



# Greetings from the President

Art LaPointe

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## Mark your Calendars for these upcoming events

- AHR Expo  
January 25-27, 2010  
Orlando, FL
- ACREX  
February 17-20, 2010  
Mumbai, India
- Engineering Conference  
February 28 - March 2, 2010  
San Antonio, TX
- AMCA Spring Meetings  
HRME  
Sales & Marketing  
AMCA/UL  
February 28 - March 4, 2010  
San Antonio, TX
- MCE Conference  
March 23-27, 2010  
Milan, Italy
- China Refrigeration 2010  
April 7 - 10, 2010  
Beijing, China
- Pacific Rim Region Meeting  
April 8, 2010  
Beijing, China
- European Region Meeting  
April 14, 2010  
Lyon, France
- NFPA Conference & Expo  
June 7 - 10, 2010  
Las Vegas, NV
- AIA Convention  
June 10 -12, 2010  
Miami, FL

## January 2010

Looking forward, the first 6 months of 2010 resonates excitement with venues such as; AMCA's Engineering Conference, ASHRAE, ICC Edu code Conference, Spring Meetings, European, TC117, & Pacific Rim Regional meetings, and the Midyear Meeting, just to name a few!

## AMCA Maintains Steady Growth in North America and Internationally.

Architects, Designers, Mechanical Engineers, Specifiers and building owners have, and are, increasingly specifying products tested and certified by AMCA and manufactured by AMCA members.

Products certified by AMCA ensure that the manufactures published performance data is accurate, and can be fairly compared to other AMCA member manufacturer's data. Independent lab testing is the only way to be sure that the data is not biased.

Additionally, choosing to purchase product manufactured by an AMCA member insures that the products being offered are a part of their regular every day business and not a business manufacturing that product for the first time to meet the requirements for a particular project. Our customers can be assured of a consistently performing quality product, every time, wherever they are, around the world.

AMCA members promote and advance our industry forward, investing money for Research and Development, to continually improve the efficiency of their products, and to help educate the marketplace.

Other countries recognize the need for creating a level playing field between manufactures and have adopted the AMCA International standards in their marketplace. Specifically, the Far East and Middle East markets have seen a surge in specifiers requiring AMCA certified products. AMCA International does have a "Memorandum of Understanding" (MOU) with the China Refrigeration Association (CRAA), and two Licensed Independent Testing Labs in Singapore and South Korea.

As a member company we can be proud of what AMCA International stands for and for its recognition around the world.

## AHR Expo



January 25-17, 2010 AMCA Staff will be exhibiting at the AHR Expo in Orlando, FL. AMCA is sponsoring an education session on **Tuesday, January 26, 2010 at 2:00 pm - 4:00 pm in room S320A. Dr. Michael Brendel**, Vice President, Engineering and Marketing, Lau Industries/Ruskin Company; and **Franco Cincotti**, Director of Engineering, Comefri USA Inc., will be presenting "**Fan Industry – Facing up to Energy Challenges**" on the reduction of building energy consumption that has received wide attention in the HVAC community. This presentation will focus on recent efforts to develop a new standard (AMCA 205) that addresses fan efficiency. **The Fan Efficiency Grade Program (FEG)** is a key element of this new standard. The presentation will review the motivation and background of the FEG as well as the related FMEG (Fan Motor Efficiency Grade). Potential implications of the new standard will also be discussed as it relates to fan selection.

**Please make sure to stop by AMCA booth # 3285**



# Greetings from the President

## AMCA Staff Graduates from Institute of Organization Management



AMCA International Inc. takes pride in the quality and knowledge of the AMCA staff, and encourages continuing education for AMCA staff. That being said, please join me in congratulating **Mark Stevens**, AMCA Executive Deputy Director of Technical Services, and **Tim Orris**, Director of Technical Services, who have recently graduated from the Institute for Organization Management (IOM), a four-year nonprofit leadership training program at the University of Arizona in Tucson.



Since 1921, Institute has attracted association and chamber professionals from across the country to its five university sites. During the four years, institute participants attend one-week sessions at the same site, building valuable relationships with others in the industry. Through a combination of required courses and electives, Institute participants are able to enhance their own organizational management skills and add new fuel to their organizations, making them run more efficiently and effectively.

**Graduates of Institute receive the IOM recognition**, signifying completion of 96 hours of course instruction in nonprofit management. In addition, participants can earn points toward the Certified Chamber Executive (CCE) or Certified Association Executive (CAE) certifications. Nearly 1,000 individuals attend Institute annually.

**Institute is a 501(c) (3) affiliate of the U.S. Chamber of Commerce** and is the premier nonprofit professional development program for nonprofit professionals, fostering individual growth through interactive learning and networking opportunities.

## ACREX



AMCA International's Certified Ratings Program Authorized Agents, AFMA will be representing AMCA at ACREX India which will take place February 17-20, 2010 in Mumbai, India. ACREX India is the largest biennial International Exhibition and Conference catering to the Air Conditioning, Refrigeration, Ventilation and Building Services' Industries. The Exposition, the 14th in the series, is being organized by ISHRAE. The Indian Society of Heating, Refrigeration and Air Conditioning Engineers ISHRAE, is the largest National body of Engineering Professionals connected with the Indian HVAC&R industry. The Exhibition will provide an ideal platform for exchanges and meetings between professionals and showcase the latest products and innovations in the HVAC & R space.

**Please make sure to stop by AMCA booth # B59-A**

## AMCA Spring Meetings

**AMCA International's upcoming Spring Meetings** will be held February 28 – March 4, 2010 in San Antonio TX. AMCA will be hosting four separate meetings again.

February 28 – March -2, 2010	HR/ME Councils Meeting
February 28 – March -2, 2010	Sales and Marketing Councils Meeting
March 1 – 2, 2010	Engineering Conference
March 3-4, 2010	AMCA/UL Meetings



**Monday, March 1, 2010 and Tuesday March 2, 2010 San Antonio Toyota Plant Tour.** The tour will begin in the Body Weld Shop, where stamped steel pieces are welded together using state of the art technology. Watch as a team of computer-controlled robots perform the welds that result in a completed body shell. Next the tour moves on to the Plastics Shop where critical components, including the vehicle bumpers and instrument panels are made. Overhead conveyors transport the trucks from Paint, to the Final Line in Assembly. Throughout the tour the guide will point out the foundations of the world renowned Toyota Production System.

**The maximum number of attendees for each of the 2 tours is 40, and is a first come first serve basis.**

*The Human Resources and Manufacturing Executives Councils'* will be meeting from Sunday, February 28, 2010 to Tuesday, March 2, 2010. During this time councils will be meeting separately as well as together in a unified group. On Monday morning March 1st, both groups will be able to take the Toyota Plant Tour.



# Greetings from the President

*The Sales and Marketing Councils Meeting* is continuing with a strong program again this year. The program entitled "Achieve Operational Excellence in Marketing: Success in a Lean Green Market" will give attendees the tools they need to achieve success.

*AMCA International Engineering Conference* will be held March 1-2, 2010. This conference will be held in San Antonio, TX, in conjunction with the Sales and Marketing Executive Council Meeting, the HR/ME Council Meetings, the spring HVAC/Fire & Smoke Damper Engineering Committee meetings and the AMCA/UL Meeting. The International Engineering Conference is accredited for **9 Professional Development Hours (PDH)**.

Member companies are encouraged to be represented. Newer engineers and senior engineers alike will benefit from hearing the latest on what is going on in our industry. There will be some outside papers as well as those presented by AMCA international Engineers.

**Register Online at [www.amca.org](http://www.amca.org)**

## ASHRAE Webcast

ASHRAE's Chapter Technology Transfer Committee with support from ASHRAE's High Performing Buildings Magazine, will present a FREE webcast, "*Right from the Start - Commissioning for High Performing Buildings*," on **Wednesday, April 21, 2010 from 1:00 PM - 4:00 PM EDT**. The webcast will provide tools to help you overcome the hurdles of Commissioning, learn the "What, Why, When and Who" of the process, and how you can make it "Business as Usual"

## Statistical Program



In today's uncertain times, the AMCA Statistical Program is a useful tool, providing value through accurate and timely market information with which to gauge current business performance and long term opportunities. Has your company registered for this program? If you haven't done so yet, I urge you to sign up as this market information is available only to those members who participant in the program.

If you have any questions, please email Christie Kornacker or Marian Vambreck at [ckornacker@amca.org](mailto:ckornacker@amca.org) or [mvambreck@amca.org](mailto:mvambreck@amca.org).

***Have a great month, and check back next month for current details on upcoming meetings and events within your association.***

Respectfully,

**Art LaPointe**





# Greetings from the President

## 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.

**APPI will be hosting monthly webinars for association members in Pennsylvania and Ohio.**

### About appi

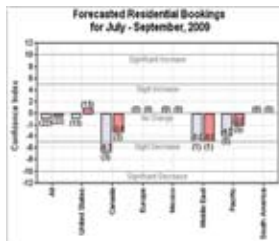


A member benefit of your association is the APPi Savings Solutions Program. Managed by Affiliated Power Purchasers International (appi), an independent utility consulting firm, this program provides savings solutions for your business. appi's electricity procurement service protects your business and 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.

**Future weather forecasts are indicating warmer than normal temperatures in most of the United States for the upcoming winter. This has been a factor in the decline in prices over the past few weeks. Overall energy demand for 2009 will be down about 2% nationally, but 2010 is projected to have a 2% increase in demand. Prices are at levels that indicate this is a very good time to lock in a fixed rate through the end of 2010.**

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 2010 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).

## AMCA Fan Efficiency Program Status

**AMCA Standard on Fan Efficiency Classification (AMCA DCS 205):** A Subcommittee of the AMCA International Fan Committee has been working on this standard since late 2008. The standard is now in the approval process. The standard is being voted on by the membership. The letter ballot ends on 20 January.

**ASHRAE 90.1 - No change.** ASHRAE TC5.1 task force provided minimum FEG efficiency levels to ASHRAE 90.1 Mechanical Subcommittee for 2010 edition.

**White Paper:** Completed. Board Approved.

**ISO 12759:** All comments on the Enquiry Draft (ISO/DIS 27359) were reviewed this past December. The final draft is being written based on those comment resolutions and should be ready for ISO balloting by the end of the first quarter of 2010

**Fan Efficiency Certification Program:** The AMCA International Board directed the formation of a task force to develop a statement of scope and work for the Fan Efficiency Assurance Program. The task force will present its recommendations to the Board at its February meeting.

**Imotion Article:** Complete, published in spring issue.

## AMCA imotion



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

**Check-out the Fall 2009 issue of imotion! Featured topics to include:**

- Kitchen Ventilation Systems
- Application Guidance for ISO Fan Efficiency Grades
- A Roadmap for Acoustical Solutions
- Louver' Leap: Technology Advancements Provide Enhanced Performance, and Protection

### **\*\* NOTE\*\***

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



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## AMCA International White Paper, Fan Industry - Facing up to the Energy Challenges

This Paper is about how, not why. We want to share with you how the fan industry is participating in finding the ways to improve energy use of fans.

More than fifty years ago, the industry formed the Air Movement and Control Association (AMCA); now AMCA International. Right from the start AMCA implemented a Certified Rating Program for fan performance. Certified fan performance was accepted instantly by the HVAC industry in the U.S. and Canada. As AMCA spread outside of North America and became AMCA International, so too did the acceptance of AMCA certified performance of fans in other regions of the world, including Europe, Asia, and India.

To download Fan Industry - Facing up to the Energy Challenges, visit [www.amca.org](http://www.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.

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*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).*

## 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)

## Tradeshaw Corner

Learn about some of the shows AMCA endorses in the coming months.

### MCE Conference 2010



"Mostra Convegno Expocomfort is the International Exhibition for HVAC, renewable energy, water treatment, plumbing technology and bathroom fittings sectors. The next event has been scheduled from March, 23-27 2010 at Fiera Milano Exhibition Centre Rho, Italy. MCE will be the unparalleled international technological showcase for the quality of life. Innovation, comfort, energy efficiency and saving will be the main issues of the MCE four thematic areas: Heat, Cold, Water and Energy" Visit [www.mcexpocomfort.it/en/](http://www.mcexpocomfort.it/en/)

### China Refrigeration



April 7-9, 2010 AMCA International will be exhibiting at the China Refrigeration Expo in Beijing, China. The China Refrigeration Expo is not only a ideal marketplace for reflecting the latest trend exhibiting the newest technologies and launching the most popular products, but also offering a great place for companies to express their understanding for industry and the responsibility for the whole society.

### NFPA



The NFPA Conference and Expo will be held June 7-9, 2010 in Las Vegas, NV. More than perception, you will benefit from the face-to-face interaction with an influential audience of professionals, people who are actively involved in the specification and purchase of fire- and safety-related products and services for the facilities they design, build or work in.