# DIGNEROS Japital

2016 March



# ASHRAE Ottawa Valley Chapter

DATE: Tuesday March 15, 2016

(Social: 17:30, Dinner: 18:30, Program: 19:30)

LOCATION: Algonauin College Catering

1385 Woodroffe Ave, Building D, Salon D

NEW LOCATION! Please see Page 2 for directions

THEME: **Student Activities** 

**PROGRAM: Variable Primary Flow Chilled Water Systems** 

**SUMMARY:** 

Variable primary flow is being adopted in chilled water system design with increasing frequency as a lower cost, more efficient alternative to primary/secondary design that is not as susceptible to low delta T syndrome. Subtopics include a review of variable primary flow and primary/secondary system types; causes and effects of low delta T syndrome and potential remedies; design considerations for variable primary flow, and, comparisons of variable primary flow and primary/secondary flow taken from case study and research literature.

**SPEAKER:** William P. Bahnfleth, Distinguished Lecturer

Ph.D., P.E., Professor, Pennsylvania State University

William Bahnfleth is Professor and Director of the Indoor Environment Center in the Department of Architectural Engineering at the Pennsylvania State University (Penn State) in University Park, PA, where he has been employed since 1994. Previously, he was a Senior Consultant for ZBA, Inc. in Cincinnati, OH and a Principal Investigator at the U.S. Army Construction Engineering Research Laboratory in Champaign, IL. He holds BS, MS, and PhD degrees in Mechanical Engineering from the University of Illinois, where he also earned an undergraduate degree in music (pipe organ performance), and is a registered professional engineer.

Space is limited so please register online at:

https://ashraeottawa.simplesignup.ca/en/610/index.php?m=eventSummary

Chapter Members: \$45.00 Guests: \$65.00 Student Members: \$30.00 Life or Fellow: \$45.00

#### **President's Message**

Dear members,

As you all know, our February meeting was inevitably cancelled due to the record breaking snow fall our city received that day. Rescheduling this meeting within reasonable timing has proven to be quite a challenge and we have therefore decided to completely cancel this meeting. Rest assured, that **Dr. Paul Lebbin** and his interesting topic will be back in our program for our **2016-2017 ASHRAE year**.

Please note that our March meeting will not be located in the same room where we typically meet. We have attached below some instructions and details explaining where the meeting will take place and areas you can park. We will have signage posted in the corridors to help get you to the meeting venue.

Every year, during the March meeting, we officially open the floor for nominations of chapter members for positions as next year's officers and executive members. Our nomination committee, led by **Bob Kilpatrick**, will take recommendations from chapter members, past board members, officers, past chapter presidents and others into account when reviewing the future leaders of our chapter.

I encourage anyone interested in taking a leadership role within the Ottawa Valley Chapter to please contact one of the nominating committee members. If you would like to suggest a colleague or friend in the **HVAC** community that you feel would be an asset to the chapter, please contact any one of the nominating committee to discuss what leadership roles within the chapter are available and what those roles provide for the chapter. Encouraging members to take direct action in shaping our chapter has been our primary objective. This month is the chance for all members to have the biggest impact on the leadership of the chapter for the next year. The more feedback we have on chapter activities, events, and leadership, the more chapter suggestions we get for changes, and improvements, and the more volunteers we have who step forward, willing to make a direct impact on their local ASHRAE chapter, the better our chapter will be for the future years to come.

The theme for our March meeting is **Student Activities** and we will be kindly greeted by our **Regional Vice Chair**, **Robyn Ellis**. Our **Student Activity Chair Adrianne Mitani**, has been doing a fantastic job working with our local colleges and universities to set up or maintain



President
Georges Maamari
2015-2016
OVC President
BPA

E-mail: gmaamari@bpa.ca

student branches. Students are the future of our chapter and our industry, so please take the time to make them feel welcomed at our upcoming meeting.

As mentioned in the last issue of the communique, we have a really busy month of March coming up. On March 10th, we will be hosting our annual curling bonspiel at the **Nepean Sportsplex**. Our chapter will also be hosting a half-day seminar on March 17th where **Judy Jeske** will be discussing the latest changes between the new **Ontario Building Code** (**OBC**) vs the **National Building Code** (**NBC**). Finally, we have our annual career fair which will take place on March 22nd at **Carleton University**.

Lastly, by inevitably cancelling the February meeting, I know all of you are eager to attend our March meeting, so please take the time to register using our online system.

Best regards, Georges Maamari, P.Eng

#### **New Location for March Meeting**

Please note the new location for the **March meeting**. It will be held at the **Algonquin College Building D**,

**Salon D**. Guests can park in lots 8, 9 or 12; there is no charge after 5pm. The best way to enter is

through building E, the Student Commons. Please see the campus map below for reference.



#### **ASHRAE OVC Seminar**

DATE: Thursday, March 17, 2016

Half Day Seminar (1pm - 4pm)

**LOCATION:** Master Group

25 Northside Road, Ottawa

**TOPIC:** New NBC vs OBC: Interpreting the Changes

PRESENTER: Judy Jeske

COST: MEMBER: 150\$ NON MEMBER: 175\$

#### **Key Elements:**

Have you ever found yourself with an RFP that says "The one having the more stringent requirements shall apply"

- You counter....but they are completely different...such as where Fire Hose connections go in a Federal Government building versus a private sector building.
- In Ottawa we are constantly faced with these decisions...and sometimes they come back to haunt us.
- Further the Authority Having Jurisdiction (AHJ) is constantly shifting...can anyone still locate the number for HRSDC?
- Do you happen to know who the AHJ is at the Airport?
- What about Part 11 in the OBC...how does the NBC deal with changes?
- What about the need for Energy Models?
- If you would like a little help in understanding the changes in the new National Building Code, how to comply with them and the differences from the OBC.

For registration, please click on the link below or visit our website. https://ashraeottawa.simplesignup.ca/en/1365/index.php?m=eventSummary

### NOMINATIONS AND ELECTIONS ANNOUNCEMENT

#### Hello everyone,

Once again, that time of year has arrived when as members of the **Ottawa Valley Chapter**, our thoughts turn to the future of our Chapter, as we consider nominations for next year's **Executive** and **Board of Governors**.

On behalf of the Nominating Committee, I am pleased to announce the following eligible members to hold office as the Chapter Executive for 2016-2017, and the positions for which we are seeking nominations:

President: **Abbey Saunders**President-Elect: **Adam Graham**Treasurer: **Dan Redmond** 

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,



Committee
Chair
Robert Kilpatrick
2015-2016 Nominations and Awards
Chair
NRC-CNRC

**E-mail:** Robert.Kilpatrick@nrc-cnrc.gc.ca 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 our Chapter!

#### **ASHRAE Technology Award**

Are your engineering projects innovative? Do you want to identify yourself as a leader in the HVAC&R industry? Would your clients be interested to know that you are innovative? If so, then the **ASHRAE Technology Awards** program should be of interest to you.

The **ASHRAE Technology Awards** program recognizes successful applications of innovative design, which incorporate **ASHRAE** standards for effective energy management, indoor air quality, and good mechanical design.

The purpose of the **ASHRAE Technology Awards** program is threefold

- To recognize ASHRAE
   members who design and/or
   conceive innovative
   technological concepts that are
   proven through actual operating
   data.
- 2. To communicate innovative systems design to other **ASHRAE members**
- 3. To highlight technological achievements of **ASHRAE** to others, including associated professionals and societies worldwide, as well as building and facility owners

Projects submitted should have been in operation 9 months and there are six main categories to which applications may be submitted, as follows:

I. Commercial Buildings (New, Existing and Retrocommissioning)

- II. Institutional Buildings (New, Existing and Retrocommissioning)
  - Educational Facilities
  - Other Institutional
- III.Health Care Facilities (New, Existing and Retrocommissioning)
- IV. Industrial Facilities or Processes (New, Existing and Retrocommissioning)
- V. Public Assembly Facilities (New, Existing and Retrocommissioning)
- **VI.** Residential (New, Existing and Retrocommissioning)

Winners will be recognized at the chapter level and may be able to submit their project for a regional or even societal award to gain exposure well beyond our local chapter.

The **ASHRAE** website has plenty of helpful information to guide you during the application process. The technology awards section of the **ASHRAE** website is located at the link 1 below.

The deadline for application to Chapter is **March 20th, 2016**. Submission at the chapter level is not very complicated or time consuming. The following is all that is required for submission:



Committe
Chair
Andrew Klassen
2015-2016
OVC CTTC Chair
Trane

E-mail: andrew.klassen@trane.com

- 1. Submission of the short form application form (please see example below)
- 2. Provide a system schematic/diagram not larger than 11" x 17" in size
- **3.** Attach a brief narrative (maximum of 2 pages)

For further information please find a fillable version of the application form at the end of this Newsletter and on the Society webpage at the link 2 below.

If you have any questions or concerns, please don't hesitate to contact the **OVC CTTC Technology Awards Team**:

- Andrew Klassen

   (andrew.klassen@trane.com)
- Michael Grant (Michael.Grant@trane.com)
- **Daniel Redmond** (redmonddan@mmm.ca)

Thank you and I hope you realize that the work you do every day is worthy of recognition. Please consider submitting your projects for an **ASHRAE Technology Award**.

Link 1: https://www.ashrae.org/membership--conferences/honors--awards/technology-awards-program-overview Link 2:

https://www.ashrae.org/File%20Library/docLib/HonorsandAwards/AwardDocs/Tech-Award-Application-Short-Form-June-2014.pdf



## 2015-2016 Research Promotion Campaign

As fellow **ASHRAE** members, I'm sure that many of you have seen significant changes and advancements during your careers in the **HVAC&R** industry. Most of these changes can likely be traced back to the hard work and principals developed by our **ASHRAE Research** program. We can only begin to imagine the changes the next 100 years will bring.

To date we have managed to keep the momentum going from last year's campaign and have raised approximately 45% of our **2015-2016 RP Campaign Goal** of \$27,000. Great work everyone, and let's keep this momentum going for 2016! Remember no donation is too small, and all money raised goes to **ASHRAE Research Canada**.

A list of current **2015-2016 RP Campaign** donors will be updated for each monthly newsletter, so donate quickly to see you name appear!

Two of the easiest ways to make your donation to the **2015-2016 RP Campaign** are by clicking either of the links below.

However, should you wish to make you donation using cheques, please make all cheques payable to **ASHRAE Research Canada**. My contact details are shown below, but I will gladly make arrangements to pick-up any cheques if need be.

Again, I can't say this enough, thanks for your continued support for **ASHRAE Research Canada!** 



President-Elec Abbey Saunders 2015-2016 Research Promotion National Research Council Canada

E-mail: abbey.saunders@nrc-cnrc.gc.ca

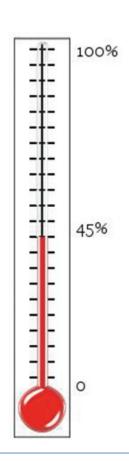
Abbey Saunders 613,993,9277

fax: 613.957.9828

Engineering Services, Administrative Services and Property Management Branch National Research Council Canada Bldg M-19, 1200 Montreal Road, Ottawa, ON K1A 0R6

ASHRAE OVC link: https://ashraeottawa.simplesignup.ca/en/171/index.php?m=eventsList ASHRAE Society link: https://xp20.ashrae.org/secure/researchpromotion/rp.html

| ASHRAE Partner   | ASHRAE Associate                              | Major Donor Silver  |
|--|---|---|
|  | Longhill Energy                               | Nortec Humidity<br>Goodkey Weedmark &<br>Assoc.   |
| Major Donor Bronze   | Major Donor Antique                           | Honor Roll  |
| SK Sheet Metal Airtron Total HVAC Walmar Ventilation Products Engineered Air MCA | Mastron Mechanical<br>Aaron Dobson<br>Stantec | Abbey Saunders Georges Maamari Rod Potter Dan Redmond Paul Morin Robert Kilpatrick Chris Frauley Chris Fudge Adam Graham Steve Moons Adam Moons Mike Swayne Richard Cameron Patrick St-Onge Robert Lefebvre Richard Albert Adam Graham Byron Landry |







Sylvain Chenier, P. Eng., ing., LEED®AP Vice President - Mechanical Sylvain.Chenier@mckeeottawa.ca 1785 Woodward D rive Ottawa, ON K2C 0P9 CANADA Tel.: (613) 723-9585 x128 Fax.: (613) 723-9584 www.mckeeottawa.ca Clark Campbell CET
District Sales Manager,
Eastern Ontario & Atlantic Canada



Belimo Americas 5845 Kennedy Road Mississauga, ON L4Z 2G3 Tet: 905-712-3118 Toll Free: 866-805-7089 Cell: 416-659-0823 Fax: 905-712-3124 clark.campbell@ca.belimo.com

www.belimo.ca

#### **Student Activities**

Ladies and Gentlemen,

Monday March 14th at 5:30pm we have the **ASHRAE Distinguished Lecturer Bill Bahnfleth** giving a presentation to the students before presenting at the **ASHRAE** meeting on Tuesday. The presentation will be at **Carleton University** in **ME3235** (**MacKenzie Building**). He will be talking about "Integrating Indoor Air Quality and Energy Efficiency in Buildings". Students from all schools are welcome to attend.

The **2016 ASHRAE Career Fair** is Tuesday March 22nd, and will be hosted again at **Carleton University's Fenn Lounge**. It is always a great opportunity to network with current and graduating students from **Carleton**, **OttawaU** 

and **Algonquin**. Deadline for booths and sponsorships will be March 16th. If you are not interested in a booth this year, we also offer a sponsorship option to lend your support to the event. Check the website for more information.

**ASHRAE Student Chapters** are looking for some book donations:

- ASHRAE Fundamentals 1993 books, up to 5 copies.
- 15 copies of the more recent 2005/2009 versions of fundamentals.
- 20 ASHRAE handbook sets
- HVAC handbooks, guidelines or old standards.

Please contact me about the books you are willing to donate.



Committee
Chair
Adrianne Mitani
2015-2016 Student
Activity Chair
Smith and Andersen

E-mail:

adrianne.mitani@smithandandersen.com

The **ASHRAE Scholarship** program is now excepting applications for undergraduate engineering scholarships at \$3,000 to \$10,000 each, **Engineering Technology Scholarships** deadlines are May 1st 2015.



#### **News Update**

Attendance High for ASHRAE Winter Conference, AHR Expo

ATLANTA - High attendance was reported for the recent ASHRAE Winter Conference and AHR Expo, in Orlando. The 2016 ASHRAE Winter Conference, was held Jan. 23-27, with the **AHR Expo** held Jan.

The Winter Conference had more than 3,000 attendees. Attendance this year was higher than the past eight Winter Conferences, except Las Vegas 2011. Attendees came from 67 countries. The **2016 AHR Expo**, co-sponsored by ASHRAE, set a record by being the first show outside of Chicago to break 400,000 square feet of exhibitor space. The Expo featured 2,063 exhibitors, including 561 deemed international. The total attendance for visitors was 42,672, with total attendance of visitors and exhibitors at 60,926.

Best sellers at the ASHRAE **Bookstores** included the Pocket Guide I-P; "HVAC Design Manual for Hospitals and Clinics," 2nd edition; "Cold-Climate Buildings Design Guide;" Guideline 0-2013, The Commissioning Process; Standard 188-2015, Legionellosis: Management for Building Water Systems; "HVAC Simplified;" and the "Design Guide for Tall, Supertall, and Megatall Building Systems."

The Conference's Technical Program ranked high in attendance, with new tracks focused on design-build practices and residential systems. Individual top-attended sessions in the technical program were related

- Cooling with the Sun: Solar Thermal Cooling
- Energy Submetering
- Fundamentals: Benchmarking, Baselining and Beyond!
- The Impacts of Operable Windows on Building Performance Highlights from the 24th IIR International Congress of Refrigeration
- The Internet of Everything: How Smart and Connected Sensors Will Transform the HVAC Service Industry
- HVAC Pumps: New ECM Motor and Control Technologies
- Indoor Air Quality and Energy

Efficiency: Measurement and Analysis of Multiple Approaches - Back to Basics: The Science, Application and Art of Load Calculations

- Integrating Cutting-Edge Technology: Renewable Energy and Thermal Energy Storage
- Hydronic Systems: Doing More with Less.

Also offered were a combined 20 Professional Development Seminars and Short Courses from ASHRAE **Learning Institute**. The most popular Short Course offerings were Variable Refrigerant Flow Systems; Complying with Standard 90.1: HVAC/Mechanical; and Designing High-Performance Healthcare HVAC Systems. The Professional Development Seminars that drew the highest number of registrations were Energy Modeling Best Practices & Applications; Commercial Building Energy Audits; and Commissioning Process for New & Existing Buildings.

2016 **ASHRAE** The Annual Conference takes place in St. Louis, Mo., June 25-June 29, 2016. 2017 **ASHRAE** Winter Conference takes place Jan. 28-Feb. 1, Las Vegas, Nev., with the **AHR Expo** being held Jan. 30-Feb 1.

**ASHRAE Announces Call For** Programs For 2016 Annual Conference

**ATLANTA** – A call for programs has been announced for ASHRAE's 2016 Annual Conference, June 25-29, St. Louis, Mo.

"A new 'Smart Building Systems' track for this conference addresses revolution in information technology applied to the built environment," Tom Kuehn, Conference Program chair, said. "Weather and time of day utility rate forecasting, distributed sensors and remote monitoring and control are all included in the track. Topics key to personal success are included in the "Professional Skills Beyond Engineering' track. **Programs** describing advances in refrigeration given technology are special emphasis and other tracks cover more conventional topics."



**Program** Jacob Hough 2015-2016 Program Commitee Chair **Total HVAC** 

**E-mail**: jacobh@totalhvac.com

following tracks: Advances in Refrigeration Systems and Alternative Refrigerants; Fundamentals and Applications; HVAC Systems and Equipment; Smart Building Systems/Remote Monitoring and Diagnostics; Indoor Health, Comfort, Environment: Productivity; Professional Skills Beyond Engineering; and Renewable Energy Systems and Net Zero Buildings. Programs are also sought for the fourth annual Research Summit, which reports results on any aspect of ASHRAE-related research. In addition, programs focusing on practical applications and utilizing case studies are requested.

Programs are requested for the following program types: Seminars, which include 1-4 presentations on a similar topic; Workshops, which allow equal time for 1-2 presentations and discussion; and Forums, which are discussion-based sessions with no presentations.

A call for programs (non-paper based presentations) is now open through Feb. 8, 2016. To submit a proposal or for more information, go to: www.ashrae.org/Stlouis

**ASHRAE** 2016 The Annual Conference will take place at the America's Center Convention Complex and Renaissance St. **Louis Grand Hotel**. The event will attract some 2,500 conference attendees and meeting participants.

**Variable** Course on Refrigerant Flow Offered in **ASHRAE Spring Online Courses** 

**ATLANTA** A new course, "Variable Refrigerant Flow System Design & Application," is one of 11 offerings in ASHRAE's Spring Online Course series.

Variable refrigerant flow (VRF) systems are now being applied in a range of building types across North Programs are sought for the America. Benefits of VRF include

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applications, variable zoning capacity, distributed control, low sound, simultaneous operating heating and cooling, effective energy quick installation, low usage, ambient operation low and maintenance costs.

The course, which takes place May 16, provides non-manufacturer specific concepts of how to apply VRF systems to buildings. It will supplement the fundamental technology introduction presented in the 2012 ASHRAE Handbook, HVAC Systems and Equipment, offering the consulting engineers who already have a basic knowledge of VRF technology.

Eleven online professional development seminars focused on commissioning, environmental quality, energy efficiency, HVAC applications, and standards and guidelines are being offered this fall by the **ASHRAE Learning Institute** (**ALI**).

Participants can access these instructor-led courses from anywhere with an Internet connection, and earn continuing education units/professional development hours for each course completed.

**ALI** courses provide professional development through in-depth information that is timely, practical and advanced beyond a fundamental level. Online courses are offered every spring and fall.

For pricing or to register, visit www.ashrae.org/onlinecourses. The courses offered this fall cover a variety of topics relevant to today's built environment, including:

#### Commissioning

Commissioning Process & Standard 202, March 30

#### **Energy Efficiency**

Energy Efficiency Combined Heat
 Power: Creating Efficiency through

Design & Operations, March 28

 IT Equipment Design Evolution & Data Center Operation Optimization, April 6

#### **HVAC Applications**

- Air-to-Air Energy Recovery Applications: Best Practices. April 27
- Laboratory Design: The Basics and Beyond, April 18
- Operation & Maintenance of High-Performance Buildings, May 17 and 18
- Variable Refrigerant Flow System Design & Applications, May 16

#### **Standards & Guidelines**

- ASHRAE Standard 188-2015 Successfully Managing the Risk of Legionellosis, April 25
- Complying with Standard 90.1-2013: HVAC/Mechanical, April 13
- Exceeding Standard 90.1-2013 to Meet LEED®, April 11 and 20
- Fundamental Requirements of Standard 62.1-2013, May 2











BELIMO



Larry Gravelle

Tel: (613) 721-3301 Fax: (613) 721-4906

I - 877 - 733 - 3833 www.yorkland.net



#### **Membership Update**

The **Ottawa Valley Chapter** would also like to introduce and welcome the following new member:

Mr Kristofer Knowles Mr Andrew Ryan Mr Graham Holmes

Looking forward to seeing you at the next **ASHRAE** event!

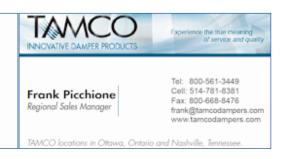


Committee
Chair
Celine Baribeau
2015-2016
Membership
Committee Co-chair
BPA

E-mail: cbaribeau@bpa.ca

# Smith + Andersen David Eastwood P.Eng. Principal 613 2301186 ext. 403 david.eastwood@smithandandersen.com 1600 Carling Avenue Suite 530 Ottawa Ontario K1Z 1G3 t 613 2301186 f 613 2302598 smithandandersen.com Ottawa Vancouver Toronto Edmonton Dubai Calgary





#### **Table Top Display**

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 60+ people.

We are currently have some table top

openings for the May meetings.

The featured table-tops for the March 15th meeting are **Trane** and **Total HVAC**.

Please contact **Shayan Mirza** to secure yours today! Cost for table tops is \$225 and spaces are filling up

#### **Committee Chair**

#### Shayan Mirza

2015-2016

Table Top Committee Chair

**Total HVAC** 

**E-mail:** shayanm@totalhvac.com

quickly, so book your table-top today!



**Trane Ottawa** has a large selection of **chiller** options to meet all your needs. From **five Tons** to **5000 tons** we've got you covered. More than half of the large buildings in the world today are conditioned by a Trane chiller. Whether is water cooled, air cooled, with free cooling, or without free cooling. How about an air cooled ice storage plant? Get twice the cooling with half the electricity. Screw, scroll, or centrifugal or maybe even absorption; there is a Trane Ottawa chiller solution for your project.











**Total HVAC Inc.** offers a variety of chilled water solutions along with years of experience and expertise. Our lines of engineered chiller solutions include **AAON**, **Thermal Care** and **Berg Chilling Systems** for your institutional, commercial and industrial application needs. AAON is an industry leading manufacturer of semi-custom, energy efficient chillers and offers many high quality features and options. BERG Chilling Systems specializes in eco-positive thermal management solutions, providing world class products and innovative designs. Thermal Care offers leading technologies for the industrial and commercial sector, offering both standard and custom designs.

Our custom and semi-custom equipment offers top notch design, build quality and value. We can help be part of the success of your next application. **Total HVAC** would be happy to discuss how our chillers can help you save energy and money on your next retrofit or new construction project.



# **ASHRAE**® Ottawa Valley Chapter





AMERICAN SOCIETY OF HEATING REFRIGERATION AND AIR CONDITIONING ENGINEERS

Is looking for booth sponsors for:

#### CAREER FAIR '16

Tuesday March 22<sup>nd</sup>, 2016

at

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

- 1. Affordable Booths \$200.00 (cash, cheque, money order payable to ASHRAE OVC or Credit card) see information below for what is included.
- 2. If you would prefer to just have your company logo in the program guide as advertisement along with other ASHRAE supporters, this is available for \$100.00.
- 3. Schools that are being canvassed; University of Ottawa, Carleton University, and Algonquin College.

#### **Booth Information:**

- Booth Size 10' x 8' (Approximately 24 available)
- 120 VAC Available (bring your own extension cords and power bars)
- Tables, Skirts, and Chairs Provided
- Contact Adrianne Mitani for any special requirements (613-230-1186x3115, adrianne.mitani@smithandandersen.com)
- Invoices will be sent out upon RSVP

#### **Schedule:**

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

|--|

| By Phone:<br>By Email: | 613-230-1186x3115<br><u>Adrianne.mitani@smitha</u><br><u>ndandersen.com</u> ; | Company: Contact:            |
|------------------------|---|------------------------------|
|                        |   | I am interested in:  □ Booth |

□ Sponsorship

#### **Job Posting**

#### **Seresco Technologies - Job Description**

#### **Inside Sales Coordinator – February 2016**

The objective of this position is to be a support for Seresco's regional sales managers (RSMs) and representative network to sell units.

- In order to accomplish this, the candidate must have a strong background in Psychrometrics, HVAC & R, be competent reading project plans and schedules.
- Candidate must be organized, detail oriented and have excellent time management and prioritizing skills.
- Candidate must be willing to learn all aspects involved in selling equipment through a manufacturer's representative network. A strong understanding of the "bid and spec" market will be required.

#### **Core Areas of Focus**

#### Sales Support

- Support RSM/representatives on all aspects and levels of a project
  - o Selection
  - o Pricing
  - o Submittal/specifiation documentation
  - o Engineering details
  - o Drawing details
  - o General design support
  - o order processing
- Competitors
  - o A complete and thorough understanding of what competitors offer
  - o Ability to quide representatives based on what competitors units and features are being proposed
- Support and train Representatives.
  - o On line training certification assistance and final exam review
    - Certification packages
  - o Conduct Webinars on additional/next items not covered in the online training programs
  - o Identify opportunities for additional tools and resources
- Tradeshows
  - o Assist in logistics for trade shows
  - o Attend occasional trade shows
- Project follow up
  - o Follow up and keep projects in database current
  - o Identify projects where RSM needs to get involved to secure an order
- Monthly and Quarterly performance reports
  - o Assist RSM with generation of reports to send to reps for performance review and general evaluation.
- Rep Management Assistance
  - o Representative contracts and territory management
    - Ensure a signed contract exists for all representatives
    - Ensure all counties for all territories are registered in a database to eliminate voids and overlaps
  - o Seresco Certification -
  - o Marketing assistance
  - o Rep ScoreCard tracking and implementation support
  - o Certified service contractor list in area
  - o Rep resources updating
  - o Assisting with CRM process development and implementation
- Order tracking & order management
  - o Monitor deliverables against contract expectations
  - o Identify issues and scheduled delivery delays
  - o Communicate potential concerns proactively to RSMs and clients as dictated by RSMs

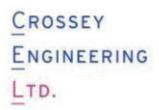
#### **Career Path Possibilities**

- Regional Sales Manager
- Marketing Manager

Send your resume to Careers@serescodehumidifiers.com in confidence.

#### **Job Posting**

Senior On-Site, Project Manager – Building Services Full-time, 37.5 hours / week Ottawa, Ontario





#### **Company Profile**

CEL is committed to ensuring that buildings' systems function reliably and efficiently while working within owners' budgets, timetables and aesthetic visions. We achieve this by providing our clients with innovate designs in the areas of Sustainability, Energy Consumption, Mechanical and Electrical, Building Systems, Lighting, Telecom / I.T. infrastructure and Commissioning.

With over 50 years of successfully solving clients' issues, you will be working with professionals that put engineering first and strive to provide our clients with the best advice and designs to meet their specific goals. Our success is a result of our culturally diverse and talented teams of professionals. We provide our employees with the opportunity for personal and professional growth and we offer a competitive compensation and benefit package. You will have the opportunity to work on exciting and challenging projects for a diverse scope of building facilities including performing arts centres, museums, pharmaceutical, commercial, and educational facilities.

#### **Position Profile**

In this role, you will be working at a client site in downtown Ottawa with CEL staff to meet project deadlines, solve/track deficiencies and issues as they relate to the design of mechanical systems.

#### Qualifications

If you have the following qualifications and are looking for an exciting and challenging opportunity, we would like to hear from you.

- At least 5 years' related onsite experience.
- Interacting with subcontractors and other members of the engineering staff.
- Reviewing contractor progress and ensuring timelines are being met.
- Preparing notices of change (design or site based).
- Responding to client/contractor requests/issues.
- Preparing detailed site inspections of mechanical systems and architectural acoustic attenuation.
- Knowledge base of latest codes and standards.
- Review of progress draws and quotations.
- Must have field experience and the ability to work independently onsite.
- Demonstrate analytical, problem solving and decision making skills.
- Strong verbal and written English communication skills
- Completion of post-secondary education as it relates to Mechanical Engineering.
- AutoCAD proficiency, preferred.
- Computer literacy using MS Office.
- Relevant post-secondary education from an accredited University or College in Mechanical Engineering / Technology, respectively.
- Valid Ontario's driver's licence and access to a vehicle.
- Eligible for security clearance through Canadian Industrial Security Program and Public Works, Government Services Canada

Qualified candidates should forward their resume with a covering letter to hr@cel.ca

We thank all applicants in advance for their interest in our organization, but regret that only candidates under consideration will be contacted. We are an equal opportunity employer.

www.cel.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.



E-mail: gmaamari@bpa.ca

President
Georges Maamari
2015-2016
OVC President
BPA

To discuss your needs, contact one of our chapter officers, via our "This Year"

page. Increase the impact of your advertising through the **ASHRAE** Ottawa Valley website today.

Rates for career opportunities ads are as follows:

Chapter Member: \$50/month 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. Please register and pay online or for payment and other information contact **Adam Graham** at Adam.Graham@hts.com

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.

## **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 \$250.00 for the year. Please contact **Rod Lancefield** at *rodl@htseng.com* for more details.



Publicity
2015-2016 Publicity
Committee Co-Chair
HTS Engineering
Ltd.

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Steve Moons

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1024 Morrison Drive Ottawa, ON K2H 8K7 Cell 613 808 4054 Direct 613 356 1966 Tel 613 820 8111 Toll Free 888 872 6326 andrew.klassen®trane.com www.trane.com



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#### **ASHRAE's HVAC Design Training**

#### HVAC Design: Level I—Essentials

ASHRAE's *HVAC Design: Level I* — *Essentials* training provides intensive, practical training ideal for recent technology or engineering school graduates, engineers new to the HVAC field, those who need a refresher in new technologies, and facility managers, sales representatives and others who need to gain an understanding of HVAC systems.

In three days, 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 renovated ASHRAE Headquarters building as a living lab. Engineered drawings of the ASHRAE Headquarters renovations will be incorporated to expose attendees to plan reading and a graphical understanding of system design.

#### **Training Topics:**

- Fundamentals
- · Heating/Cooling Load Calculation
- · System Selections
- · HVAC System and Components
- · Cooling System
- · Basic Design of Hydronic Systems
- · Basic Design of Air Systems
- Control/BAS
- · Sustainable Design
- · Project Management and Other Soft Skills
- · Introduction to Technical Sales

#### HVAC Design: Level 1—Essentials

When: May 9-11, 2016 | Halifax, Nova Scotia

Cost: \$1,264 (ASHRAE Member: \$1,009)

Company Discount: Enroll 3 or more participants from the same company at

the same time and SAVE!

#### REGISTER





#### Your Instructor



Joel Primeau, P.Eng., Member ASHRAE, HBDP, LEED<sup>®</sup> AP view bio →