



The INSIDER

Keeping You Current with Industrial Heating Equipment Association News
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Executive Vice President's Message

By Anne Goyer

HAPPY NEW YEAR! As each year passes, I'm witnessing IHEA growing stronger, developing new programs, creating new networks, expanding our reach around the world and promoting more educational opportunities for our members and industry. We had a very successful Fall Business Conference in Chicago, in conjunction with the 38th Annual Combustion Seminar, a tabletop exhibition, as well as an Infrared Seminar conducted by the IRED division. The On-line Distance Learning Courses continue to provide a convenient way to educate employees and students in the industry. The IHEA website has been revamped with a new look and great new features and we continue our partnership with the DOE, as IHEA sponsors PHAST Training Seminars and participates in the Process Heat-

ing Steering Committee.

These are just a few of the great projects that promote, educate and enhance our industry.

The chilly winter months are upon us but it won't be long before we convene for our 79th Annual Meeting in sunny Clearwater Beach, Florida. I would like to personally invite you to make plans to join us. Scheduled for April 13 - 16, this year's Annual Meeting will be held at the new Sandpearl Resort, a member of the Preferred Hotels and Resorts.

Be sure to read about the terrific programming and social events your Program Planning Committee has in store for you at this year's Annual Meeting and register today. We look forward to seeing you in Florida this April.

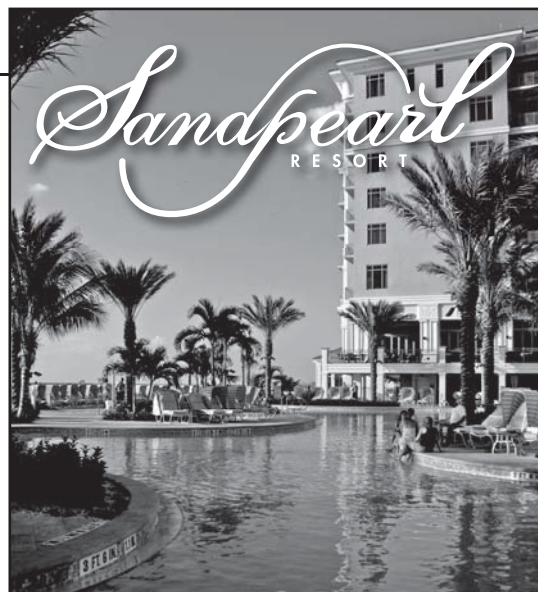


IHEA 79th Annual Meeting April 13 - 16 in Clearwater Beach, FL

Sandpearl Resort is the destination for IHEA's 79th Annual Meeting participants. The Annual Meeting will be April 13-16, 2008 at the new Sandpearl Resort and will run from Sunday through Wednesday, so please note the pattern change from the past several years. Visit the resort's website: www.sandpearl.com for a peek at this beautiful new property.

Members will find a timely and interesting program this year that focuses on "Going Green" and what it means to our industry. We'll hear from two end users about their work to help their companies become more energy efficient, a presentation on "What it Means to be Green" that will include answering questions on renewable energy, carbon footprints and sustainability and we'll close our programming with a "state of the union"

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ihea.org
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Annual Meeting... (continued from page 1)

regarding most recent and anticipated legislation, "rulings," and other actions/activities of importance to our industry followed by the always popular economics update from David Huether.

Combine our outstanding programming with important committee meetings, an array of sure to be fun activities and we think you'll agree that this year's 79th Annual Meeting promises to be a great one.

Registration packets have been sent to all IHEA members and you can also view all of the details and register on IHEA's secure website: www.ihea.org. Click on the ANNUAL MEETING box on the upper right hand side of the page. Plan to join us on Clearwater Beach and register today!



IHEA 79th Annual Meeting: General Information

TRAVEL

The Sandpearl Resort is served by the Tampa International Airport. Directions and transportation service information will be sent to you with your registration acknowledgement. A wide range of airlines service the Tampa Bay area. Please book your flights early to obtain the best price.

CAR RENTAL

Discounts have been arranged with Avis. To obtain the IHEA discount, please call Avis at 1-800-331-1600 and use the Avis Worldwide Discount (AWD) code: J659492.

RESORT INFORMATION

Adorning 700 feet of Clearwater's pristine beachfront, Sandpearl Resort is the first new resort to be built on Clearwater Beach in 25 years. The resort, which opened in August 2007, blends refined amenities and nature's splendor to offer meeting attendees a relaxing environment. Sandpearl is a member of the Preferred Hotels & Resorts Group.

On-property amenities include direct access to Clearwater Beach; a large outdoor pool with hot tubs; fire pit on the beach; a spa and fitness center; enrichment programs and a variety of dining options.

Single and double occupancy rooms are available at the Sandpearl Resort for \$210. Additional guests are \$25 per person. A \$15 resort fee is added to each room. The Resort fee covers: wireless and wired internet access; access to the resort fitness center; in-room coffee and bottled water; beach/pool towel service and nightly shoe shine.

DRESS & WEATHER

Attire for the IHEA Annual Meeting is resort casual except for the IHEA President's Reception and Gala Dinner on Tuesday evening, April 15 when Black Tie or Suit for gentlemen is kindly recommended. The average high in Florida in April is 81 degrees and the average low is 60. Sweaters or light jackets are recommended for evenings.

QUENCH TANK DRAW PARTY

IHEA will repeat our Draw Party at the Quench Tank on Monday evening, April 14 where golf teams will be randomly selected for the Golf Tournament. Players will be divided into A, B, C, and D categories and then teams will be drawn randomly (one player from each category to comprise each team). Don't miss this fun event on Monday evening starting at 9:30 PM.



GOLF TOURNAMENT

This year's golf tournament will be held at the Bardmoor Golf Club, host to the PGA JC Penney Classic for 13 years. Designed for pros yet fun for all, the Bardmoor epitomizes Florida golf at its finest. The course features TifEagle greens and manicured fairways and is consistently rated one of Florida's best courses. Tournament fees include greens fees, cart, scoring, range balls, prizes and a box lunch.

REGISTRATION FEES

Member Fee: \$595

Includes: Sunday - Badminton Tournament, Welcome Reception and Theme Dinner; Monday - Buffet breakfast, Lunch and Quench Tank; Tuesday - Continental Breakfast, Croquet and the President's Reception & Gala; Wednesday - Continental Breakfast; Throughout the week refreshment breaks are also included.



Spouse/Guest Fee: \$350

Includes: Badminton Tournament, Welcome Reception and Theme Dinner; Monday - Buffet breakfast and Quench Tank; Tuesday - Croquet and the President's Reception & Gala.

Committee Meeting Only Fee: \$325

Includes: Sunday - IRED Meeting, Badminton Tournament, Welcome Reception and Theme Dinner; Monday - Buffet Breakfast and lunch.



OPTIONAL ACTIVITIES

ST. ARMANDS CIRCLE & RINGLING ESTATE SPOUSE TOUR: \$75

Monday, April 14, 9:00 AM - 4:30 PM

Join IHEA members' spouses and guests on a tour of some of the best shopping and sites in the state. This year's spouse/guest tour will take you to the wonderful outdoor shopping area of St. Armand's Circle followed by lunch at the historic Columbia Restaurant on St. Armands (lunch will include salad, entrée, dessert, coffee, tea and soft drinks). The restaurant is known for their outstanding Spanish and Cuban-influenced foods. We will then travel to the Ringling estate grounds and take a docent led tour of the Ringling mansion, Ca d'Zan. This tour will include transportation, tour guide, lunch, admission to the Ringling Estate and all docent tours at the Estate.

PIRATE SUNSET CRUISE: \$70

Monday, April 14, 6:30 - 9:00 PM

Join IHEA members, spouses and guests as we sail into the Gulf of Mexico past Sandpearl Resort for an evening of food and drinks while taking in a spectacular Florida sunset. Dress up in your best pirate outfit or just come as you are to join in the fun! Food, beer, wine and soft drinks are included in the price.

GOLF TOURNAMENT: \$120

Tuesday, April 15, 11 AM - 5 PM

This year's golf tournament will be held at the Bardmoor Golf Club, host to the PGA JC Penney Classic for 13 years. Designed for pros yet fun for all, the Bardmoor epitomizes Florida golf at its finest. The course features TifEagle greens and manicured fairways and is consistently rated one of Florida's best courses.

BADMINTON TOURNAMENT: NO COST

Sunday, April 13, 3 - 5 PM

Join IHEA members, spouses and guests for a friendly game of Badminton on the beach.

CROQUET TOURNAMENT: NO COST

Tuesday, April 15, 1:30 PM

Golf not your thing? Then join us for a great game of croquet on the beach while relaxing in the sun.



REGISTER ON-LINE TODAY: at www.ihea.org
Click on the **ANNUAL MEETING** button on the right side of the home page.

IHEA 79th Annual Meeting Schedule Of Events

Sunday, April 13	
8:30 AM – Noon	IHEA Board Meeting
11:00 AM - 5:00 PM	Registration Open In Hotel Lobby
11:00 AM - 3:00 PM	IRED Meeting
3:00 - 5:00 PM	Badminton Tournament
6:30 - 8:00 PM	Welcome Reception & Beach Theme Dinner
8:00 PM - ???	Informal Gathering At Caretta's Lounge
Monday, April 14	
7:30 - 8:00 AM	Breakfast
8:00 - 8:30 AM	Welcome & Introductions
8:30 - 8:45 AM	Break
8:45 - 10:00 AM	IHEA General Session I: IHEA Business Reports
9:00 AM - 4:30 PM	Spouse Tour
10:00 - 10:15 AM	Break
10:15 - 11:15 AM	"Best Practices: Energy Reduction" Michele Mazza, Owens Corning
11:15 AM - 12:15 PM	"Best Practices: Energy Reduction" George Bryant, Briggs & Stratton
12:15 - 12:30 PM	Energy Reduction Q & A with Ms. Mazza & Mr. Bryant
12:30 - 1:30 PM	Lunch
1:30 - 4:30 PM	Committee Meetings
6:30 - 9:00 PM	Optional Event: Pirate Sunset Cruise (Separate Fee Applies) or Dinner On Your Own
9:30 - 11:00 PM	Quench Tank Open – Golf Tournament Draw Party
Tuesday, April 15	
7:30 - 8:00 AM	Continental Breakfast
8:00 - 9:15 AM	IHEA General Session II • Committee & Division Reports • CECOF Report • JIFMA Report
9:15 - 10:15 AM	"Going Green: What Does It Mean?" Ken Dulaney, Industrial Team Leader, Advanced Energy
Noon	Golf Tournament
1:30 PM	Croquet Tournament
7:00 - 7:30 PM	President's Reception - Black Tie
7:30 - Midnight	79th Gala Banquet
Wednesday, April 16	
8:30 - 9:00 AM	Continental Breakfast
9:00 - 9:45 AM	IHEA General Session III – "Who's on First, Who Cares and How to Bat 500 without Steroids and the Government" Speaker TBD
9:45 - 11:15 Am	"Economic Outlook 2008" David Huether, Chief Economist, NAM
11:30 Am	Annual Meeting Concludes



IHEA Involved in Taping of Modern Marvels Episode

When the History Channel comes calling, IHEA responds. On a cold and snowy Friday in Detroit recently, Modern Marvels production crew spent the day at Lawrence Technical Institute's Center for Innovative Materials Research shooting footage for an episode entitled "Super Hot."

Taping including interviews with IHEA member Max Hoetzl of Surface Combustion whose direct-fired batch furnace was used for the filming. The furnace is used by LTU to test new construction materials in the presence of fire. Additionally, Jack Marino, recently retired from Hauck Mfg. and a former IHEA board member, was interviewed to provide historical background on furnaces.

Modern Marvels can be seen on the History Channel. Celebrating ingenuity, invention and imagination brought to life on a grand scale, Modern Marvels tells the fascinating stories of the doers, dreamers and sometime-schemers who created everyday items, technological breakthroughs and man-made wonders.

For details on air dates and time and the production, stay tuned!



Jack Marino, recently retired from Hauck Mfg., reviews his script with Modern Marvels producer, Melissa Fuller, prior to taping.



Max Hoetzl of Surface Combustion is interviewed for an upcoming episode on the "Super Hot" for the History Channel's Modern Marvels.

18th Annual Safety Standards and Codes Seminar Set for Indianapolis

IHEA has announced that it will hold its annual Safety Standards & Codes Seminar on Monday & Tuesday, May 5 & 6, 2008 at the Hilton Indianapolis in downtown Indianapolis. This year's seminar will focus on the NFPA 86-2007: Standard for Ovens and Furnaces which incorporates NFPA 86C, Standard for Industrial Furnaces Using a Special Processing Atmosphere and NFPA 86D, Standard for Industrial Furnaces Using Vacuum as an Atmosphere, into one comprehensive standard.

IHEA welcomes two prominent members of NFPA 86 Technical Committee, Rich Gallagher and Tom George. They will replace long time presenter Fred Jensen. Fred was one of the originators of the Safety Standards and Codes Seminar, along with Ray Ostrowski and Wayne Parker. Sadly, Fred passed away in late 2007. We remember Fred for his contributions to IHEA, as well as his impact as a member of the NFPA 86 Committee and Chairman of the NFPA Subcommittee on Class A Ovens and Furnaces.

2007 Combustion and IR Seminars and Fall Business Conference Recap

IHEA held successful Combustion and IR Seminars in November followed by our Fall Business Conference at the Hyatt Regency O'Hare. Both seminars and our tabletop exhibits received high marks on attendee evaluations. During the Fall Business Conference members enjoyed an evening in downtown Chicago with dinner followed by a show at Second City, Chicago's famous comedy club. The following photos tell the story.



IRED members convene to discuss important IR.



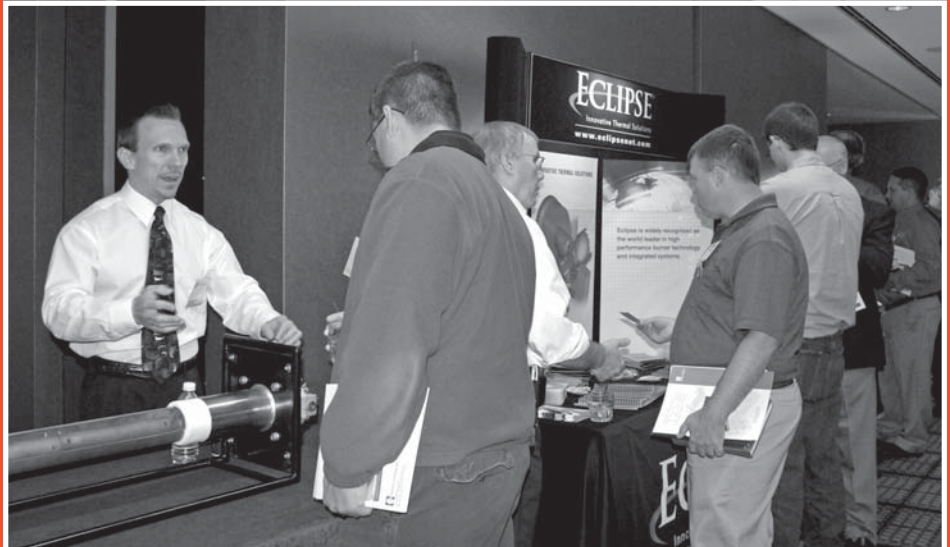
Rehearsing for his Second City audition, "Father" Art Russo of Seco/Warwick tries out his comedy routine on IHEA members at dinner before the show.



Bruce Yates, left and Daryl Myrick, right of Protection Controls chat with attendees during the combined Combustion and IR Seminars tabletop exhibits and reception.



IHEA legal counsel, David Goch, gave a spirited presentation on early political campaigns for the 2008 race for President.



Tabletop exhibitors stay busy during the exhibit and reception.



issues and projects underway.



Tony Fennell of Bloom Engineering presents during the Combustion Seminar.

IRED HIGHLIGHTS

Infrared Equipment Division

IRED NEWS

The IRED division of IHEA held its popular Infrared Process Heating Seminar on Monday, November 5 at the Hyatt Regency O'Hare, Rosemont, IL. The Seminar reviewed the basics of IR including what it is, how it is produced and its characteristics. It also reviewed all equipment sources of infrared followed by a discussion of the wide variety of IR applications, which showcase the many ways in which IR can be utilized in today's industrial environment. The attendees had the opportunity to speak with company representatives at the tabletop exhibition and learn more about the products and services discussed in their classroom environment throughout the day. Attendees evaluations were very positive with one attendee commenting, "I should have attended this three months ago." IRED will offer their IR Seminar twice in 2008 – at the COATING 2008 conference in Indianapolis in September and again in November in conjunction with IHEA's Combustion Seminar and Fall Business Conference.

The IRED Business Case Tool Available for Download

The tool can be found on the "Members Only" page of the IHEA website. The IRED Business Case Tool, developed by IRED members, allows users to compare the economics of an existing industrial heating process with one optional process. This workbook, in an excel format, is designed to compare existing natural gas fired equipment with infrared heaters powered by either natural gas or electric, but also can be used to compare any type of process heating technologies.

IRED Members Discuss Association Value

In an effort to determine the benefits members receive from their participation in IRED, those who attended the Fall meeting were asked to describe the value they receive from their membership and participation in IRED and IHEA events. Here are the comments received from IRED members:

- Interaction with like-minded professionals on industrial heating technologies.
- Interaction with renowned experts in the industrial heating field.
- Staying up-to-date with the state-of-the-industry through IHEA committees, presentations, and programs.
- Development and availability of new technical and marketing tools for industrial heating technologies.
- Annual economic report and industrial output report from the government.
- Fun and relaxing environment
- Exposure to industry leaders who provide updates and valuable information regarding industry concerns and best business practices.
- Invaluable source for networking

If you haven't thought about the value IRED and IHEA bring to you, we encourage you to do so. If you haven't been an active participant recently, we hope you will become more involved so you, too, will realize the value of your membership.

COMMITTEE UPDATES

Education Committee from Max Hoetzel, Surface Combustion

The efforts of the Education Committee are starting to pay off. The On-Line education courses are up and running. Since the first offering in the summer of 2006, over 60 students have taken the Fundamentals and Advanced courses. In addition to providing a valuable education to individuals who work in our industry, the program generated approximately \$14,000 in revenue for IHEA. Special thanks go to Jack Marino and Hans Melgaard who persistently worked for several years to make the On-Line courses a reality. Likewise, a note of gratitude is sent to all the folks at North-Hampton Community College who took the IHEA information and transformed it into the professional program that it is.

The long established Combustion Seminar continues to be well attended and supply revenues for IHEA. Over the last three years, the attendance ranged from 40 to 47 students. Likewise, the net income ranged from \$17,000 to \$21,500. Tim Lee is commended for chairing the seminar and guiding the transformation of the presentations into a consistent up-to-date format.

The Education Committee is continuing to work with the Marketing, Communication and Membership (MCM) Committee to promote these above-described programs.



Marketing Communications & Membership Committee from Doug Glenn, Industrial Heating

IHEA's website, www.ihea.org has been revamped. Under the guidance of the Marketing Communications and Membership Committee and the efforts of IHEA staff member, Leslie Muck, the website has great new features for members:

- On-line meeting registration
- Streaming newsfeed – industry news updates provided by IH-Industry News
- On-line membership application
- New search tool for members – find what your looking for by searching keywords or products
- On-line conversion tools

If you haven't had a chance to visit the IHEA website recently, we encourage you to do so and provide feedback. Improvement is a continuous process and we use member feedback to add and change the website. You can now register on-line through our secure server for IHEA events. If you are registering for the Annual Meeting, the Safety Seminar or any of IHEA's future events, you can do that at www.ihea.org.



UPCOMING IHEA EVENTS



2008 IHEA Safety Seminar

May 5 & 6, 2008 – Hilton Indianapolis, Indianapolis, IN

IHEA 79th Annual Meeting

APRIL 13 - 16, 2008 – Sandpearl Resort, Clearwater Beach, FL
www.sandpearl.com (NOTE: This is a Sunday – Wednesday Meeting)

IHEA 39th Combustion Seminar

November 10 & 11, 2008 – Omni Charlotte Downtown, Charlotte, NC

IHEA IR Seminar

November 10, 2008 – Omni Charlotte Downtown, Charlotte, NC

IHEA 2008 Fall Business Conference

November 12, 2008 – Omni Charlotte Downtown, Charlotte, NC

UPCOMING TRADE SHOWS

Coating 2008™

COATING 2008

September 23-25, 2008
Indianapolis, IN
www.thecoatingshow.com

FURNACES NORTH AMERICA 2008 NASHVILLE

Furnaces North America 2008

October 21-22, 2008
Nashville, TN
www.heattreatonline.com/fna2008

NEW MEMBERS

IHEA Welcomes Furnace Parts, LLC

www.furnacepartsllc.com

Furnace Parts LLC is a world-class manufacturer of specialty industrial thermocouples, including metal sheathed, base metal, and noble metal thermocouple assemblies. Product line includes MgO and platinum assemblies, vacuum-sealed assemblies, platinum wire, and base metal assemblies and wire. They also offer protection tubes, thermowells, plastics thermocouples, RTD's, hardware and connectors in a wide variety of styles and sizes. With an in house, fully accredited NIST traceable calibration laboratory, Furnace Parts can meet your calibration and repair requirements. Certifications include ISO 9001:2000 and ISO 17025. They currently serve many captive and commercial heat treaters and have vast knowledge of industry applications and requirements.



DOE PHAST TRAINING

In partnership with the DOE and local organizations, IHEA sponsors PHAST workshops throughout the year. The PHAST workshop includes an introduction to process heating and process heating equipment such as furnaces, ovens, dryers, heaters, kilns, etc., used by the industry. It includes discussion of combustion and other heating methods, heat transfer in furnaces, heat containment, waste heat recovery, commonly used process heating controls, and emission reduction related to process heating. Students also learn how to use the Process Heating Assessment and Survey Tool.

Be sure to stop by www.ihea.org for updates to the list of DOE PHAST Training seminars that IHEA is co-sponsoring. These seminars are held throughout the country all year long. For the list of upcoming seminars, click on EDUCATIONAL PROGRAMS.

Process Heating Training Seminar March 19, 2008 – Kokomo, IN

Contact Ethan Rogers at Purdue Technical Assistance Program for more information at 317-275-6817

Process Heating Training Seminar May 15, 2008 – Downey, CA

For more information contact Southern California Gas Company at 1-800-427-6584 or erc@socalgas.com.

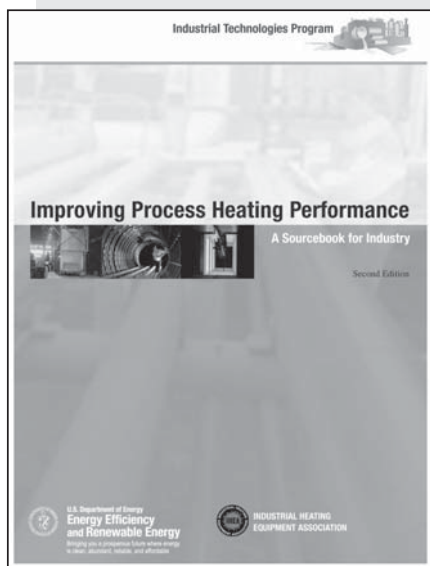
Process Heating Specialist Qualification Training Seminar October 21-23, 2008 – Downey, CA

To register contact Larry Bennett at Southern California Gas Company at 562-803-7570 or lbennett@semprautilities.com.

Government Relations Committee from Bill Pasley, Southern Co.

The updated version of the Process Heating Sourcebook is now available on line. Kudos to several of our IHEA members for their involvement with DOE to see this through. This update provides the electric technology balance to the document that was originally focused only on fossil-fueled technologies. As an organization, we can be very proud of the service this publication brings to our U.S. manufacturers. We can likewise be proud of the relationship we have built with DOE and their recognition of IHEA's efforts by the "co-branding" of the document with DOE's and IHEA's logos. A special thanks to Bob Gemmer of DOE for his personal interest in this project and persistence over the years to make this possible. A PDF of the Sourcebook is available at www.ihea.org under RESOURCES.

Please pass this information to your staff and customers that may find the information useful.



IHEA OFFICERS & BOARD

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