



DATE: Tuesday March 21st, 2023
13:00 – 19:30 Hrs EST

LOCATION: Ottawa Convention & Event Centre – RM 106
200 Coventry Rd, Ottawa, ON K1K 4S3

THEME: Student Activities

PROGRAM: Fire & Smoke Dampers - ASHRAE OVC & MCA Ottawa

This month, ASHRAE Ottawa Valley Chapter and the Mechanical Contractors Association of Ottawa are pairing up to jointly host the highly anticipated topic of Fire & Smoke dampers. This meeting will take place on our regularly-scheduled ASHRAE meeting date, but please take note of the change in venue, schedule, and registration options.

March Meeting Agenda

- | | |
|---------------|--|
| 1:00PM-3:00PM | SMACNA Presentation
Topic: Fire Dampers & Smoke Dampers
Speaker: Eli P. Howard III |
| 3:15PM-5:15PM | Panel Discussion w/ Industry Experts |
| 5:15PM-6:00PM | Social Hour |
| 6:00PM-7:30PM | Dinner & ASHRAE Business Session |

[Meeting 6 - March 21st, 2023](#)

Below prices for attendance (+ HST)

SMACNA Presentation + ASHRAE Chapter Meeting + Panel Discussion + Dinner	\$100.00
ASHRAE Chapter Meeting + Panel Discussion + Dinner (3:15-7:30pm) (corporate package available)	\$75.00
SMACNA Presentation ONLY (1:00-3:00pm)	\$30.00
STUDENTS ONLY: Presentation + ASHRAE Chapter Meeting + Panel Discussion + Dinner	\$60.00

Program: **Fire Dampers & Smoke Dampers**

Our guest speaker, Eli Howard of SMACNA, will be presenting the standards set out in the latest edition of the fire, smoke damper installation guide. This new guide, issued in 2022, includes updated ICC/UMC/NFPA code references. It provides clarity on the responsibilities of the designers, engineers, contractors, manufacturers and local code authorities. There is also new information provided on the mandatory requirements for fire/smoke damper inspection, testing and servicing.

Presented by: **Eli P. Howard III**

Eli P. Howard III is the Executive Director of Technical Services and Research at SMACNA. Eli has been with SMACNA for over 25 years responsible for all SMACNA Technical Standards, Manuals and Guidelines for the HVAC, Industrial, Residential and Architectural industry.

In his role, Eli has additional responsibilities as both a voting member and liaison to other national standards developers in the industry, such as the International Code Council (ICC), National Fire Protection Association (NFPA), International Association of Plumbing & Mechanical Officials (IAPMO), United States Green Building Council (USGBC), Building Services & Engineering Association (BESA-UK) and Australian Mechanical Contractors Association (AMCA).



Sheet Metal and Air Conditioning Contractors' National Association (SMACNA) is an international trade association representing approximately 3500 signatory contractors with more than 100 chapters throughout several countries.

SMACNA is well-known for its standards development work. Their technical standards and manuals are accepted across the globe by the construction community. The American National Standards Institute (ANSI) has accredited SMACNA as a standards-setting organization.

Panel Discussion: **Moderated by: Cathy Godin**

A panel discussion with industry experts will be hosted from 3:15PM – 5:15PM, with panelists representing the following organizations and fields:

- **SMACNA**
- **Consultant**
- **Contractor**
- **Inspector**
- **Manufacturer**

President's Message

Our last meeting was held in February at the Centurion Conference and Event Center with 52 people in attendance. I would like to thank Abhishek Khurana and Tobias Janes for their excellent presentation on De-Carbonization with BAS & AI. I would also like to thank everyone for attending and supporting our Chapter.

The raffle prize for the evening was generously donated by O'Dell Associates and raised \$470 for ASHRAE Research Canada. Thank you for your donation and thank you to everyone for supporting our Research Promotion campaign. Our campaign is currently at 81% of our goal this year, and I would like to thank everyone again for their generosity.

Our next meeting will follow a different format than usual and will be taking place on Tuesday, March 21st at the Ottawa Convention & Event Centre. The meeting is being hosted in collaboration with the Mechanical Contractors Association of Ottawa, and will include a presentation by Eli Howard, the Executive Director of Technical Services and Research at SMACNA, on the topic of fire and smoke damper installation. The main presentation will take place from 1-3pm, followed by a panel discussion from 3:15-5:15pm. The dinner and ASHRAE business session will follow at 6pm. We're expecting a lot of interest in this upcoming meeting so please register early before spots fill up.

The Annual Career Fair and Annual Curling Bonspiel will be taking place this month at Carleton University and the Nepean Sportsplex, respectively. We have a great turnout expected for both events, with 18 booths registered for the Career Fair and 10 Teams registered for curling. The Ottawa Regional Science Fair will also be taking place between March 31st to April 1st at Carleton University, with the ASHRAE OVC sponsoring a prize and providing judging assistance. Come on out and show your support for Ottawa's students!

Lastly, on Tuesday, May 16th, we will be celebrating the 70th anniversary of the Ottawa Valley Chapter during our regular program meeting with our past presidents in attendance. We have several commemorative additions planned for this year's meeting and will be sharing more details in the upcoming weeks. Save the date and make sure you don't miss it!

Thank you again to all our volunteers and thank you to the membership for your continued support. I'm looking forward to seeing you all at our March meeting!

Ryan Dickinson
2022-2023 OVC President



President
Ryan Dickinson
2022-2023
OVC President
**VANDERWESTEN
& RUTHERFORD**

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What You Missed

The fifth program meeting of the 2022/2023 OVC ASHRAE season was held on February 21st, 2023, at Centurion Conference and Event Center on Colonnade Road and had 47 members and 5 guests attend. The theme of the meeting was CTTC. The program for the evening was De-Carbonization with BAS & AI - Turning Data into Dollars by Abhishek Khurana and Tobias Janes which was preceded by a technical session from Joel Primeau providing an Introduction to Humidification. Dinner was buffet style dinner with hummus and pita, couscous salad, mixed vegetables, baked chicken breast, beef bourguignon, cheese penne, and a variety of cakes for dessert.



Secretary
Jayson Bursill
2022-2023
OVC Secretary
Delta Controls
Inc.

E-mail: jbursill@deltacontrols.com

Treasurer Evans Mutua called the meeting to order and acknowledged the Algonquin Nation and our industry's connection to the unceded land. Treasurer Evans Mutua introduced the Executive and Board of Governors. Secretary Jayson Bursill introduced the guests for the evening. MP Chair and Region II Student Activities RVC Elizabeth Primeau welcomed the new members. CTTC Chair David Eckel and Region II CTTC RVC Abhishek Khurana presented the technology awards that were received by chapter members over the last few years beginning with the virtual meeting series. This included the regional and society technology award winners. Past President and Life Member Gemma Kerr was presented with her George B. Hightower award by Past President Lan Chi Nguyen Weekes.

Raffle tickets were sold for 50/50. The raffle raised \$470. Following the raffle draw, Treasurer Evans Mutua announced the program topic for the evening, De-Carbonization with BAS & AI - Turning Data into Dollars presented by Abhishek Khurana and Tobias Janes.

Abhishek first polled the room to get an idea of the level of controls knowledge of the audience. Tobias then provided a primer on thermal mass and its impact on building energy performance. Abhi and Tobias also introduced the origins and fundamentals of modern building control including (but not limited to):

- Pneumatics to direct digital control (DDC)
- Communication protocols
- Contemporary controller hierarchies
- Unit-level controls
- System-level controls
- Operating modes
- Rooftop units
- Morning warmup

Abhi discussed case study projects for an office space using rooftop units and a combination of new and legacy controllers and a high efficiency residential building. The importance of protocol gateways and a unified programming environment was highlighted.

Tobias highlighted the importance of data. Particularly with respect to BAS applications of AI. Even simple proportional, integral, derivative (PID) control was posed as a form of AI. Morning warmup was also introduced as an AI application that has an entrenched history in building automation. The energy balances that typically drive building control were introduced. Thermal mass and time constants were discussed as useful inputs to leverage AI for control.

A case study using a residential building and AI-driven setpoint adjustments was presented. This system achieved a 44% reduction in natural gas consumption over a multi-week testing period. The value proposition of AI-driven control was summarized to include:

- Improved occupant comfort
- Reduced emissions
- Improving operator efficiency
- Fault detection

The Q&A session discussed some of the biggest challenges in the building automation industry today. To close, Treasurer Evans Mutua thanked Abhishek Khurana and Tobias Janes. Evans also reminded the audience about the post-meeting survey. The next meeting is scheduled for March 21st at the Ottawa Conference and Event Center with MCA.

Membership Update

Hello OVC Members!

I would like to wish a very warm welcome to the new members that have joined the Chapter since our last communiqué:

- Dan Mercer
- Quinton Ashby
- Miss Sophia R Ruberto
- Dana Berdusco
- Dylan Clark (Student)
- Ryan Frizzell (Student)
- Fred Zettler
- Lucas Busch
- Karen Peck
- Khaled Hussien
- Eric Montambeault
- Roy Talevi



Committee Chair
Elizabeth Primeau
2022-2023 OVC
Membership Promotion
Committee
Total HVAC

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Welcome to our Chapter! I am so happy we had many of you in attendance at our February meeting. I hope to see you all around again.

News Update

ASHRAE Expands Commitment to Reduce Greenhouse Gas Emissions

The On February 3rd, ASHRAE announced its unwavering commitment to reducing greenhouse gas (GHG) emissions with the launch of its redesigned building decarbonization webpage and the release of a new Building Performance Standards Technical Resource Guide.

The [ASHRAE Task Force For Building Decarbonization \(TFBD\)](#) webpage includes technical resources, information, videos and publications to expedite the adoption of climate change mitigation policies and reaffirms the Society's goals stated in the ASHRAE Vision 2020 report, approved by ASHRAE's board of directors, as well as the [ASHRAE Position Document on Building Decarbonization](#), to achieve net zero GHG emissions in operation for all new buildings by 2030.

"Over the years, ASHRAE has demonstrated its leadership in reducing GHG emissions by addressing energy efficiency and sustainability, as articulated in some of our most notable technical guidance such as Standards 90.1 and 189.1," said ASHRAE TFBD chair Kent Peterson. "The TFBD is working to provide vital technical guidance in new guidebooks and the redesigned webpage. ASHRAE is helping accelerate the transition from commitment to action in reducing global built environment GHG emissions."

For more information and resources, read the full ASHRAE Article [here](#).

David Eckel
CTTC Co-Chair
GWAL
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Committee Co-Chair
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2022-2023 OVC
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CTTC Technology Awards

As I'm sure a lot of you can relate: The 2022/2023 chapter year has flashed past us in what seemed like no time at all. Can you believe it's already time to submit your projects for consideration in this year's Chapter Technology Awards?! These awards offer our chapter an opportunity to recognise our local peers for their innovative design talent. It also allows our chapter to showcase our achievements on the regional and society stages as well.



Committee Co-Chair
David Eckel
2022-2023 OVC
CTTC Committee
GWAL

E-mail: deckel@gwal.com

There are many benefits to winning a Technology Award. Your work is recognised in front of your Chapter, your Region, and possibly the ASHRAE Society as a whole. Your project can also be published in the ASHRAE journal and ASHRAE Society website. This could be the crowning achievement of your career, and a showcase project for your firm!

For this year's submissions, the project must have been occupied since September 2022 to qualify. The deadline for submissions will be **Friday April 21st**. Submissions are divided into the following categories:

• Commercial Buildings	New	Existing	EBCx
• Institutional Buildings	New	Existing	EBCx
◦ Educational Facilities	New	Existing	EBCx
◦ Other Institutional	New	Existing	EBCx
• Health Care Facilities	New	Existing	EBCx
• Industrial Facilities or Processes	New	Existing	EBCx
• Public Assembly	New	Existing	EBCx
• Residential (Single and Multi-Family)	New	Existing	EBCx

We are also happy to announce that the ASHRAE society has recently updated and streamlined the application forms, removing the necessity to submit a long-form application for the regional & society applicants. If you want to learn more about the awards, see last year's winners, or download the forms to enter your project, check out the society page at the link: [Technology Awards Program](#)

Once you've completed your application forms, submit them to either Elikem Wotortsi (elikem.wotortsi@stantec.com) or David Eckel (deckel@gwal.com).

Imagine your project on the cover of ASHRAE Journal & HPB Magazine, and apply today!

David Eckel
CTTC Co-Chair
GWAL
E-mail: deckel@gwal.com

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ASHRAE 2023 Winter Meeting Recap

The ASHRAE Winter Meeting 2023 was held in Atlanta Georgia and had a strong focus on building decarbonization strategies. The conference took place February 4-8, with more than 3,000 HVAC&R industry professionals in attendance. The [AHR Expo](#) occupied 487,000 net sq ft. of exhibit space at the Georgia World Congress Center and showcased the latest technologies and services in the HVAC&R industry.

Notable events to the Ottawa Valley Chapter at the 2023 Winter Conference includes:

- Jayson Bursill won [Region II Developing Leader Award](#) and also participated in LeaDRS program at the winter meeting (Three OVC volunteers have shadowed the DRC at ASHRAE Conference in recent years, talk to Elizabeth Primeau, Adrienne Mitani or Jayson to learn more!)
- Carleton University student Hussein Elehwany attended the ASHRAE Student program in Atlanta
- Region II member Doug Cochrane was nominated as a Director-at-Large

At the plenary, Canadians and Region II did very well, winning [1/3 of the technical awards](#), with Lianne Cockerton, ing. and Martin Roy, ing., from the Montreal Chapter both received the Award of Engineering Excellence for their project Local 144 in the institutional category. Simon Kattoura, P.Eng. also from the Montreal Chapter won in the existing industrial facilities or processes category for Hood Packaging Corporation in Montreal. I (Adrienne Mitani) was also very excited to attend and received a First Place 2023 ASHRAE Technology Award in VI: Residential for the local Ottawa project at 70 Gloucester, the Loop by Claridge Homes.

The 2023 Summer Conference will be held in Tampa Florida June 24 – June 28, and the 2024 Winter Conference will be January 22 – 24, in Chicago.



Past President
Adrienne Mitani
2022-2023
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Research Promotion

Thank you very much for your continued support of ASHRAE Research Canada!

Many of you are aware that ASHRAE research plays an important role in our everyday lives. Our built environment including everything from our homes, offices, and hospitals to quality of food and living conditions in airplanes are dependent upon the research conducted by ASHRAE to keep people healthy and comfortable. Every dollar raised by ASHRAE Research Canada stays in Canada to further research in the HVAC&R industry. Furthermore, for every dollar raised, about 7 dollars are invested in research, here in Canada.

The list of current 2022-2023 RP campaign donors will be provided in each monthly newsletter and program meetings, so donate quickly to see your name appear! Thank you for your continued support!

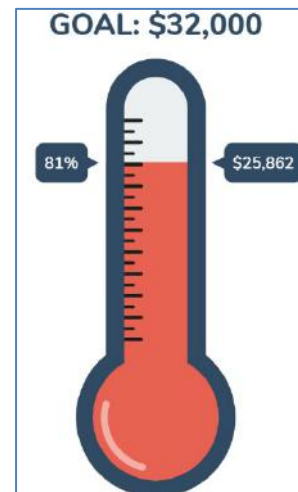
Two of the easiest ways to make your donation to the 2022-2023 RP Campaign are by clicking either of the links below. Should you wish to donate by cheque, please make payable to ASHRAE Ottawa Valley Chapter.

Celine Baribeau
2022-2023 ASHRAE RP Chair
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President-Elect
Celine Baribeau
2022-2023 OVC
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ASHRAE Society link: <https://xp20.ashrae.org/secure/researchpromotion/rp.html>

ASHRAE OVC link: <https://ashraeottawa.simplesignup.ca/en/11560/index.php?m=eventSummary>

ASHRAE Partner \$5,000 - \$9,999	ASHRAE Associate \$2,500 - \$ 4,999	Major Donor Silver \$1,000 - \$2,499
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Special Thanks to the following donors for their contribution: David Michelin, Patrick O'Meara, Chris Brown, Khadijah Ahmad, Lukas Glaspell, Chris Habets, Bryan Halliday, Jordan Hansen, Rob Lefebvre, Ryan McKinnon, Jim Mills, Mitchell Niles, Connor Patterson, Jeff Schroeder, Jesus Ramirez, Ross MacLaren, Mathieu Rondeau		

Call for Volunteers

Calling all volunteers!

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 for building 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 positions to advance our local chapter and respond to the needs of its members.

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 2023-2024, and the positions for which we are seeking nominations: President: Adrienne Mitani, President-Elect: Evans Mutua, Treasurer: Jayson Bursill, 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.

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.



Past President
Steve Moons
2022-2023 OVC
Awards & Nominations
Committee
Total HVAC Inc.

E-mail: steve.moons@totalhvac.com

ASHRAE Curling Bonspiel

The ASHRAE Annual Curling Bonspiel is returning in 2023! It will be held once again at the **Nepean Sportsplex** on **Friday, March 17th**.

As usual, the first rock will be thrown at 12:00pm and dinner will follow at approximately 6:00 pm at the Richmond Room on site.

Registration for this event is now closed. For more information please visit our website at the link [here](#).

For any other questions, please contact Committee Chair Colleen Fox at 613-808-4316 or cfox@trane.com.



**Committee
Chair**
Colleen Fox
2022-2023 OVC
Special Events
Committee
TRANE

E-mail: cfox@trane.com

Student Activities & Career Fair

ASHRAE OVC is hosting a career fair at Carleton University in March. Invitations were sent to local businesses, and we have seen great enthusiasm for the event. Booths are sold out, but company sponsorships for the event are still available. More information is available [here](#).



Committee Chair
Noah Goddard
2022-2023 OVC
Student Activities
Committee
Longhill Energy

E-mail: noahg@longhill.ca

Event Details:

Tuesday March 14th, 2013







Carleton University – Fenn Lounge (Residence Commons Bldg)
1125 Colonel By Drive

Expect students from: University of Ottawa, Carleton University, Algonquin College, La Cité Collegial, and Cégep de l'Outaouais.

Schedule:

- **14:30 – 15:00 – Access to room and Set-up**
- **15:00 – 18:00 – Career Fair**
- **18:00 – 18:30 – Clean-up**

Also coming up in March we have the Ottawa Regional Science Fair. ASHRAE OVC sponsors a prize and provides judging assistance. This has been successful in the past and we hope to continue encouraging local students to pursue a future in STEM.

 <p>Longhill Energy</p> <p>Chris Harrison President</p> <p>chhsh@longhill.ca Phone and cell option 613-226-3856 ext. 24 Fax: 613-226-2715 124 Rees Rd., Ottawa, Ontario K0A 1L0 www.longhill.ca</p> <p>The Energy Conservation People</p>	 <p>Master HEATING VENTILATION AIR CONDITIONING REFRIGERATION HYDROLOGICS</p> <p>Andrew Allen Brown, P.Eng. Commercial & Industrial Sales Engineer aabrown@master.ca</p> <p>T 613-829-2816 x41104 C 613-262-6504 1 866 429-1977</p> <p>The Master Group 25h Northside Rd Nepean, ON K2H 8S1</p> <p>MASTER.CA</p>	 <p>McKee Engineering</p> <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>
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Government Affairs

- ◆ Celine Baribeau – Government Affairs Chair 2022-2023
- ◆ Adrienne Mitani – Government Affairs Committee 2022-2023

Want to learn more about Energy and Water Benchmarking in the City of Ottawa?

Free Virtual webinar March 9th from 11 – 12pm presented by Hydro Ottawa and the City of Ottawa. [More info here.](#)



Past President
Adrienne Mitani
2022-2023
OVC Government
Affairs Committee
Smith + Andersen

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Carbon Neutrality in Ottawa Workshop, a one-day virtual workshop bringing in experts from the City, the federal government, utilities, developers, contractors, owners, operators, and design consultants to share their successes and challenges in implementing low-carbon projects required to drastically reduce emissions from building operations. Presented by BGIS, Digital Built, Carleton, AEECE East and Urban Future. [Sign up here.](#)

Better Buildings Breakfast is coming up March 21st from 7:30 to 9:30, the topic is Benchmarking and Beyond. [More info here.](#)

Do you know about Ottawa's High-Performance Development Standard? Version 1.2 is coming in effect June 1st, 2023, and is coming up fast! [See here for more info.](#)

All New Buildings in EU to be Zero-Emission by 2028

The EU Parliament members voted to update its Energy Performance of Buildings Directive (EPBD) to achieve the EU 2030 climate goal. The update includes changes for building renovations and zero emission building stock by 2050. [More info here.](#)

DOE Proposes Efficiency Rules for Gas Stoves

The U.S. Department of Energy (DOE) is proposing new efficiency standards for cooking tops and ovens, including gas stoves. Specifically, the cap of 1,204 kBtu units per year in energy consumption for domestically produced and imported gas stove tops would take place three years after the regulation is published. The proposed DOE regulation would seek to eliminate the sale of products with constantly burning pilot lights and linear power supplies. The Appliance Standards Awareness Project has publicly recognized that the proposed rules are simply to ensure that new models of stove tops are more efficient.

New ELI Reports on Ventilation in Schools: Policies and Funding

The Environmental Law Institute's new report, ["Ventilation in Schools: A Review of State Policy Strategies"](#) supports state development of school ventilation policies by describing how current state policies address key strategies for improving ventilation and filtration during regular school operations and during airborne infectious disease emergencies. The report also highlights state policies providing financial and technical assistance for school ventilation. The new materials are available [here](#).

Emissions from the Power Sector Reached New High in 2022

According to the International Energy Agency (IEA), the world saw power sector emissions grow from 13 metric gigatons in 2021 (a previous record high) to 13.2 metric gigatons in 2022. The IEA associates the rise in emissions mostly with the Russian Invasion of Ukraine, which caused Europe to shift to a more coal-intensive energy portfolio which increased carbon-intensity of its grid. While the growth may seem to be trending in the wrong direction, the IEA sees the situation as more of an anomaly, and still expects to see annual emissions from power plants plateau by 2025 at around 10.8 metric gigatons. The trajectory will depend largely on the actions of China, which is projected to account for 45 percent of global growth in zero-emission power sources, and India which plans an expansion in nuclear power by 81 percent.

Breakthrough Example of Capturing Carbon Dioxide in Concrete

With respect to emissions, concrete is normally associated with its energy-intensive manufacturing processes, but now companies are using direct-air technology to capture carbon dioxide and store it in concrete. The process involves capturing the carbon dioxide gases and injecting them into recycled water at concrete plants to create new building materials. A group of California companies announced they were able to reach a new achievement for the industry, sequestering 80 pounds of carbon dioxide as calcium carbonate in concrete. The process involved three companies working together to first capture the carbon dioxide from the atmosphere using limestone, then inject the materials into recycled water used to clean out concrete trucks, and finally use the slurry produced from the reaction in new concrete.

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<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>WALMAR Mechanical Sales Limited MANUFACTURERS, AGENTS & DISTRIBUTORS</p> <p>Chris Brown</p> <p>Tel: 613.225.9774 Fax: 613.225.0673 e-mail: chrisbrown@walmar.net www.walmar.net</p> <p>24 GURDWARA ROAD, NEPEAN, ONTARIO K2E 8B5</p>	<p>Yorkland Controls</p> <p>Vinodh Lakshman Regional Sales Director vin@yorkland.net</p> <p>ENVIRONMENTAL SOLUTIONS</p> <p>1050 Baxter Rd, Unit 6A Ottawa, ON K2C 3P1 yorkland.net</p> <p>m. 613-880-8188 f. 613-721-4906 tf. 877-733-3833</p>  <p>WILES-LEGAULT.COM HVAC CONTROLS</p> <p>1260 Old Innes Rd, Unit 605 Ottawa, ON K1B 3V3</p> <p>t. 613-747-1867 f. 613-745-6042 tf. 800-720-7757</p>

Table-Tops

If you're looking to communicate the value of your product, there is no better way than to invest in a tabletop 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**
2022-2023
OVC Table-Tops
JP2G

E-mail: connorp@jp2g.com

Is there really a better way to display a new product, existing line, or share great ideas than to have a tabletop display at our local ASHRAE OVC meetings? These meetings provide a captive audience in the industry and exposure to 40+ people. We are currently reserving tabletop openings for this ASHRAE year.

Please contact Connor Patterson (connorp@jp2g.com) to secure yours today! Cost for tabletops for this month's event is \$250.00 and spaces are filling up quickly, so book your tabletop today!

Payment is to be made through the online system prior to the date reserved. Follow the link below:
<https://ashraeottawa.simplesignup.ca/en/11562/index.php?m=eventsList>

SteamOvap Technologies Inc.

This month will showcase SteamOvap humidification. SteamOvap is a humidifier manufacturer for the commercial and industrial HVAC market. Its founders combine more than 35 years of experience, with a new take on resistive-style humidification.





Enviroair Industries Inc. is a manufacturing agent based in Montreal, Quebec. Enviroair is a leader in the HVAC Industry, by providing HVAC equipment-based solutions for engineers, architects, building owners and contractors. We are currently seeking a Technical Sales Representative to represent our company, products, culture and values within the territory of **Eastern Ontario**.

Job Description

Working out of our Ottawa Branch satellite office, your mandate is to develop business, grow sales and maintain good professional relations with assigned customers in the Greater Ottawa area. Enviroair represents a large portfolio of well-regarded products.

Main Responsibilities

- Establish and execute a sales plan for your given customers in the Ottawa market;
- Making sales calls with consulting firms and mechanical contractors;
- Able to execute a successful presentation (lunch and learn, general technical, or other);
- Educating the local engineering community on our various products;
- Keep yourself up to date technically with respect to product developments in the marketplace;
- Be responsible for the following on your projects:
 - Equipment selections and budget pricing for customers
 - Take-off / revision of bills of materials and pricing of projects
 - Negotiating purchase orders
 - Preparing your project releases to production
 - Verifications of order acknowledgements
 - Be willing to go to job sites and assist contractors with questions, start-ups, and troubleshooting of technical issues
- Equipment selection, design, application, and optimization;
- Provide technical support to our customer on plans and designs.

Training & Experience

Bachelor's degree in Mechanical Engineering or at least a College Degree in Building Engineering with relevant experience.

- Good technical knowledge in the following areas: hydronics, ventilation, heating, air conditioning, refrigeration of mechanical building systems;
- Relevant professional experience in the field of technical representation of HVAC;
- Customer service experience;
- Excellent selling, communication, and negotiation skills;
- Strong sense of organization, rigor, autonomy, resourcefulness, and enthusiasm;
- Advisory approach, ability to analyze and understand customer needs, sound judgment;
- Sense of negotiation, conviction and persuasion. Ability to work with a diverse clientele of professionals;
- Ability to conduct multiple projects simultaneously and work under high pressure;
- Great interest and motivation for sales, professionalism and customer-oriented attitude, results and objectives;
- Strong overall computer literacy;
- Hold a driver's license, own a car and be available for travel.

Enviroair Industries is a medium-sized company that offers strong compensation and benefits packages. We are flexible with respect to hybrid schedules that include both office-based and remote working. We prioritize continuous development and professional growth, and our Ottawa office is a tight-knit group of sales professionals.

If you are interested in applying, please send your resume to mlallemant@enviroair.ca

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**

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 **Evans Mutua** (Evans.Mutua@ottawa.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 **Evans Mutua** at Evans.Mutua@ottawa.ca for more details.

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

[Simple Sign Up - Payment](#)

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
Evans Mutua
2022-2023
OVC Treasurer
City of Ottawa

E-mail: Evans.Mutua@ottawa.ca



Treasurer
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2022-2023
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2022-2023

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Ryan Dickinson

President-Elect

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Mike Swayne

History

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Membership

Elizabeth Primeau

Nominations &

Awards

Steve Moons

Abbey Saunders

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Noah Goddard

Tabletop

Connor Patterson

YEA

Jeremy Strong

Website

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