

President's Message

By Dan Brothers

Hello again, we are certainly March-ing through this winter with barely a chill. But we're cooling things down this month with a good talk on refrigeration. Greg Scrivener has a wealth of experience as a technician and a design engineer, so he has a well-rounded perspective on good refrigeration system design and implementation. Come on out for the refrigeration seminar from 1:00 – 4:30 before our evening meeting. Registration is \$50 for members; get in touch with Jared at J.Larson@mac-eng.ca.

Although they may not be reading this, I'd like to thank President David Underwood and his wife Jane for visiting us last month. A few of us met with them for lunch, and after had a good chat with Bill Hawkins, the chief building inspector for the province. We capped the day off with a very productive meeting: acknowledging all the people who donated to ASHRAE Research last year. We also got to hear Mr. Underwood's presidential address, Making Connections, which includes an explanation on the significance of the Canadian engineer's iron ring; a topic that people are not familiar with in the U.S. and around the world. It's always a pleasure to spend time with a president of ASHRAE, and even more so when he was born in Saskatchewan and is a die-hard Roughriders fan. He hitchhiked to his first football game from Whitewood in the late 1950's.

Also, congratulations again to Trevor Harle! Trevor is our Chapter's only ASHRAE Life Member, as we noted at the meeting. He also won the 50-50 draw, which, according to him, was the first time in 50 years. Spend it wisely Trevor.

Meeting Notice

Wednesday, March 9, 2016

Executive Royal Hotel

4025 Albert Street South
Regina, SK

Cocktails begin at 5:00PM

Speaker: *Greg Scrivener -
Refrigeration*

Upcoming Events

April 19 2016

Student Night

Location TBD

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President's Message - Continued

There is still time to register for the John Ross Curling Bonspiel in Edmonton, on Saturday, March 19th. You can drive to Edmonton and get a hotel, the Chapter will reimburse you. Take your partner for a weekend of shopping and sweeping rocks. You MUST show up for the curling tournament. Get in touch with me, dan@rjengland.com if you're interested.

There is a Passive House design and construction course in Saskatoon coming up at the end of this month. It starts on Friday, March 31 and goes until Saturday, April 16th. See this link for more info: <http://canphi.ca/event/10-day-passive-house-design-and-construction-course-sask2016/>.

Our meeting next month is our annual student night. Groups of engineering students from the U of R will be around to present their design projects that they've been working on. We can grill them with questions to make them sweat. The meeting location is yet to be confirmed.

On April 21st, there is an ASHRAE webcast being broadcast called "Making Net Zero net Positive". It addresses the paradox of investing in high efficient equipment and saving money. This is an increasingly relevant issue in our industry as our government talks of a carbon tax which strengthens the case to invest in efficient (and usually more costly) building systems. Registration doesn't begin until March 21st.

See you at the Executive Royal Hotel next Wednesday.

About the Speaker

Greg Scrivener started in the refrigeration industry as an apprentice refrigeration mechanic in 1997 and completed his journeyman certification in 2003 with an award for 'Most outstanding new Journeyman'. Continuing to work in the refrigeration industry, Greg completed a B.Sc. in Mechanical Engineering with distinction from the University of Saskatchewan in 2011. Having worked in roles ranging from mechanic to design engineer, Greg offers a comprehensive view point on refrigeration related construction and design. In 2014, he founded Cold Dynamics and is now active in refrigeration consulting including design, inspections, commissioning, advanced troubleshooting, energy auditing, control sequence optimizations, and training. Coupled with a passion for energy efficiency and the environment, Greg's unique experience leads to an in depth understanding of the parameters affecting efficient refrigeration system operation.



Committee Chair Reports

YEA Chair's Message

By Natasha Bellows

The YEA of ASHRAE Regina convened last night for an exciting evening of networking, YEA discussion and bowling! Thanks to everyone who came out and congratulations to Dan Brothers for the high score of the night.

Are you a member of ASHRAE Regina who is under the age of 35? Then you are automatically a member of the Regina YEA! YEA is focused on engaging young members and finding out what they want from ASHRAE. Have a great topic for a YEA seminar? Want to tour a specific facility? Crave the fulfilment of being on a YEA planning committee? Email us at yea@ashraeregina.org with any and all suggestions. See you next time.



Dan working on his seated game

Committee Chair Reports - Continued

Vice President's Message

By Jared Larson

If you haven't registered for the seminar, please do so quick. It is nearly filled up. The seminar runs from 1:00-4:30, but feel free to register early and check out the vendor display tables. We will have technologies showcased from Liebert, Cypress Sales, HVAC Sales, Engineered Air, and RSL. The tables will remain set up for the evening meeting which is held in the same location. If you miss the seminar, you can still check these out before the evening meeting.

For the evening meeting, RSVP by Friday. We love a full room, but it creates challenges with seating if we get high unexpected turnouts. We want to make sure that everyone has a chair, and some food to eat. The evening topic will be different from the seminar:

Refrigeration Energy Essentials

A review of the basic vapour compression refrigeration cycle and refrigeration system components will be used to learn which parameters and design choices have the most impact on refrigeration and air conditioning system efficiency. The presentation will examine different control strategies and technologies that are used to increase refrigeration cycle efficiency such as floating head pressure, floating suction pressure, subcooling, expanders and ejectors. This topic will also explain coefficient of performance (COP) and how combined COPs are used.

Interested in becoming Certified with ASHRAE? There are various aspects you can achieve certification and increase your knowledge base. These are:

BEAP - Building Energy Assessment Professional Certification

BEMP - Building Energy Modeling Professional Certification

CPMP - Commissioning Process Management Professional Certification

HFDP - Healthcare Facility Design Professional Certification

HBDP - High-Performance Building Design Professional Certification

OPMP - Operations and Performance Management Professional Certification

Committee Chair Reports – Continued

Contact Me for more information, or browse the site at <https://www.ashrae.org/education--certification/certification>

CRC – Saskatoon 2016

This is approaching quickly, and there are a few deadlines we need to be aware of:

Motions- If anyone wants to put a motion forward, we need this submitted ahead of CRC in MAY. Please let me know as I will be sitting in as the delegate.

Regional Vice Chair positions – these are three year terms open to those who have been passed chapter presidents. If you are interested in putting your name forward as a Vice chair, please let me know. We need to put names forward at CRC.

Design Competition / Awards – If you have a project you want to submit to the region / society, please let me know.

Committee Chair Reports - Continued

Historian's Message

By Bob England

This article carries on from last month's article on our inaugural year (1962/63) with more excerpts from the 1993 Regina Chapter History document.

During the 1963/64 year, our chapter was still known as the Saskatchewan Chapter, which was in Region II (Canada).

1963-1964 : President - Bob Yoneda

The regular October meeting was held in Saskatoon with the Regina members going up by bus. John Ross, the Regional Chairman, spoke on the benefits of ASHRAE membership. Gus Handegord of the National Research Council spoke on some of his work on building research as it affects the heating and ventilating field. Bob Yoneda pointed out that two of our Saskatoon members, Gus Handegord and George Green, both had articles published in the ASHRAE journal.

The John Ross Curling Trophy play-down was held in Calgary, with Nellie Greene, Clint Stewart, Doug Adair, Jeff Deepprose, and Bill Sheppit representing Regina. The entry fee was \$34 and the team was to travel by train.

Each chapter was to contribute \$0.50 per person for Region II operation.

The chapter contributed \$100 towards the United Engineering Centre building fund. The CRC was held in Ottawa. Bill Herr was our delegate and Reg Briggs the alternate. The chapter received a Membership Development Award for increasing our membership from 29 to 53 members.

The Golf Tournament was again held June 10th at Katepwa with a barbecue at Don Daniels cottage.

Preparing the above made me feel a bit nostalgic and not a bit old; the George Green mentioned above was one of my thermodynamics professors at U of S. But that was just a year or two ago as I recall (perhaps a tiny bit more).

2015-2016 Meetings and Events

September 23, 2015

Tour of RRI Roughrider Stadium

Speaker: Chad Arcand

Bushwakker Brewpub

October 13, 2015

ASHRAE 90.1 Seminar

Double Tree Hotel

October 13, 2015

Speaker: Chris Mathis –

ASHRAE 90.1 Flyover

Double Tree Hotel

November 10, 2015

Speaker: Dan O'Brien –

Halton Kitchen Equipment

The Chimney

December 4, 2015

Christmas Social – Brent Butt

Casino Regina Show Lounge

January 13, 2016

Speaker: Kyle Bottorff - Hydronic Design and
Control Strategies for Condensing Boilers

Lakeshore Restaurant

January 25-27, 2016

ASHRAE Winter Conference

Orlando, FL

February 9, 2016

Speaker: David Underwood – Presidential Visit

Hotel Saskatchewan

March 9, 2016

Speaker: Greg Scrivener – Refrigeration

Royal Executive Hotel

April 19 2016

Student Night

University of Regina Club

May 2016

Speaker: TBD

Location TBD

June 23, 2016

ASHRAE Research Golf Tournament



2015-2016 ASHRAE Regina Chapter Board of Governors

President

Dan Brothers
R.J. England Consulting
president@ashraeregina.org

Treasurer

Brad Huber
Cypress Sales Partnership
treasurer@ashraeregina.org

Past President & Research Promotion

Janel Walter
HDA Engineering Ltd.
research@ashraeregina.org

Ways & Means

Wayne Tkach
MacPherson Engineering Inc.
waysandmeans@ashraeregina.org

President Elect & Programs Chair

Jared Larson
MacPherson Engineering Inc.
cttc@ashraeregina.org

Historian

Bob England
R J England Consulting Ltd.
historian@ashraeregina.org

Membership Promotion

Jason Danyliw
H.V.A.C. Sales Ltd.
membership@ashraeregina.org

GGAC

TBD

Secretary

Kris Pockett
Kris Pockett Construction
secretary@ashraeregina.org

Newsletter

Josh Thomas
Cypress Sales Partnership
newsletter@ashraeregina.org

Student Activities

TBD

YEA Chair

Natasha Bellows
WSP Canada Inc.
yea@ashraeregina.org

Contact us at:

ashraeregina@gmail.com

Visit us at:

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

2015-2016 ASHRAE Society Executive

President

David Underwood
Oakville, ON

Vice President

Patricia Graef
Fort Myers, FL

President-Elect

Timothy Wentz
Lincoln, NE

Vice President

Charles Gullledge III
Greensboro, NC

Treasurer

Bjarne Olesen
Kongens Lyngby, Denmark

Vice President

James Vallort
Chicago, IL

Vice President

Walid Chakroun
Safat, Kuwait

Secretary

Jeff Littleton
Atlanta, GA

2015-2016 ASHRAE Regional Executive

Director & Regional Chair

Keith Yelton
Portland, OR

Treasurer

Tom Jacknisky
Edmond, AB

Assistant Regional Chair

Kevin Marple
Beaverton, OR

CRC Chair

Ryan MacGillivray
Saskatoon, SK

Regional Members Council Representative

Russ Lavitt
Winnipeg, MD

RP PVC

Ruth Armstrong
Eagle River, AK

Chapter Technology Transfer

Heric Holmes
Regina, SK

GGAC RVC

Jeff Hurd
Anchorage, AK

Nominating Committee Member

Eileen Jensen
Portland, OR

Regional Historian

Doug LeCren
Anchorage, AK

Student Activities

Michael Nafzgar
Spokane, WA

Membership Promotion RVC

Bruce Dobbs
Portland, OR

Nominating Committee Alternate

Rob Craddock
Regina, SK

YEA Regional Chair

Gregory Jernstrom
Anchorage, AK



**May
9-11
2016**

*Acquiring Projects Requires
More Than A Good Estimate*

ESTIMATING

**PROJECT PROCUREMENT
AND STRATEGIES
4th EDITION
SASKATOON, SK**



CONFERENCE SPEAKERS:

Who Should Attend?

Company Presidents and Owners, Vice President of Estimating, Chief Estimator, Estimator, Project Managers who also estimate, or anyone responsible for estimating and procurement of work.

When:

May 9-11, 2016

Conference Location:

Hampton Inn & Suites by Hilton
Saskatoon Airport
110 Gateway Blvd, Saskatoon, SK S7L 1S4 Tel: 306-933-1010

Hotel Location:

Ideally situated less than one mile from the Saskatoon John G. Diefenbaker International Airport, Hampton Inn & Suites by Hilton Saskatoon Airport offers a prime location for business travelers and visitors to Saskatoon. Enjoy easy access to attractions such as the SaskTel Center and the South Saskatchewan River. Downtown Saskatoon is also just ten minutes away.

Feel at home in a spacious guest room or suite at this contemporary hotel in Saskatoon. Each room features stylish décor and modern amenities, including free WiFi access, an HDTV and a clean and fresh Hampton bed™. Start the day right with Hampton's free hot breakfast. If you're heading out to explore the area, pick up a free Hampton On the Run™ Breakfast Bag on your way out the door, available Monday to Friday.

Business is easy at this Saskatoon Airport hotel with complimentary WiFi access. Enjoy a workout in the modern fitness center or take a dip in the indoor pool and hot tub. We also offer a 24-hour convenience store with a great selection of drinks and snacks to enjoy in your guest room or on the go.

Hampton Inn & Suites by Hilton

Saskatoon Airport
110 Gateway Blvd, Saskatoon, SK S7L 1S4 Tel: 306-933-1010

Hotel Accommodations:

For overnight accommodations please contact the hotel at 306-933-1010

Standard Guest Room: \$119/night + GST

King + Sofa: \$139/night + GST

Suites - King: \$179/night + GST

Suites - 2 Queens: \$199/night + GST

Be sure to advise them that you are under the "Mechanical Contractors Association of Canada (MCAC)" room block to obtain special room discounts. Deadline for making reservations is **April 15th, 2016.**

After that time, rooms are subject to availability and will no longer be at the conference rate.

Brought to you by:

Mechanical Contractors Association of Canada
Mechanical Contractors Association of Saskatchewan
Construction Education Council

JACK WILHELMI



John (Jack) B. Wilhelmi is President Emeritus of the Omaha Division of The Waldinger Corporation. Wilhelmi has served Waldinger for forty years, the first ten years as VP of Estimating and the last thirty as a Division President. During the last year as Vice President of Estimating, he supervised the bidding of over one billion dollars of mechanical work (present day dollars). Wilhelmi is a past President of the MCAA having served as its National President in 2008 and 2009.

TIM WENTZ Professor, University of Nebraska



Professor Wentz graduated from the University of Nebraska with a BS degree in Mechanical Engineering and a Master's degree in Business Administration. He then went on to work in the family mechanical contracting firm. He spent 19 years in the industry, before entering academia. Wentz has received numerous awards for his teaching and service to the HVAC industry including the Distinguished Service Award, MCAA's highest award and he is the current President of ASHRAE.

DAN LEDUC Partner, Norton Rose Fulbright



Mr. Leduc practices primarily construction law and commercial litigation. Within construction law, he is frequently called upon to advise and represent owners, engineers, subcontractors, suppliers and builders in such front-end services as contract review, tender issues and general construction matters, as well as in litigation and arbitration.

SCHEDULE OF EVENTS



MONDAY, MAY 9

2:00 PM – 3:00 PM Registration Opens

3:00 PM – 3:30 PM Jack Wilhelmi
Opening and Process Flow

The opening presentation will show the importance of a defined, repetitive process not a new work of art each time an estimate is prepared. The presentation will also show how the “proposal” is used as a sales tool not just a required form. The flow diagram also demonstrates the need for feedback and communication to and from operations.

3:30 PM – 4:00 PM Tim Wentz
Company Branding and Team Building

This short presentation talks about how the course achieves its educational goals through team-based learning and the importance of establishing a brand. All organizations have a brand and it is critical that the brand of the organization projects the intended message to both clients and the industry.

4:00 PM – 6:00 PM Dan Leduc
Deal Breakers

Deal Breakers - where to look for deal breakers, how to fix the deal breakers and the importance of dealing with them before the day of the bid will be demonstrated and discussed. How to avoid the discovery of a “deal breaker” the night before the bid is due and taking the risk rather than solving with proposed language or making the decision not to bid.

6:30 PM
Dinner Function - Sponsored by MCA Saskatchewan

TUESDAY, MAY 10

7:00 AM – 7:30 AM — Breakfast

7:30 AM – 8:30 AM Jack Wilhelmi
Budget Request and Modular Estimating
Most requests for proposal begin with a budget request of some form or another. This conference will begin in the same fashion. Included in this discussion will be an explanation of modular estimating, which is a simple process to quickly determine preliminary budgets to satisfy the client’s budget request and is also an important part of the decision to bid.

8:30 AM – 9:30 AM Tim Wentz
Project Risk and Go/No Go Strategies

The project risk presentation explores the types of risks that typically occur on a construction project and how a project acquisition team can mitigate those risks through a company – wide Go/No Go Strategy. The presentation discusses “hard” risks versus “soft” risks, the “Risk/Reward” ratio, available risk management tools and how a strategic Go/No Go plan can provide a consistent method of addressing these risks.

9:30 AM – 9:45 AM Coffee Break

TUESDAY, MAY 10

9:45 AM – 12:00 PM Jack Wilhelmi
A Day in the General Contractors Bid Room

This exercise will give each team member the opportunity to experience a General Contractor’s Bid Room at the final hour in a very realistic setting. They will analyze various mechanical bids and select the low number to use at the appointed time. Time will be limited, actual proposals and documents are used and the results will be posted. The Teams will have the opportunity to walk in our customer’s shoes.

12:00 PM – 1:00 PM Lunch

1:00 PM – 2:30 PM Tim Wentz
How a Client Decides

This presentation explores how people make decisions based upon how our brains are wired and constructed. Using that information as a foundation, strategies and tactics are investigated to generate a competitive advantage in the writing of proposals as well as in negotiating sessions.

2:30 PM – 2:45 PM Coffee Break

2:45 PM – 6:00 PM Jack Wilhelmi
Proposal and Exercise

This session will demonstrate the importance of the proposal as a sales tool as well as a plan and definition of your estimate. The teams will prepare and submit a proposal for the case study. The importance of the timing of the preparation of the proposal, at the beginning of the acquisition process rather than the end, will be clearly documented.

6:30 PM
Social Function – Hudson’s Canadian Tap House
Sponsored by Victaulic Company of Canada

WEDNESDAY, MAY 11

7:00 AM – 7:30 AM — Breakfast

7:30 AM – 10:15 AM Jack Wilhelmi
Final Summary

The final summary process will be discussed as a tool that does much more than total the price. Like the proposal, the final summary should be prepared well in advance of the due date for the proposal. The final summary becomes a process that is repetitive, not a brand new spreadsheet for each bid, and includes many standard checklists and a project schedule.

10:15 AM – 10:30 AM Coffee Break

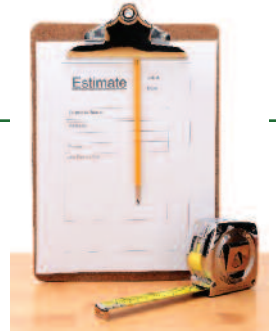
10:30 AM – 11:30 AM Tim Wentz
Effective Turnover Meetings

This session will teach you what a turnover meeting is and the roles and responsibilities of the estimator/acquisition team.

11:30 AM – 12:30 PM Lunch

12:30 PM – 4:00 PM Jack Wilhelmi/Tim Wentz
Presentations

Each team will present their priced proposal to the presenters in a lifelike sales situation.



REGISTRATION FEES AND DEADLINE INFO

3 WAYS TO REGISTER:

ONLINE

www.constructioneducation.ca
or scan and email to
tania@mcac.ca
constructioneducation.ca

FAX

Complete form and fax to
613-235-2793

MAIL

Complete the form and mail with
payment to: CEC
601-280 Albert St.
Ottawa, ON K1P 5G8

PAYMENT INFORMATION

Registration Fee

Fee covers all meals, breaks,
receptions, and conference materials

MCA Non-Member

Fee covers all meals, breaks,
receptions, and conference materials

Companion

Fee covers all meals and receptions

Non – Member Companion

Fee covers all meals and receptions

Early Bird
On or Before
April 15

Regular
On or After
April 16

\$1095

\$1295

\$1495

\$1695

\$295

\$495

\$495

\$695

EARLY BIRD DISCOUNT

Early Bird Discounts are applicable until April 15th.
Registration must be completed that date or postmarked.

CANCELLATION POLICY:

If it becomes necessary to cancel your participation in the conference, please send written notification to Tania Johnston, Executive Director, at CEC as soon as possible. Please note the following refund information:

No refunds will be granted if cancelled after April 25, 2016.

Substitutions are always accepted.

QUESTIONS?

Please visit www.constructioneducation.ca, call 613-232-5169
or email tania@mcac.ca.

METHOD OF PAYMENT

Registrations cannot be processed without payment.
Methods of payment include cheque,
MasterCard, Visa, American Express or by Invoice.

MCAC B.I.N. #124973520

All prices are in CDN dollars.

CLASS SIZE IS LIMITED TO 30
Register early to avoid disappointment



ESTIMATING CONFERENCE REGISTRATION

How to Register:

1. Register online at www.constructioneducation.ca
2. Scan and email registration to tania@mcac.ca
3. Fax: 613-235-2793
4. Mail with payment to: MCAC 601-280 Albert St. Ottawa, ON K1P 5G8

REGISTRATION INFORMATION

*Due to limited space (30 seats only), registrations will be processed on a **first come, first served basis**. Register early to avoid disappointment.*

Name _____ Badge Name _____

Company Name _____ Title _____

Company Address _____

City _____ Prov/State _____ Postal Code/Zip Code _____

Work Phone # _____ Fax # _____ Email _____

Home Address _____

City _____ Prov/State _____ Postal Code/Zip Code _____

Home Phone _____ Spouse Name (if registering) _____

☐ Unless this box is checked, I agree to allow my photo to be taken during the conference and used in future CEC and MCAC publications.

REGISTRATION FEES (includes all sessions, continental breakfasts, breaks, lunches, and receptions)

Registration Type

Registration Postmarked by:

Registration Fee

Companion A la Carte (includes meals & receptions)

MCA Non-Member Registration Fee

MCA Non-Member Companion A la Carte

Early Bird

On or Before April 15th, 2016

☐ \$1,095.00 + GST

☐ \$295.00 + GST

☐ \$1,495.00 + GST

☐ \$495.00 + GST

Regular

On or After April 16th, 2016

☐ \$1,295.00 + GST

☐ \$495.00 + GST

☐ \$1,695.00 + GST

☐ \$695.00 + GST

Total Submitted

\$ _____

\$ _____

MCAC B.I.N# 124973520

CANCELLATION POLICY

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REGISTRATIONS CANNOT BE PROCESSED WITHOUT PAYMENT

METHOD OF PAYMENT

☐ Cheque (payable to MCAC) ☐ MasterCard ☐ Visa ☐ American Express ☐ Invoice Me (Members Only)

Card Number _____ Expiration _____

Cardholder Name _____ Signature _____