

UPCOMING IHEA EVENTS



IHEA 78th Annual Meeting
APRIL 11 - 24, 2007
Loews Coronado Bay Hotel,
San Diego, CA
REGISTER TODAY: www.ihea.org

IHEA Safety Standards Seminar for Industrial Furnaces & Ovens
APRIL 30 & MAY 1, 2007
Omni Hotel, Indianapolis, IN

IRED IR Seminar
SEPTEMBER 19, 2007 at FIN-X '07
Indiana Convention Center,
Indianapolis, IN

IHEA OFFICERS & BOARD

IHEA Elected Officers

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mhoetzel@surfacecombustion.com

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Legal Counsel
Arthur L. Herold
Webster, Chamberlain & Bean

INDUSTRY EVENTS

DOE PHAST TRAINING

Be sure to stop by www.ihea.org for updates to the list of DOE PHAST Training seminars that IHEA is co-sponsoring. These seminars are held throughout the country all year long. For the list of upcoming seminars, click on EDUCATIONAL PROGRAMS

DOE Process Heating Assessment Seminars
April 27, 2007 - Indianapolis, IN
Sponsor: Purdue Technical Assistance Program
Contact: Ethan Rogers, 317-275-6817

DOE PHAST Specialist Qualification Seminars
May 15 - 17, 2007 - Mississippi State, MS
Sponsor: Mississippi State University
Contact: Jeremy Childers, 662-325-3765

August 21 - 23, 2007 - Cleveland, OH
Sponsor: Energy Industries of Ohio
Contact: Larry Boyd, 216-323-1898

THERMPROCESS 2007 Just Months Away

THERMPROCESS, the world's leading forum for companies in the field of thermal process technology will be held June 12 - 16, 2007 in Dusseldorf, Germany. In the last few years, the technologies concentrated here notched considerable growth rates. Nowhere but THERMPROCESS offers the big picture of trends, developments, and new processes.

Renowned industry manufacturers and many small and medium-sized specialist companies will be here, demonstrating technological advancements in all areas of thermal process technology as well as the construction of plants, machinery, components, and engineering services. Many IHEA members will have booths in the show. For complete details on THERMPROCESS, please visit their website: <http://www.mdna.com/shows/thermprocess.html>

THERMPROCESS 07



Visit IHEA at these upcoming shows

FIN-X '07
September 18 - 20, 2007, Indianapolis, IN - www.fin-xshow.com



ASM HEAT TREATING SOCIETY
September 17 - 19, 2007, Detroit, MI



INDUSTRIAL HEATING EQUIPMENT ASSOCIATION
P.O. Box 54172
Cincinnati, Oh 45254-0172

PRESORTED
FIRST CLASS MAIL
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CINCINNATI, OH
PERMIT No. 6156



The INSIDER

Keeping You Current with Industrial Heating Equipment Association News
Vol. XXXIII • No. 1 • February 2007

President's Message

By Brian Russell

I'm glad to report that our association is healthy and strong. This is due in large part to our 58 IHEA member companies who have risen to the challenges and opportunities presented by the globalization of the process heating industry. Increasing productivity while pushing ahead with new technology and high quality manufacturing has helped maintain our competitive advantages.

Since our last newsletter, John Searle resigned from the Board due to a change in employment. John is now with Eclipse (a long time IHEA member) and we wish him well. The board would like to acknowledge John for his fine contributions and efforts. John Dauer from Siemens has accepted an appointment to serve the rest of the vacant term, and we enthusiastically welcome him to the IHEA board.

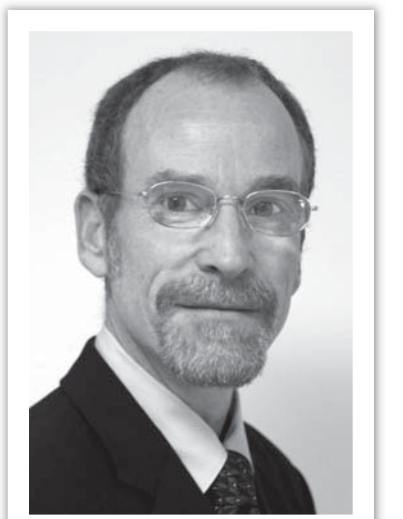
On January 22, the Education Committee successfully launched the new Advanced Industrial Process Heating distance-learning course on line. The intensively interactive courses have received excellent reviews indicating that our high-tech educational program will be a continuing success story for IHEA. Completion of the course will earn 1.6 Continuing Education Credits, and we are now offering a 10% discount for any company that enrolls three or more students in one session. Congratulations to ETAC for their professionalism in hosting the course and to all the dedicated members of IHEA who contributed their expertise.

Our other educational and industry outreach endeavors also continue to improve. The Safety Standards and Codes committee will present the Safety Seminar in Indianapolis on April 30 and May 1. This seminar will keep attendees current with the new NFPA 86 revision for 2007. The IRED division will present an Infrared Seminar to be held during the Fall Business Meeting this year in addition to our highly successful Combustion Seminar. This year we can expect electro technology supplements to both the Process Heating Sourcebook and the Process Heating Assessment Tool (PHAST) published as part of our ongoing allied partnership with the Department of Energy.

The European Association of Thermal Processing Equipment Manufacturers (CECOF) held their annual meeting in Catania, Sicily in October. Dr. Louis Etschmaier, his wife Judith, Anne and Andy Goyer, as well as I and my wife Margy represented IHEA. Representatives from 14 nations attended - mostly top executives from leading heating equipment manufacturers. The meeting was very informative with reports on the state of thermal processing in the members' home countries and excellent presentations on energy efficient approaches to heating equipment design and implementation. The Japanese Industrial Furnace Manufacturers Association (JIFMA) sent two representatives to pursue the development of an ISO standard for industrial thermal processing equipment. There is momentum coming from JIFMA and CECO of to work with IHEA to form a new ISO Technical Committee with the aim of establishing an ISO standard for heat processing equipment similar to NFPA 86 and EN746. We will keep you informed on future developments and welcome any comments or suggestions.

While there are many key benefits to being a member of IHEA, surely one of the most rewarding and enjoyable is the opportunity to network with our peers in the industry. The turnout for the Annual spring meeting has always been high, making it a great opportunity to communicate with other leaders in the heating equipment arena. There are usually many first time attendees at each meeting and we always make sure that everyone feels welcome and comfortable. So please join us in San Diego in April. The program com-

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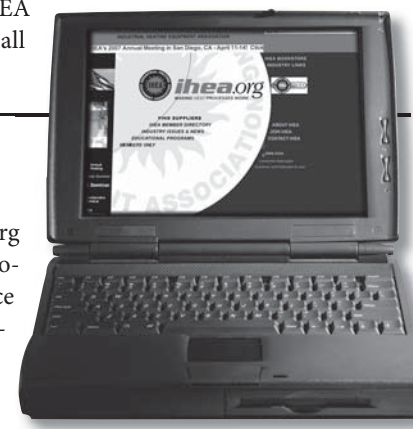
mittee has worked hard to keep costs down while delivering a high value business meeting at the lovely Loews Coronado Bay Resort. In addition to the important work of the committees, we will have an interesting and useful program focusing on energy, health care, web-based marketing and the current economic outlook. To further social interaction and enjoyment we will have golf, badminton, croquet, a sunset cruise and of course our annual President's Reception gala banquet. So please bring your spouse and children if possible as I'm sure they too will enjoy the meeting. A registration packet can be downloaded from the IHEA website. I hope to see you all in San Diego!

Website Revision in Development

IHEA's website, www.ihea.org is undergoing a major renovation under the guidance of the Marketing Communications and Membership Committee. The committee recently outlined the features of a revised site and is in the process of signing an agreement with Omnia, a web-marketing and design firm. Some of the features of the revised site are:

- Simpler, cleaner website with a new look
- Easier to navigate
- Easily maintainable
- Highlight member company capabilities and direct interested parties to members websites/emails
- Add job posting page with links to company with the opening
- Add technical tools page with links
- Secure on-line registration for all meetings
- Ensure site is optimized on search engines

Watch for more details as our website revisions take place over the next six months.



ihea.org

MAKING HEAT PROCESSES WORK

IHEA Web-Based Courses to be Offered in June

IHEA's popular web-based courses will again be offered during the summer semester. You can choose from IHEA's two courses: **Fundamentals of Industrial Process Heating** or **Advanced Industrial Process Heating**. Both courses are offered on-line in partnership with ETAC – the Electrotechnologies Application Center – at Northampton Community College in Bethlehem, PA and have scored very highly by students who have taken the courses to date.

Fundamentals of Industrial Process Heating reviews the fundamentals of combustion fuels; burners and combustion equipment; the basics of controls including the instrumentation and control for efficient operation of furnaces and ovens; and the principles of heat transfer. **Advanced Industrial Process Heating** helps students learn how to achieve efficient instrumentation, control and operation of industrial process heating equipment; gain familiarity with a wide variety of industrial ovens, furnace and kiln types; differentiate among a wide variety of refractories and insulation; use vacuum heat processing, recuperators and regenerators; work with atmospheres and quenching; and cut costs to save money. Course Instructor Bill Clark has been very pleased with both the student's participation and commitment to the course.

Both courses are being offered simultaneously during the summer semester. The complete course outline for both courses and registration information are available on www.ihea.org under EDUCATION. 1.6 CEU credits will be given for passing each course. On-line registration can be found at www.etctr.com/iheacourse.htm.

IHEA Safety Seminar Set for April 30 & May 1 in Indianapolis

IHEA's Safety Standards Seminar is moving to Indianapolis, IN and will be held on April 30 & May 1 at the Omni Hotel in downtown Indianapolis. This year's seminar will focus on the new, complete revision of NFPA 86 Standard for Ovens and Furnaces which incorporates NFPA86C, Standard for Industrial Furnaces Using a Special Processing Atmosphere and NFPA86D, Standard for Industrial Furnaces Using Vacuum as an Atmosphere, into one comprehensive standard. The most significant change in this edition is to the requirements for the use of PLC's for Burner Management Systems.

Other changes that will be discussed during the seminar include:

- Confirmation of the removal of the IRED requirement

- The change to SSOV (s) for Mixing Machines
- Covering time delays of all types for safety devices.
- The new materials on PLC's
- Revised allowable voltage for safety devices
- The clarification of heating chambers under purge requirements
- The added requirements for the exception regarding SSOV's in multiple burner systems for service proven above 1400F
- The enumeration of many examples of applications governed by NFPA 86

IHEA's Safety Standards and Codes Committee was closely involved with all of the revisions that have been made to NFPA 86 and attending the 2007 seminar is the best place for someone to learn about the recent updates to the published code.

IHEA's Safety Standards and Codes Committee Chairman, Ted Jablkowski of North American says "The focus of many of these proposals is to bring additional clarity to the specific requirements of the NFPA 86 Standard, for the benefit of all those using the standard."

This seminar includes a complete copy of NFPA 86. For a course outline and complete seminar details, visit IHEA's website: www.ihea.org or call IHEA at 513-231-5613 for a printed brochure. The registration fee for this two-day event is \$700 for IHEA members and \$750 for non-members. The Omni is extending a special guest room rate of \$115 for those making registering prior to April 4. Hotel reservations should be made on the Seminar registration form found on the IHEA website. Registrations are limited so early registration is encouraged.

IHEA Board Votes to Suspend Quarterly Statistics Survey and Disband the Operational Information Committee

After several years of struggling for participation with member reporting and Committee representation, the IHEA Board of Directors recently voted to suspend the Quarterly Statistics survey and disband the Operational Information Committee. "After speaking with members on a regular basis about this situation, we determined that we are not get-

ting the support from the membership to make the committee and our quarterly statistical surveys a valuable benefit at this point in time," comments IHEA President Brian Russell. "We have not abandoned all surveys. We will continue to do the Annual Operating Ratio Report conducted by an outside accounting firm and we will from time to time

conduct important internal surveys that will be authorized by the board." Less than 25% of the membership regularly participated in the quarterly statistics surveys. Members wishing to discuss the decision are encouraged to speak with any member of the IHEA Board of Directors or call the IHEA office at 941-373-1830 and speak with Anne Goyer.

MEMBER NEWS

Process Heating to Publish Electrotechnologies Supplement

Here's an opportunity to tell 10,000 end-users that you make electrotechnology equipment as *Process Heating* magazine will devote an entire section of their June issue to Electrotechnologies. The special section will be included in *Process Heating's* June issue and mailed to more than 10,000 targeted subscribers involved in Finishing, Converting/Paper, Plastics, Printing/Packaging and Electronics. IHEA/IRED members will be contributing to editorial content in the supplement and those who advertise in the special section will get their print ad along with an electronic version of the special section on *Process Heating's* website for 12 months. It also will be emailed to approximately 5,000 opt-in subscribers to *Process Heating* weekly e-newsletter. And your electronic ads will link to your website. All the electronic exposure is designed to push readers to your website. Additionally, Electrotechnologies print edition will be distributed at FIN-X 2007 and National Manufacturing Week. To take advantage of the opportunities to participate in this special section, please contact Anne Arnel at (630) 694-4342 or arnela@bnpmedia.com.

Process Heating

FOR MANUFACTURING ENGINEERS WHO USE HEAT PROCESSING EQUIPMENT AND SUPPLIES.

Eurotherm Introduces Eycon

Eurotherm has recently launched the new Eycon series of visual supervisors. These visual supervisors provide multi-function control, recording and visualization. Eycon's new visual supervisor technology incorporates functionality that will allow users to completely manage a process. In fact, engineers may class the Eycon visual supervisor as a mini DCS which could easily be incorporated as a powerful component into a wider system.

The series has been designed to reduce configuration, integration, installation and wiring costs while increasing accuracy, quality and efficiency. Eycon visual supervisor instruments can be used as a building block within larger systems communicating over Ethernet (ELIN). For more information, visit Eurotherm's website: www.eurotherm.com/eycon.

NEW MEMBERS

IHEA welcomes the following new members:



George Koch Sons, LLC

Address: 10 S. Eleventh Ave.
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Fax: (812) 465-9676
Email: sales@kochllc.com
Website: www.kochllc.com



Bloom Engineering Co., Inc.

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UNITED STATES
Phone: (412) 653-3500
Fax: (412) 653-2253
Email: info@bloomeng.com
Website: www.bloomeng.com



IHEA Annual Meeting Set for April 11 - 14 in San Diego

The stage is set for IHEA's 78th Annual Meeting from April 11 - 14 at Loews Coronado Bay Hotel on Coronado Island in San Diego, CA. A timely educational program along with a variety of social activities fills the four-day event. The program is highlighted by presentations on a 2007 economic outlook; impacting the quality & cost of health care; designing websites that sell and determining web ROI; and energy forecasts – pricing, supplies and alternative fuels. Traditional IHEA activities such as golf, croquet, and the President's Gala Banquet are part of the program along with optional social events that include a sunset cocktail cruise and a tour of the U.S.S. Midway Aircraft Carrier. IHEA's committees will all meet on Thursday to work on important committee activities. Thursday evening's Quench Tank will feature our golf tournament draw party where teams are selected in a random draw. Great information and an enjoyable time are guaranteed for all.

For those who have not yet registered, please do so immediately as our hotel cutoff is Friday, March 10. Rooms at our group rate can not be guaranteed after that date. To download a packet of registration information, go to www.ihea.org and click on the ANNUAL MEETING button found on the left side of the home page.

This is a wonderful opportunity to network with IHEA members from around the country, learn about important issues facing our industry, participate in committee activities, and help direct the future of your association. We hope to see many of you in San Diego in April.

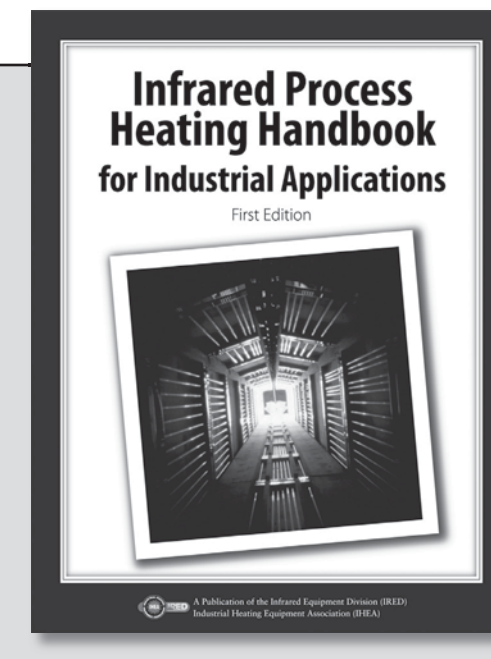
IRED NEWS



IRED to Host IR Seminars

IHEA's Infrared Equipment Division (IRED) will be hosting several IR seminars in the coming months. Launched last November during IHEA's Fall Business Conference, the IR seminar is a one-day event based upon IRED's new IR Handbook. The seminar will be held at various utility member locations this spring for their customers and then held this fall at FIN-X '07 in Indianapolis and during IHEA's Fall Business Conference.

IRED's IR Handbook, the instruction manual for the seminar, is filled with basic information on IR technology



along with a series of applications that are very useful in helping understand IR and its potential uses. The handbook is available from IHEA for \$20 for non-members and \$15 for members plus shipping. Quantity discounts are available. Anyone wishing to order a copy of the handbook can download an IHEA book order form from the IHEA website: www.ihea.org (click on IHEA Bookstore) or call the IHEA office at 513-231-5613 to have a form faxed to you.

IRED Business Case Tool Now Available

The IRED Business Case Tool is now available for members to use. This Excel spreadsheet can help you evaluate the economics of infrared installations and calculate a payback for your customers. The input form guides you through the process and collects data on energy use, labor costs associated with the process, and new equipment capital costs. You can request a copy from Ken Dulaney at kdulaney@advancedenergy.org.

IRED extends a special thanks to Ken Dulaney of Duke Energy and Mark Gentry for spearheading this endeavor and to all the IRED members who participated in the development and review of this tool. We urge members to take advantage of this important tool to demonstrate the value of IR.