



CLEVELAND ASHRAE NEWSLETTER

October 2009



OCTOBER MEETING

Engineering Better Relationships

October 19, 2009

Times:	4:15-5:30pm	Board Meeting
	5:30-6:15pm	Happy Hour
	6:15-7:15pm	Dinner
	7:15-8:15pm	Presentation

Speaker: Larry Prevost
Location: Harry's Steakhouse
5664 Brecksville Road
Independence, OH 44131

R.S.V.P. @ (216) 373-0315 by 12:00 Noon on Friday, October 16th for Reservations.
Please state if you need a CPD Certificate. Dress Attire is Business Casual.

Engineering Your Relationships For Results

We are very fortunate to have Mr. Larry Prevost, a Dale Carnegie instructor, return to our chapter. You may recall Larry from the 2008 CEUniversity. During our October meeting, Larry will look at why we need to understand the principles that govern daily human interaction. We will look at some of these principles and gain a better understanding of their impact on our lives and the lives of the people that we interact with on a daily basis. Lastly, we'll take a look at why we fail to effectively use these principles. We'll review some of the beliefs and factors that are already in play preventing us from designing effective and productive relationships. And, we will discover how we can remove some of these roadblocks as we seek to create productive relationships with the people we need to get things done.

This Month's Sponsor



NORTHRICH COMPANY
HVAC Products

If you are interested in sponsoring the newsletter,
please contact Matt Morgan at 216-391-3700.



THE PRESIDENT'S CORNER

BY ROBERT LANEVE



October 9, 2009

Thank you to each of our members who helped kick-off a new ASHRAE Year in September. We appreciate your attendance and we hope to see everyone back on October 19th for our presentation involving "Engineering Your Relationships for Results." This meeting will provide our members a chance to grow on a personal level, stepping outside of the normal technical arena. Personal development is imperative to one's success and career advancement. The business transactions that we conduct are based on relationships, relationships that we have with architects, building owners, contractors, representatives, other engineers, etc. A better understanding of each other and how we interact with one another will improve our chances for successful and meaningful relationships. Our October meeting will enhance our knowledge of relationships.

The October meeting will also be "Research Donor Recognition Night." During our meeting we will



honor all those individuals from our chapter who contributed to the 2008-09 ASHRAE Research campaign. And to round out our meeting, another area of our chapter being recognized is the Young Engineers in ASHRAE (YEA) group. All YEA members and potential new YEA members are encouraged to stand up and be counted in October...you are our future!

Last month we were fortunate to have Mr. Joe Collier with us to receive his 50 year ASHRAE award. Many members in attendance recalled Mr. Collier's career with the gas company and reminisced about past times. Congratulations on your 50 Year Award Mr. Collier!

All Members are reminded to update their Membership Profile on the ASHRAE Website. Tim Baker is working diligently on compiling the 2009-10 Rosters. Our target publication date is for January 2010, for distribution at the January 21, 2010 monthly meeting!

OFFICERS & COMMITTEE CHAIRMEN

2009-2010 Officers and Board of Governors

President Robert Laneve
President Elect Billy Kodosky
Treasurer Shawn Beres
Secretary Dominic Cacolici

Board of Governors

Matt Morgan
Matt Nelson

Committees and Chairs

**Chapter Technical
Transfer Committee** Robert Laneve

**Programs
(CTTC)** Robert Laneve

Refrigeration (CTTC)

Richard B. Long

Gov't Activities (CTTC)

Doug Barnes

Membership & Roster

Tim Baker

Product Directory

Daniel J. Bacik

Research Promotion

Bob Chmielewski

Newsletter

Matt Morgan

Student Activities

Scott K. Jordan

Honors & Awards

Fred H. Hollman

Historian

Dave Deschler

Science Fair

Steven R. Armstrong

Meeting Host

Shawn Beres
Joe Deucher

Scholarship Fund (Sal Triana & Gardiner)

Ken Borah
Billy Kodosky
Shawn Beres
Gary Gardiner

Golf Outing

Louis A. Bentzen
Ken Borah

Engineer's Week James G. MacMillan

Special Events (December Social)

Mike Denk

Budget & IRS Compliance

Fred H. Hollman

Sunshine Fund

James W. Wickert

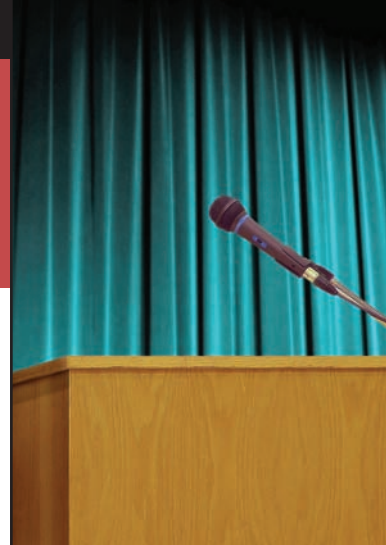


SPEAKER BIO

Larry Prevost is a certified Dale Carnegie Instructor and an IT consultant for Dale Carnegie Training of OH and IN. In addition to training and selling with Dale Carnegie, his background includes design engineering, technical support, and sales engineering. Larry has worked with a number of companies including Intel, Cisco, NASA AMES, and Wal-Mart. He's had first hand experience developing and using these communication strategies for selling and supporting a variety of high-end technologies including High Performance Computing and Enterprise Storage Architectures.

In addition to Dale Carnegie, he has worked with Toastmasters Intl, serving in a number of leadership positions. He has designed and conducted a number of speaking programs for middle schools and for non-profit organizations helping individuals of all ages to speak in front of groups, organize their thinking and effectively communicate their ideas.

Larry received his undergraduate degree from MIT in Electrical Engineering and is also a certified practitioner of Neuro Linguistic Programming. He runs in his spare time and has completed over 40 marathons, including the Cleveland Marathon and the Akron Marathon.



SEPTEMBER MEETING RECAP

At our September 21, 2009 meeting we had the pleasure of listening to Mr. Jerry Sipes, of PRICE Industries, discuss "Radiant Cooling Technologies." Jerry provided an entertaining and educational presentation to all those in attendance. Radiant technology has been in existence for over 60 years and has been widely implemented in many European countries. As a cooling technology it has recently been more frequently used here in the United States. Radiant cooling and heating relies on water as the primary heat transfer medium verses

the conventional use of air. Although ventilation air is still required, the increased efficiency in heat transfer using water has provided some projects with a 20-30% energy savings. Additional benefits might also include reduced maintenance, better thermal comfort, better IAQ and a quieter system. Some concerns might include higher first cost and the need for better humidity control. Because cost is often a driver for many projects, it is important to remember that the "right product" must be selected for the "right application." Radiant products often involve the

terms passive, active, panels, chilled beams or chilled sails. Properly reviewing products will provide the best fit. It is also imperative to have the entire construction team on-board with the radiant concept. These devices may require unfamiliar installation techniques or can greatly impact the space aesthetics. Integrated design teams offer the greatest chance for a successful radiant project. Thank you Jerry for visiting our Cleveland Chapter!

ASHRAE Scholarship Application

If you know of someone who is actively attending college to earn a mechanical or architectural engineering degree at a Northeast Ohio University or out of the area but is from the Northeast Ohio area, please point them in a direction of a Sal Triana Scholarship possibility. The intent of this scholarship is to help those engineering students seeking to someday make a career in the HVAC consulting/engineering/sales businesses get through the financial struggles of a higher education.

Applications can be found on the Cleveland ASHRAE Website and e-mailed to kborah@karpinskieng.com. If you have any questions please feel free to contact Ken Borah at **216-391-3700**.



ASHRAE RESEARCH PROMOTION

THANK YOU!



The Cleveland ASHRAE Chapter would like to thank each individual / company that made the honor role or higher for their contributions during the 2008-2009 campaign. At the October 19th ASHRAE meeting the chapter will recognize these donors for the 2008-2009 year. All these donors' names appear in the ASHRAE October Journal. Every dollar contributed towards ASHRAE Research is spent on research projects for the continuing development of new standards and design principles. Through your support the Cleveland Chapter was able to exceed its target again for 2008-2009 by raising \$21,963. We would also like to thank Dom Cacolici for all his hard work the past few years as the RP Chair in exceeding expectations on donations.

Your continued participation at this level is appreciated to meet this year's campaign goals to provide funding for current projects. Please go to ASHRAE.ORG/RESEARCH PROMOTION to learn what ASHRAE Research can do for you!



For more detail & information go to the Research Promotion [Quicklink!](#)

ASHRAE Research Promotion Chair for the Cleveland Chapter

[Bob Chmielewski](#)



IN THE NEWS...



Sixth Annual Joint Associations Holiday Social



The event will be held on Thursday December 3, 2009 at 5:30pm at the Embassy Suites Hotel - located at 5800 Rockside Woods Boulevard, Independence.

For more information please contact:

Construction Employers Association

950 Keynote Circle, Suite 10
Cleveland, Ohio 44131-1802
(216) 398-9860 / FAX (216) 398-9801
Email: twalker@ceacisp.org
Executive Assistant
Trade Association

Walker, Antonette "Toni" (Ronald)

10242 Forestwood Lane
North Royalton, Ohio 44133-3372
(440) 582-7101 / Cell (216) 401-8934
Email: walkann_99@yahoo.com

ASHRAE 50 Year Membership Recognition

***Joseph Collier receives his 50 Year Membership
Recognition at the young age of 84!***





CHAPTER CALENDAR



September 21, 2009

Radiant Cooling Technologies

Location: [Harry's Steakhouse](#)

October 19, 2009

Engineering Better Relationships

Location: [Harry's Steakhouse](#)

November 16, 2009

Cleveland Clinic Tour

Location: [Cleveland Clinic](#)

December 3, 2009

Sixth Annual Joint Associations Holiday Social

Location: [Embassy Suites, Independence](#)

January 20, 2010

Lunch Meeting:

ASHRAE Learning Institute

Location: [Sheraton Rockside](#)

February 12, 2010

ASHRAE Social

Location: [TBD](#)

February 17, 2010

Lunch Meeting:

ASHRAE DL

Location: [Sheraton Rockside](#)

March 15, 2010

Mr. Gordon Holness, ASHRAE Society President

Location: [Harry's Steakhouse](#)

April 19, 2010

Cleveland USGBC (Pending)

Location: [Harry's Steakhouse](#)

April 21, 2010

Satellite Broadcast (Commissioning)
(Pending)

Location: [WKYC or Karpinski](#)

May 17, 2010

Improving Efficiency

Location: [Harry's Steakhouse](#)

June 2010

Membership Promotion Golf Outing

Location: [Sugar Bush?](#)

