

# Greetings From the President

Gary Benson



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## October 2008

As your 2007-2008 AMCA International President, this will be my last monthly newsletter. Next month, the newsletter will come to you from your 2008-2009 President, **Denis Labelle, Vice President of T.A. Morrison & Co. Inc. (TAMCO)**.

First I want to express my pleasure in being able to serve you as President of the Association. The support I have received from my fellow board members, the staff and everyone in the industry around the world has been sincerely appreciated.

This past year has been both a challenging and very rewarding for me personally. I have been fortunate to get to know many of our members around the globe. The association continues to work with our members as well as industry professionals around the world to keep you abreast of the information, services, and products available in our industry.

In my role as president, I was invited to participate in many industry meetings and events. I am pleased to report that the level of cooperation between associations continues to grow. There is tremendous support for coordinating our efforts to improve our industry as a whole. I especially wish to thank the 2007-2008 Board of Directors for their support, efforts and accomplishments.

## AMCA Annual Meeting

Thursday October 16<sup>th</sup> kicked off this years meeting with Board of Directors, Committee, and Division meetings, along with two Educational Sessions; the first presentation was by Mr. Terry E. Townsend, PE, ASHRAE President 2006-07, Terry gave a moving presentation on global warming, environmental changes, climate change, and Man's "Carbon Footprint."; the second session was a panel discussion addressing what AMCA is accomplishing regarding Efficient Products and Efficiency Labeling. First, John Cermak explained AMCA's new Fan Efficiency Labeling Program, a energy classification for fans, next, Bill Cory explained what the European Union is working toward for requiring higher efficiency products in Europe, Terry Townsend gave a comparison of ASHRAE's 90.1 2004, 90.1 2007, and 90.1, 2010. Lastly, Art LaPointe gave an overview of the Application Manual for Sun Control Devices. This publication outlines design variations, finishes, industry practices and common installations.

Thursday evening started with the First Timers Orientation where AMCA Executive Director, Barbara Morrison, gave an overview of the association, membership, CRP and introduced AMCA Staff. The attendees also viewed the new AMCA Corporate DVD/Video, giving them a better understanding of what AMCA is all about.



Then, members, guests and staff were whisked off to the Welcome Reception/Dinner on the Georgia Queen Riverboat for an evening of good food, friends, and Southern Charm. The men were given Confederate or Union soldier caps as they boarded the boat, and the Ladies were given Parasols. Much fun was had by all, although there were some disagreements concerning who actually won the war!



Friday morning we were back at it with Division Meetings, and in the late afternoon a TC117 working group. Most of the attendees spent the afternoon on Tours, Golf, or Tennis. The afternoon's events included a Spouses tour of the **Mercer House with lunch at Mrs. Wilkes' Boarding House**, followed by an afternoon of friendly competition and fun at the **Men's Golf Shotgun**, and the annual **Mixed Tennis Tourney**. Also included, an additional tour; *House Museum Tour of the Andrew Low House, and the Owens Thomas House.*

We gathered again Friday evening for the Sponsorship Wine and Cheese Reception. This event was very well attended enabling our members to network and socialize with our sponsors, guests, and fellow members. We thank our very generous industry sponsors for their support and this opportunity.



Saturday morning began with the General Session Breakfast, which spouses and guests were invited to attend. Sports, Distinguished Service, and Committee awards were presented during the breakfast. After breakfast the members called the General Session to order. The Executive Committee, and Executive Director, Barbara Morrison, gave reports to the membership. These reports included Board Actions, AMCA Independent Accredited Singapore Laboratory-AFMA, Financials, Laboratory, Certified Ratings Programs, Marketing Committee, Statistical Program, Strategic Plan, and AMCA Headquarters/ facilities reports. Marian Vambrech, AMCA's Director of Marketing & Communications gave an overview presentation of the new AMCA Website. A moment of silence was observed for those who have passed on. We finished with the nominating report, and recessed the session with the election of officers.



**Denis Labelle of T.A. Morrison & Company, Inc.**, inaugurated as AMCA International President.

The outgoing AMCA International President, **Gary Benson of Mechanovent Corporation**, installed as Chairman of the Board.

**Arthur LaPointe of Construction Specialties**, installed as Vice President.

**Michael Barry of Twin City Fan Companies, Ltd**, installed as Treasurer.

**Vic Colwell of Loren Cook Company**, installed as Director-at-Large on the Executive Committee.

Re-elected to the Board of Directors are **Mike Almaguer of Pottorff, C.F. Yang of Kruger Ventilation Industries Pte. Ltd., George Atkinson of Hartzell Fan Company, Mike Binkholder of Mestek, Inc/Air Balance, Stephen "Dane" Carey of United Entertech, and Gary Stroyny of Greenheck Fan Corporation.**

Newly elected to the Board of Directors are **Mike Pijar of Berner International Corporation, and Geoff Sheard of Flakt Woods.** I would personally like to welcome these new members to the Board of Directors.

Saturday afternoon was filled with Tours, Golf, and Sea Kayaking. **Sunday evening** was the elegant **President's Reception/Dinner Dance**, where members, spouses, guests, and sponsors dined on scrumptious fare, and then danced the night away.

Sunday morning, was the final Farewell Coffee and Continental Breakfast for those that didn't have an early morning flight.

### **AMCA Website has a sharp new look and new functions! [www.amca.org](http://www.amca.org)**



The AMCA website is very easy to use and navigate, and at first glance you recognize immediately that you're on AMCA's site. Members and non-members will enjoy the easy search for AMCA members all over the Globe. They may search by name, country, or regions. Publications and Standards up for review will be a snap, with members able to view the documents and post their comments 24 hours a day. AMCA committee members will be able to use a login and view or print the documents needed for their specific committees. Additionally, non-members, members, and specifiers visiting the site will easily learn about AMCA and

the CRP, and can use the certified product search engine as a tool to verify companies who have AMCA certified product. AMCA's new site will also contain a historical library of technical papers written by members and presenters who have participated in AMCA meetings and functions over the years. The website will still easily link to MyAmca for information on testing, statistics, and member only area's. Please visit [www.amca.org](http://www.amca.org)

### **AMCA International has negotiated attractive rates with Yellow Transportation, YRC Regional Transportation, and DHL.**

These companies can provide cost-saving programs to our members. Using these member benefits will save your company money and help you meet your bottom line. *Please visit AMCA's new website to see all of the benefits your company may receive!*

#### **National LTL Transportation**



AMCA Members receive a 67% discount on qualifying less-than-truckload (LTL) shipments with Yellow Transportation. This national carrier offers a wide portfolio of services, fulfilling all your shipping needs.

#### **Regional LTL Transportation**



AMCA Members receive a 67% discount on qualifying less-than-truckload (LTL) shipments with New Penn, USF Holland and USF Reddaway. These regional companies are leaders in next-day delivery, quality handling, and on-time performance.

#### **Small Parcel**



AMCA Member are eligible to save up to 25% on DHL Express Shipping services including DHL Next Day by 10:30 am, 12:00 pm, 3:00 pm, DHL 2<sup>nd</sup> Day, and DHL Ground Services.

## Office Products



**OfficeMax**

OfficeMax offers AMCA Members up to a 50% savings on more than 12,000 office products with convenient purchasing options.

**For more information please contact your association benefits coordinator, Krista Appleton, at 800.647.3061, Ext. 6549**



**February 24-27, 2009 AMCA International staff will be attending *Climatizacion 09* in Madrid Spain.**

For four days, Climatizacion will become the trade meeting point for integral solutions in air conditioning, heating, ventilation and refrigeration, acting as the perfect framework for generating business relations, increasing contacts and presenting new products.

## AMCA inmotion



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.

**Feature articles include; Direct-Drive Applications, Fan System Effect, Linear Dampers, and Energy-Saving Solutions for Fans.**

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.

**\*\* NOTE\*\***

**\*\* Please contact Marian Vambrech at [mvambrech@amca.org](mailto:mvambrech@amca.org) for details about advertising or to submit editorial content for inmotion magazine\*\***



**AMCA publishes English version of Author Alain Guédel's, "Acousitique des ventilateurs" (Fan Acoustics-Noise Generation and Control Methods);** CETIAT a not-for-profit industrial technical center located in Villeurbanne Cedex, France, has granted AMCA International full publishing rights for the English version of Alain Guédel's work entitled "Acousitique des ventilateurs." (Fan Acoustics-Noise Generation and Control Methods.) AMCA International's TACOS committee was commissioned with the task of translating the work from French to English. This book fulfills a much needed gap in available literature for ventilation engineering. Available for purchase through the AMCA website, priced at \$60 for AMCA members and \$120 for Non-AMCA members.

**To order or download Fan Acoustics, Noise generation and Control Methods, visit [www.amca.org](http://www.amca.org)**

### CRP Violation Procedure

AMCA International Board of Directors approved a new procedure to put stricter penalties into the AMCA Certified Ratings Program. The 'penalties; in this case, generally consist of public notification through AMCA International's website ([www.amca.org](http://www.amca.org)) of all CRP violations. Prior to implementing this procedure, the Board is providing the membership an opportunity to read the procedure and become familiar with its requirements. It is their intent to have this procedure fully implemented six months after this newsletter reaches you. The procedure can be found on the AMCA International website at <http://www.amca.org/certified/violation.aspx> then by clicking "CRP Violation Brochure". Please contact Joe Brooks ([jbrooks@amca.org](mailto:jbrooks@amca.org)) or Lisa Ullrich ([lullrich@amca.org](mailto:lullrich@amca.org)) of the AMCA staff if you have any questions.

### Marketing Committee Update

During the general session at the October Annual meeting staff gave an overview to AMCA's new crisp clean website. The new site has many new functions and information please visit [www.amca.org](http://www.amca.org)

Currently the committee is working on development of a Green Campaign for AMCA, which will include outcomes from the ASHRAE 90.1 committee, in the development of a Fan Efficiency Labeling System, and the newly board approved "Application Manual for Sun Shade devices."

The new DVD/Video which debuted at the Midyear meeting is intended to be used for marketing AMCA to universities, providing increased exposure to students and instructors, specifiers, and distribution at trade shows. Production has been initiated to have the DVD/Video translated into Mandarin Chinese. *AMCA has received copies of the new DVD and 5 copies have been sent to each member company. Companies are able to order more DVDs in bulk quantities of 50 or more. For ordering information please contact Christie Kornacker at [ckornacker@amca.org](mailto:ckornacker@amca.org). Please order or view the video at [www.amca.org](http://www.amca.org)*

**Thank you, it has been my privilege to serve as your President over this past year.**

**Respectfully,**



**Gary Benson**

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### **Statistical Program**

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

70% of our North American members are participating in AMCA International's Statistical Program!

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).



### **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.

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

### **Standards Update**

#### **AMCA International Standards**

#### **AMCA International has approved AMCA Publication 504, "Application Manual for Sun Control Devices"**

The intent of the Application Manual for Sun Control Devices (Publication 504) is to provide information and important points to be considered when designing, specifying, and detailing installations of sun control devices for aesthetics and energy cost savings. It is not the purpose of this manual to be used for detailed specifications. However, it serves as a guide toward understanding the various types of sun control devices available and includes items to be considered to ensure their proper use and installation.

## Confidence Index

AMCA's popular confidence Index for Bookings report for the 4<sup>th</sup> Quarter of 2008 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, contact Linda Plesh at [lplesh@amca.org](mailto:lplesh@amca.org).

**Publications and Standards are available as downloads or printed copy on AMCA International's website at [www.amca.org](http://www.amca.org).**

## 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, Test 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 is available in several languages.

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## Mark your Calendars

**October 21-22, 2008**  
**Engineering Green Buildings**  
Las Vegas, NV

**November 18-20, 2008**  
**USGBC Greenbuild**  
Boston, MA

**November 23-27, 2008**  
**Big 5 Expo**  
Dubai, UAE

**January 8-10, 2009**  
**COMFEX**  
Pune, India

**January 26-28, 2009**  
**AHR/ASHRAE**  
Chicago, IL

**February 24-27, 2009**  
**Climatizacion**  
Madrid, Spain

**March 2-4, 2009**  
**AMCA International Spring Meeting**  
*HR/ME, Sales & Marketing, AMCA/UL Meetings*  
Orlando, FL

**March 2-4, 2009**

**Technical Seminar**  
Orlando, FL

**April 5-9, 2009**  
**China Refrigeration**  
Guangzhou, China