



# Pile of Bones

Published by the Regina Chapter of the American Society of Heating, Refrigerating and Air Conditioning Engineers

## President's Message

by Jason Danyliw

We definitely enjoyed a much better summer than we have been accustomed to over the past few years, and I hope you all managed to take some time off to enjoy the summer! But, with the summer flying by quickly as always, that means the start of another great ASHRAE year! I'd like to welcome back all the returning members, along with all the new members. I would also like to thank Heric Holmes for all his hard work last year as Chapter President, and I will work to continue the good job that he did for the Regina Chapter this past year.

We have worked to set up another great year of entertaining and educational programs, which include legal discussions, technical discussions by ASHRAE Distinguished Lecturers, an ASHRAE Society Presidential visit, and tours. We look forward to seeing you all at the upcoming meetings this year.

There are some changes to our Chapter Executive for the upcoming year. I would like to welcome Garry Tollefson and Bob England onto the Chapter Board of Governor's. Garry has taken over as the Chapter Secretary, and Bob has taken over the Historian role. We look forward to their involvement to help make our Chapter Board run smoothly and successfully. We also had a few members move into different roles, so see the new Regina Chapter Board of Governor's on page 2.

Our Chapter has a strong presence on the ASHRAE Regional Executive (for Region XI) again this year. Ray Sieber is the Research Promotion Chair, Murdoch MacPherson is the Membership Chair, and Rob Craddock is the Treasurer.

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### **Meeting Notice**

**Wednesday, September 14, 2011**

Hotel Saskatchewan - Radisson Plaza  
2125 Victoria Ave. Regina, SK

5:15 pm - Cocktails

5:45 pm - **Program: *Air to Air Recovery Technologies and Applications***

6:45 pm - Dinner

7:30 pm - Chapter Meeting

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# THE 2011-2012 ASHRAE REGINA BOARD OF GOVERNORS

## PRESIDENT



Jason Danyliw  
H.V.A.C. Sales (1997) Ltd.

## CHAPTER TECHNOLOGY TRANSFER CHAIR (CTTC)



Jerry Boulanger  
J-Clan Services Ltd.

## PAST PRESIDENT & RESEARCH PROMOTION



Heric Holmes  
MacPherson Engineering

## STUDENT ACTIVITIES & YEA CHAIR



Janel Walter  
HDA Engineering

## PRESIDENT ELECT & PROGRAMS CHAIR



Carla Spriggs  
HDA Engineering

## TREASURER



Kris Pockett  
Kris Pockett Construction

## VICE PRESIDENT & NEWSLETTER



Alana Yip  
SaskTel

## WAYS & MEANS



Trevor Hobman  
Cypress Sales Partnership

## MEMBERSHIP CHAIR



Greg Fluter  
MacPherson Engineering

## HISTORIAN



Bob England  
R J England Consulting Ltd.

## SECRETARY



Garry Tollefson  
SaskPower

Contact us at:

[ashraeregina@accesscomm.ca](mailto:ashraeregina@accesscomm.ca)

Visit us at:

<http://regina.ashraechapters.org/>

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## 2011/2012 MEETING & EVENT SCHEDULE

September 14, 2011

**Speaker: Mr. Kevin Korecki;**  
*Air to Air Recovery Technologies and Applications*

October 12, 2011

*Distinguished Lecturer: Dennis Knight;*  
*Building Information Modeling (BIM) for the Mechanical Disciplines*

November 9, 2011

*Distinguished Lecturer: Paul L. Pieper;*  
*Meeting and Exceeding High Performance Standards, Codes and Guidelines*

December 2011: TBD

*Christmas Social Event: TBA*

January 10, 2012

*Presidential Visit - Ron Jarnagin*

February 15, 2012

*Past President's Evening*

March 14, 2012

*Tentative Distinguished Lecturer: Peter Simmonds;*  
*High Performance Buildings and Occupant Comfort*

April 2012

*Student Night*

May 9, 2012

*Building Tour; Location TBD*

June 2012: TBD

*ASHRAE Research Golf Tournament*



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## NEW MEMBERS

Welcome to the following new ASHRAE Members:

Terry Morin with Liebert Canada

Norm Gropp with Engineered Air

Brandon Ganne with MacPherson Engineering

Wyatt Meshka with MacPherson Engineering



## COMMITTEE CHAIR REPORTS

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### **President's Message Continued ...**

*by Jason Danyliw*

As you know, we have received a number of Chapter awards in the recent years, and this would not have been possible without the great deal of work that many Board & Chapter members have put in. A great thank you to everyone who contributed any time and effort to the ASHRAE Regina Chapter on the Board, Committees, or just simply helping out and attending meetings to support the Chapter.

Also, thank you to everyone who contributed to ASHRAE Research last year as we yet again were able to reach a Chapter record amount for donations. Thank you to Greg Fluter for all his hard work and great job as the Research Promotion Chair last year, and we know that Heric can carry that forward for this year.

Please feel free to contact any of the Board members with questions, concerns or ideas for this upcoming year. Although the Board is full, we will be looking for people to fill vacant Board positions for next year. So please give that some thought if you are considering or interested in being part of the ASHRAE Regina Chapter Board of Governor's. We know that everyone is busy with their day-to-day endeavors with work, family, etc., but joining the ASHRAE Board gives you a great opportunity and satisfaction to know and understand what goes on at the Chapter Board level to make our Chapter the large success that it is. We are also looking for people that would like to volunteer on sub-committees to help out the Board members with some tasks. So please let any Board member know if this interests you as we welcome any involvement.

Trevor Hobman is currently looking for volunteers for the Christmas party and golf tournament planning, so please contact Trevor if you are interested in helping out as this is a good way to help out our Chapter with a much smaller time commitment.

The University of Regina is looking for project ideas for the final year engineering student projects. In order to ensure that we have ASHRAE mechanical-related projects to review during student presentation night coming up this April, we are encouraging our ASHRAE members to submit any project ideas. Please contact Janel Walter at [jwalter@hdaeng.com](mailto:jwalter@hdaeng.com) as soon as possible with any project ideas that she could forward to the University of Regina.

See you on the 14th!

### **President Elect & Programs Chair**

*by Carla Spriggs*

Welcome back ASHRAE members. It seems like the summer has passed so quickly but that means we get the opportunity to see one another at September's meeting. I want to take this opportunity to thank Jason Danyliw for his work on last year's programming, it was excellent and informative. Jason and Rob Craddock have been excellent resources to me in helping to plan this year's speakers.

At this month's meeting we have the pleasure of hosting Mr. Kevin Korecki, who is a Sales and Applications Engineer with Venmar CES in Saskatoon. He will be speaking to us about the importance of EATR (leakage from exhaust air to outdoor air) and OACF (leakage from outdoor air to exhaust air) with respect to different air to air energy recovery technologies and applications. He will explain the concepts of EATR and OACF, highlight AHRI 1060 and independent certification, and help to realize the impact of OACF on system design and energy consumption. He will also show how to build performance-based specifications for OACF to ensure that you are meeting project requirements. Please join us.

We have many excellent speakers scheduled to speak to us this year as well as a visit from Society President, Ron Jarnagin in January. Next month we are pleased to have Distinguished Lecturer Dennis Knight from Liollo Architecture in Charleston, SC. He will be giving a presentation on Building Information Modeling (BIM) for Mechanical Disciplines. We will be inviting different associations to this meeting as we feel this would be good information for the entire construction industry. Please bring any non-member that you would feel could benefit from this information. I am looking forward to seeing you all on September the 14<sup>th</sup> for Kevin Korecki's presentation.

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## **Membership Promotion**

*by Greg Fluter*

Welcome to the new ASHRAE year. I hope you all had a fantastic summer and were able to enjoy some time away from work. The September Chapter meeting is fast approaching. I have taken over the Membership Promotion Chair from Rob Craddock, who did a excellent job of recruiting new members during his tenure in the position. I hope I can continue on with that. Over the next few months I will be contacting some of the chapter members and companies to see if they know of any new people working in the industry who might be interested in becoming an ASHRAE member. If you are aware of anyone, please let me know and I will contact them.

Also, I'd like to remind everyone to ensure their Society Membership has been renewed. Society notifies you (usually by email) when your Society fees are due. I receive a monthly delinquent list from Society and will contact you if your name happens to show up on the list. You can renew your membership online at <http://www.ashrae.org/members/>. **As for your Chapter Membership, our treasurer will be emailing you an invoice in September. Please remit payment up receiving your invoice.**

If you have any questions about your membership please give me a call or email me at [g.fluter@mac-eng.ca](mailto:g.fluter@mac-eng.ca) .

## **Past President & Research Promotion**

*by Heric Holmes*

Hi everyone. It's time to look forward to another great year in ASHRAE. I will be receiving my research goal in the next couple of days and will let you all know the target we will be trying to achieve this year. Following up on Greg's amazing research donations will be a change, but we should be able to succeed.

I look forward to talking to most of you and seeing you at the meeting next week.

## **CTTC Chair**

*by Jerry Boulanger*

It is incumbent on any technical society to transfer information on its relevant technology to not only its members but also to other groups and organizations that may be interested or can benefit from that technology.

ASHRAE is one of the premier technical societies in the world and has a lot to offer. By extension each of us as a member has a lot to offer, but we also need to keep learning.

Rob Craddock will be helping to liaise with local governments and other groups that can benefit from ASHRAE. I will be focusing on ensuring a good flow of technical information to the membership. In particular look for another Fundamentals Course next spring to follow up on the successful program that was held last April.

## ASHRAE NEWS

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The ASHRAE News that is usually posted here can be found halfway down the page at:  
<http://ashrae.org/pressroom/>.

These articles keep you up to date on ASHRAE activities.

### Current Job Postings

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#### TERRITORY SALES MANAGER - Winnipeg

Responsibilities:

- The Territory Sales Manager is responsible for maintaining existing company business and to develop new business in the territory. This individual is responsible for managing customer relations and to ensure complete customer satisfaction.
- Oversee sales in a defined geographical area obtaining orders directly from users across all assigned sectors.
- Role is to drive sales and margin growth through identification and implementation of strategic initiatives to position and sell company's products with emphasis on 5 Star Premium Products.
- Responsible for all aspects of the sales process including prospecting, sales calls and site surveys, LCC analysis, proposal and quotation preparation and presentation, overcoming objections and securing purchase orders.
- Aggressively promote company's existing and future sales tools, and special sales initiative programs.
- Utilize CRM system for input and tracking of all information relative to opportunities, contacts, proposals, target accounts, use of sales tools, etc.
- Deliver PowerPoint presentation packages focused on company's TCO market strategy with the intent to maximize the gross profit (margin) on each account.
- Participate in company meetings and planning sessions including: Regional Sales meetings, North American Sales meetings, training sessions, and customer training events.
- Support national account agreements to expedite transition and optimization of sales.
- Participate in the annual budgeting process including: total sales for area, sales by customer, sales by product class, total margin, margin by customer, etc.

Additional Skills:

- Complete monthly Highlight/Lowligh Report to be submitted to Branch/Sales Manager.
- Be proficient in key software programs such as LCC Green, Excel, and PowerPoint.
- Create an annual Business Plan for area including sales & financial forecasts, tactical actions.
- Follow pricing and freight guidelines as established by Branch/Sales Manager
- Responsible for monitoring competitive activities (products, pricing, services) in the territory.

Market Planning: Build and execute personal business plan: identify key prospects within market segments; strategic relationships; CRM link to marketing initiatives; local trade association participation; lunch & learns; territory development

Customer Relationship Management: meet with existing customers to ensure satisfaction; meet with potential customers to see if company can profitably meet their needs; resolve customer complaints and follow up on corrective actions; ensure smooth communication between the different levels of the organization and the customer (customer service, quality assurance, production, etc); assess client requirements base upon TCO, make appropriate filtration recommendations and train client on new products or services; follow up on all existing quotations and ensure that appropriate actions are taken to support client requirements.

Requirements: Minimum 5 years experience preferred, HVAC B2B and value-added selling (TCO) experience is a plus. Proficiency in Microsoft Office products and prior use of CRM/Contact Management a plus. A university degree or college diploma is preferred.

Our client offers an excellent compensation package, a vehicle, and will, of course, assume all expenses related to company activities.

Regards,

Glenn Holland [hollandg@ca.rr.com](mailto:hollandg@ca.rr.com)

THE HOLLAND COMPANY, 4736 La Villa Marina, #F, Marina Del Rey, CA 90292 (USA), tel: (310)301-9905

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## Regional XI Executive

### Director & Regional Chair

Erich Binder Southern Alberta Chapter

### Assistant Regional Chair

Kevin Marple Oregon Chapter

### Membership RVC

Murdoch MacPherson Regina Chapter

### Research Promotion RVC

Ray Sieber Regina Chapter

### CTTC RVC

Eileen Jensen Oregon Chapter

### Student Activities

Stephan Lidington Oregon Chapter

### Regional Historian

Bill Dean Saskatoon Chapter

### Regional Treasurer

Rob Craddock Regina Chapter

### Nominating Delegate

Norm Grusnick B.C. Chapter

### Nominating Alternate

Vacant

### YEA Member

Tariq Amlani B.C. Chapter

## Society Executive

### President

Ronald "Ron" Jarnagin, Richland, Wash.

### President-Elect

Thomas "Tom" Watson, Staunton, Va.

### Treasurer

William "Bill" Bahnfleth, University Park, Pa.

### Vice President

Constantinos A. Balaras, Greece

### Vice President

Timothy G. Wentz, Lincoln, Ne.

### Vice President

Ross D. Montgomery, Palmetto, Fla.

### Vice President

T. David Underwood, Oakville, Ontario, Canada

### Executive Vice President

Jeff Littleton, Atlanta, Ga.



If this newsletter was passed on to you and you would like to be added to the mailing list, please email me at [alana.yip@sasktel.net](mailto:alana.yip@sasktel.net). Also, if there are any comments regarding this newsletter, please drop me an email.