

Capital **ASHRAE** Ottawa Valley Chapter Communiqué

ASHRAE - AMERICAN SOCIETY OF

HEATING, REFRIGERATING AND AIR-CONDITIONING ENGINEERS

<http://www.ashrae.ottawa.on.ca> **OTTAWA VALLEY CHAPTER** e-mail: contact@ashrae.ottawa.on.ca

2012 - 2013

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Table Top

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DATE: Tuesday January 15, 2012 (Social: 17:30, Dinner: 18:30, Program 20:00)

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

THEME: Research

PROGRAM: Heating Boilers and Boiler System Design

SPEAKER: **Harald Prell**
President, North America
Viessmann Manufacturing Company Inc.

OVERVIEW: Heating Boilers - Changes in Construction Forces Proper System Designs

BIO: Harald Prell was born and educated in Germany. He completed a 3-year apprenticeship in heating, plumbing and ventilation in Nuernberg with the degree of "Technical draftsman, heating and ventilation". For a while he worked for his father's engineering consulting firm and designed heating, plumbing and ventilation systems, primarily for commercial applications. After two years, he returned to a technical college. After graduation, he entered the Technical Academy in Esslingen close to Stuttgart for more engineering studies for heating, plumbing and ventilation systems. In October of 1980, he immigrated to Canada and started to work for Viessmann Manufacturing as Assistant General Manager. In 1988, he became General Manager of Viessmann Manufacturing Company Inc. In addition to his responsibilities at Viessmann, Harald has served on the Canadian Hydronics Council, including a term as Chairman. He was a member of the Board of the Canadian Institute of Plumbing and Heating for six years, and is currently a member of the Canadian Advisory Council on Plumbing (CACCP) and the Plumbing Industry Advisory Council

January Meeting Menu - Buffet

Assorted Rolls and Butter
Crisp Green Salad, Traditional Greek Salad with Feta
Tri-coloured Rotini with Bell Peppers, Red Onions, Black Olives and Fresh Oregano
Slow Roasted AAA Beef with Red Wine Jus
Thyme Crusted Chicken Breast with a Wild Mushroom Cream 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's Message

Donald Weekes

Chapter President 2012-2013

Publicity Committee Co-Chair 2012-2013

InAir Environmental

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Hi, everyone!

I hope that everyone had a safe and healthful holiday season!

As we enter into a new year, it is common for all of us to look towards the future, including the future of the Ottawa Valley Chapter. Our Chapter is a strong Chapter, with many active members who have made the Chapter very successful over its sixty years. However, we must plan now for the future of the Chapter in order that it continues to be an organization which our members feel is a good value and a worthwhile technical and professional group.

On the future of our membership, I was pleased to note that, at the November, 2012, Chapter meeting, there were twenty (20) students from Ottawa's engineering schools present. This is certainly great news for the future of the Chapter and for ASHRAE in general.

OVC's Student Activities' current Chair, Richard Cameron, as well as the past Chair, Matt Edmonds, have been working with the schools over the past few years to develop renewed interest of the students to participate in the Chapter's meetings and other related activities such as the Career Fair, networking meetings and the Student Design Competition. As Chapter members, we can help as well by volunteering to assist in student activities, such as mentoring the Design Competition teams, or by sponsoring student meals at the Chapter meetings.

At the November Chapter meeting, I discussed with a group of Carleton University students the possibility of developing a LinkedIn group for the ASHRAE OVC student members. The intent of the LinkedIn group will be to foster interaction between students interested in ASHRAE, to build an online community for the students, and to plan events for the students that will be of interest to them. The Carleton students will be working on this shortly, and I am hopeful that this group will be up and running shortly.

Also, for the Chapter's future, it is important and appropriate that the Chapter enter into the rapidly expanding social media world. That is why we will be developing a LinkedIn group for all ASHRAE OVC members. This group will be a place for our members to discuss issues of common interest, to foster an online community, and to interact with others who are interested in ASHRAE, such as students and the public. I hope to have more details on the launch of the LinkedIn ASHRAE OVC group for the January Chapter meeting.

The next Chapter meeting is on January 15th. Hope to see you there!

Donald Weekes

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What You Missed – November Meeting

Georges Maamari

Secretary 2012-2013

CTTC Committee Co-Chair 2012-2013

Wood Banani Bouthillette Parizeau

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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 6:27pm, and attendees were seated for dinner.

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

Secretary Georges Maamari introduced the guest of the evening and Membership Chair Adam Moons introduced the new members for the month of November being Mr. Duncan Curd, Mr. James Dyke, and Mr. Alberto Padilla.

Student membership chair Richard Cameron thanked the numerous students from Carleton University that attended the November meeting. He is hopeful that students will attend on a regular basis.

President Donald Weekes thanked Mr. Marc-André Lamarche for performing the technical session on behalf of the OVC. Donald Weekes also introduced the table top displays of the evening. First was the High Quality Air Curtains presented by Joe Dela Vella of Walmar. The second was Distech Controls and Lar-Mex who presented the newest innovations in Building Automation and Building controls. Donald Weekes informed the guests that he recently attended a Better Breakfast Building meeting to promote the ASHRAE chapter. He also spoke about the outcome of Hurricane Sandy on the northern US and provided a donation link for those who are interested in donating.

A buffet style dinner was served by the Travelodge and was well received.

After dinner, the main program took place. Speaker Chris Makarewicz discussed the design of low temperature radiant heating systems with a focus of terminal heating units. M. Makarewicz described the concept of low mass inertia equipment which allows to stabilize temperature when compared to traditional radiators. The intent is to reduce the thermal mass of the equipment in order to deliver heat in the space faster and reduce the amount of energy required to heat up the mass that makes up the equipment. He also described the two testing methods used to verify performance (IBR, EN442). M. Makarewicz also discussed the motor efficiencies of AC vs DC motors.

After the presentation, Donald Weekes thanked Chris Makarewicz for his presentation. The meeting was adjourned at 7:47pm.



Pre-dinner social



Pre-dinner social

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Distech Controls Table Top by Larmex



Air-Curtain Table Top by Walmar



OVC President Donald Weekes



Student Activities Chair Richard Cameron



Program Speaker Christopher Makarewicz



Program evening

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News Update

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Governor 2012-2013

CRC Program Committee Chair 2012-2013

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ASHRAE TECHNOLOGY AWARDS HIGHLIGHT OUTSTANDING BUILDING PROJECTS

ATLANTA – Engineers play a vital role in their communities, working to provide safe, comfortable and energy efficient buildings for everyone from students to firefighters. The winners of the 2013 ASHRAE Technology Awards have proven the value of engineering in their communities with the design of a fire station, hospital, university recreation center, nature museum, offices and even a national energy laboratory.

The ASHRAE Technology Awards recognize outstanding achievements by members who have successfully applied innovative building design. Their designs incorporate ASHRAE standards for effective energy management and indoor air quality. The awards communicate innovative systems design to other ASHRAE members and highlight technological achievements of ASHRAE to others around the world. Winning projects are selected from entries earning regional awards.

Following are summaries of the winning projects.

Montréal Biodôme

André-Benoit Allard, Eng., Ecosystem, Québec City, Québec, Canada, receives first place in the existing public assembly category for the Montréal Biodôme, Quebec, Canada. The building is owned by Montréal Space for Life.

The Montréal Biodôme, a Space for Life, is filled with flora and fauna from five different replicated ecosystems from the Americas that are under one roof but vary greatly in terms of temperature, humidity and light requirements. An energy saving retrofit was performed on the building from 2008 to 2010. Overall, the building has experienced 55 percent energy savings since the retrofit and an 80 percent reduction in greenhouse gas emissions.

Central to the retrofit is an energy recovery and energy transfer system between the various ecosystems that is used to cool and heat other parts of the building. The heat recovery system includes four heat pumps with a total rated capacity of 1,450 tons. This design allows completely secure operation, even if one of the heat pumps suffers a technical problem. The chillers—or heat pumps—of the new power plant run on R-134a. The plant has three 450-ton heat pumps used for cooling and a fourth 250-ton heat pump is dedicated to the sub-polar region of the building where colder water/glycol solution is needed. This configuration allows the three heat pumps to work in a better efficiency range.

Additionally, 42 fan and pump motors have been replaced by high efficiency motors. A number of motors were resized depending on the load they carried. They are powered by variable frequency drives and fan speed is adjusted according to each ecosystem's unique schedule and temperature setpoint. The fresh air supply in certain sectors, such as the tropical rainforest, is controlled by CO2 sensors.

The Biodôme employs one of the biggest open-loop ground-source heat pump systems in Canada, with water drawn from the underground water some 30 meters below the building at a rate of 720,000 gallons/day. Depending on the time of year, the system meets heating and cooling needs that the heat recovery system cannot meet alone. During the



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summer, it is thus possible to transfer the heat from the heat pumps to the underground water and store the heat for the heating season.

Research Support Facility, National Renewable Energy Laboratory (NREL)

C-K Joseph Tai, P.E., Stantec Consulting, Inc., San Francisco, Calif., receives first place in the new commercial buildings category for the Research Support Facility, NREL, Golden, Colo. The building is owned by the National Renewable Energy Laboratory. Tai and his team also receive the Award of Engineering Excellence for the project.

The Research Support Facility (RSF) is a new 219,105 ft² office building on NREL's campus in Golden, Colo. It includes everything from open and private offices to a fitness center and library. The criteria for designing the building included an absolute energy use intensity (EUI) goal of 35kBtu/sf/year, net-zero energy and the ability to use the building as a living lab to demonstration energy efficiencies strategies.

The key to the RSF's success are its integrated systems. Lighting in the building is an integrated system of architectural and interior design details, daylight control systems, occupancy controls and high efficiency lighting. Ninety-two percent of all typical work spaces are designed to receive adequate daylight using a narrow floor plate and advanced light bouncing device. Thermal comfort is addressed using an integrated system of thermal mass, radiant slabs, night purging and natural ventilation. The total annual energy consumption of the building is 36 percent better than a baseline ASHRAE 90.1-2004 building; the measured EUI is 33kBtu/sf/year, while on-site photovoltaic system is sized at 35kBtu/sf/year.

The RSF offsets the vast majority of its energy footprint by using electrical energy produced by solar panels. The new data center is one of the most efficient in the world due to free cooling and IT efficiency measurements. It consumes 81 percent less energy than its predecessor, and thus reduces carbon emission by nearly five million pounds per year. In fact, the building is carbon neutral.

Rice Fergus Miller Office and Studio

Shawn Oram, Ecotope, Inc. Seattle, Wash. receives first place in the existing commercial buildings category for Rice Fergus Miller Office and Studio, Bremerton, Wash. The building is owned by Fifth Street Hilltop Partners, LLC.

The Rice Fergus Miller (RFM) Office and Studio is helping to revitalize historic downtown Bremerton, Wash., by turning an abandoned warehouse into a state of the art office building. After one year, the project has an EUI of 21.8 kBtu/sf/year, 76 percent better than the national average for office buildings, which is 93 kBtu/sf/yr. Notably, the building performance is coming within 10 percent of the modeled performance without calibration.

The RFM Office and Studio relies on occupants to play an active role in the operation and tuning of the building using an innovative "passive/active" hybrid mechanical system. The HVAC systems are designed to turn off when the outdoor temperatures are within the "passive mode" range. Red and green lights are used to signal the building mode to the occupants; green indicates passive mode when operable windows can be used for ventilation and cooling.

A high efficiency variable refrigerant volume/flow heat pump (VRV/F) system provides space heating and cooling for 23 independent zones. The VRV/F system is switched from heating to cooling on either side of the passive operation mode; however, the super-insulated naturally ventilated building allows the heat pumps to be off for 70 percent of the year. Ventilation is provided by two energy recovery ventilators (ERV) controlled in stages based on CO₂ levels. A large de-stratification fan is positioned over a central opening between the upper and lower floors. The fan mixes the space, acting as a replacement for a traditional ducted distribution system and at higher speeds provides cooling. Waste heat from the server room is recovered and used to heat the building.



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The project makes use of the plentiful rainfall for irrigation and toilet flushing from a 6,000 gallon rainwater storage, filtration and pumping system in the garage. The design offsets over 60,000 gallons of potable water use annually.

Portland State University Academic and Student Recreation Center (PSU ASRC)

Mark Koller, P.E., Interface Engineering, Portland, Ore, receives first place in the new educational facilities category for the design of the Portland State University Academic and Student Recreation Center, Ore. The building is owned by the University.

This new building on PSU's downtown campus is home to the School of Social Work, the Oregon University System Chancellor's Office, the recreation center—including a gymnasium and natatorium—bike hub and the City of Portland Archives.

The natatorium is served by a dedicated indoor dehumidification unit, which has air-to-air plate heat recovery, variable speed fans with dew-point control and heat recovery. The building's gym, which consists of three courts and an elevated running track, is served by a dedicated air handler with a well water cooling coil, heating coil, variable speed fan and economizer with stack relief. The exercise equipment contains small generators which feed electricity to the building. This is used to teach building occupants how much effort is involved in generating a single kilowatt.

Radiant loss through the high percentage glazing in the lobby of the building is offset by the use of hydronic floor heating, as well as hydronic perimeter convectors. Fan-powered terminal units were utilized in most exterior zones in order to help offset envelope losses. Also, the street level retail spaces are served by a water source heat pump system that uses water from the on-site well. In the cooling season the building rejects heat to this water which is then pumped back to the ground via an injection well. In the heating season those spaces that need heat will be able to extract heat from this 56 F water.


Eastside Fire and Rescue Station 72

Jonathan Heller, P.E., Ecotope, Inc., Seattle, Wash., receives first place in the new other institutional facilities category for the design of the Eastside Fire and Rescue Station 72, Issaquah, Wash. The building is owned by the City of Issaquah.

The new fire station includes offices, living quarters, three truck bays and support spaces. The building uses 70 percent less energy and 50 percent less water compared to other typical fire stations in the region. The building was able to achieve these reductions through the use of super-insulation, heat recovery ventilation, radiant heat distribution, ground source heat pumps, solar water preheat, high efficiency appliances, advanced lighting designs and controls, and real-time energy use feedback to the occupants.

The station is held at relatively constant temperature with radiant heating and cooling in the slab. However, due to the stressful and physically demanding work required of the firefighters, the sleeping rooms are equipped with 4-pipe fan coils with individual temperature control in each private room. This allows firefighters access to cooling on demand when needed to relax after an emergency call. Also, since firefighters often have to leave the station quickly, there is not time to turn off equipment and lights. Therefore, every room has occupancy sensors for shutting off lights and unnecessary equipment. The plug receptacles that are switched from the occupancy sensors are color coded so that all non-critical equipment can be turned off with occupancy.


One innovative aspect of the fire station is the interconnection between the solar thermal and ground source heat pump systems. A large solar thermal array was included due to the high level of hot water use in the fire station. If the solar preheat water tanks are satisfied, the excess heat collected by the solar thermal system is discharged to the geothermal loop field to recharge the ground temperature.



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Swedish Issaquah Hospital

Jeremy McClanathan, ASHRAE-Certified Building Energy Modeling and Healthcare Facility Design Professional, CDI Engineers, Lynnwood, Wash., receives first place in the new health care facilities category for the Swedish Issaquah Hospital, Issaquah, Wash. The owner is Swedish Health System.

The new hospital includes an emergency department, operating rooms, imaging, cardiology and in-patient rooms. Through innovative design, the building was able to achieve a 54 percent energy savings compared to a baseline EUI 250 kBtu/sf/year for a typical hospital. Efficiency measures include a central plant heat recovery system (HRS); the use of variable air volume (VAV) air systems; recirculating air handling units (AHU) with select units 100 percent outside air capable for pandemic mode; low velocity ductwork, high efficiency AHUs and chillers; and efficient envelope and lighting.

The most innovative efficiency measure employed in the project was the central plant HRS that is estimated to provide approximately 80 percent of the building's heating and domestic hot water with energy recovered from internal loads. It utilizes a centralized heat pump, advanced controls, heat recovery coils and a series of heat exchangers to move heat from the chilled water system to the hot water systems. In order to maintain the required pressure relationships mandated in hospitals for infection control, the building utilizes return and exhaust air tracking terminal units and venture valves in its ventilation system. This allows central AHUs to vary supply airflow rates based on demand.

Carbon emissions for the building are 47 percent lower than a baseline building, reducing 6,513 tons of carbon emissions each year. Additionally, the plumbing fixtures, selected to provide both water and energy savings, save 30 percent and 50 percent of the water used by standard fixtures.

Treasurer



Special Events

Steve Moons

Treasurer 2012-2013

Financial Committee Chair 2012-2013

Special Events Committee Co-Chair 2012-2013

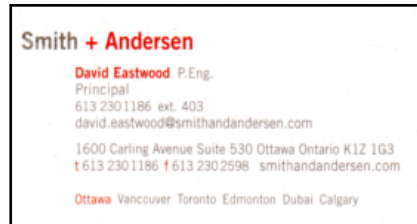
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ASHRAE Ottawa Valley Chapter

2012 Bowling Social

The annual Bowling Social was held on Tuesday, Nov. 13th at the Merivale Bowling Center. Turnout was excellent this year, with 11 teams of four vying for the trophy. In the end, Direct Energy pulled off the repeat, and came away champions, having been pushed hard by Walmar. Bill Bouris of Walmar was high score of the evening. A good time was had by all, and the participants eagerly await next year's event.





Research Promotion

Stephen Lynch

Chapter President 2011-2012

Research Promotion Committee Chair 2012-2013

HTS Engineering Ltd.

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It has been a slow start to the campaign, but I am hoping for strong support in the New Year.

I would like to thank our current contributors:

Full Circle: (Executive and BOG contributions)

Don Weekes
Rod Potter
Steve Moons
Georges Maamari
Paul Baker
Stephen Lynch

Lynn Bellenger Scholarship Endowment Contributions:

ASHRAE OVC
Joel Primeau
Georges Maamari
Dr Carolyn M L Kerr
Paul Baker
Abbey Saunders
Stephen Lynch

Chapter Member Research Contributions:

Total HVAC – Andrew Douma
ASHRAE OVC – Golf Tournament Contribution
Alliance Engineering
Ghassan Moussa
Kristine Kiszkiel
Joel Primeau

Some research projects being supported in our area:

Tools for Evaluating Fault Detection and Diagnostic Methods for Air-Handling Units

Stability and Accuracy of VAV Box Control at Low Flows

Biological Control in Cooling Towers Using Non-Chemical Water Treatment

Implementation of Total Cost of Ownership (TCO) Principles into Higher Education as an Integrated Decision Making Tool

CHP Design Guide - Update to the Cogeneration Design Guide

Electronic Enhanced Separation of Fine Liquid Droplets from Gas Streams

Development of High Performance Compact Absorption Refrigeration Systems Utilizing Innovative Force Fed Micro Channels
- Application to Recovery of Low Grade Waste Heat

Thin Film Evaporation on Micro-grooved Surfaces

Gas-liquid Absorption Phenomena in Microchannels-Application to next Generation, High Performance Absorption Refrigeration Systems

- Design and Optimization of Cost Effective Environmental Sensor Networks for Commercial Buildings
- Particle Generation within HVAC Systems due to Ozone/Terpene Reactions

ASHRAE supports research with an annual budget of \$2 million dollars which funds approximately 70 to 80 research projects at once. All this research supports our careers and evolves our industry. Thank you for those who have supported in the past and I will be reaching out to you looking for support in this year's efforts. For those who have not contributed, I will reach out to you for support. You do not need to give a lot, but participating helps you ensure our industry evolves and improves.

You can contribute to ASHRAE research through cash, cheque (Payable to ASHRAE Research Canada) or on-line in the members product area. The on-line contribution is new this year and should make it easier for any member to contribute.

<http://members.simplesignup.ca/ashraeottawa/en/index.php?m=purchaseCart>

Or contribute at: <https://www.ashrae.org/standards-research--technology/research-promotion>

Do not hesitate to contact me if you have any questions or want to contribute.

Stephen Lynch

Past President, Research Promotion Chair

Cell: 613-867-3882

Committee Chair



Table-Top Displays

Abbey Saunders

Governor 2012-2013

Table Top Display Committee Chair 2012-2013

National Research Council Canada

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

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

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!

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

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Student Activities

Richard Cameron

Student Activities Chair 2012-2013

Goodkey, Weedmark & Associates Limited

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This month we are continuing to work towards achieving our goal of setting up student chapters and starting libraries containing ASHRAE standards & books at Algonquin College, University of Ottawa & Carleton University. We had a great student turn out at the last monthly meeting and we hope this trend can continue in the new year. We are starting our preparations for this year's career fair and are looking for volunteers. If you or someone you know is interested in helping out with the career fair or are interested in participating please don't hesitate to 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.

November'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>

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An Ingenium Group Company



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

Walmart 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@walmart.net



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.



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 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