00

[Meeting 6 - March 15, 2022](#)

TECH SESSION:	Integrated Building Design
DATE:	Tuesday March 15, 2021 16:30 – 17:30 Hrs EST
LOCATION:	Centurion Conference and Convention Center
SPEAKER:	Joël Primeau, P.Eng., ing., LEED AP, HBDP
DESCRIPTION:	



Governor
Joël Primeau
2021-2022
OVC Research
Promotion Committee

Since the oil embargo of the late 1970s, we have been striving to improve the overall energy efficiency of buildings. For decades, we managed to reduce the energy consumption of buildings mostly through innovations in technology in the HVAC equipment. The rate at which equipment's energy performance improves has practically plateaued while the market continues to want evermore efficient buildings. Engineers and architects must now collaborate much better to achieve better energy efficiency. This new approach is known as "Integrated Building Design" or IBD. This tech session will explore what IBD is and how it can be practically implemented.

 Green • Clean • Sustainable ROY SAMHABER, P. ENG. senior project manager P: 613 224 7500 x6158 P: 888 283 7267 F: 613 224 3726 rsamhaber@ameresco.com ameresco.ca Ameresco Canada Inc. 106 Colonnade Rd N, Ste 200 Ottawa, ON K2E 7L8	 Mark Csiffary P.Eng. President 2470 Don Reid Drive Ottawa ON K1H 1E1 mark@baxtec.com www.baxtec.com T: 613-738-7450 C: 613-229-8277	 Belimo Aircontrols (CAN), Inc. 5845 Kennedy Road Mississauga, ON L4Z 2G3 Direct: +1 905-712-2046 Cell: +1 905-222-8599 Fax: +1 905-712-3124 gordon.inkpen@ca.belimo.com www.belimo.ca
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President's Message

Thank you to everyone who joined us back in person for the February meeting, always a short and snowy month. We avoided the typical snowstorm that has cancelled many February meetings in the past. We had Mark Fly come in from mid-west US for some Canadian winter and gave a vibrant presentation about vibration and seismic restraints that was a great technical overview. Also remember if you signed up for the meeting everyone gets a video link so if you ever want to go back to any of his information you can always go back to refer to it. Thank you to everyone who came out in person, it has been wonderful to see people again in person and meet friendly and new faces.

We are excited to get back to in person events even as cold weather has us longing for spring weather that is hopefully right around the corner, so we are planning some spring events, including the June Golf which see later in the communicate for our Save the Date for the event, we are excited to bring this back to our community after two years of hiatus. Look for other social events and committee activities coming your way soon!

Our theme for March is Student Activities, led by Noah Goddard, who is well supported by Jayson Bursill on the Board, as well as our own Elizabeth Primeau who is the RVC (Regional Vice Chair) for Student Activities. We have a very strong chapter for students, and I started my ASHRAE volunteering as the Student Activities chair myself doing university career fairs and school presentations. We have active student chapters and support from local faculty which is a great way to promote our industry to students who are figuring out what they want to do and maybe have not considered the construction industry.

As always, a reminder if you are looking at ways to support the chapter and the industry, consider donating to the ASHRAE Research campaign online at any time!

<https://ashraeottawa.simplesignup.ca/en/9710/index.php?m=eventSummary>

Take care everyone, and I look forward to seeing you all soon, either virtually or in person!



President
Adrienne Mitani
2021-2022
OVC President
Smith + Andersen

E-mail:

adrienne.mitani@smithandandersen.com

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What You Missed

ASHRAE OVC's second meeting of 2022 was held on February 11th in a hybrid format offering in-person as well as virtual attendance. In-person numbers were significantly higher than virtual, perhaps a positive indicator of the future.

The topic of the tech session was 'HVAC Filtration', delivered by Joel Primeau who took a moment to discuss the definition of filtration and explain that filtration does not clean the air, rather it removes particulates from it. With this understanding, various filtration methods were discussed, exploring pros, cons and common and suitable applications for each. For an interesting dive into the science of filtration, particle size, definitions of popular (and perhaps misused) terms such as HEPA & MERV, be sure to watch the entire presentation, available on the OVC YouTube channel.

The Program meeting was delivered by Mark Fly of AAON. Mr. Fly's presentation covered vibration fundamentals and human perception, including the interesting threshold where vibration can be perceived by humans as sound. If you've ever wondered why (or perhaps never noticed) MRI machines in medical facilities are always installed in the basement/lower levels, you will certainly find this presentation interesting. In case you missed it, or want to go back to it, you can also find it on the OVC YouTube channel.



Secretary
Evans Mutua
2021-2022
OVC
City of Ottawa

E-mail: Evans.Mutua@ottawa.ca

Membership Update

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

- Christopher Mcken
- Jeremy Lachaine

At any time, if you have any questions or comments regarding your ASHRAE membership, please do not hesitate to contact me. Thank you all for the continued support and participation with your local ASHRAE chapter during these times. Wishing everyone a safe and happy holiday season. Looking forward to seeing everyone at the next ASHRAE meeting in February.



Committee Chair
Josh Bourbonniere
2021-2022
OVC Membership Committee Chair
TRANE

E-mail: josh.bourbonniere@trane.com

 <p>Goodkey, Weedmark & Associates Limited Consulting Engineers</p>  <p>Ross McIntyre, P.Eng. 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 rossmci@gwal.com</p>	<p>Rod Lancefield P.Eng. LEED® AP Engineering Sales rod.lancefield@hts.com C 613.851.1997</p> <p>HTS Ottawa 830 Campbell Avenue Ottawa, Ontario K2A 2C2 T 416.661.3400 Ext: 2803 F 613.728.8032 Toll Free 1.800.850.0567 hts.com/ontario</p>  	 <p>J.L. Richards ENGINEERS - ARCHITECTS - PLANNERS</p>  <p>Jim Evenson P.Eng., ing., LEED AP Associate, Chief Mechanical Engineer</p> <p>www.jlrichards.ca</p> <p>jevenson@jrichards.ca T 343 804 4385 C 613 222 7209</p> <p>J.L. Richards & Associates Limited 864 Lady Ellen Place Ottawa, ON Canada K1Z 5M2</p>
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Student Activity

We've had at least one new student member join since our last update. We have welcomed them and will begin inviting them to our events. Chapter meeting reminders went out and we saw some response, including a new student registration.

The virtual career fair took place during the week of February 14. Email blasts went out to our local HVAC companies and our local student groups. The data with respect to regional attendance has not yet been compiled but hopefully in the near future we will learn how many local students attended.

Our goal had been to get into classrooms for presentations, but this has proven to be difficult. Many classes are still virtual, and the institutions have restrictions in place so that any visitors have to be approved by a board. This may be a lost cause this school year but we will continue to check in with the students and faculty.



Committee Chair
Noah Goddard
2021-2022
OVC Student Activities Chair
Longhill Energy

E-mail: noahg@longhill.ca

News Update

Check out ASHRAE's Climate Change Address at UN's COP26:

ASHRAE recognized the outstanding achievements and contributions of members to the Society and the built environment industry during its 2022 Winter Conference in Las Vegas.

"Congratulations to all of ASHRAE's Honors and Awards recipients," said 2021-22 ASHRAE President Mick Schwedler, P.E., Fellow ASHRAE, LEED AP. "Your service to the global built environment and our Society is appreciated."

Find out the list of the awards and recipients here:

[ASHRAE Recognizes Outstanding Achievements of Members at the 2022 Winter Conference](#)



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Research Promotion

THANKS TO ALL OUR DONORS TO DATE!

Our fundraising campaign is in full swing, and you can expect calls from our canvassers in March and April as we ramp up our effort to reach our ambitious goal.

We will continue to update and publish this list each month.

This is always an **important contribution** to your industry, and it's especially needed now that we are facing a global pandemic where indoor air quality and ventilation play such a critical role in our fight against Covid. Your donation is **truly an investment** because the research will surely create opportunities of innovations for engineers, manufacturers, owners and contractors.



Governor
Joël Primeau
2021-2022
OVC Research
Promotion
Committee

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Special Thanks to the following donors for their contribution: Ross McLaren, Elizabeth Primeau, Jean-Yves Côté, Richard Lemelin, David Fanset, Chris Brown, Jeff Jarvis, Stephen Harrison		

Joel Primeau
ASHRAE RP Chair

ASHRAE Society link: <https://xp20.ashrae.org/secure/researchpromotion/rp.html>

ASHRAE OVC link: <https://ashraeottawa.simplesignup.ca/en/9710/index.php?m=eventSummary>

ASHRAE Research to address COVID-19: <https://xp20.ashrae.org/secure/foundation/covid.html>

Nominations & Awards

As chairs of the Awards & Nominations Committee, Abbey Saunders and I want to address the members of ASHRAE OVC for the upcoming nominations period. The nomination committee is responsible to build the chapter leadership of tomorrow. We help to shape the direction of the chapter, in that we try to ensure the very best people are in position to advance our local chapter and respond to the needs of its members.



Committee Chair
Steve Moons
 2021-2022
 OVC Nominations Committee
Total HVAC

The time has come when we need to consider the nominations for next year's Executive, Board of Governors, Committee Chairs and Committee Members. On behalf of the Nominating Committee, I'm pleased to announce the following eligible members to hold office as the Chapter Executive for 2022-2023, and the positions for which we are seeking nominations: President: Ryan Dickinson, President-Elect: Celine Baribeau, Treasurer: Evans Mutua, Secretary: Open-nominations invited. Board of Governors: Nominations are also invited for positions on the Board of Governors, although the number of available positions is not yet determined as the committee gauges the interest and availability of the existing Board members to return for another term.

E-mail: steve.moons@totalhvac.com

To complete the nominations process, we will also be asking for nominations from the floor at the March Chapter meeting. To be considered for the Board of Governors, nominees must be Chapter members in good standing with Society and must have consented either orally or in writing to have their name put forward. The election to Chapter officers is a distinct honour bestowed on ASHRAE members by their peers, and in anticipation of their dedication to the continued success of the Chapter.

Final recommendations for the available positions on the Executive and the Board of Governors will be made by the Nominating Committee in the coming weeks and will be announced at the April Chapter meeting, with the installation at the May Chapter meeting. Thank you for your participation in this important step in ensuring the future success of the Ottawa Valley Chapter.

June 2022 Golf Event

Save the Date: ASHRAE OVC Best Ball Golf Tournament 2022
Tuesday June 21st 2022, The Marshes Golf Course

We are looking forward to seeing everyone at our 2022 summer golf tournament at the Marshes Golf course, it may look different than previously but we are excited invite everyone back to the golf course. More information to follow soon.



Publicity
Rod Lancefield
 2020-2021
 OVC Publicity Committee Co-Chair
HTS Engineering Ltd.

E-mail: rod.lancefield@hts.com

 <p>Sylvain Chenier, P. Eng., ing. Associate Partner – Mechanical Sylvain.Chenier@mckeeottawa.ca</p> <p>1785 Woodward Drive Ottawa, ON K2C 0P9 CANADA Tel.: (613) 723-9585 x128 Fax.: (613) 723-9584 www.mckeeottawa.ca</p>	 <p>MODERN NIAGARA Design. Build. Service.</p> <p>CURTIS BOYCE, P. ENG Director of Operations Major Projects</p> <p>Telephone. 613-591-7505 Email. cboyce@modernniagara.com Website. www.modernniagara.com</p>	 <p>Joe Della Valle, C.E.T. Manager, Mechanical Sales & Engineering jdellavalle@odellassoc.com</p> <p>Cell: 613-897-6604 Tel: 613-225-9774 ext. 254</p> <p>24 Gurdwara Rd. Nepean, ON K2E 8B5 www.odellassoc.com</p>
 <p>Stéphan Riffault, P.Eng. Branch Manager</p> <p>2310, St-Laurent Blvd., Unit 203 Ottawa (Ontario) K1G 5H9 613 565-2129, ext. 2128 sriffault@regulvar.com www.regulvar.com</p>	 <p>Elaine Guenette P.Eng., LEED AP Principal</p> <p>E Elaine.Guenette@smithandandersen.com D 6136911853 M 3439612244</p> <p>530 - 1600 Carling Ave., Ottawa ON, K1Z 1G3 T 613 230 1186</p>	<p>David Yin P.Eng., LEED AP Principal, Buildings Senior Mechanical Engineer</p> <p>400-1331 Clyde Avenue Ottawa ON K2C 3G4</p> <p>davidyin@stantec.com Direct: 613-725-5573 Mobile: 613-323-4964 Fax: 613-722-2799</p> 

Technology Awards Program

Award season is upon us once again! The CTTC is looking for applications for the ASHRAE Technology Awards at the Chapter level. The ASHRAE Technology Awards recognize outstanding achievements by members who have successfully applied innovative building design in the areas of occupant comfort, indoor air quality and energy conservation. Their designs incorporate ASHRAE standards for effective energy management and IAQ. Performance is proven through one year's actual, verifiable operating data.



**Committee
Chair**
**Elizabeth
Primeau**
2021-2022
OVC Membership
Committee Chair
Total HVAC Inc.

E-mail: elizabethp@totalhvac.com

There are many benefits to winning a Technology Award:

- Recognition by peers as being innovative and capable
- Winning projects are highlighted in ASHRAE journals (for the Society winners)
- First place awards are honoured at the next Winter Meeting (Atlanta 2023)
- Recognition on ASHRAE's website
- Opportunity to bring additional recognition and prestige to buildings with innovative design
- Ability to share your ideas so others can learn and subsequently improve their designs

The award application should be completed by a current member of ASHRAE who had a significant role in the design or development of the project. This member will need to submit some design information, schematics and brief descriptions of how their buildings met certain criteria such as Energy Efficiency, Indoor Air Quality, and more.

There are six categories in which the chapter can present an award:

- 1) Commercial Buildings (New, Existing, Existing Building Commissioning);
- 2) Institutional Buildings (New, Existing, Existing Building Commissioning)
- 3) Health Care Facilities (New, Existing, Existing Building Commissioning);
- 4) Industrial Facilities or Processes (New, Existing, Existing Building Commissioning);
- 5) Public Assembly (New, Existing, Existing Building Commissioning);
- 6) Residential

The project must have been occupied since at least September 2021 to qualify for this year's awards.

The deadline for submission is Thursday April 21st, 2022.

If you have a project in mind, or would like more information, please see the ASHRAE webpage here: [Technology Awards Program](#)

The applications are at the bottom of the page. If you have any questions, please do not hesitate to reach out to Liz Primeau (elizabeth.primeau@totalhvac.com) or Chris Habets (chris@goodhabets.ca).

Government Affairs

To stay current on ASHRAE COVID-19 Response resources check out <https://www.ashrae.org/technical-resources/resources> including guidance's on infection aerosols, position documents and more.

Edmonton School Board Approves HEPA Filters in Classrooms based on Alberta ASHRAE Chapters' Expert Advice

Thanks to **ASHRAE recommendations and guidance** communicated through the ASHRAE Northern Alberta Chapter and Southern Alberta Chapter, on February 1, the Edmonton Public School Board (EPSB) Board of Trustees recently approved a **motion** to spend \$6 million in reserve money on HEPA air filters to be installed in all classrooms. This decision was based on ASHRAE's Epidemic Task Force's **guidance in schools** which recommends a minimum of MERV-13 filters.

NDCs and Renewable Energy Targets in 2021

Under the Paris Agreement and COP26, countries enhanced their Nationally Determined Contributions (NDCs) and declared ambitious mitigation pledges such as economy-wide net-zero greenhouse gas emissions. In January 2022, the International Renewable Energy Agency published a **report** assessing current climate pledges in comparison with the greenhouse gas targets scientists recommend and explore the opportunity offered by renewable energy that can serve as an important vehicle for delivering emission reductions, as well as multiple Sustainable Development Goals (SDGs).

Among the report's findings: To date, 193 countries have ratified the Paris Agreement (up from 190 in 2020) and 194 Parties have now submitted an NDC. Current and announced net-zero pledges are projected to further reduce emissions by 2030, with the potential to limit warming to 2.1°C, avoiding a more catastrophic rise of above 2.8°C under the initial NDCs. As of 15 November 2021, 182 Parties had included renewable energy components in their NDCs, of which only 144 had a quantified target. From these targets, 109 focus on power, and 30 explicitly mention heating and cooling or transport. Only 13 Parties have committed to a percentage of renewables in their overall energy mixes. Read more **here**.

Canada's Bold Policies and Support for Innovation can Underpin a Successful Energy Transition, New IEA Policy Review Says

To meet its ambitious climate targets, the International Energy Agency (IEA) Policy Review released in January states that Canada needs to leverage its clean electricity to undertake steep emissions reductions in the transport, industry, and oil and gas sectors. The IEA also recommends that Canada's federal government promote a comprehensive energy efficiency strategy in consultation with provinces and territories that sets clear targets for energy efficiency in the buildings, industry, and transport sectors. Read more **here**.



**President-Elect
Ryan Dickinson**
2021-2022
OVC GAC Chair
V&R Engineering

E-mail: ryand@vreng.ca

Table-Top Display

If you're looking to communicate the value of your product, there is no better way than to invest in a table-top at an upcoming ASHRAE OVC meeting. Highly attended and highly regarded, our monthly meetings can afford you the opportunity to display your new technologies to an eager group of HVAC/R engineers and contractors. If you wish to review the themes of each meeting to find an appropriate topic, please feel free to contact me.



**Committee
Chair**
**Connor
Patterson**
2021-2022
OVC Table-Tops
JP2G

E-mail: connorp@jp2g.com

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 40+ people. We are currently starting to reserve table-top openings for this ASHRAE year.

Please contact Connor Patterson (connorp@jp2g.com) to secure yours today! Cost for tabletops is \$225.00 and spaces are filling up quickly, so book your table-top today!

Payment is to be made through the online system prior to the date reserved. Follow the link below:
<https://ashraeottawa.simplesignup.ca/en/10165/index.php?m=eventSummary>

 <p>Frank Picchione Regional Sales Manager</p> <p>Tel: 800-561-3449 Cell: 514-781-8381 Fax: 800-668-8476 frank@tamcodampers.com www.tamcodampers.com</p> <p><small>TAMCO locations in Ottawa, Ontario and Nashville, Tennessee</small></p>	 <p>Steve Moons, P.Eng. Principal</p> <p>4A - 1050 Baxter Rd. Ottawa, Ontario Canada, K2C 3P1</p> <p>P: 613-723-4611 C: 613-229-5806 E: stevem@totalhvac.com W: www.totalhvac.com</p>	<p>Glenn Jones B.Eng LEED AP BD+C Sales Manager - HVAC Systems</p>  <p>1024 Morrison Drive Ottawa, ON K2H 8K7 613-356-1940 / Cell 514-951-7809 613-820-8111 / Fax 613-820-1414 gjones@trane.com www.trane.com</p> 
 <p>Larry Gravelle Tel: (613) 721-3301 Fax: (613) 721-4906 I - 877 - 733 - 3833 www.yorkland.net</p> <p>Honeywell HVAC/BAS & Vulcan BELIMO Johnson Controls FACILITY EXPLORER SIEMENS KMC CONTROLS GREYSTONE ACCOUNTS BY DESIGN</p> <p><i>Yorkland Controls represents leading control systems and component manufacturers. Integrated solutions for Lighting, Card Access, CCTV and Building Automation.</i></p>		

Engineering Sales / Project Manager

Full-time Regular
Ottawa, ON,

E.H. Price, a division of **Price Industries Limited**, North America's leading manufacturer and distributor of air distribution products (www.priceindustries.com) is a dynamic, progressive, and innovative organization looking for new talent to join our sales team. The successful candidate will be charged with maintaining, growing, and driving our exciting line of products.

We offer a competitive salary, excellent benefits, and the opportunity to build a career at one of Canada's leading companies.

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Employee and Family Assistance Program (EFAP) - You and your family will have free access to consultation and support for your mental, emotional and financial well-being.

Pension Matching Program - Invest in your future with each pay cheque through our Defined Contribution Pension Plan and we will match your contribution (up to 3% of your salary).

EQ Care® - You and your family will have free access to speak with a doctor by phone or app from wherever you are.

Pocketpills – You and your family will have free access to Canada's first Digital Pharmacy, PocketPills enables you to call, text or email the pharmacy care team from wherever you are. You will enjoy free delivery of your prescriptions and vitamins straight to your home.

Gym Subsidy Program- Employees are eligible for a gym membership reimbursement of up to \$240 per year, this includes Fitness related App's.

Ottawa Engineering Sales

The basic function of the Engineering Salesperson is to promote all the Price Brand and the manufacturers we represent. To provide accurate and timely support, to all stakeholders in the HVAC industry. For this specific position the candidate must have a thorough understanding of mechanical systems to be able to make optimal selections and designs of products listed below.

The successful candidate's responsibilities will include:

The following are the principal duties of the Engineering Salesperson.

Develop and maintain relationships with all industry stakeholders (Engineers, Architects, Contractors, Developers, Owners etc.), to grow sales and expand market share in accordance with company goals and objectives.

Promote the sale of all equipment represented by the Ottawa sales office.

This will include:

- Be able to identify, and maximize, opportunity.

- Carry out product selections for engineers and design/build contractors.

- Be able to interpret schedules, construction drawings, specifications, etc.

- Be able to do take-off's, prepare quotations and tenders, prepare and issue submittals.

- Negotiate sales.

- Project manage the entire sales cycle from initial enquiry through end of warranty period.

Self-educate, and attend manufacturer's factory / training visits, to ensure you are constantly up to date on the latest product developments and software tools. (Some travel will be involved).

Understand, and remain current with, both industry and local codes and regulations, and market trends, to ensure we comply and can exploit opportunities.

Service the engineering community in an accurate and timely manner.

Maintain an understanding of our competitor's product offering.

Carry out Lunch and Learn (or similar) presentations when requested to do so. The goal is to have EH Price represented products specified, or listed as an equal, on all projects.

Plan and implement new product introductions to the market.

Visit job sites as and when on-site challenges present themselves.

Plan and accompany customers on factory visits. This needs to be done strategically and consistently.

Be a member of ASHRAE and attend monthly ASHRAE meetings.

Organize and attend trade shows when requested to do so.

Assist in all customer events as required. This could be open houses, sporting events, lunches, etc.

Perform other duties assigned by your manager.

Work as part of a team, with a Customer First approach to business.

The ideal candidate for this position will have:

A minimum of 3 years' experience selling HVAC related mechanical equipment, but 5 or more years would be preferred.

Professional Engineering Degree or a Diploma in Engineering Technology.

Working Knowledge of Microsoft Word, Excel, PowerPoint, Outlook & Internet Explorer.

Understanding of how to read & interpret construction drawings.

Positive attitude, exemplary attendance, ethical business practices, and a reliable team member.

Should this excellent opportunity interest you, please submit your resume, including salary expectations.

Price Industries Limited hires based on merit and is strongly committed to equity and diversity. We welcome applications from all qualified candidates, including all genders, Indigenous peoples, persons with disabilities, members of visible minorities, individuals of diverse gender and sexual orientation and all groups protected by the Human Rights Code. We are happy to provide reasonable accommodations throughout the selection process and while working at Price. If you require support applying online because you are a person with a disability, please contact us at HR@priceindustries.com.

We appreciate the interest shown by all applicants, however only those being considered for an interview will be contacted.

HVAC Sales Estimator - Air Dist. Division

Full-time Regular
Ottawa, ON, CA

E.H. Price, a division of **Price Industries Limited**, North America's leading manufacturer and distributor of air distribution products (www.priceindustries.com) is a dynamic, progressive and innovative organization looking for new talent in our growing Calgary office. If you thrive on new challenges, pushing yourself to new heights and working in a team-driven environment, you should consider the following opportunity.

What We Offer:

Health and Dental - Employees and their families enjoy flexible benefits options covering an extensive list of medical and dental expenses and services.

Life and Disability - You will be provided with life insurance in a multiple of your salary with an option to purchase additional coverage.

Employee and Family Assistance Program (EFAP) - You and your family will have free access to consultation and support for your mental, emotional and financial well-being.

Pension Matching Program - Invest in your future with each pay cheque through our Defined Contribution Pension Plan and we will match your contribution (up to 3% of your salary).

EQ Care® - You and your family will have free access to speak with a doctor by phone or app from wherever you are.

Pocketpills – You and your family will have free access to Canada's first Digital Pharmacy, PocketPills enables you to call, text or email the pharmacy care team from wherever you are. You will enjoy free delivery of your prescriptions and vitamins straight to your home.

Gym Subsidy Program- Employees are eligible for a gym membership reimbursement of up to \$240 per year, this includes Fitness related App's.

HVAC Sales Estimator – Air Distribution Division

The position of the HVAC Sales Estimator – Air Distribution Division offers dynamic challenges within our Ottawa team. We are looking for an individual who is technically inclined and is interested in learning and growing to develop their skills to meet industry needs.

The successful candidate's responsibilities will include:

Creating 'Material Take Off' items from mechanical and architectural drawings.

Reading, understanding and confirming job specifications and requirements with Customers.

Cross-referencing products from other manufacturers.

Preparing job bids in a timely manner using Price and other suppliers' software.

Scheduling, prioritizing, and managing bid requests from assigned customers with Inside Sales Estimators.

Sending out and delivering quotations by phone, email and in person to our customers.

Following-up on bids, pursuing and securing orders for Price and partnered suppliers.
Promoting all Price and other represented suppliers' products.

Receiving and responding to phone calls and pricing requests from customers in a timely manner.

Preparing and verifying submittals drawings based on current drawings and specifications.

Confirming products, sizes and quantities required for completion of project based on current documents, Site Instructions and Construction drawings.

Meeting with customers at the warehouse counter and assist if necessary.

Organizing job files, contract and warehouse orders, and all necessary documentation for assigned customer.

Resolving all account conflicts and project issues in a timely manner.

Participating in job site visits where necessary.

The ideal candidate for this position will have:

A Community College Technical Diploma or equivalent number of years of experience in a similar business environment (equivalent to a minimum of 2 years of inside sales estimating experience).

Must be proficient with the use of computers, including Microsoft Office Suite (Word, Excel, and PowerPoint) and internet usage.

Excellent written and communication skills.

The ability to deal with people sensitively, tactfully, diplomatically and professionally at all times.

Excellent internal and external customer service skills.

Excellent organizational, time-management and prioritizing skills.

The ability to maintain a clean and safe driving record and continuously hold a valid drivers license.

Be willing to travel and attend product training at various factories.

Have the appropriate number of COVID-19 vaccinations.

Should this excellent opportunity interest you, please submit your resume, including salary expectations.

Price Industries Limited hires on the basis of merit and is strongly committed to equity and diversity. We welcome applications from all qualified candidates, including all genders, Indigenous peoples, persons with disabilities, members of visible minorities, individuals of diverse gender and sexual orientation and all groups protected by the Human Rights Code. We are happy to provide reasonable accommodations throughout the selection process and while working at Price. If you require support applying online because you are a person with a disability, please contact us

at HR@priceindustries.com.

We appreciate the interest shown by all applicants, however only those being considered for an interview will be contacted.

Advertising

Advertising career opportunities on the **ASHRAE Ottawa Valley Website** 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 Website** today.

Rates for **career opportunities** ads are as follows:

Chapter Member:

\$50/month

\$80/2 months

\$100/3 months

Non-member:

\$250/month

Note: Purchase of additional months will only have a discounted rate if purchased up front. Otherwise the standard rate will apply for additional months.

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. Please register and pay through the online system and contact **Celine Baribeau** (cbaribeau@bpa.ca) with any questions. Follow the link below for payment.

The ads will appear on the website 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.

Link:

<https://ashraeottawa.simplesignup.ca/en/9709/index.php?m=eventSummary>

Business Card Ads

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.

The cost is **\$275.00** for the year. Please contact **Rod Lancefield** at rod.lancefield@hts.com for more details.

Payment will be made through the online system. Follow the link below for payment.

<https://ashraeottawa.simplesignup.ca/en/9711/index.php?m=eventSummary>

Ads will **now require prepayment**. All last year's ads will appear in the Communiqué for the first month of this year to allow time for payment for the upcoming year. Ads will be refreshed accordingly in the second Communiqué.



Treasurer
Celine Baribeau
2021-2022
OVC Treasurer
BPA

E-mail: cbaribeau@bpa.ca



Publicity
Rod Lancefield
2020-2021
OVC Publicity
Committee Co-Chair
HTS Engineering Ltd.

E-mail: rod.lancefield@hts.com

2021-2022

President

Adrienne Mitani

President-Elect

Ryan Dickinson

Treasurer

Celine Baribeau

Secretary

Evans Mutua

Governors

Joe Della Valle

Mike Swayne

Joel Primeau

Matt Moore

Trevor Thomson

Past President

Joël Primeau

Committees

Attendance

Sandy Taylor

Audit

Joel Primeau

Capital

Communiqué

Pat Melville

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Jayson Bursill

Donald Weekes

Connor Ruprecht

CTTC

Elizabeth Primeau

GAC

Ryan Dickinson

Financial

Sandy Taylor

Greeter

Mike Swayne

History

Zacharie Lanthier

Membership

Promotion

Josh Bourbonniere

Nominations & Awards

Steve Moons

Abbey Saunders

PAOE

Ryan Dickinson

Program

Elizabeth Primeau

Publicity

Samir Elchamaa

Research

Promotion

Joël Primeau

Special Events

Colleen Fox

Rod Lancefield

Abbey Saunders

Trevor Thomson

Student Activities

Noah Goddard

Tabletop

Connor Patterson

YEA

Jeremy Strong

Website

Samir Elchamaa