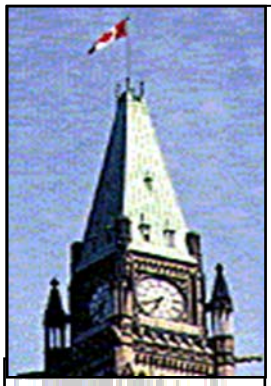

# Capital Communiqué

ASHRAE Ottawa Valley Chapter

**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

**DATE**: **Tuesday November 20, 2012** (Tech Session: 16:30, Social: 17:30, Dinner: 18:30, Program 20:00)

**LOCATION**: Travelodge Ottawa Hotel and Conference Centre, 1376 Carling Ave., Ottawa (613-722-7600)

**THEME**: **STUDENTS**

**TECHNICAL SESSION**: Critical Applications in Gas Outdoor Air Heating
Presented by: Michel-Andre Lamarche, P.Eng (Bousquet Technologies)

The speaker explains how to optimize the use of natural gas heating equipment in applications with variable volume, energy recovery, high air flow and reduced gas capacities. Also, a brief overview of technologies available in fresh air heating with their advantages and limitations, their modulation characteristics and thermal efficiency when used in these applications, will be shown.

Graduated from the University of Ottawa in Mechanical Engineering, Michel-André Lamarche, P. Eng., made his debut in the natural gas industry and ventilation in 1992 as a technical representative at Bousquet Frères Ltée – a distributor of gas equipment. In 2001, he co-founded TEGA technologies, a company that has obtained a patent for a gas modulation technology. Today, VP of Sales at Bousquet Technologies, he works in business development and product improvement.

**PROGRAM**: **LOW TEMPERATURE RADIANT HEATING DESIGN**

**SPEAKER**: Christopher Makarewicz (Jaga)

**OVERVIEW**: The speaker will be discussing the design of low temperature radiant heating systems. A general overview of the distribution network will be provided with a focus on the terminal heating units. European standard EN442 will be discussed along with several high efficiency, emerging technologies in the heating market.

**BIO**: Christopher Makarewicz works for Jaga Canada Climate Systems in Waterloo, ON. Founded in 1962, Jaga International is one of the world's leading specialists in the manufacture of award-winning, energy-saving heating solutions. Active in over 40 countries, Jaga has been part of some of the world's most acclaimed building projects.

Prior to joining Jaga, Makarewicz provided project management and consultation support for several large residential and commercial building construction projects. Makarewicz holds a bachelor of mechanical engineering from McMaster University at Hamilton and an advanced diploma in mechanical engineering technology from Mohawk College at Hamilton.

**November Meeting Menu - Buffet**

Assorted Rolls and Butter,Crisp Green Salad, Spicy Three Bean Salad, Carrot & Pineapple Salad with Vinaigrette & Traditional Potato Salad, Orange Glazed Salmon with a Gingered Teriyaki Sauce, Chicken Breast with Roasted Bell Pepper Sauce, Served with Roasted Potatoes and Seasonal Vegetables, Assorted Dessert Squares, Coffee & Tea

*Chapter Members: $40.00, Guests: $50.00, Student Members: $30.00*

President & CRC Delegate

# President's Message

**Donald Weekes**
Chapter President 2012-2013
Publicity Committee Co-Chair 2012-2013
InAir Environmental
E-mail: don.weekes@inairenvironmental.ca

Hi, everyone!

At the May 2012 Chapter meeting, as I was taking the office of Chapter President, I noted that my theme for the year was 'The Year of the Community'. The Ottawa Valley Chapter of ASHRAE has been in existence for 60 years. The work our members have completed over the years regarding ventilation and mechanical systems for commercial, industrial and governmental buildings, as well as the residential buildings such as condominiums and apartment buildings, has had a major positive effect for the Ottawa community. But, in many ways, the community does not know very much about ASHRAE and our members, and what we have accomplished.

Since May, that has started to change. At September's 60th anniversary, Deputy Mayor Eli El-Chantiry was present and met many of our Chapter members. At the end of the evening after Paul Baker's presentation on the 60 years of Chapter history, he certainly knew more about our Chapter and what we do. It is hoped that the Deputy Mayor will convey that to his colleagues on the City Council as well as to the City of Ottawa staff.

Also, outreach efforts have been made to the Canadian Green Building Council – Ottawa Chapter (CaGBC), the Building Operators and Managers Association (BOMA) and the Better Buildings Breakfast group. ASHRAE OVC is now a sponsor of the Better Buildings Breakfast. The first sponsored breakfast was on Thursday, October 25th. I attended with President-Elect Rod Potter to represent ASHRAE and to talk about our upcoming events during the meeting.

I am hopeful that we can also collaborate with CaGBC and BOMA on future events. The discussions have begun with the Presidents and Executive Directors of these organizations. If all goes well, ASHRAE OVC will be planning with these organizations possible events such as joint meetings and seminars. I will keep you informed about our progress in future President's Messages.

If you know of other professional organizations that may be interested in working with ASHRAE OVC on educational opportunities for our members, please let me know. I am interested in getting ASHRAE OVC known throughout the Ottawa business communities.

Our next Chapter meeting presentation on November 20th will be on Low Temperature Radiant Heating. Also, don't forget about ASHRAE's Bowling Night on November 13th!

See you all at these events!

Donald Weekes

Chapter President 2012-2013

Secretary

# What You Missed – October Meeting

**Georges Maamari**
Secretary 2012-2013
CTTC Committee Co-Chair 2012-2013
Wood Banani Bouthillette Parizeau
E-mail: Georges.Maamari@wbbpengineering.com

The meeting took place at the Travelodge Ottawa Hotel and Conference Centre at 1376 Carling Ave., in Ottawa in the Main Ballroom. The meeting was called to order at 6:15pm, and attendees were seated for dinner.

The business session started with President Donald Weekes introducing the Board of Governors and Executive.

YEA Chair Trudy Lucas announced the upcoming YEA event. The first event is a tour of the Mill St brewery in November. Trudy also introduced the YEA committee who will assist in the planning and execution of upcoming events. These individuals are: Patrick Albert, Adam Moons, Brian Warren, and Adrianne Mitani. Trudy also discussed the YEA mentorship program that is available to YEA members. For more information, contact Trudy Lucas.

Secretary Georges Maamari introduced the guest of the evening. Membership Chair Adam Moons announced the upcoming bowling social event to be held on November 13th. The cost for the foursome is $180 or $50 for an individual and registration for the event is available online through our membership website.

Donald Weekes introduced the table top displays of the evening. First was the Belimo Energy Valve presented by Clark Campbell of Belimo. The second was gas-fired HVAC units presented by Michel Andre Lamarche from Bousquet Technologies. Dinner was served by the Travelodge and was well received.

After dinner, the main program took place. Jonathan Enns and Tyler Stearns presented the local Plasco energy plant in Ottawa. They both explained that historically and still to this day, garbage is usually buried or burnt. At Plasco, innovative technology recovers the highest value from post recycled waste and significantly reduces the negative impacts that waste has on the environment. Using a series of processes, including a plasma arc and plasma torches, the process generates clean Syngas used to operate generators and create electricity. The Ottawa plant eliminates approximately 85 metric tons of waste per day.

After the presentation, Donald Weekes thanks both Jonathan and Tyler for their excellent presentation. The meeting was adjourned at 8:30pm.



Governor

# News Update

**Daniel Redmond**
Governor 2012-2013
CRC Program Committee Chair 2012-2013
Smith & Andersen
E-mail: daniel.redmond@smithandandersen.com

NEW WATER CONSERVATION STANDARD DEVELOPED BY ASHRAE, ASPE, AWWA AND USGBC OPENS FOR FIRST PUBLIC COMMENT

ATLANTA – With HVAC&R systems accounting for approximately a third of water consumption in a typical office building, the need to minimize water usage is a major consideration in the built environment industry.

A standard to provide baseline requirements for the design of buildings, site and mechanical systems is being developed by ASHRAE, the American Society of Plumbing Engineers (ASPE), the American Water Works Association (AWWA) and the U.S. Green Building Council (USGBC).

ASHRAE/USGBC/ASPE/AWWA Standard 191P, Standard for the Efficient Use of Water in Building, Site and Mechanical Systems, is currently open for public comment from Oct. 26 until Dec. 10, 2012. To comment on the proposed standard or for more information, visit www.ashrae.org/publicreviews.

"Water efficiency and conservation is a critical factor in the design and operation of buildings," John Swift, chair of the committee writing the standard, said. "Buildings consume 20 percent of the world's available water, a resource that becomes scarcer each year. Efficient practices and products provide opportunities to save significant amounts of water. The reduction of energy use and operating costs and the expectation of increased government regulation will continue to drive faster adoption of water-efficient products and methods."

The requirements in the standard would optimize the volume of water required to operate HVAC systems, plumbing systems and irrigation systems. There is currently no standard document that adequately and comprehensively addresses the issue of how to efficiently use water in the design, construction and operation of buildings, according to Swift.

The proposed standard covers HVAC&R and non-HVAC&R systems including: evaporative heat rejection, humidification systems, thermal storage, ground source pump systems, water heating systems, laboratory facilities and residential appliances. It would not apply to storm water management.

The standard will provide the tools that a design team needs to properly apply water efficiency measures on all aspects of a building design and construction project. In order to optimize water efficiency in buildings, plumbing, fire protection and HVAC&R engineers must work closely with civil engineers and landscape architects in putting together a functional building mechanical system.

ADDITIONAL COMPLIANCE PATH PROPOSED FOR ASHRAE/IES ENERGY STANDARD

ATLANTA – A proposed optional third path for compliance with the ASHRAE/IES energy standard would provide more flexibility for the industry.

Addendum bm to ANSI/ASHRAE/IES (Illuminating Engineering Society) Standard 90.1-2010, Energy Standard for Buildings Except Low-Rise Residential Buildings, is currently open for public review from Oct. 12 until Nov. 26, 2012. For more information, visit www.ashrae.org/publicreviews.

The proposed addendum would add a compliance path to Standard 90.1 to allow modeling in accordance with Appendix G (Performance Rating Method), provided the percentage improvement of at least 45 percent over a baseline design. In addition, this addendum proposes to make the baseline consistent with the prescriptive requirements of 90.1-2004, and it will remain that way in future versions of the standard.

The current paths in the standard – the Energy Cost Budget method and the Performance Rating Method – can lead to different modeling protocols for different functions, according to Michael Rosenberg, a member of the Standard 90.1 committee. All require slightly different rules, and a single project could require two or more different baselines.

"By allowing an additional compliance option, the standard provides more credit for integrated design resulting in energy savings such as efficient use of building mass, optimized building orientation, efficient HVAC&R system selection and right sizing of HVAC&R equipment," Rosenberg said.

The baseline could stay the same for beyond code programs as well such as the U.S. Green Building Council's (USGBC) Leadership in Energy and Environmental Design (LEED®) rating program, ANSI/ASHRAE/USGBC/IES Standard 189.1, Standard for the Design of High-Performance, Green Buildings Except Low-Rise Residential Buildings, and the federal tax incentive programs. Each simply chooses their own "% better than" target, according to Rosenberg.

"In addition, the performance path will no longer lag behind the prescriptive path as in the past it was not possible to incorporate prescriptive changes that occurred near publication date into the performance path ," he said. "It also allows for a deliberate and consistent trend for energy reduction in each version of the standard, instead of just following the prescriptive path.

GROUNDBREAKING INFORMATION FOR DATA CENTER ENERGY EFFICIENCY GUIDANCE

ASHRAE Releases Third Edition of Thermal Guidelines for Data Processing Environments

ATLANTA – Four new data center classes that can enable fulltime economizers for a number of applications in many climates are contained in the latest edition of the principal book in the ASHRAE Datacom Series of publications.

Since its first edition in 2004, ASHRAE's "Thermal Guidelines for Data Processing Environments," published by ASHRAE's Technical Committee (TC) 9.9, Mission Critical Facilities, Technology Spaces and Electronic Equipment, has become the de-facto reference material for unbiased and vendor-neutral information on the design and operational parameters for the entire datacom (data centers and telecommunications) industry.

Based on the latest information from major IT equipment manufacturers, which are an integral part of the committee, it has never been easier to obtain the most meaningful data to guide data center designers and operations staff to design and run their facilities in the most energy efficient manner possible, including how to operate in a completely "chilllerless" environment. Further, the guidance enables a more energy efficient operation without compromising the reliability or "mission" of the data center.

"This third edition creates more opportunities to reduce energy and water consumption but it is important to provide this information in a manner that empowers the ultimate decision makers with regards to their overall strategy and approach," Don Beaty, chair of the Publications Subcommittee of TC 9.9, said. "The idea is to provide objective data, methodology and guidance, but at the same time, respect the right of the data center designers, owners and operators to optimize the operating environment of their data center based on the criteria most important to their business needs."

Highlights in this third edition include new air and liquid equipment classes and expanded thermal envelopes for facilities that are willing to explore the tradeoffs associated with the additional energy saving of the cooling system through increased economizer usage and what that means in terms of the impact to IT equipment attributes such as reliability, internal energy, cost, performance, contamination, etc.

"The most valuable update to this edition is the inclusion of IT equipment failure rate estimates based on inlet air temperature," Beaty said. "These server failure rates are the result of the major IT original equipment manufacturers (OEM) evaluating field data, such as warranty returns, as well as component reliability data. This data will allow data center operators to weigh the potential reliability consequences of operating in various environmental conditions vs. the cost and energy consequences."

The book is part of the ASHRAE Datacom Series, developed to provide a more comprehensive treatment of datacom cooling and related subjects. Other books in the series are "Green Tips for Data Centers," "Particulate and Gaseous Contamination in Datacom Environments," "High Density Data Centers – Case Studies and Best Practices," "Design Considerations for Datacom Equipment Centers," "Best Practices for Datacom Facility Energy Efficiency," "Datacom Power Trends and Cooling Applications," "Real-Time Energy Consumption Measurements in Data Centers," "Liquid Cooling Guidelines for Datacom Equipment Centers" and "Structural and Vibration Guidelines for Datacom Equipment Centers."

The cost of "Thermal Guidelines for Data Processing Environments, Third Edition," is $54 ($46, ASHRAE members). To order, contact ASHRAE Customer Contact Center at 1-800-527-4723 (United States and Canada) or 404-636-8400 (worldwide), fax 404-321-5478, or visit www.ashrae.org/bookstore.

IAQ 2013 EXAMINES ENVIRONMENTAL HEALTH IN LOW ENERGY BUILDINGS

ATLANTA—ASHRAE announces a call for abstracts for IAQ 2013, Environmental Health in Low-Energy Buildings. The conference will examine IAQ, thermal comfort, source control, air cleaning, ventilation, exposure and related environmental health concerns associated with low energy building design, construction, retrofit and operation.

The conference, IAQ 2013, Environmental Health in Low-Energy Buildings, takes place Oct. 15-18, 2013, in Vancouver, British Columbia, Canada. This conference is co-organized by ISIAQ and is the 17th in the ASHRAE IAQ conference series.

"Besides addressing thermal comfort and other IEQ issues, buildings and other enclosed spaces are increasingly challenged to provide a healthy environment while focused on minimizing energy use intensity," Steve Emmerich, conference co-chair, said.

"The complex relationship between indoor and outdoor environmental conditions, coupled with the impacts of climate change, requires a paradigm shift towards creating buildings that are not only comfortable but also healthy for the occupants while minimizing energy consumption and greenhouse gas emissions," Hal Levin, co-chair, added.

Levin noted that increasing energy consumption is only one way to achieve the goal of improved IAQ and thermal comfort. It can also be achieved without significant increase or even with decreased energy consumption. However, the current focus on energy efficiency often results in insufficient consideration of the environmental health impacts of reduced energy efficiency use in buildings.

IAQ 2013 will review the state of knowledge of the balance of environmental health and energy efficiency in buildings and help define future education, policy and research directions. The roles of building, HVAC and passive system design and operation for achieving good environmental health in low energy buildings (both new and retrofit) are the core themes of this conference.

The conference program will include internationally acclaimed keynote speakers, original peer reviewed conference papers and extended abstract presentations. Abstracts are invited in the following subject areas:

• Environmental Health in Low Energy Buildings • Moisture and Health • Sources and Chemistry • IEQ Factor Interactions • Residential Buildings • Commercial and Institutional Buildings • Air Cleaning and Filtration • Microorganisms and Infection • Tools (models, measurements and more)

For more detailed descriptions of each of the topic areas, visit www.ashrae.org/iaq2013. The deadline for abstracts is Dec. 15, 2012. Abstracts, containing titles and 300 words or less summaries, should be submitted via the submission for at www.ashrae.org/IAQ2013.

For more information e-mail IAQ2013@ashrae.org or visit www.ASHRAE.org/IAQ2013.

Did I read that sign right?

Notice in a farmer's field:
THE FARMER ALLOWS WALKERS TO CROSS THE FIELD FOR FREE, BUT THE BULL CHARGES.

Treasurer

## Special Events

**Steve Moons**
Treasurer 2012-2013
Financial Committee Chair 2012-2013
Special Events Committee Co-Chair 2012-2013
Total HVAC
E-mail: stevem@totalhvac.com

# ASHRAE Ottawa Valley Chapter

# 2012 Bowling Social

Ladies and Gentlemen, Time is running short for you to participate in this year's event! The bowling social will be held on **Tuesday, November 13th, 2012** at the Merivale Bowling Center (1916 Merivale Rd., Ottawa, www.merivalebowlingcentre.com ).

The format will be three games with 4 people per lane. **7:00 pm start. Please show up at 6:30 to register.** The entry fee is $175 per foursome, or $50 per individual. The entry fee includes 3 games, shoe rental and plenty of nachos/wings/pizza. Individual participants will be assigned into groups of four.

This is intended to be a social event to promote the camaraderie and fellowship of ASHRAE, please consider attending. Numbers need to be finalized very soon, so please register as soon as you can. Registration can be done on-line via the link below. Registrations will be confirmed via email receipt. If you have any questions, or need more information, please don't hesitate to contact me.

Payment can be made on-line at http://ashraeottawa.simplesignup.ca/en/19/index.php?m=eventSummary or in advance via cheque, or credit card.

Cheques are payable to: ASHRAE Ottawa Valley Chapter and may be mailed or delivered to:

Total HVAC Inc c/o Steve Moons
14A - 190 Colonnade Rd., S.
Ottawa, ON, K2E 7J5

Phone: 613-723-4611
Fax : 613-723-4677
Email : stevem@totalhvac.com

Treasurer

## ASHRAE OVC 2012-13 Financial Update

**Steve Moons**
Treasurer 2012-2013
Financial Committee Chair 2012-2013
Special Events Committee Co-Chair 2012-2013
Total HVAC
E-mail: stevem@totalhvac.com

As outlined in last month's Communique, I have prepared the basic P&L for ASHRAE OVC for the 2012-13 fiscal year.

The budget has been posted on the ASHRAE OVC website and may be viewed at the following location:

http://ashrae.ottawa.on.ca/ashraeoc_docs/Expense/ASHRAE_2012-13_Budget.pdf

In the interest of keeping the document both a reasonable length, and in a legible format, I have cut many of the details. The budget is broken up into the various committees that our chapter runs, and shows the profit/loss for each committee. The overall budget has been passed by the Board of Governors, and the finalized year's financials will be available after auditing.

If anyone has any questions, or would like any explanation of what you see below, please don't hesitate to contact me.

Thanks very much.

Committee Chair

# Membership Update…

**Adam Moons**
Membership Committee Chair 2012-2013
Walmar Ventilation Products
E-mail: adam@walmar.net

Greetings Everyone!

As we settle into our ASHRAE season I would like to bring to your attention some of the changes that are going to be made to boost our membership. Many of these changes are related to the workshop that I attended in San Antonio at the annual summer meeting. Taking part in workshops like this and the one we choose to have at our regional conference is of great value as we work to grow and strengthen our chapter. The insights gained from other chapter's experiences, as well as from Society, have led to the following initiatives:

1. Using delinquency reports to determine ways to streamline payment options.
2. Review of cancelation reports to revisit past members/potential renewals.
3. Use of committee to balance work load and draw from various areas of the industry.
4. Thorough use of all reports to recognize and track PAOE points.
5. New initiatives (Lunch and Learns, Socials) to make more people in the industry aware of our value.

Our first membership committee meeting was held on the 24th of October. The committee is comprised of Abbey Saunders (Board Representative), Christine Kemp, Joe Della Valle, Cathy Godin, Trudy Lucas and me. This session was designed to gather ideas regarding our goals for the ASHRAE season. A thorough explanation of these goals will follow in our next communique.

One of the goals that we have is to provide a more comprehensive overview of ASHRAE to our consulting community. In the spring we held a roundtable discussion with representation from our local consulting firms. The goal of this discussion was to determine the level of interest in having a chapter representative speak in the firms to explain ASHRAE and the benefits of involvement. Some of the material has been revised, and I am happy to announce that the first of a series of lunch and learns will be held on the 14th of November. If you would like to arrange for a presentation at your office, or if you want more information regarding the content, please feel free to contact me.

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

Mr. Duncan Curd  Mr. James Dyke  Mr. Alberto Padilla

Adam Moons

Membership Chairperson / OVC

Committee Chair

# Table-Top Displays

**Abbey Saunders**
Governor 2012-2013
Table Top Display Committee Chair 2012-2013
National Research Council Canada
E-mail: abbey.saunders@nrc-crnc.gc.ca

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:

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 table-tops at the November meeting are detailed below:

Walmar is pleased to present Heat Saving Systems. Heat Saving Systems takes pride in supplying the highest quality air curtains to the market. Incorporating both functionality and elegant design, many years of development have gone into the current line of models. All the models have proven their durability over many years of reliable service, and are designed for maximum efficiency, performance and aesthetic appeal with a complete line of electric heat, hydronic heat and ambient air type units.

Heat Saving Systems™

www.walmar.net

Distech Controls and Lar-Mex are please introduce the newest innovations in Building Automation and Building controls.

DISTECH CONTROLS™

www.lar-mex.com

Remember to drop by and check the displays out, and thank-you for your continued support of our ASHRAE Chapter.

Committee Chair

# Student Activities

**Richard Cameron**
Student Activities Chair 2012-2013
**(Updated photo to follow!)**

This month we are focusing on getting the student chapters up and running at Algonquin College, Carleton University and the University of Ottawa. We are also in the process of setting up ASHRAE libraries at each of these institutions. This will give the students easier access to ASHRAE resources as well as promote ASHRAE to the students and improve student turn out at the monthly meetings.

For more information please contact me.

Each year we look for this help in two main forms, the first and most common being the student meal sponsorship. We strongly encourage this type of donation as it allows more students to join our meetings and not have them miss out on fantastic opportunities due to budgetary reasons. The second form of help is volunteered time. The student design competition presents significant challenges and the competing students require input from us industry professionals to help them get up that steep and quick learning curve. If this rewarding venture interests you, please contact me immediately at: r.cameron@gwal.com

October's Volunteers and Sponsors:

**Student Competition Volunteers:**

Barry Riddell

Chris Frauley

Thank you all for your support!

Best Regards,

Richard Cameron

Student Activities Chair

More student related information from ASHRAE:

**Check This Out:**

ASHRAE Student Zone: Scholarships and Grants to Careers and Internships… *http://www.ashrae.org/students/*

ASHRAE Scholarship Program http://www.ashrae.org/students/page/1271

*Smart Start Program (20-50-50) – Don't know what it is? Every Student Should!* ***http://www.ashrae.org/students/page/703***

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

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

Walmar Ventilation Products is currently looking to hire a Sales Consultant. This position requires the skills to sell HVAC equipment to the commercial and industrial market. We offer a high-energy and supportive team environment and are looking for someone to join us and grow our sales force in the Eastern Ontario Market.

Responsibilities include:

- Develop and maintain customer relationships
- Record and keep up-to-date all data in our CRM database
- Meet or exceed sales quotas and sales call targets
- Prepare and submit quotations
- Provide technical assistance to all customers and potential customers
- Perform building surveys

Qualifications required:

- Must be Bilingual
- Outstanding communication skills
- Be able to prioritize and work independently
- Be able to work effectively in a team environment
- Detail-Oriented
- Experience in HVAC would be preferred

To apply for the above position, please email your resume to:

Christine Kemp, VP of Sales

christine@walmar.net

**Employer Information**

MPC Consulting Ltd. is Vancouver Island's (British Columbia, Canada) premier consulting company in the field of industrial automation. Our focus is on providing Engineering and Systems Integration of Control Systems, Instrumentation, and SCADA systems. We have delivered a variety of projects and services for customers in Western Canada, the USA, and with high-profile international customers. MPC has the expertise and capability to execute all aspects of typical Control Systems projects – including engineering consultancy, detailed design, system programming and configuration, as well as panel fabrication. Our unique end-to-end competency allows us to offer customers a complete "design build" option to meet all project needs from a single source.

## Building Automation Systems Specialist

MPC Consulting is currently recruiting a **Building Automation Systems Specialist** with a minimum of 15 years of directly related experience. Although you will be based in our Sidney, BC office, you will be required to undertake travel to regional and international project site locations as required. The successful applicant will possess sound knowledge of how to specify, design, program, configure and commission Building Automation Systems ranging from chiller sequences to full building control systems.

For further information about this position including specific accountabilities and deliverables, and to learn more about MPC please visit www.mpcconsulting.net . If you are interested in this opportunity please email your resume and cover letter, including your salary expectations to careers@mpcconsulting.net.

**Education and Experience**

- Mechanical or Electrical Engineering degree;
- PEng designation;
- Minimum 15 years engineering experience (designing and programming HVAC control systems, chiller controls etc.), OR
- An equivalent combination of education and experience;
- Experience in the integration of low voltage building sub-systems using various industry protocols (i.e. LON, Modbus, BACnet, etc.);
- Experience with HVAC and/or "hands-on" Direct Digital Control (DDC) and temperature control;
- Experience in DDC Programming and DDC commissioning;
- Experience managing large projects an asset;
- Experience working with and knowledge of Honeywell Enterprise Buildings Integrator (EBI) building management system an asset;
- Experience providing consultancy services for industrial control systems and SCADA systems an asset;
- Valid BC Driver's License;
- Valid passport;
- Must be willing to travel nationally and internationally
- Must be authorized to work in Canada

We thank all applicants for their interest in this position. Only those selected for further consideration will be contacted.

Treasurer

# 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

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

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.

Committee Chair

# Business Card Ads

**Rod Lancefield**
Publicity Committee Chair 2012-2013
HTS Engineering Ltd.
E-mail: rodl@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, rodl@htseng.com , (613) 728-7400.

Your card here!

ASHRAE Ottawa Valley Chapter

# ASHRAE Learning Institute

Seminars & Courses at ASHRAE's Winter Conference and AHR Expo in Dallas, TX

**2 WAYS TO REGISTER**

**Internet:** www.ashrae.org/dallascourses

**Phone:** Call toll-free at 1-800-527-4723 (US and Canada) or 404-636-8400 (worldwide)

## Full Day Professional Development Seminar

**$485/$395** ASHRAE Member -- Earn 6 PDH/.6 CEU or 6 AIA LU credits

**The Commissioning Process in New & Existing Buildings**
Saturday, Jan 26 – 8:00 a.m. to 3:00 p.m.

**Data Center Energy Efficiency**
Saturday, Jan 26 – 8:00 a.m. to 3:00 p.m.

**Healthcare Facilities: Best Practice Design & Applications**
Saturday, Jan 26– 8:00 a.m. to 3:00 p.m.

**Complying with Standard 90.1-2010**
Tuesday, Jan 29 – 9:00 a.m. to 4:00 p.m.

**Energy Modeling Best Practices and Applications: HVAC/Thermal**
Tuesday, Jan 29 – 9:00 a.m. to 4:00 p.m.

## Half Day Short Courses

**$159/$119** ASHRAE Member -- Earn 3 PDH/.3 CEU or 3 AIA LU credits

**Air-to-Air Energy Recovery Fundamentals**
Sunday, Jan 27 – 2:00 p.m. to 5:00 p.m.

**Humidity Control: Applications, Control Levels and Mold Avoidance**
Sunday, Jan 27 – 2:00 p.m. to 5:00 p.m.

**Air-to-Air Energy Recovery Applications: Best Practices**
Monday, Jan 28 – 8:30 a.m. to 11:30 a.m.

**Application of Standard 62.1-2010: Multiple Spaces Equations & Spreadsheet**
Monday, Jan 28 – 8:30 a.m. to 11:30 a.m.

**Combined Heat & Power: Design through Operations**
Monday, Jan 28 – 8:30 a.m. to 11:30 a.m.

**Understanding Standard 189.1-2011 for High-Performance Green Buildings**
Monday, Jan 28 – 2:45 p.m. to 5:45 p.m.

**Introduction to Ultraviolet Germicidal Irradiation (UVGI) Systems**
Monday, Jan 28 – 2:45 p.m. to 5:45 p.m.

**Commissioning Process & Guideline 0**
Monday, Jan 28 – 2:45 p.m. to 5:45 p.m.

**Evaluating the Performance of LEED®-Certified Buildings**
Monday, Jan 28 – 2:45 p.m. to 5:45 p.m.

**Optimization of HVAC Systems & Components: Techniques & Real-World Examples**
Tuesday, Jan 29 – 9:00 a.m. to 12:00 p.m.

**Energy Management in New and Existing Buildings**
Tuesday, Jan 29 – 9:00 a.m. to 12:00 p.m.

**Avoiding IAQ Problems**
Tuesday, Jan 29 – 9:00 a.m. to 12:00 p.m.

**Designing Toward Net Zero Energy Commercial Buildings**
Tuesday, Jan 29 – 1:00 p.m. to 4:00 p.m.

**Understanding & Designing Dedicated Outdoor Air Systems**
Tuesday, Jan 29 – 1:00 p.m. to 4:00 p.m.

**Laboratory Design: The Basics and Beyond**
Tuesday, Jan 29 – 1:00 p.m. to 4:00 p.m.

# HVAC Design Training

**Jan 14-18, 2013 • Jan 30-Feb 1, 2013 (Level I only) • Mar 18-22, 2013 • Jun 3-7, 2013 • Aug 12-16, 2013**

## HVAC Design: Level I - Essentials

Gain practical skills and knowledge in designing, installing and maintaining HVAC systems that can be put to immediate use. The training provides real-world examples of HVAC systems, including calculations of heating and cooling loads, ventilation and diffuser selection using the newly renovated ASHRAE Headquarters building as a living lab.

**Registration is $1239, $989 (ASHRAE Member)**

Enroll 3 or more participants from the same company and save!


## HVAC Design: Level II - Applications

Developed by industry-leading professionals, the workshop provides participants with advanced level information about designing, installing and maintaining HVAC systems that can be put to immediate use. Participants will gain an in-depth look into Standards 55, 62.1, 90.1, and 189.1 and the Advanced Energy Design Guides, as well as a range of other HVAC topics including: HVAC equipment and systems; energy modeling; designing mechanical spaces; designing a chiller plant; and BAS controls.

**Registration is $829, $679 (ASHRAE Member)**

Enroll 3 or more participants from the same company and save!

**Visit www.ashrae.org/hvacdesign to register**