President’s Message  
By Lach Perks, Eclipse

I hope the summer months were good for you and your family. I also hope the end of summer coincided with improved business opportunities for your company. By all accounts the manufacturing recovery is on its way, albeit sluggish and full of stops and starts. As we move forward as an industry association we are focused on implementation of the strategic plan presented to the membership at our annual meeting in San Antonio.

Drive members’ success by providing the knowledge base and authoritative voice for industrial process heating worldwide.

If you will recall, the board presented a draft plan to the membership and solicited your feedback. We used your feedback along with “voice of the customer” feedback of prospect members during our summer board meeting to refine the plan and begin laying the ground work for implementation. Along the way some new opportunities presented themselves that align well with our plan. One such opportunity is being a partner with Industrial Heating magazine for an “Americas” pavilion in the upcoming Thermprocess show (June 2011) in Düsseldorf. We hope to provide two distinct benefits to our members (and prospective members throughout North and South America) to increase contacts and opportunities. Second, we hope to use this international forum to confirm and validate additional ways we can grow based on our new strategic position. Look for more information in the near future and let’s all go to Düsseldorf and sell more equipment!

By now many of you have received surveys soliciting your continuous thoughts and ideas regarding the implementation of the strategic plan. Many of our initiatives’ first steps were to gather more detailed knowledge of your needs and ideas so IHEA can deliver to your expectations. I want to thank those who have already provided feedback to date and encourage everyone else to participate as we move forward.

The next strategic plan milestone is scheduled for completion at the committee meetings during the Fall Business meeting in Virginia. At this time the committees, working with their board liaison and the Chief Strategy Officer (CSO), will finalize and formalize implementation plans and budgets for the upcoming year. I look forward to this work with you.

See you at the Fall meeting!!

Lach Perks  
President, IHEA

See page 4 for details on IHEA’s Fall Business Meeting
Building IHEA’s Knowledge Base

IHEA’s Board of Directors has worked very hard to develop a long-term strategic plan that will carry IHEA forward, enabling us to meet our new strategic statement of “Driving Members’ Success by Providing the Knowledge Base and Authoritative Voice for Industrial Process Heating Worldwide.”

As the plan begins implementation, the first thing our Knowledge Base Tactic Leader, Max Hoetzl of Surface Combustion, would like to develop is a series of resources that will help build that knowledge base. These resources can run from industry magazines, trade shows, college level programs, training, and industry associations to energy efficiency information, technology resources, government resources, and so on.

IHEA would like to call on each and every member to help grow that knowledge base. We would like to ask you to send us a list of resources, with links if they are an on-line resource, which can be reviewed by our Education Committee at our Fall Business Conference in Alexandria, VA (DC-area) on Nov. 15 & 16th.

We are looking for anything and everything that you believe to be a useful resource for anyone in our industry. The more members that provide more resources, the better we can establish IHEA’s knowledge base. Below are a couple of resources that will give you an idea of what we have in mind. But keep an open mind and send anything and everything you believe would be of value to our industry, including worldwide resources. Send your resources to anne@goyermgt.com.

ENERGY EFFICIENCY
State & Local Energy Efficiency Programs

http://www.eere.energy.gov/

IHEA & Industrial Heating to Sponsor Pavilion of the Americas at THERMPROCESS 2011

IHEA is pleased to announce it has joined with Industrial Heating and Messe Düsseldorf North America (MDNA) to develop the Pavilion of the Americas at THERMPROCESS 2011 from June 28 – July 2 in Düsseldorf, Germany.

“We view this as an opportunity to help our members reach an international marketplace,” notes IHEA President Lach Perks. “The pavilion offers an economical way to reach a worldwide audience that attends THERMPROCESS every four years. We are excited to offer our members a way to reach out to the international markets.”

The Pavilion packages being offered for Pavilion exhibitors includes everything exhibitors need to make this international event a success for their company, including assistance with travel, lodging, passports, and local transportation. A brochure that details the specifics of the packages available can be found by visiting IHEA’s website – www.ihea.org – and clicking on the THERMPROCESS button. The cost of hotel rooms and airfare are not included in the packages.

In today’s world economy, companies must grow their presence in the global market. Industrial Heating, IHEA and MDNA are set to help companies gain access to this world market by making your presence at THERMPROCESS as easy and productive as possible.

THERMPROCESS is held once every four years and draws people from all industrialized parts of the globe. It is held as part of the four concurrent international technology trade fairs including, GIFA, METEC, THERMPROCESS and NEWCAST 2007 were executives with high decision-making authority. This was reflected by the numerous orders placed at the four trade fairs. This is an excellent opportunity to expand your market share and join with other IHEA members to promote our North American members.

IHEA is in the process of planning a variety of activities surrounding THERMPROCESS. Details will be made available as they are confirmed.

If you have questions regarding the Pavilion of the Americas, please contact Anne Goyer, IHEA Executive Director at anne@goyermgt.com, phone: 941-373-1830 or Doug Glenn at doug@industrialheating.com phone: 412-306-4351.
IHEA’S Fall Business Conference Returns to Washington DC

November 15 & 16
Hilton Alexandria Old Town, Alexandria, VA

This year’s conference is set for Nov. 15 & 16 at the Hilton Old Town in Alexandria, VA. Presentations on timely topics will include tax credits and management for manufacturers, an analysis of the 2010 mid-term elections and an update on energy and environmental policy changes. Featuring presentations by Chuck Foster of Foster and Jamison and David Goch with Webster, Chamberlain and Bean. Members will also be updated on the progress of IHEA’s strategic plan. In addition to the educational sessions and Committee meetings, Monday evening will feature an Historical Pub Dine Around Old Town giving members the opportunity to network while learning about the rich history of the Washington DC area.

Schedule of Events

MONDAY, NOVEMBER 15
9:00 AM - 3:30 PM  IRED Meeting
6:00 – 9:00 PM  Old Town Pub Dine Around
   (optional evening event)

TUESDAY, NOVEMBER 16
7:30 AM  Registration in Hotel Lobby
8:00 – 11:15 AM  Committee Meetings
   • Education
   • Government Relations
   • Marketing Communications & Membership
   • Program Planning
   • Safety Standards
11:30 AM – 12:15 PM  Luncheon
12:30 PM  Fall Business Conference General Session
12:30- 1:30 PM  IHEA Strategic Plan Update –
   Lach Perks, Eclipse Inc.
12:30 - 1:15 PM  Committee Reports
   • IRED – Tim Proctor, Duke Energy
   • Education – Brian Kelly, Elster Kromschröder
   • Government Relations – Mike Shay, Elster Kromschröder
   • Marketing Communications & Membership – Anne Armel, Process Heating
   • Program Planning – Mark Gentry, Advanced Energy
   • Safety Standards – Kevin Carlisle, Karl Dungs
1:15 - 2:15 PM  “IHEA Strategic Plan Update”
   Lach Perks, IHEA President
2:15– 2:30PM  Break
2:30 - 3:15 PM  “The Impact of Environmental & Energy Policies Changes: An Update”
   Chuck Foster, Foster & Jamison
3:15 - 4:00 PM  “The Most Important Mid-Term Election in Years - An Analysis”
   David Goch, Webster, Chamberlain & Bean
4:00 - 4:45 PM  “Tax Credits & Management for Manufacturing”
   Sarah Mooney, Webster, Chamberlain & Bean
4:45 PM  Closing Remarks

Register on-line at www.ihea.org
Meet IHEA’s Newest Member…

SOLO Swiss
P.O. Box 7127
Bienne, Switzerland
41-32-722-65-62
www.soloswiss.com

SOLO Swiss Group has manufactured advanced industrial furnaces for the heat treatment of metals since 1945. Its headquarters are located in Bienne, close to Bern in Switzerland. SOLO manufactures its furnaces in Porrentruy & Neuchâtel, Switzerland and in Guangzhou, China.

SOLO Swiss is one of the oldest furnace manufacturers in Europe and exports its equipment all over the world with a strong presence in Asia and more particularly in China. All SOLO furnaces are equipped with a metallic muffe to allow a big precision of treatment and a fast conditioning.

SOLO offers two types of furnaces:

1. The batch furnaces, type Profitherm. A multifunctional arrangement of bell-type furnaces and quench tanks, allowing a direct & rapid transfer of load from the furnace(s) to the quench tank(s). The modular design enables easy extensions and covers all types of atmospheres and quench media.

2. The continuous furnaces under protective or treatment atmosphere with gas cooling or quenching in liquids.

SOLO furnaces are particularly adapted for the treatment of the small complex metallic parts requiring an enhanced precision of treatment and reduced distortion such as: springs, clips, fasteners, coins, needles, hooks, ball bearings, parts for the aeronautics, cutlery, watch-making industry, micromechanics, as well as long parts for which the bell furnace is most suitable. In all these fields, SOLO Swiss’s customers are among the most famous names of the industry for more than 20 years.

SOLO is focused on customer service and can provide a worldwide service for repairs and maintenance.

IHEA NEWS

Surface Combustion Receives Governor’s “E” Award

Congratulations to Surface Combustion, Inc. on receiving the Governor’s “E” Award for excellence in exporting for the third time. On September 22, 2010, President & CEO, William J. Bernard, Jr. was presented with the 2010 award from Ohio Governor Ted Strickland and Ohio Department of Development Director Lisa Patt-McDaniel at a ceremony in Columbus, Ohio. Surface Combustion has previously won this award in 1999 and 2006. For more than 25 years, the Governor’s Excellence in Exporting Awards annually recognize Ohio companies that have increased sales volume through exports, increased Ohio-based employment as a direct result of export activity, or developed and implemented a successful strategy to expand their international sales.

Surface Combustion is a manufacturer of capital goods equipment used for thermal processing of metals and materials and has served customers in 29 countries. The company has recently completed projects in India, Russia, Chile, Venezuela, Taiwan, Mexico, Canada, Romania, and China. Its exports have increased steadily during the last three (3) years.

7th China International Heat Treatment/Industrial Furnace Exhibition

November 10 - 12, 2010
China International Exhibition Center, Beijing

The 7th China International Heat Treatment/Industrial Furnace Exhibition will take place in Beijing, the capital city of politics and economics at the heart of industrial Asia. With an increasing demand in the field of iron & steel, machinery, automobile, shipping, and aviation & aerospace, the Heat Treatment industry has the opportunity for development and the challenge for technology innovations and industrial upgrading. This show will be a golden opportunity to develop international trade and strengthen global cooperation for enterprises both in China and abroad. For information on attending or exhibiting, please contact Ms. Cui Haitang at cui68604326@163.com.

Don’t forget to visit IHEA’s FACEBOOK page and select “LIKE!”
Combustion Seminar Delivers Big in Dallas, TX

The 41st Annual Combustion Seminar found its way to Dallas, Texas. The Marriott Quorum by the Galleria hosted the seminar from September 20-21. Greg Schober, Technical Director with Nelson Architectural Engineers, Inc., was impressed with IHEA’s seminar, “The seminar was extremely worthwhile for anyone involved with industrial furnace burners. The material was well organized and presented in a series of fast paced presentations.”

Attendees spent two full days in educational sessions, followed by a meet and greet with sixteen IHEA member companies at the Tabletop Exhibition. We were pleased to hear many comments like this from Eric Brindley, Senior Project Engineer with Maxon, “…it was also good to meet and get to talk with people who are in the industry and use the equipment. I would definitely like to send some of our Engineered Systems Group project managers to the seminar next year. It provides a great base of knowledge to build from.”

Thanks to the Combustion Seminar speakers and Tabletop Exhibitors who continue to make this event valuable for attendees.

Chairman, Tim Lee congratulates Jose Leal, World Minerals, the happy winner of an ipod shuffle at the Tabletop Exhibit.

Combustion Seminar attendee shows interest at the Wirco Inc. booth.

Speaker Scott Bishop, Alabama Power Company, gives a very descriptive presentation on the Basics of IR.
IHEA UPDATES

Government Relations
By Mike Shay, Chair

The Government Relations Committee (GR) has been focused on IHEA’s strategic objective as an ‘Authoritative Voice’ to our government. All of our activities since our last meeting in San Antonio have been focused on actions that will place IHEA in a position to increase our involvement with DOE and their programs as a platform to demonstrate our member knowledge base and expertise.

The following is a list of actions that the GR committee has implemented to increase our visibility as the ‘Authoritative Voice’ in Industrial Heating:
1. Establish IHEA online training course as a prerequisite for Save Energy Now auditors
2. Provide DOE with a list of IHEA training resources and provide availability for DOE Technical Account Managers
3. Position PHAST as a standard and approved method in TC244 for efficiency calculation of process heating applications
4. Explore the opportunity for IHEA to participate in the Save Energy Now, Leader and Ally programs
5. Continue efforts with Chuck Foster to establish contacts with legislative policy committees
6. Explore co-marketing of IHEA training and course materials with DOE

The key legislative issues continue to be energy legislation and carbon emissions. Again, we are utilizing Chuck Foster’s insights into the progress of these issues as well as the potential changing political environment after the midterm elections.

GR continues to focus our efforts on validating IHEA’s commitment to our members by demonstrating our knowledge and capabilities in addition to our desire to effect responsible and growth based energy legislation.

IHEA Safety Standards Seminar
Rescheduled to March 2011

March 7 & 8
Hilton Garden Inn O’Hare, Chicago, IL

Due to the delay in publication of the NFPA 86 - 2010 Standard, IHEA’s Safety Standards & Codes Seminar originally slated for October 18 & 19, has been rescheduled to March 7 & 8, 2011. Location remains at the Hilton Garden Inn O’Hare, Chicago Il. The two day program will review the NEWLY UPDATED NFPA 86 - 2010: Standard for Ovens & Furnaces and will highlight the technical changes and clarification in the newest edition of the standard.

The new NFPA86 handbook will be available soon and included in the registration materials. Visit the website to register now, www.ihea.org.

EDUCATION
By Brian Kelly, Chair

As a result of the new Strategic Plan, the Education Committee will be responsible for establishing and maintaining the Knowledge Base. An initial survey to determine which data and knowledge is important to the membership has been distributed to IHEA member companies. The results of the survey will be presented at the Fall Business meeting and will set our initiatives and actions for the next 3 years to develop the Knowledge Base so IHEA can be the source for process heating knowledge.

The On-line Distance Learning Courses continue their positive responses from the students that have taken the Fundamental and Advanced course, with 119 students to date. It will be a continuing project to discover effective avenues to promote these courses, such as DOE promotion when energy surveys and assessments are done.

MARKETING COMMUNICATIONS
and MEMBERSHIP
By Anne Armel, Chair

The MCM Committee has been discussing options to increase membership and turn prospects into members. The committee will gather at the IHEA Fall Business meeting in November to continue discussion on many other projects as well.

The committee is defining an initiative for IHEA representation in conjunction with Industrial Heating at ThermProcess 2011. They are also preparing an updated statement describing IHEA’s and IRED’s focus, which will replace the existing “About” section on the website. Once the statement has been revised, it will be sent to the board for approval.

The committee is also targeting induction companies for membership. They are considering an “induction roundtable” at which several invited companies will gather for lunch with a few committee members. The companies would be asked questions about their needs. The feedback would help the committee put together a membership plan for this group.

SAFETY STANDARDS and CODES
By Kevin Carlisle and Ted Jablonski

The SS&C committee has a number of important discussions on the table. Currently, the focus is with the ISO/TC 244 update. Highlighted below are some of the other topics of consideration for the committee.
• ISO/TC 244 Update (The US TAG to TC244 submitted a negative ballot with numerous comments on all three Committee Drafts).
• Discussion on whether or not IHEA should be involved on NFPA 54 – National Fuel Gas Code & CSA B149.3 – Code for the Field Approval of Fuel-Related Components on Appliances and Equipment.
• ANSI’s Virtual TAG on Energy
• NFPA 86 – 2011 Edition: Publication date and when ROP is due for next edition in 2015. (The next edition of NFPA 86 will carry a 2015 date, and will report at the Annual Meeting in 2014. The cycle dates have not been published yet, but they expected the proposal closing date will be around the end of November, 2012).

As IHEA takes the next steps in the implementation of the Strategic Plan, the IRED Division needs to make sure that our future goals and objectives add value and compliment the foundation of this Plan. It will be imperative that we are aligned and that any future established initiatives will support IHEA’s Strategic Statement. Our work with the “Chief Strategic Officer”, Mark Gentry, will help create success by establishing projects and tactics that enhance the basis of this plan. Please join us in November in our Nation’s Capital and bring your exciting ideas and comments to the Fall Business Meeting. We look forward to seeing you there.

Visit www.ihea.org to order your copy. This is a publication of the Infrared Equipment Division of IHEA. This is a great resource that will benefit anyone in the industry.

The 2nd Edition of the Infrared Process Heating for Industrial Applications Handbook is available NOW!

SEE IHEA AT...

Infrared Seminar FABTECH 2010
November 2 - 4
Georgia World Congress Center, Atlanta, GA

This year, the Infrared Process Heating seminar will be conducted as part of FABTECH’s conference programming. The Infrared Process Heating seminar reviews the basics of IR including what it is, how it is produced and its characteristics. It also reviews 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. This seminar will be accompanied by IRED’s Infrared Process Heating Handbook.

FREE expo registration: www.fabtechexpo.com and enter Priority Code: FB10

When it comes to getting the tools you need to improve productivity, increase profits and find new ways to survive in today’s competitive business environment, nothing compares to FABTECH. One week, one convenient location, one opportunity to keep your business on the cutting edge.

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IHEA’s Annual Meeting
April 12-16, 2011
South Seas Resort, Captiva Island, FL

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Mike Shay, Elster Kromschröder
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