



# NEWS

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## PRESIDENT'S MESSAGE

JEFFREY W. BOSWELL, Seco/Warwick Corp.



## 75th Anniversary Year for IHEA

### A Look Inside:

*Annual Meeting Review*

*Member News*

*IHEA Updates*

*IRED*

*Industry News*

*IHEA Events*

It is indeed a privilege and an honor to be the IHEA President, particularly during the 75th Anniversary celebration. I extend my thanks to immediate past President John Cole. John served us well as President, but we offer our added thanks to him for guiding our association through the transition to new management over the last year. I would also like to welcome our new officers and board members who were installed at our annual meeting in Coral Gables, FL on April 14th. Together with our standing committees, we will continue to adjust and adapt to our challenging market environment, and create the future for the next 75 years.

When I came into this industry, fresh out of college, one of my goals was to make it to 75 years old. I was relieved to discover recently that 75 is the median age for males these days. While modern medicine can work miracles to extend our lives, the business conditions over the last three years certainly hasn't helped life expectancy! The year 2000 started a very difficult period for the heat processing industry, and only recently we have seen opportunities for future growth. While IHEA members project a 20% growth in sales over last year's orders, most would agree that no records were set in 2003.

Probably the worst recession experienced by Seco/Warwick was in 1982, when our business was the slowest it has ever been. There were no inquiries, and what business we did have, customers were threatening to cancel. As the economy recovered, I went to the top ten USA companies in my product area, and they all had projects going on that required new equipment. Twenty two years later, I continue to work in the same product area and find out there are no longer 10 companies, there are 5. Yes, they have projects but the new equipment will be installed in Mexico, South America or China. It has been said that in 10 years, China will be the Mecca of all manufacturing. How will

US Manufacturing survive in this economic reality? This is the paradox our industry and this association faces moving into the future.

We must leverage the strengths of IHEA by working together to do more than survive, but thrive in today's business culture. We must proactively promote our interests to the federal government and the standards organizations that serve our industry. Product liability, strong environmental laws, employee benefits, taxes and energy costs combine to add additional costs to American products that are not incurred by foreign competitors. Only through a strong trade organization can we repel the pressure of international conglomerates to devalue our products and profits by attempting to regulate our industry to a commodity status. We must continue to educate our member companies on matters that impact our industry so we can be one step ahead of foreign competitors and improve our business performance.

The Standing Committees of IHEA are the heart and soul of the organization. The work they do is important and valuable. The six different committees represent the main interests of the membership and it is imperative that member companies support our committees – they do the heavy lifting for generating the ideas to solve our mutual problems and challenges. Their accomplishments are your gain. This past annual meeting was the first of it's kind with committee members attending and actively participating. The survey results point to a very successful meeting.

As IHEA moves towards 75 more years of growth and opportunity, we look back to the progress we have made and forward to a future that is in our hands to create. John Cole created a new executive organization, we have new officers and a new board, and organized strong standing committees to carry out our mission in our current economic recovery. Seventy-five years is not the end, It's just the beginning.

**IHEA IS PLEASED  
TO WELCOME THREE  
NEW MEMBERS**

#### **Gas Technology Institute**

[www.gastechnology.org](http://www.gastechnology.org)  
Research, development, and training organization serving energy markets. Process heating is a key research area for GTI.

#### **Schunk-INEX Corp.**

[www.schunk-inex.com](http://www.schunk-inex.com)  
Primary focus is the production of radiant tubes for indirectly heated furnaces.

#### **Vacuum Furnace Systems Corp.**

[www.vfscorp.com](http://www.vfscorp.com)  
Design and manufacture horizontal and vertical vacuum furnaces.

# 2004 IHEA OFFICERS

## 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.

## 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 Hoetzi**  
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

## IHEA'S CELEBRATES 75 YEARS AT THE 2004 ANNUAL MEETING

The 75th IHEA Annual Meeting was held April 14 - 17, 2004 at the beautiful and historic Biltmore Hotel in Coral Gables, FL. It was the perfect backdrop to celebrate IHEA's 75th Anniversary. Following is a review in pictures.

Our thanks to our Programming Committee, headed by Chairman John Searle of Eurotherm. Timely and valuable programs were presented by David Huether, Chief Economist, National Association of Manufacturers (NAM); Steve Houston, President, Ethics First Institute; Bill Primosch, Director of China Affairs, NAM; Zhongnan Wang, Embassy of People's Republic of China. The program concluded with roundtable discussions on glass, metal treating, aluminum, and plastics.

Attendees also enjoyed the return of the golf outing, putting contest, croquet tournament, and

receptions. These functions were joined with the board meeting and an update from representatives of CECOF. Mario Ciampini also gave a DOE update. New this year, IHEA committees met during the annual meeting where very productive business was conducted.

IHEA's 75th Anniversary was celebrated with a Gala Banquet on the last night of the Annual Meeting. Joining IHEA for the celebration were Past Presidents Dick Warwick, Gene Schalk, Hans Melgaard, Bill Bernard, Paul Huber, Carl Marcucci, Mario Ciampini, and John Cole.

Everyone felt the annual meeting was a great success and were already planning to attend the 2005 event. Please mark your calendars and plan to join us for the 2005 Annual Meeting at the Starr Pass Marriott in Tucson, AZ, April 13-16, 2005.

## THE MEETING



*David Huether - Chief Economist for NAM providing an outstanding presentation on the economy.*



*Incoming president Jeff Boswell presents the President's Pin to outgoing president John Cole.*



*Roger Paules of Duke Energy discusses electro-technology marketing initiatives with IRED members.*



*IRED Leadership - Gary Metzger, David Boone, Ron Vinyard, Mark Gentry*



*Program Chair John Searle welcomes members.*



*Industry roundtables on the final morning closed the program.*



*Two perspectives on China from Bill Primosch (right), Director of China Affairs, NAM & Zhongnan Wang, Embassy of People's Republic of China.*



Blue Dots rule – need we say more.



Past Presidents in attendance with their spouses, from left: Paul & Francie Huber, Mario Ciampini, Ilene & Bill Bernard, Missy & John Cole, Ilona & Hans Melgaard, Betty & Gene Schalk, Mary & Dick Warwick, Rene & Carl Marcucci



Dick Warwick & Bill Bernard reminisce at the Past President's reception.



President Jeff Boswell reflects on the past 75 Years



Brian & Margy Russell along with Jim Klein check out the winning golf tickets.



Ilene Bernard is escorted by two past presidents – Mario Ciampini and husband Bill Bernard.



Missy Cole presents the croquet award to ladies champ Ilona Melgaard.



John Cole congratulates putting champ Jim Klein.



The Biltmore Hotel.



The croquet contingent takes a photo break from the action.



Karen Salerno on the croquet course.



Scott Kinney & Bob Edwards get ready to hit the links.



The putting tournament drew a crowd.

## UPCOMING EVENTS

.....  
**FNA 2004**  
*Furnaces North America*  
SEPT. 23 - 24, 2004  
Nashville, TN

**35th Annual  
Combustion Seminar  
and Exposition**  
OCTOBER 18 - 19, 2004  
Hyatt Regency O'Hare  
Rosemont, IL

**Fall Business Conference**  
OCTOBER 20, 2004  
Hyatt Regency O'Hare  
Rosemont, IL

**PHAST Training**  
Many dates and locations are available for the Process Heating Assessment and Survey Tool (PHAST) workshops. 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:

**AUGUST 26, 2004**  
Southern California  
Edison CTAC  
Irwindale, CA

**AUGUST 31, 2004**  
University of Michigan  
Ann Arbor, MI

**SEPTEMBER 21, 2004**  
Sponsored by the  
American Iron & Steel  
Institute, DOE EERE  
Cleveland, OH

**SEPTEMBER 30, 2004**  
Portland State Univ.,  
Department of  
Mechanical Engineering  
Portland, OR

**IHEA 76th Annual  
Meeting**  
APRIL 13 - 16, 2005  
Starr Pass Marriott  
Tuscon, AZ

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



### Surface Combustion, Inc. receives orders

Surface Combustion, Inc. announced they have received orders for their Super Allcase® Batch Integral Quench furnace line with companion equipment from ReedHycalog, located in Houston, TX and from National Metal Processing, located in Richmond, KY. The furnaces will have a maximum furnace operating temperature of 1800°F and 1950°F, respectively. ■

### Eclipse, Inc. Recognizes IHEA

Eclipse, Inc. marks IHEA's 75th Anniversary with a

special posting to their website. Doug Perks, Chairman of the Board & CEO of Eclipse, Inc. shares some of the reasons Eclipse has been committed to IHEA. Visit [www.eclipsenet.com](http://www.eclipsenet.com). ■

### Susan Keough

IHEA is very saddened to learn of the loss of Susan Keough, wife of AFC Holcroft member, Bill Keough. Susan will be missed and IHEA has made a donation in her name to the Alzheimer's Research Center at the Mayo Clinic. Our deepest sympathies to Bill and the entire Keough family. ■

### NAM Forms China Policy Subcommittee

The National Association of Manufacturers has formed the China Policy Subcommittee. Its purpose is to ensure that the NAM policy towards China reflects the views of all member companies that are concerned about exporting to China, producing in China, or the impact of imports from China. The first meeting was held May 11 in Washington. Contact Patricia Mears at [pmears@nam.org](mailto:pmears@nam.org) or 202-637-3141 with questions. ■

### Elections

Jeff Boswell, Louis Etschmaier and Brian Russell were re-elected to serve another term on the IHEA Board of Directors. Lach Perks of Eclipse and Bill Pasley of Southern Co. were elected to first terms on the board. New board members were installed during the 2004 IHEA Annual Meeting in April. Following the Annual Meeting, the Board appointed Max Hoetzel to fulfill the unexpired term of John Collins (both of Surface Combustion) when John left the process heating industry in April. ■

### Note of Thanks

IHEA wishes to thank outgoing board member, Dave

Lurie of BNP Media for his years of dedicated service to the board. The commitment of Dave and those at BNP has helped IHEA to continue to move forward. Our sincere appreciation, Dave! ■

### IHEA Financials

Company member contacts should have received the audited financial statements via email in May. Please contact the IHEA office with comments or questions. ■

### Process Heating Systems Sourcebook

The sourcebook is in its final stages of revision and is expected to be released under the combined logos of DOE and IHEA any day. Members of the Process Heating Steering Committee developed the Sourcebook. Five IHEA members participate in the committee and were highly involved in the creation of this book. It will be a valuable resource for the entire industry. ■

### Interpretive Guide

Once final comments are received, the joint CECOF/IHEA effort to create an interpretive guide will be available. Watch for details soon! ■

### IRED Meets at Annual Meeting

The Infrared Equipment Division (IRED) of IHEA held a committee meeting at the Annual Meeting in April where 20 participants listened and discussed many issues. Steve Fruth of Fostoria Industries, Inc. reviewed the past year of transition from IREA to IRED. The discussion then opened up with an exchange of thoughts and ideas that face IR companies today and how IRED may address them. In addition, Mike Greissel, Editor, Industrial Paint & Powder made a presentation on the past, present, and future of IR. IRED is also in the midst of publishing an IR manual. Following publication, plans are for IRED to launch an IR seminar based upon the manual. Look for more details in a future newsletter. ■

### Web Presence

We have integrated the former IREA web page into the IHEA website. You will now find the IRED page at [www.ihea.org](http://www.ihea.org). Click on the IRED logo to be directed to the IRED pages. ■

### IRED Logo

IRED has updated its logo to better reflect its role within the IHEA. The new logo contains both the IHEA logo and the IRED logo. The website and all future IRED information will now feature this new look. Much thanks to Brent Miller of Industrial Heating for his creative design. ■

Total domestic and foreign orders for industrial heating equipment, as reported by 18 members of the Industrial Heating Equipment Association, for the fourth quarter of 2003, were \$60.82 million, a decrease of 13.1% from orders received and reported by the same companies for the fourth quarter of 2002.

Domestic orders for all industrial heating equipment for the third quarter of 2003 totaled \$51.53 million, a decrease of 14.8% from orders reported in the same quarter of 2002. Foreign orders for the fourth quarter were \$9.29 million, down 2.5% from 2002.

Domestic industrial furnace and oven orders only for the fourth quarter of 2003 were \$16.75 million, down 50.9% from the same quarter in 2002. Other domestic equipment orders, including atmosphere generating equipment, process control systems, industrial combustion equipment, replacement parts and other types of equipment totaled \$34.78 million for the fourth quarter of 2003, a 10.9% increase for the same reporting companies from the same quarter in 2002. ■

INDUSTRIAL HEATING  
EQUIPMENT ASSOCIATION  
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## IHEA EVENTS

### **Safety Standards Seminar**

IHEA held its annual Safety Standards Seminar May 11-12, 2004 at the Hyatt Regency O'Hare in Rosemont, IL. The 37 registrants reviewed the newly released edition of NFPA 86 Standard for Ovens and Furnaces, which became available in September of 2003.

Feedback from attendees was very positive. Comments included, "Being a newcomer in the field, the material and handouts were very informative. I will be able to bring back a lot of useful information to help me have a better understanding of my job. I will be able to work under safe conditions and make sure it is safe for the whole department." Another noted, that the seminar presented, "a good balance of code and 'real' examples."

Attendees received a complete copy of NFPA 86 along with the notes of each presenter. Look for details about future seminars in the next newsletter and online at [www.ihea.org](http://www.ihea.org). ■

### **IHEA Sponsors Fall Programs**

IHEA will once again have a very busy Fall schedule of programs of interest to both the members and industry at large. Mark your calendar now and plan to attend! Registration forms will mail soon to all members. You will also be able to obtain registration forms on the IHEA website: [www.ihea.org](http://www.ihea.org) by the end of July. ■

### **35th Annual Combustion Seminar Scheduled for October 18 & 19**

The 35th Annual Combustion Seminar and Exposition will be held October 18 & 19, 2004 at the Hyatt

Regency O'Hare. Companies use this highly evaluated seminar as a key instruction program for employees responsible for the design, selection and maintenance of fuel-fired industrial furnaces and ovens.

The two-day seminar provides the attendees an opportunity to learn all facets of the combustion system for industrial furnaces and ovens, and discuss problems of special interest in an environment of practical information sharing. The faculty is a select group of engineers involved in the design and manufacture of combustion equipment.

In conjunction with the seminar, the tabletop display area for exhibitors will return. Tabletop reservation forms will be sent to all members in early July. Watch for your reservation and return it immediately. ■

### **2004 Fall Business Conference Set for October 20 in Rosemont, IL**

The 2004 IHEA Fall Business Conference returns to the Chicago O'Hare area and will once again follow the Combustion Seminar in our continued effort to reduce costs and travel to members. This event will be held at the Hyatt Regency O'Hare in Rosemont, IL. Members who participate in the Combustion Seminar can also attend the Fall Business meeting the next day. Committee meetings will take place during the Fall Business meeting followed by afternoon programming. The Program Planning Committee is meeting in early July to finalize the program. Look for details to follow after the program is finalized. ■