



The INSIDER

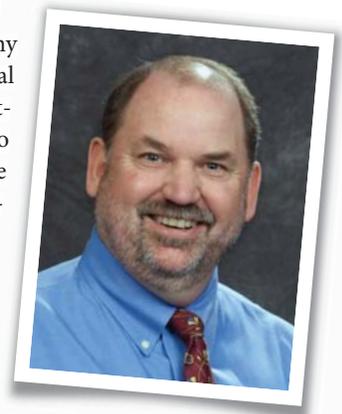
Keeping You Current with Industrial Heating Equipment Association News
Vol. XXXVII • No. 1 • Winter 2011

President's Message

By Lach Perks, Eclipse

Happy New Year ~ I hope everyone in the IHEA family had a joyous holiday season! Often the New Year provides us with the chance to look back and then refresh our commitments for the future. At IHEA we are pressing forward with exciting new initiatives all built from the committees' work at the fall meeting in Alexandria, Virginia. Some of the member based initiatives include a package(s) for our members to participate in the Thermprocess 2011 trade show in Düsseldorf, Germany in June, the development of a proposal for the DOE to complete a market study of furnaces and ovens in industrial use across the US, and our expanded new member drive activity that has already yielded several new companies to the IHEA family!

We are rounding the final turn on my tenure as your president with the final stretch run to our exciting annual meeting in Florida. Looking back...I want to take this opportunity to thank all the members for your support and enthusiasm in supporting the IHEA strategic plan.



IHEA Annual Meeting Helps Drive Members' Success

As the economy slowly starts to turn around, IHEA is here to help members succeed. As part of our long term strategic plan, that effort will be very apparent at IHEA's 82nd Annual Meeting scheduled from April 13 - 16th at the South Seas Island Resort on Captiva Island, FL.

The location of this year's annual meeting takes you back in time to the feel of Florida before the tourism boom hit. The surroundings of South Seas Island Resort will be the perfect backdrop for IHEA members to reconnect through our social events and receive updates on important issues facing our industry today.

We will kick off with an opening Keynote presentation by Conor Cunneen, whose "Gift of GAB - Goals, Attitude & Behavior" will help members succeed. Conor infuses his presentation with a touch of humor along with great insights on marketing, strategy, communications, leadership & teamwork. His presentation receives outstanding reviews from associations, corporations and even prison inmates (he'll tell us all

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IHEA's Annual Meeting

April 13-16, 2011



SOUTH SEAS ISLAND RESORT
CAPTIVA, FLORIDA



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ihea.org
MAKING HEAT PROCESSES WORK

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IHEA ANNUAL MEETING - APRIL 13-16
SOUTH SEAS ISLAND RESORT
CAPTIVA, FLORIDA

IHEA Annual Meeting Helps Drive Members' Success *(continued)*

about that).

Conor promises to energize, educate and entertain as we start our 82nd Annual Meeting.

Additional educational content will cover the latest debate over the health care bill; recruiting and retaining quality employees; an economic update and more.

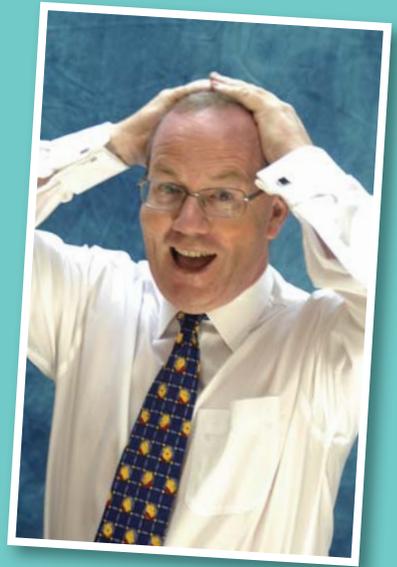
Traditional IHEA Annual Meeting events such as the golf outing, quench tank, theme dinner (a beach party) and the President's gala will allow for plenty of interaction among members, prospective members and guests.

Spouses and guests can enjoy our optional tour on Thursday to the remote island of Useppa. A cruise on the bay from Captiva to Useppa promises dolphins, manatees and beautiful Florida birds followed by an enjoyable lunch at the Collier Inn on Useppa with time to stroll through the quaint village before returning to South Seas.

A bit of a twist this year will be the dress code for the President's Gala. Considering our location and the resort atmosphere, this year's Gala has been declared "Florida Formal." That means Tommy Bahama-type shirts with slacks for the gentlemen and island dresses for the ladies. One of Southwest Florida's best bands will help us dance the night away in what promises to be a wonderful evening.

For complete details on programming, speakers, social activities and hotel reservations, visit www.ihea.org and click on the IHEA Annual Meeting button on the right side of the home page. Members will also receive a registration packet via email.

We look forward to welcoming all members to South Seas Resort for another outstanding IHEA Annual Meeting filled with programming to Drive Members' Success!



Keynote by Conor Cunneen – compelling, entertaining & memorable.



Captiva Island is home to beautiful birds such as these ospreys.

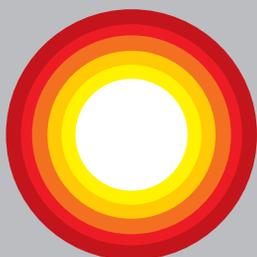


South Seas golf course adjacent to our hotel rooms and meeting space.



One of Captiva Island's spectacular sunsets.

THERM PROCESS 11



THERMPROCESS 2011

IHEA has been working to develop a resource center at ThermProcess in Düsseldorf this summer in conjunction with *Industrial Heating* magazine. Doug Glenn of *Industrial Heating* says "The list of IHEA companies exhibiting at THERMPROCESS 2011 is still growing. There will be approximately a dozen or more IHEA member companies exhibiting at this event and many of them are taking advantage of the combined IHEA/Industrial Heating Magazine Resource Center that is located near the entrance of the primary heat treat hall. IHEA was able to negotiate excellent floor positioning and according to show organizers, nearly 50% of all the people who attend this event will enter within sight of the IHEA/IH Resource Center. In addition to IHEA member companies, we will be offering the services of the Resource Center to other, non-IHEA member companies as well with the hope of encouraging them to join. Consider joining us from June 28-July 2 in Düsseldorf, Germany. Call IHEA now at 941-373-1830 for details."

IHEA's Fall Business Conference Wrap Up

Old Town in Alexandria, Virginia was the perfect location for IHEA's 81st Fall Business Conference. On the heels of the election, members gathered for lively discussion on relevant topics, motivating sessions and a fabulous social evening at the Dine Around – a guided historic walking tour of Old Town Alexandria highlighted with a sampling of incredible fare at three local restaurants. Several members were overheard repeating the same sentiment, "one of the best networking events ever."



The Columbia Firehouse and Barroom was one of the delicious stops along the Dine Around tour, a great success.



Bill Orthwein from the Department of Energy addresses the members on "Strengthening Government Relations."



Mike Shay, Elster Kromschroder, delivers the Government Relations report to the members.



Joel Watts, Alabama Power, animates his point in the IRED meeting.



The ever-popular David Goch with Webster, Chamberlain & Bean, presents his analysis of the recent election.



The history of the area was fascinating.



A guided tour of Old Town Alexandria keeps everyone interested.



DID YOU KNOW?

Developing New Industry Standards

By Kevin Carlisle and John Dauer

Does your company sell ovens or furnaces in North America? Do you know what standards need to be met when providing equipment into China, Japan or any other Asian country? Are you trying to enter one of the emerging market countries such as Brazil, India, or Russia but are unsure of the requirements for process heat equipment? If you have these or other questions, then you need to be involved with IHEA in the development of an upcoming global standard on process heat equipment.

The Industrial Heating Equipment Association, IHEA, drives members' success by providing the knowledge base and authoritative voice for industrial process heating worldwide. As part of this, the IHEA Safety Standards Committee has been a participating member of the development of new global standards, currently covered by ISO/TC244. The technical committee ISO/TC244 is composed of many countries. The technical advisory group for the USA to this committee is currently represented by IHEA members.

ISO provides codified safety standards for global markets. The ISO/TC244 is writing global standards which will provide a set of guidelines and requirements for process heat equipment, including furnaces, ovens, dryers, and all other process applications.

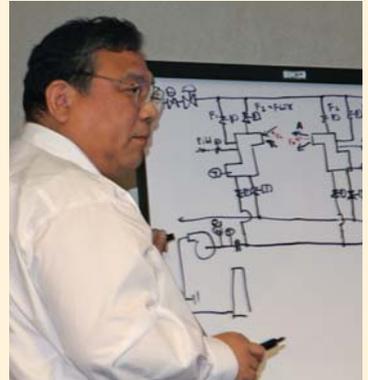
Five of the standards under ISO/TC244 will soon be elevated to draft international standard (DIS). One is at the committee draft (CD) stage. The main steps to becoming an ISO standard are as follows:

1. WD: Working Draft.
2. CD: Committee Draft.
3. DIS: Draft International Standard.
4. FDIS: Final Draft International Standard.
5. IS: ISO International Standard.

The standards being developed by ISO/TC244 will cover both gas fired and electrically heated thermal processing equipment. The resultant ISO standard from TC244 will apply only to the manufacturer of the equipment, not the end user. Requirements currently being discussed include valve proving systems, Class A valves, methods on calculating energy efficiency of an oven, and programming and use of PLC's. IHEA has participated in national and global standards for many years, and will not end with the completion of TC244 in 2012. This involvement has been a large benefit to member companies.

There are 3 Working Groups (WG) as part of ISO/TC244:

1. WG1 – General Safety Requirements, led by Kevin Carlisle from IHEA.
2. WG2 – Safety requirements for combustion and fuel handling systems, led by Mike Debier from CECOF.
3. WG3 – Method of energy balance and efficiency, led by Mori Imada from JIFMA.



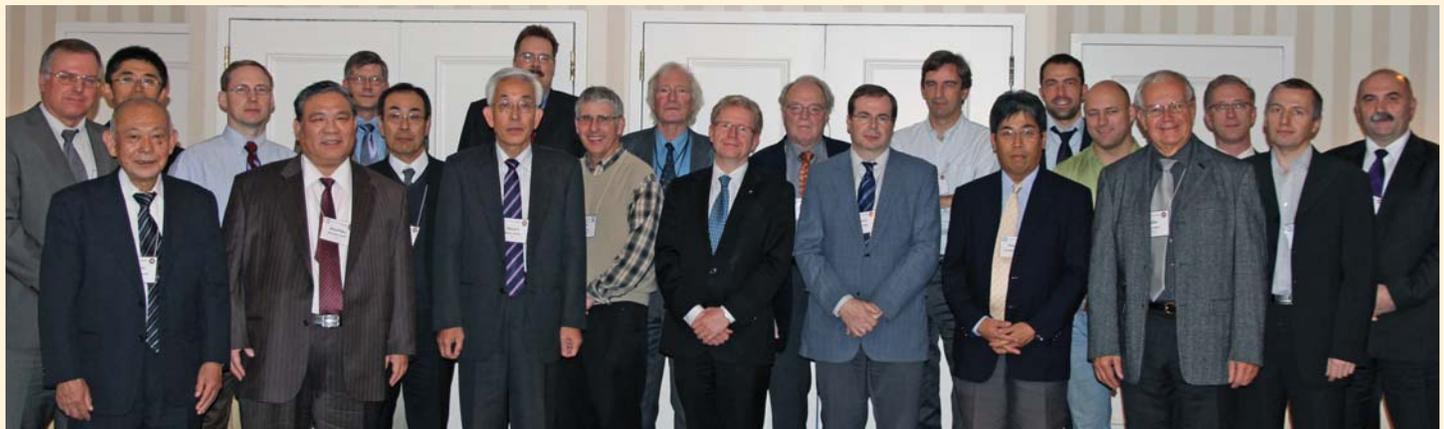
Mori Imada leads the ISO/TC244 committee during their 2-day meeting in Alexandria, Virginia.

IHEA is specifically looking for new member companies who would like to be involved in or informed on global standard changes. Work still needs to be done regarding gas train and burner requirements, as well as requirements for arc furnaces, atmospheric furnaces, and protective systems. There is no section of the TC244 that has been finalized. Now is an ideal time to join IHEA and participate in these ISO standards, since the development of these is still in their infancy.

Every manufacturer of process oven or furnace equipment who participates in the global as well as domestic markets needs to be aware of the importance and monumental advantages in participating as a member of IHEA. IHEA has been in the forefront of the development of global combustion standards. Manufacturers who participate in IHEA are aware of both national and global standards and have advantages in the marketplace with this pre-emptive knowledge. Please contact IHEA at 859-356-1575 for more information.



Technology is a MUST for this intense group of committee members.



The ISO/TC 244 committee takes a break for a photo. Thanks for all your hard work, gentlemen!



EDUCATION

IHEA Safety Standards Seminar

March 7 & 8, 2011 - Hilton Garden Inn O'Hare, Des Plaines, IL

IHEA's Safety Standards & Codes Seminar is slated for March 7 & 8 at the Hilton Garden Inn O'Hare. The two day program will review the NEWLY UPDATED NFPA 86 - 2011: Standard for Ovens & Furnaces and will highlight the technical changes and clarification in the newest edition of the standard. The seminar will also include information on: Introduction to the NFPA 86 Standard; Location and Construction; Furnace Heating Systems; Commissioning; Operations; Maintenance; Inspection and Testing; Safety Equipment and Application; Applications to include, Thermal Oxidizers, Class A (flammable volatiles or combustible materials) Furnaces, Class B (no flammable volatiles or combustible materials) Furnaces, Class C (special atmospheres) Furnaces, Class D (vacuum) Furnaces; Loss Prevention and Product Liability.

IHEA's Safety Standards and Codes Committee Chairman, Ted Jablowski of Fives North American Combustion, Inc. states, "IHEA's Safety Standards and Codes Seminar is an excellent forum for the review and discussion of the NFPA 86 Standard on Ovens and Furnaces. Most presenters are members of the NFPA 86 Technical Committee and

will focus on the changes in requirements in the 2011 edition." Prior seminar attendees commented positively about the seminar, "I am now more aware of the dangers surrounding heating equipment..." and "On the whole, great speakers and content. The speakers are committed, involved and knowledgeable."

The new NFPA86 handbook is available and will be included in the registration materials.



REGISTER NOW
www.ihea.org
and Learn About the
JUST RELEASED
NFPA 86 Revisions!

This is a "MUST" seminar for all those concerned about industrial heating safety in their facilities!

Infrared Applications in the Real World

March 23, 2011 - 2 p.m. EST • Sponsored by Process Heating Magazine and the Infrared Division of IHEA

Want to save valuable floor space, heat products faster and increase production line speeds? Infrared could be your answer. Tune in to "Infrared Applications in the Real World," a webinar presented by Process Heating in conjunction with the Infrared Division of the Industrial Heating Equipment Association, to find out how infrared technology can improve your application. You'll be able to ask questions of the experts and hear their answers live.

Speakers: Tom Bannos, Project Manager, Vulcan Catalytic Systems and John Podach, Southeast Sales Manager, Fostoria Process Equipment.

The 1-hour non-commercial webinar will focus on electric and gas infrared applications and help end users understand infrared essen-

tials such as:

- What infrared is.
- How infrared works.
- How infrared can improve your heat processing application.
- How to add infrared to an existing production line.
- Typical electric and gas infrared applications.

And, don't miss this webinar to learn how to save energy with infrared heating!

For more information and to register for this webinar visit, www.webinars.process-heating.com.



MEMBER NEWS

Meet IHEA's Newest Member Gaumer Process

13616 Hempstead Road, Houston, TX 77040 • Phone: 713-460-5200 • Fax: 713-460-1444 • www.gaumer.com

Gaumer Process in Houston, TX, an industry leader in electric process heater design and manufacturing, which consists of pressure vessels, heater bundles and control panels. Most heaters are custom built for offshore, refinery and other industrial applications.



Jeff McClanahan,
President Gaumer Process

Gaumer Process uses many automated design calculations for typical heating applications as well as computation fluid dynamics for unconventional heating applications. Customers can see the performance of their heating system prior to manufacturing. This performance is optimized for space, power, cost and control before the

equipment is manufactured.

Gaumer Process is an ISO 9001 company that is proactive in customer satisfaction. As a small, privately owned company, Gaumer Process is quick to respond to customer needs before, during and after the sale of equipment.

Recent developments of electric process heating technology include:

- Gaumer certifies Subsea Heaters to 11,250 feet water depth
- Angled Turbulators for gas heating optimization - Patent Pending
- ElectroClean™ fuel gas conditioning systems - Patent Pending
- 4160 Volt electric industrial heaters - US Patent # 7,372,007
- Renewable standoff heater housing - US Patent # 7,318,745
- INFI-SEAL™ electric heater moisture barrier - US Patent # 7,554,064

INDUSTRY NEWS

Surface Combustion Announces the "NEW" Allcase® Batch Integral Quench Furnace Line



Surface Combustion, Inc. attended a ribbon cutting ceremony at Bluewater Thermal Solutions' Greensburg, Indiana plant announcing the installation of a "new" Surface Combustion Allcase® Batch Integral Quench Furnace Line.

Bluewater Thermal Solutions headquarters is based in Greenville, South Carolina and has more than seventeen locations worldwide. They provide a wide variety of thermal processing for steel, stainless steel, cast irons, powder metals, titanium, aluminum, nickel-based alloys, and non-metallic components.

The furnace line consists of two (2) Allcase® batch integral quench furnaces with atmosphere top cool and oil quench capabilities, two (2) Uni-DRAW® temper furnaces, (1) RX® endothermic gas generator with ENDOQUENCH® air cooled heat exchanger, one (1) spray/dunk companion washer, and companion equipment including a charge car and multiple work handling tables. The furnace line will have the ability to process effective work sizes up to 36" wide by 48" long by 36" high. The Allcase furnaces will have a maximum furnace operating temperature of 1800°F.

COMMITTEE UPDATES

Government Relations Committee



By Mike Shay, Chair

During the Fall Business meeting, the committee focused on presentations and opportunities presented by two Department of Energy guests.

Bill Orthwein from DOE discussed the details of the Save Energy Now Leader Program which will provide technical assistance and resources to companies that pledge significant improvements in

industrial energy efficiency. Companies sign a voluntary pledge to reduce energy intensity by 25 percent over the 10 years.

The LEADER program is a new component of the existing and successful Save Energy Now initiative through which companies partner with DOE to conduct energy audits and assessments designed to identify the opportunities for energy and cost savings in the companies' operations. Participating businesses also have access to tools and training to implement recommendations designed to help reduce their energy use and lower operating costs. Over 2,000 plants received energy assessments through Save Energy Now from 2006 to 2009. To date, those assessments have identified opportunities for \$1.3 billion in identified cost savings, 119 trillion Btu of natural gas savings, and 11.2 million metric tons of CO₂ savings. To date, \$250 million has been implemented.

The committee discussed the possibility of providing established IHEA training for the SEN auditors through various venues. This opportunity would also include the IHEA online courses offered through ETAC. Government Relations will work with DOE training staff to further develop this opportunity.

Bill Orthwein also described the Save Energy Now Ally program. The Ally program is designed to link the SEN LEADERS with companies that can assist in implementation of identified energy saving opportunities. DOE will depend on the Ally program to make the LEADER program successful. Government Relations approved a

motion recommending to IHEA's Board of Directors our participation in the SEN Ally program.

Joe Cresko from DOE discussed the DOE Energy Futures Initiatives. The synergy with IHEA in these initiatives is how to reduce energy of existing processes and how these processes become more efficient in the future. In order to discover the possibilities of energy saving now and going forward, a comprehensive furnace/process demographics survey will be required. The Committee discussed the IHEA/DOE 2005 Furnace survey and methods for expansion and improvements for a new survey. Attention to equipment life span and technology improvements are important aspects. The committee agreed, pending approval by the IHEA Board of Directors, to submit a proposal of scope for a new furnace/process survey. A preliminary concept will be submitted to DOE for comment.

Our participation in the SEN Ally program and the possibility of a collaborative effort toward a new furnace survey are congruent with the Authoritative Voice and Knowledge Base elements of the IHEA strategic plan.

IRED Division of IHEA



By Tim Proctor, Chair

The IRED division is currently focusing on a few initiatives in conjunction to the IHEA Strategic Plan. During the Fall Business meeting in Alexandria, Virginia, the committee discussed the following actions.

First, there will be updates to the IRED Benefit Sheet for potential new IHEA members, with attention on the Manufacturing and Utility benefits. The committee is also making a concentrated effort on contacting many of the prospective members that were identified at the meeting in Alexandria, Virginia. Current members are sharing the many benefits of joining IHEA as well as inviting them to the Spring Meeting in Florida to get a "real taste" of the association.

The 2nd Edition of the IR Handbook is available for purchase. Infor-

(continued on page 6)





Great Energy Efficiency Day 2011

Wednesday, February 16 – 8:30 am to 3:30 pm
The First Fuel for the 112th Congress

Want to learn more about energy efficiency policy and what legislative opportunities and challenges face the 112th Congress? Join us February 16 as thought leaders from government, industry and academia champion energy efficiency legislation to the new Congress and over 400 stakeholders in the energy efficiency arena.

There is **no admission fee** for attending the 2011 Great Energy Efficiency Day; however, **you must register online**. For detailed information, including registration and a preliminary agenda, visit ase.org/geed.



2011 Energy Efficiency Global Forum

April 12-14, 2011

Brussels, Belgium is many things: it's the center of the EU; a bastion of cultural history; and the location of the world's premiere energy efficiency forum - EE Global. Co-hosted by the Alliance to Save Energy & European Alliance to Save Energy, this gathering of high-ranking policymakers, corporate executives and environmental leaders has Alliance President Kateri Callahan very excited.

EE Global is thrilled to be an official EU Sustainable Energy Week (EUSEW) event! EUSEW brings together over 30,000 energy leaders and policymakers to celebrate and advance energy efficiency and renewable energy.

mation has been posted on the website, in newsletters and email blasts. All members should inform customers and clients of its availability.

The committee is working to finalize the content for the IR webinar scheduled for next March which will be presented in conjunction with our partners at "Process Heating" Magazine, along with the initial stages of planning for a live seminar at the 2011 FABTECH Conference in Chicago.

Membership and Marketing Committee



By Anne Armel, Chair

The MCM Committee is developing a plan with Industrial Heating magazine for a resource center at Therm-Process in Germany, June 28 through July 2, 2011, which would include IHEA members or IHEA prospect booths surrounding a shared meeting space, where member companies can meet with prospective customers. The plan is to have interpreters available, assistance with negotiating the intricacies of overseas shipping, and an area with refreshments.

The new member packet will be updated, and a single benefit sheet developed to use as a "sell" sheet that will be given to all committees to ensure everyone has the same message when talking to a prospective member, which is another initiative of the MCM committee, building IHEA's membership. The committee has requested that the board allocate funds to hire a public relations firm to implement our membership-building strategy to meet IHEA's strategic plan. Monthly conference calls will resume among committee members to discuss status of member prospects and update/prioritize the prospect list. The committee's goal is 10 new members by fall 2011.

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Safety Standards & Codes Committee



By Kevin Carlisle, Co-Chair

ISO/TC244 Update

The Safety Standards & Codes (SS&C) committee continues to work on the ISO standards for industrial processing equipment, whose work is covered under ISO/TC 244. So far, the standards for efficiency calculations and the general requirements for equipment have completed the CD (committee draft) phase and will be submitted as "Draft International Standards (DIS)" in March of 2011. The standard for the gas train and burner requirements still needs development, and the next meeting to continue this work is planned for April 2011. ISO/TC 244 will also begin the development of new standards such as protective systems, arc furnaces, and Class C furnaces.

NFPA 86 2011 Update

NFPA 86 2011 is now published. In addition, there are two TIA's (technical interim amendments) being voted on, that will result in significant changes to some of the requirements to the 2011 edition of NFPA 86. The closing date for the TIA was Dec 17, 2010. The proposed TIA #1011 and TIA #1010 can be viewed at www.nfpa.org, click on Codes and Standards, then click List of NFPA Codes and Standards, then scroll down to NFPA 86.

SS&C And Other Codes And Standards

The SS&C will be looking into how the committee can be involved in the furnace and oven requirements for Canada. The regulating code that typically applies to such equipment is CSA B149.3. In addition, the committee is interested in seeing what can be done with AMS 2750D & NADCAP involvement.

SS&C Members As A Resource

The members of the SS&C have asked that a feature be added to the IHEA website, where someone could post a standards or code question to the IHEA website. All members of the SS&C would get an email, and then, SS&C members can login and respond to the post.



SEE IHEA AT...

THERMPROCESS 11
June 28 - July 2
Düsseldorf, Germany

Heat Treat 2011
Oct. 31 - Nov. 2, 2011
Cincinnati, OH

FABTECH 2011
Nov. 14-17, 2011
Chicago, IL





**INDUSTRIAL HEATING
EQUIPMENT ASSOCIATION**

ih.ea.org
MAKING HEAT PROCESSES WORK

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