



# NEWS

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## PRESIDENT'S MESSAGE

JEFFREY W. BOSWELL, Seco/Warwick Corp.



### Holiday Wishes

As 2004 comes to a close I would to thank the officers, board members, committee chairman, committee members, and the membership at large for all their hard work and commitment this year. It was a both active and productive year for IHEA. We took advantage of our times together to advance the association and our industry.

We will pick up where we left off when we meet again, this time in Tucson in April for our annual meeting. We hope you plan to join us April 13-16, 2005 as we want to build on the tremendous turn-out we had at the 2004 annual meeting in Florida.

The IHEA – DOE Furnace of the Future conference was a great success. We limited attendance to 45 people and ended up with a third IHEA members, a third end users and a third DOE and Academia. I was told by a number of end users that the conference far exceeded their expectations. I will be proposing to the Board we consider more end user – IHEA conferences in the future.

I attended the annual CECOF meeting in Karlovy Vary, Czech Republic in September.

The attendance this year was better than last and most of the European attendees agreed that their business this year was 3 to 5% better than last years. I gave an update of IHEA, and JIFMA, the Japanese association of furnace manufacturers did the same.

I am pleased to announce we have signed a three-year contract with Anne Goyer and her group, Goyer Management International. GMI has done a tremendous job the last 18 months and as they've got their feet firmly on the ground with IHEA. We look forward in building on our great relationship in the future. As you can imagine, transitions are often strenuous and burdensome; Anne and her staff did a wonderful job without missing a step.

On the whole, most people feel that 2004 was an improvement for our industry over 2003. Through all of our efforts, let's build on that success to make 2005 even better. On behalf of the board, I wish you and yours a pleasant and safe holiday season and a prosperous new year!

## 2005 ANNUAL MEETING

The Program Planning Committee is working diligently to finalize programming for the 2005 Annual Meeting scheduled for April 13-16, 2005 at the J.W. Marriott Starr Pass in Tucson, AZ. This resort will still have the smell of a new facility as it is celebrating its grand opening in December of 2004.

An outstanding conference program, including committee meeting and sessions that will cover such topics as The Supply Chain (Oil, Steel, etc.); Doing Business On-Line – Making it Profitable; China – Where are we now?; An Economic Update; and Human Resource Roundtables that will address things

such as Attracting Young Talent to Your Company, Compensation Packages, Limiting Your Liabilities, and Hiring & Firing is nearing completion. Look for details and registration information shortly after the new year arrives.

Mark your calendar now to join your fellow IHEA members in Tucson from April 13-16, 2005. It promises to be a valuable meeting for everyone.



Artist Rendering of the New J.W. Marriott Starr Pass

### A Look Inside:

Process Heating Sourcebook

October Events

Coming Events

Member News

IHEA Updates

IREC

Industry News

IHEA IS PLEASED TO WELCOME OUR NEWEST MEMBER

**Catalytic Industrial Systems**  
www.catalyticovens.com  
Catalytic Industrial Systems designs and manufactures flameless gas catalytic infrared heaters and oven systems, high intensity gas infrared oven systems, gas convection oven systems, and combination gas infrared and convection oven systems.

# 2004 IHEA OFFICERS & BOARD

## IHEA Elected Officers

### President

**Jeffrey W. Boswell**  
Seco/Warwick Corp.

### First Vice-President

**Steve W. Fruth**  
Fostoria Industries, Inc.

### Second Vice-President

**Brian Russell**  
Dry Coolers Inc.

### Secretary/Treasurer

**John B. Clarke**  
Diamond Engineering Co.

## IHEA Executive Committee

**Jeffrey W. Boswell (Chairman)**  
Seco/Warwick Corp.

**Steve W. Fruth**  
Fostoria Industries, Inc.

**Brian Russell**  
Dry Coolers Inc.

**John B. Clarke**  
Diamond Engineering Co.

**Mario Ciampini**  
Ipsen International, Inc.

**Virgus Volertas**  
Honeywell International

## IHEA Board of Directors

**Robert G. Beattie**  
Process Thermal Dynamics Inc.

**Jeffrey W. Boswell**  
Seco/Warwick Corp.

**Mario Ciampini**  
Ipsen International, Inc.

**John B. Clarke**  
Diamond Engineering Co.

**John M. Cole, P.E.**  
Kolene Corp.

**Dr. Louis Etschmaier**  
Hauck Manufacturing Co.

**Steve W. Fruth**  
Fostoria Industries, Inc.

**Max Hoetzel**  
Surface Combustion, Inc.

**W.E. Pasley**  
Southern Co.

**Lachlan L. Perks**  
Eclipse, Inc.

**Brian Russell**  
Dry Coolers Inc.

**Virgus Volertas**  
Honeywell International

## IHEA Executive Vice-President

Anne Goyer

## Legal Counsel

Arthur L. Herold  
Webster, Chamberlain & Bean

## OCTOBER EVENTS

IHEA spent a very busy week in Chicago this past October. The week kicked off on Monday, October 18 with the 35th Annual Combustion Seminar. There were 29 registrants. The first day of programming concluded with a reception where attendees got to make their way around to the tabletop exhibitors that included:

BNP Media  
Industrial Heating & Process Heating Magazines  
Eclipse, Inc.  
Eurotherm  
FECO  
Fireye Inc.  
Fostoria Industries, Inc.  
Hauck Manufacturing Co.  
Industrial Heating Equipment Association (IHEA)  
Ipsen International, Inc.  
Maxon Corp.  
North American Manufacturing Co., Ltd.  
Protection Controls, Inc.  
Schunk-INEX Corp.  
Siemens Building Technologies  
Surface Combustion, Inc.  
WS Thermal Process Technology Inc.

The two-day program continued the next morning and ended Tuesday afternoon. The evaluations from attendees were once again very good. IHEA thanks Tim Lee of Maxon Corporation and Michael Binni of Bloom Engineering Company, Inc. for their efforts as Chairman and Vice Chair, respectively for this year's Combustion Seminar.

Also Tuesday, the IHEA-DOE Furnace of the Future Conference got underway. Co-sponsored by the DOE and IHEA this conference brought together industry leaders, IHEA association members and end users in a combined effort

to brainstorm and offer presentations on October 19 in the Chicago O'Hare area. Industry presentations covered metals, petroleum refining, food, chemicals, and glass/non-ferrous materials. Breakout sessions allowed users and vendors to explore options for the future. You may access all of the presentations from this conference on IHEA's website: [www.ihea.org](http://www.ihea.org). Click on the Industry Issues and News link and scroll down to the Furnace of the Future Conference to download the presentations.

The IRED group also met Tuesday so that IRED members could attend IHEA Committee Meetings on Wednesday. Look for details about what IRED is up to in the IRED section of this newsletter.

The Fall Business Conference kicked off with IHEA committee meetings in the morning on Wednesday, October 20. Be sure to look for minutes from these meetings on IHEA website. After lunch the conference continued with the afternoon general session. Jeff Boswell gave the President's address, the committees summarized their activities, followed by a DOE update. The program concluded with a presentation by David P. Goch, an attorney with Webster, Chamberlain, & Bean out of Washington. Mr. Goch talked about legislative and regulatory topics relevant to IHEA membership. He also made some predictions. Some of his predictions were right on target – the presidential election. While others missed their target – baseball. The networking continued as the day concluded with an excellent dinner off-site at Sal & Carvão.



*Doug Perks Speaks at the IHEA-DOE Furnace of the Future Conference.*



*Arvind Thekdi Speaks at the IHEA-DOE Furnace of the Future Conference.*



*John Cole (front), Kevin Riley, and John Searle enjoy dinner at Sal & Carvão.*



*Virgus Volertas presents the status of the IHEA By-Laws review currently taking place at FBC.*



*Steve Mickey Makes his Presentation at Combustion Seminar.*

**“Improving Process Heating Systems Performance: A Sourcebook for Industry”** is a recently published 71-page booklet that was a development of the BestPractices initiative under the U.S. Department of Energy (DOE) Industrial Technologies Program (ITP) and the IHEA. The ITP and IHEA undertook this project as part of a series of Sourcebook publications on industrial utility systems, and motors and drives.

This Sourcebook provides process heating system stakeholders with a reference describing basic process heating processes and equipment, and outlines opportunities for energy and performance improvements. The Sourcebook 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 system, but rather serves as a document that raises awareness.

The Sourcebook contains chapters on:

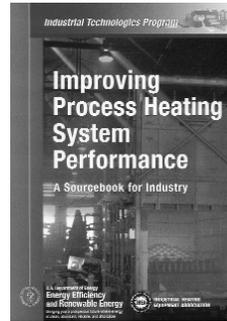
- Process Heating System Basics
- Performance Improvement Opportunities
- BestPractices Process Heating Performance Improvement Tools
- Process Heating Systems Economics
- Where to Find Help
- and a series of Appendices

To view a pdf of the Sourcebook on-line, visit [http://www.oit.doe.gov/bestpractices/pdfs/proc\\_heat\\_sourcebook.pdf](http://www.oit.doe.gov/bestpractices/pdfs/proc_heat_sourcebook.pdf).

To order a complimentary copy of the Sourcebook, we recommend calling EERE’s Information Center on their toll-free number – 1-877-337-3463. You can order the Sourcebook on-line but it’s a bit more challenging to find the publication. Start here <http://www.eere.energy.gov/catalog/Scripts/prodList.asp?btn=search> and enter “Improving Process Heating” in the SEARCH box at the top of the page. Then scroll down to the “I”s to locate the publication. Calling the toll-free number is probably easier and quicker. The Sourcebook will be sent to you complimentary.

Voting member representatives were sent a small supply of the Sourcebooks when IHEA received a shipment from DOE in October.

Thanks to all the IHEA members who assisted in the review process for the Sourcebook prior to publication: John Cole, Kolene; Mario Ciampini, Ipsen International; Steve Fruth, Fostoria Industries; Doug Perks, Eclipse; Kevin Riley, Fireye; John Searle, Eurotherm Controls; and Jason Wilson, Rolled Alloys. The Sourcebook was also reviewed by a series of industry users from companies such as Schott Glass, Alcoa, and U.S. Steel as well as the staff at DOE. A special thanks to Lindberg for providing the photograph that appears on the cover of the Sourcebook.



## UPCOMING EVENTS

### PHAST Training

Upcoming dates and locations are always available for the Process Heating Assessment and Survey Tool (PHAST) workshops on website. Visit [www.ihea.org](http://www.ihea.org) for complete details and links to each seminar. IHEA is serving as a co-sponsor to these upcoming events by providing promotional and marketing assistance. There is an upcoming program:

**APRIL 7, 2005**  
Edison, AgTAC  
Tulare, CA

### IHEA 76th Annual Meeting

April 13 - 16, 2005  
Starr Pass Marriott  
Tucson, AZ

### COATING 2005

September 19-22, 2005  
Indianapolis, IN

### Heat Treat 2005

September 26-28, 2005  
Pittsburgh, PA

Visit IHEA’s website for more information on these activities.



**Hauck Manufacturing**

## 35th Combustion Seminar Tabletop Exhibition in Photos



**Maxon**



**Schunk-Inex**



**Protection Controls**



**Surface Combustion**

## Industrial Heating to Publish Chinese-Language Editions

*Industrial Heating* Magazine will publish three Chinese-language editions of *Industrial Heating* in 2005. Newsteel Media in Beijing will translate, print, and distribute these editions to an initial list of 1,000

manufacturers with in-house thermal processes or heat treat departments. The three issues will run in February, May, and December and advertisers in the English-language editions of these *Industrial Heating* issues are eligible to have ads placed in the respective Chinese-language editions. ■

## Electric Process Heater Division

Interest is building to form a new division within IHEA – an Electric Process Heater Division. A dinner meeting was held October 19 to meet with several potential members regarding the possible development of this division. IHEA members John Cole, Jeff Boswell, Steve Fruth, and Doug Glenn, along with Anne and Andy Goyer joined potential members Bruce Barnes of Chromalox, Rich Stilley of Accutherm and Bob Edward of Custom Electric. Look for more information in a future newsletter and on the web. Please contact Anne Goyer, IHEA Executive Vice President, with any questions or comments about this potential new division. ■

## 2005 Membership Directory

All voting member representatives were sent forms to update their membership listing for the 2005 directory to be published in January. If you have not done so already, please return your forms immediately. ■

## Furnace North America

IHEA wishes to thank the many members that volunteered their time in IHEA's booth at the September Furnace North America Show. Brian Russell reported that the first day was quite busy. Visitors to the booth learned about IHEA members, IHEA publications and training, as well as membership opportunities. ■

## Website

The Marketing Communications & Membership Committee has begun the arduous task of reviewing and updating the association's website. Some recent updates include ensuring all links to members

companies are functional and removing out-dated information.

The Members Only area of the website can be accessed by the password "iheamember." That is, "IHEA Member" with no space. This area of the website has past committee meeting minutes currently and will expand to include other information pertinent to IHEA members.

Check out the site - [www.ihea.org](http://www.ihea.org) - for ongoing updates, additions, and improvements. Forward any questions or comments on the website to Leslie Muck, IHEA webmaster at [lmuck@one.net](mailto:lmuck@one.net) ■

## New NAM President

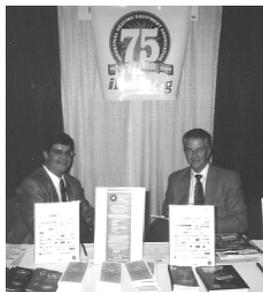
John Engler was named the new President of the National Associations of Manufacturers. The former Michigan Governor replaced Jerry Jasinowski on October 1. Jasinowski retired after 14 years as President of the NAM. ■

## Looking Ahead to the Next Newsletter

Please forward news items or article features you wish to have considered for insertion to Matt Berlage, the newsletter editor, by mail or via email to [mberlage@one.net](mailto:mberlage@one.net). In addition to our regular news items, the next issue of the newsletter will feature previews of the final program for the 2005 annual meeting and the 2005 Safety Standards Seminar. ■

## Happy Holidays

Your IHEA staff wishes you and your company a happy holiday season. We hope 2005 is a great year for you and all IHEA members. ■



Jeff Boswell of Seco/Warwick Corp. and IHEA President and Larry Pullman of Industrial Heating man IHEA's booth at Furnaces North America



## Handbook Update

The infrared handbook draft was reviewed by IRED at the Fall Business Conference in October in Chicago. Those comments will be incorporated in the next draft copy. The book is now to a point where it will be designed and laid out. Completion time for this project is estimated to be the first quarter of 2005.

The handbook will then again be presented to the IRED membership for comment and final review. A master draft of the handbook should be ready for presentation to IHEA for review and approval during the second quarter of 2005.

The applications section of the handbook still needs additional case studies from our membership. The production of the handbook will continue on though and not be delayed, as the number of case study

applications does not impact the content of the handbook. Please contact David Boone at [daboone@southernco.com](mailto:daboone@southernco.com) if you wish to have a case study considered for inclusion. ■

## NFPA 86

Also during the Fall meeting, IRED discussed some of the wording related to electric infrared heaters in NFPA 86. With the help of the IHEA's Safety Standards and Codes Committee, new wording was proposed and forwarded to NFPA by IHEA for consideration. ■

## IRED Promotion

Look for IRED columns from David Boone, Bob Beattie and Steve Fruth in both *Powder Coating* magazine and *Industrial Paint and Powder* magazine. ■