President’s Message
By Daniel Llaguno, Nutec Bickley

As I’m writing this letter just a few days after getting back from our first ITPS Americas, I’m reflecting on the value I got out of the Summit. The information I received first-hand will allow me to be more prepared for decisions I need to make for my business. Not only that, but I also got some great advice that will help me enhance the personal side of my life, thanks to speakers such as Chief Bob Vasquez and Dan Proft. All of this, coupled with meeting new colleagues and catching up with old friends, made for a terrific event. Preliminary results are quite positive and I think our first ITPS Americas has a solid base on which to build future Summits. To have achieved that is, in itself, a great success. Thanks again to our IHEA staff who organized the event, sponsors, speakers, tabletop exhibitors and attendees. We couldn’t have done it without you!

Now, on to some news:

• I would like to introduce our newest member: BDC (Burner Design & Control). Welcome to IHEA!

• We now have our first End-User Member – John Deere, represented by Chad Spore, whom we had the opportunity to meet at ITPS Americas and who was one of our End User speakers. Great milestone for IHEA!

• The 3rd Edition of the Process Heating Sourcebook (a joint effort between the US Department of Energy and IHEA) is now available; you can download it at www.ihea.org (click on the Publications button and scroll down to Books). Thanks to our Education Committee for making this happen.

• Congratulations to Midco International and Charlie Aiello for Midco’s 75th Anniversary! That’s quite an accomplishment!

• Our “Fundamentals of Process Heating” On-Line Course, with Max Hoetzl as Presenter-Instructor, is set to begin on October 17th. Registration is open, so I encourage everyone to take advantage of this great opportunity to train your employees.

• Our Fall Seminars (Induction, Safety, & Combustion) and the Fall Business Conference are quickly approaching. The seminars will be held September 19-20, followed by our Fall Business Conference on the 21st. You can register at www.ihea.org. I look forward to seeing many of you in Cincinnati!

Lots of good action going on at IHEA……….and much more to come!

Daniel Llaguno, IHEA President
First ITPS Americas a Success!
The first ITPS Americas, held August 10 – 12 at Loews Chicago Hotel, delivered high quality presentations filled with information that attendees can use now to improve their businesses. With nearly 100 people in attendance, feedback from the majority of the participants was extremely positive.

From the opening keynote address, delivered by Mark Mills of the Manhattan Institute, discussing the Geopolitics of Energy; to Chief Master Sergeant Bob Vasquez discussing the Truth About Leadership; to our final speaker, Chicago radio talk show host, Dan Proft giving us tips on how we can affect and influence change, the two-day event gave attendees a great deal of information to think about and process.

Here’s a small sample of the feedback provided by ITPS Americas attendees:

“ITPS Americas covered a lot of different topics in only two days. It provided a very good mix of technology, economics, politics and entertainment.”

“I really enjoyed the networking opportunities ITPS Americas afforded me.”

“There was a good range of topics. I especially felt that the presentations on energy and regional economic drivers were good.”

“ITPS Americas was a very worthwhile conference.”

Presented by the Industrial Heating Equipment Association and Industrial Heating magazine in the United States, we’d like to thank our sponsors who made ITPS Americas possible: Honeywell ICI, Nutec Bickley, SECO/WARWICK and Surface Combustion. ITPS Americas was powered by CECOF, Heat Processing, Messe Dusseldorf, VDMA and ThermProcess.
IHEA’s popular series of Fall Seminars are just around the corner! Specifically designed for individuals involved in the design, manufacture, service, maintenance or operation of industrial furnaces and ovens, our three concurrent seminars (Combustion; Safety Standards; and Induction, continuously receive high marks from attendees. Scheduled for September 19th & 20th at the Cincinnati Marriott RiverCenter in Covington, KY (just across the river from downtown Cincinnati), IHEAs Fall seminars offer something for everyone in the industrial heating equipment industry.

**Combustion Seminar**
Long the industry’s premier seminar for industrial process heating professionals, this two-day seminar on September 19 & 20, offers attendees the chance to learn the latest in combustion technology. Topics include:

- Troubleshooting
- Furnace & Process Controls
- Heat Application (High & Low Temp)
- Fuel/Air Ratio Control
- Combustion System Safety
- Problem/Solution Workshop
- Panel Discussion on Combustion System Maintenance
- …And More!

Attendees also receive a copy of the Infrared Process Heating handbook.

**Safety Standards Seminar**
Did you know that the NFPA 86 - Standard for Ovens & Furnaces was updated last year? Learn about the changes to the standard and how they will affect your business from members of the NFPA 86 Technical Committee on September 19 & 20. Topics include:

- Class A, B, C & D Furnace Considerations
- Operations, Maintenance, Inspection & Testing
- Safety Equipment and PLCs
- Safety Controls and Devices
- Safety Shut-off Valves
- Loss Prevention: An Insurer’s Perspective
- Product Liability

All attendees of the Safety Standards Seminar will receive a copy of the updated NFPA 86 - Standard for Ovens & Furnaces.

**Tabletop Exhibition & Reception**
The Fall Seminars Tabletop Exhibition & Reception offers attendees from all three seminars the opportunity to speak with company representatives and learn more about the products and services discussed in the classroom environment throughout the day.

**Win an Amazon Firestick!**
(must be present to win)
Join us for IHEA’s Fall Business Conference on September 20 - 21, following the IHEA Fall Seminars. The Fall Business Conference will feature committee meetings, a networking event and committee reports. On the heels of ITPS Americas, we will forgo the general business discussions by outside speakers and focus on IHEA committee work.

On Tuesday evening, IHEA members will experience Cincinnati's brewing history and enjoy a German-themed dinner with other IHEA members in historic Over-the-Rhine. American Legacy Tours will lead us on an exploration of recently discovered tunnels that were vital to Cincinnati's brewing heritage. Rated one of the Top Five Underground Tours by National Geographic, you won't want to miss this rare opportunity! We will end the tour with dinner and beer tastings at the Christian Moerlein bottling plant and tap room.

[Click here to view the Fall Business Conference agenda.]
Process Heating Sourcebook, 3rd Edition NOW AVAILABLE!

Improving Process Heating System Performance: A Sourcebook for Industry 3rd Edition

Improving Process Heating System Performance: A Sourcebook for Industry 3rd Edition is now available for download, FREE of charge! This Sourcebook is part of an initiative under the U.S. Department of Energy (DOE) Industrial Technologies Program (ITP) and the Industrial Heating Equipment Association (IHEA), which began more than ten years ago when the first Sourcebook was published. The ITP and IHEA undertook this project as part of a series of Sourcebook publications on industrial utility systems. Other topics in this series include compressed air systems, pumping systems, fan systems, steam systems, and motors and drives.

This Sourcebook describes basic process heating applications and equipment, and outlines opportunities for energy and performance improvements. It also discusses the merits of using a systems approach in identifying and implementing these improvement opportunities. It is not intended to be a comprehensive technical text on improving process heating systems, but serves to raise awareness of potential performance improvement opportunities, provides practical guidelines, and offers suggestions on where to find additional help.

The mission of IHEA is to provide services that will enhance member company capabilities to serve end users in the industrial heat processing industry and improve the business performance of member companies. Consistent with that mission, IHEA supports energy efficiency improvement efforts that provide cost savings, performance benefits, and other competitive advantages that enable success in the global marketplace.

Improving Process Heating Performance Sourcebook is available for download at no charge by clicking here.

IHEA’s Online Distance Learning Course

Fundamentals of Industrial Process Heating

Course Begins: Oct. 17
IHEA Members: $700
Non-Members: $875
Instructor: Max Hoetzl, Retired Engineer, Surface Combustion

This six-week course provides an overview of the fundamentals of heat transfer, fuels and combustion, energy use, furnace design, refractories, automatic control, and atmospheres as applied to industrial process heating. Students will gain a basic understanding of heat transfer principles, fuels and combustion equipment, electric heating, and instrumentation and control for efficient operation of furnaces and ovens in process heating. Students will earn Professional Development Hours for passing the course.

A former student remarks, “I liked the pace of the class and learning to resolve problems from real examples.”

This six-week online course begins on Oct. 17th. Registration fee includes course instruction, live interaction with the instructor, class forums to interact with other students, plus an electronic copy of IHEA’s Fundamentals of Process Heating Course Handbook. Cost is $700 for IHEA members and $875 for non-members. To register, visit the IHEA website, www.ihea.org and click on the Training & Events tab for more information.

LEARN FROM THE BEST!

IHEA’s Learning Academy videos are a great tool for training new employees, or brushing up on your own combustion technology knowledge. Rent individual videos or the entire collection today!

Visit www.ihea.org to learn more today!
IHEA MEMBER NEWS

Welcome New IHEA Members!

BDC, Inc.
Burner Design and Control
436 Anglum Road
Hazelwood, MO 63042
Toll Free: 800-432-5810
Phone: 314-993-5810
www.gobdc.com

BDC, Inc. was founded in 1946 as the Brandwine Equipment Co. as a manufacturer’s representative of Eclipse Fuel Engineering and Rockwell Heat Treating Furnaces. An employee group purchased the company in 1976, forming BDC, Inc. with the mission of being the predominant source for environmentally sound, cost efficient industrial combustion and process control equipment. The group, led by Ben Conner, continued to concentrate on growth by implementing a distributorship operation within the business to support combustion equipment sales. Products included spark plugs, flame rods, gas pressure regulators, temperature controls, and flame supervision controls. Charlie Roth purchased the company in its entirety in 1990 when the industrial marketplace in the region began to decline with the closing of several large manufacturing concerns that were in the core marketing areas of the company. Survival and growth required the addition of products and services that would differentiate BDC from the typical specialty equipment representatives at the time. During the next several years BDC initiated one of the first dedicated combustion service organizations to support users, OEMs, and contractors. The service team provides contract support for NFPA fuel system testing, instrument calibration and repair, and PLC and DCS programming support.

BDC provides and supports complete solutions to plant operation needs. They focus on the importance that process heating, process instrumentation, and field sensing devices can play in the efficiency, effectiveness, and profitability of businesses. BDC represents and distributes burners and control devices available in the industrial market place. They design custom turnkey engineering and provide fabrication services to your specifications. They also provide ongoing field services to keep you operating in peak form.

Heat Treat Today
www.heattreattoday.com

Long-time Industrial Heating publisher Doug Glenn has launched a new heat treat industry media brand targeting four key industries: aerospace, automotive, medical, and energy, as well as general manufacturing. The new brand, Heat Treat Today (www.heattreattoday.com), launched in June of 2016. The site is already gaining worldwide attention with subscribers from three continents. Heat Treat Today (HTT), pulls the best heat treating content from the web and makes it available to key thermal processing professionals in the target industries. “It was our desire to use the experience gained from the 20 years I spent with BNP Media and Industrial Heating to create a heat treat brand that is exclusively targeted at captive heat treaters, especially in aerospace, automotive, medical, and energy. It’s our hope to build this brand into a name that is not only recognized worldwide, but is recognized as being one of the most helpful and engaging media brands in the heat treat industry,” said Glenn.

As a new IHEA member, Mr. Glenn would like all IHEA members to know that his new media brand is interested in publishing technical articles or other helpful content for the captive heat treat market. Please feel free to contact Doug or Mary at doug@heattreattoday.com or mary@heattreattoday.com.

Midco Celebrates 75 Years

Founded in Chicago in 1941, Midco’s history of innovation and growth is a testament to the quality and reliability of its products and people. They are known for solving problems, meeting market demands and turning bright ideas into new burner and food service applications. Behind the technology and product durability, you’ll find the true secret to Midco’s success is the people. Midco has been family owned and operated from day one. Their employees, from the production line to the executive office, are an integral part of the Midco family. The spirit of teamwork and dedication is visible by their meticulous attention to detail, rigorous approach to quality and a commitment to putting the customer first.

Midco International Inc.* is a supplier of power burners. They have built a reputation based on innovative designs, fine products and commitment to customer service, engineering and technical support. Midco International, teamed with its EmberGlo® division, serves the gas burner markets and the commercial food service industry.

HEA congratulates Midco on their 75 years in operation and wishes them many more years of success!
IHEA’s
ONLINE DISTANCE LEARNING COURSE
Fundamentals of Process Heating
Fall 2016

Course Begins: October 17th
Registration Closes: October 14th

REGISTER NOW at
www.ihea.org

EARN PDH’s!

IT’S ONLINE, IT’S CONVENIENT
AND IT’S STARTING SOON!

ABOUT THE INSTRUCTOR
Max Hoetzl P.E., Retired
VP Technology, Surface Combustion Inc.

Max Hoetzl, P.E., recently retired as Vice President of Technology at Surface Combustion, Inc. is IHEA’s Online Distance Learning Course instructor. Since joining Surface Combustion in 1973, Max was involved in many areas of high temperature furnace applications. As the Vice President of Technology, he was responsible for providing technical support to all product areas. In addition, he was responsible for the Field Service, Rebuild/Retrofit, and Information Technology Groups.

Max is the inventor of twelve (12) equipment and process patents and a licensed Professional Engineer in the State of Ohio. Max chaired one of the initial focus groups in the Center for Heat Treating Excellence (CHTE). Over the years, he served on several committees and participated in many focus groups and was the 2012 recipient of the CHTE Distinguished Service Award.

Max Hoetzl has a long relationship with IHEA, serving as IHEA’s secretary/treasurer in 2006; 2nd vice-president in 2007; 1st vice president in 2008 and then president in 2009. Max served on both the IHEA Education & Government Relations committees for years and chaired the Education Committee for two years. In 2015, Max stepped in to the role of instructor for IHEA’s Online Distance Learning Fundamentals course. In retirement, Max has agreed to remain connected to the industry by staying on as a course instructor for IHEA’s on-line distance learning courses. IHEA is fortunate to have such a passionate leader and knowledgeable mentor for this course.
IHEA OFFICERS & BOARD

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IHEA INFORMATION

UPCOMING EVENTS

Powder Coating and Curing Processes Seminar
September 13 & 14
Georgia Power CRC
Atlanta, GA

IHEA Induction Seminar
September 19
Cincinnati Marriott RiverCenter
Cincinnati, OH

IHEA Combustion Seminar
September 19 - 20
Cincinnati Marriott RiverCenter
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IHEA Safety Standards Seminar
September 19 - 20
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Furnaces North America
FNA 2016
October 4-5
Renaissance Hotel & Convention Center
Nashville, TN
BOOTH # 523

FABTECH 2016
November 16-18
Las Vegas Convention Center
Las Vegas, NV

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