



## AMCA International President's Message



AIR MOVEMENT AND CONTROL  
ASSOCIATION INTERNATIONAL, INC.

**Jo Reinhardt**

### February 2007

Many exciting events continue to happen at AMCA and within our industry. Staff continues to work hard to provide information and services to all our members and to strengthen alliances within our industry around the world.

On January 18-20, 2007 AMCA's own Executive Director, Barbara Morrison, and Director of Lab Services, Mark Stevens, participated as an exhibitor for the largest air-conditioning, refrigeration, heating and allied industries exposition in India. COMFEX is held every two years, this years show was held in Science City, Kolkata (formerly Calcutta), and organized by ISHRAE Kolkata chapter.



A big **"Thank You"** goes out to **Monoj Khati** from **Kruger India** for all his assistance with arranging our participation in COMFEX, booth space, speaker arrangement and shipping and receiving etc.

Those of us that attended the **AHR / ASHRAE** show recently in Dallas, TX, were enthused by the attendance, educational programs offered, and the diversity of exhibits. AMCA's exhibit booth had visits from members and non-members (**pictured: Pete Neitzel & Jo Reinhardt**) from all across the globe such as; Egypt, China, Germany, Brazil, UK, and Turkey to name just a few. **Thank you! to all of our members who stopped by to say hello!**



The AMCA sponsored Educational session, proved again to be highly popular. The session was presented by **Rad Ganesh Ph.D, P.E., of Twin City Fan Companies**. Rad, presented *"Fan Selection from an Efficiency, Sound and Cost Perspective"*, and was attended by over 100 people! **"Thank you Rad!!!"**



The AMCA Spring Conference is shaping up to be the best one yet! This year we have **3 separate meetings**: *Human Resources and Manufacturing Executives Councils Meeting, Sales and Marketing Council Meeting, and UL Damper Industry Group.*

**If you haven't registered yet....Hurry!!! There are still a few spots left!**  
Questions? contact Kim Woloszyk at 847-394-0150, or [kimw@amca.org](mailto:kimw@amca.org).

### Human Resources & Manufacturing Executives Councils Meeting

March 4-6, 2007, Jacksonville, FL

*Combined and separate council meetings covering: employee benefits/ cost controls, labor issues, OSHA, employee relations, production methods / problems / solutions, new technologies, product development and today's changing workplace and workforce.*

### Sales and Marketing Council Meeting

March 4-6, 2007, Jacksonville, FL

**SPECIAL FORCES:** Topics include: Doing Business in China, Working to Grow and Plan Spec Business, Powerful Leadership Practices for the Industry, Negotiation Skills Workshop, AMCA

International's New Strategic Plan, Macroeconomics Outlook for 2007-2008, and Marketing Challenges.

#### AMCA International / UL Damper Industry Group

March 6-8, 2007, Jacksonville, FL

Meeting topics will include:

**AMCA Louver Engineering Committee**-New Wind Driven Rain Standard, structural calculations, Standard 540 update.

**AMCA Damper Engineering Committee**- CARC, UL, NFPA, ASHRAE, SMACNA, AMCA 500-D and 511 status reports.

**AMCA Code Action & Review Committee**- AFSCC, ICC, IAPMO, CBC and other code activity updates with Vickie Lovell.

**UL Damper Industry Meeting**- Service issues, AMCA 520, multi section testing and other damper related issues.

#### AMCA INTERNATIONAL to attend China Refrigeration Show, Guangzhou, China

On April 4-6, 2007 the China Refrigeration show will be taking place in Guangzhou Expo Center. AMCA will again be involved as a co-sponsor, along with ASHRAE, HARDI, U.S. Commercial Service, and ARI.

It's traditional to have our **Pacific Rim Region Meeting** during this time. The meeting will be held at 7:00 pm on the 5<sup>th</sup> of April at the Shangri-La Guangzhou Pazhou Hotel. Some of the agenda topics will include; state of the association, status report on AMCA accredited independent laboratories, CRAA QCC activities related to AMCA CRP, MPI Korea activities related to AMCA CRP, and marketing and meeting member needs in the Pacific Rim Region.

Information and registration for the Pacific Rim Region Meeting is available through [www.amca.org](http://www.amca.org), contact Barbara Morrison [bmorrison@amca.org](mailto:bmorrison@amca.org) or Kim Woloszyk [kimw@amca.org](mailto:kimw@amca.org) at AMCA.

#### AMCA European Region Meeting, London, U.K.

On Wednesday April 25, 2007 AMCA will host the European Region Meeting, and Eurovent Meeting. The meeting is set to begin at 9A.M. at the British Standards Institute (BSI), some of the topics include; the state of the association, marketing AMCA in Europe, Certified Ratings Program in Europe, and a report on TC 117 activities.

Information and registration for the meeting is available through AMCA's website at [www.amca.org](http://www.amca.org). Please contact Barbara Morrison, or Kim Woloszyk for more information.

#### **AMCA International inmotion needs your advertising support for April 2007 issue!**

As the official publication of the **Air Movement and Control Association International (AMCA)**, *AMCA inmotion* is dedicated entirely to mechanical ventilation systems -- air movement and control.



*AMCA inmotion* will reach HPAC ENGINEERING'S entire circulation of 57,000 engineering professionals, and 95% of those subscribers design, specify, recommend, and/or select Air Distribution/Ventilation Equipment.

*AMCA inmotion* is an exclusive AMCA-member only magazine, which means only AMCA members can have editorial content, and only AMCA members may advertise in the magazine. *AMCA inmotion* includes: editorial, display advertising, product-lit, white papers, and an AMCA member directory.

**The next publication of *AMCA inmotion* is scheduled for April**

**2007; please make sure you don't miss this wonderful editorial & advertising opportunity!**

Please contact Marian Vambreck: [mvambreck@amca.org](mailto:mvambreck@amca.org) for more information.

As you can see, AMCA and its membership are very busy over the next few months. The March Spring Conference will combine the meetings for the Human Resources and Manufacturing Executives Council Meetings, UL Damper Industry Advisory Group, and Sales and Marketing Council Meetings.

Combining these meetings allows members from different committees to learn and share views on current issues impacting our industry.

In closing, AMCA staff has mailed the registration forms for the **May 6-7, 2007 Midyear Meeting**, this is an excellent opportunity to learn more about AMCA's current activities, and for providing input on how the Association can better serve you and your company. Please plan on attending as it is your Association and your participation makes a difference.

**Please keep watching this column for information on AMCA International activities.**

**Respectfully,**

**Jo Reinhardt**

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**A technical paper entitled "External Shading Devices in Commercial Buildings"** AMCA International collaborated with John Carmody and Kerry Haglund from the Center for Sustainable Building Research at the University of Minnesota to develop the technical publication detailing the benefits of sunshade devices (louvers). **AMCA International's Standard 530** committee members provided input and guidance to the publication.

*External Shading Devices in Commercial Buildings* is published by AMCA International and is available for download on the AMCA website at [www.amca.org](http://www.amca.org).

## **APPI Electricity & Utility Update**



**An AMCA Member who participates in the APPI program has a projected savings from 12/1/2005 to 11/30/2010 of \$255,000!!!**

### **About APPI**

A member benefit of your association is the APPI Savings Solutions Program. Managed by Affiliated Power Purchasers International (APPI), an independent utility consulting firm, this program provides savings solutions for your business. APPI's electricity procurement service protects your business and your bottom line. APPI reviews pricing and product options, and then presents you with the most competitive electricity rates. You choose whether to implement APPI's solutions.

**Utility Audit Savings Nationwide**

All members in the U.S. can take advantage of a utility audit. Savings opportunities exist in telecom, water/sewer, waste removal/recycling, electricity, and freight services. Contact APPI to discuss a customized solution for your business to realize a 10–20% reduction in expenses. There is no obligation — implement APPI's recommendations only if it is in the best interest of your business.

Contact APPI at (800) 520-6685 or [info@appienergy.com](mailto:info@appienergy.com)

### **Confidence Index**

AMCA's popular **Confidence Index for Bookings** report for the **1st Quarter of 2007** is available at [www.amca.org](http://www.amca.org).

The confidence index is a subjective expression by member companies on the relative health or vigor of the industry categorized by market segment. Member companies are asked to indicate, via a short survey, the changes they anticipate in bookings over the next three months compared to the same quarter of the previous year, and previous quarter. Market segments included in the survey are residential, commercial and institutional, industrial (including power generation) and agricultural.

Please visit AMCA International's [website](#) and click on [MyAMCA Member Login](#). If you do not have a password or forgot your password, e-mail [mnelson@amca.org](mailto:mnelson@amca.org).

### **Standards Update**

#### **AMCA International Standards**

On January 23, 2007, AMCA International announced that the Board of Standards Review of the American National Standards Institute (ANSI) approved:

#### **Revised-ANSI/AMCA Standard 500-D-07, "Laboratory Methods of Testing Dampers for Performance Rating"**

This ANSI/AMCA Standard establishes uniform laboratory test methods for Dampers. Characteristics determined by this standard include air leakage, pressure drop, dynamic closure, and operational torque. Tests that are conducted in accordance with the requirements of this standard are intended to demonstrate the performance of a damper and are not intended to determine acceptability level of performance.

#### **AMCA International approves AMCA 212-07, a "Certified Ratings Program, and Product Rating Manual for Smoke Management Fan Performance"**

AMCA approved *AMCA 212-07* a new *Certified Ratings Program (CRP) for Smoke Management Fan Performance*, this new program will be utilized in the testing of fans used in smoke management systems.

#### **AMCA International approves AMCA 502-06, a "Damper Application Manual for Heating, Ventilating, and Air Conditioning"**

AMCA approved *AMCA 502-06* a new *Damper Application Manual for Heating, Ventilating, and Air Conditioning*, and provides information and important points to be considered when designing or specifying heating, ventilating, and air conditioning (HVAC) installations requiring dampers for use in temperatures from -28°C to 121°C (-20°F to +250°F), pressures to 2500 Pa (10 in. wg) and velocities to 25.4 m/s (5000 fpm).

#### **AMCA International approves AMCA 600-06, "Application Manual for Airflow Measurement Stations"**

AMCA approved **AMCA 600-06** a new **Application Manual for Airflow Measurement Stations**, and provides information and important points to be considered when designing or specifying

heating, ventilating, and air conditioning (HVAC) and other applications in installations requiring airflow measurement stations (AMS) for use in temperatures from -30°C to +120°C (-20°F to +250°F), pressures to 250 Pa (10 in. wg) and velocities to 28 m/s (5500 fpm).

**Revised - ANSI/AMCA STANDARD 500-L-07, “Laboratory Methods of Testing Louvers for Performance Rating”.**

AMCA announced that the Board of Standards Review of the American National Standards Institute (ANSI) approved the following document on January 11, 2007:

This ANSI/AMCA Standard establishes uniform laboratory test methods for louvers. Characteristics determined by this standard include air leakage, pressure drop, water penetration, wind driven rain, and operational torque. Tests that are conducted in accordance with the requirements of this standard are intended to demonstrate the performance of a louver and are not intended to determine acceptability level of performance.

**AMCA Standards are available at a cost of \$45.00 per copy for AMCA members and \$90.00 per copy for non-members. Please visit [www.amca.org](http://www.amca.org)**

**The American National Standards Institute (ANSI)**

ANSI has a new version of NSSN vertical search engine for national, foreign, regional and international standards and regulatory documents. Major enhancements to the NSSN include additional content, a streamlined, user-friendly design, greater speed, improved search functionality, and results filtering and display options.

Details about the updated version of the NSSN can be found on ANSI Online.

**AMCA International White Paper  
Certified Ratings – A Closer Look**



Available on the AMCA website, this paper explains to prospective buyers, specifiers, contractors, and users of air movement and control devices the need for validated published product performance ratings. The paper details the difference between AMCA Certified, Tested in Accordance with, or Tested at AMCA. The paper is available for download on the AMCA website at [www.amca.org](http://www.amca.org) and will soon be available in several languages.

**Statistical Program**

**Has your company signed-up for this program?**

70% of our North American members are participating in [AMCA International's Statistical Program!](#)

**AMCA International's Bylaws require all North American member companies to participate, effective July 1, 2005.**

The Board is working with the Statistical Program Review Subcommittee to understand the reluctance to participate and determine a course of action to address non-participation. In the near-term, non-participating companies will be contacted.

If you have any questions, or still have not registered for this member benefit program, please email Christie Kornacker, or Marian Vambreck at [ckornacker@amca.org](mailto:ckornacker@amca.org) or [mvambreck@amca.org](mailto:mvambreck@amca.org).

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## **Mark your Calendars**

**March 4-6, 2007**

**AMCA Spring Meetings**

Jacksonville, FL

**March 16-17, 2007**

**HVACR Vietnam 2007**

Ho Chi Minh City, Vietnam

**April 4-6, 2007**

**China Refrigeration 2007**

Guangzhou, China

**April 5, 2007**

**AMCA Pacific Rim Region Meeting**

Guangzhou, China

**April 25, 2007**

**AMCA European Region Meeting**

London, U.K.

**May 6-7, 2007**

**AMCA Midyear Meeting**

Chicago, IL

**September 17-19, 2007**

**Fan Noise 2007 – 3rd International Conference**

Lyon, France

**October 12-15, 2007**

**AMCA Annual Meeting**

Phoenix, AZ

**October 28- November 1, 2007**

**Big 5 HVAC Exhibition**

Dubai, U.A.E.