



# NEWS

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## PRESIDENT'S MESSAGE

BY C. CARL MARCUCCI, P.E.

### IHEA In The Forefront



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Not unlike a growing number of proactive trade associations today, the Industrial Heating Equipment Association has initiated a number of new programs and endeavors that are adding real value and strengthening member relations. We are pleased to report a rise in the number of member companies, current membership stands at 55, and most important greater participation by member company personnel in IHEA programs promoted by the work of our Committees.

As stated in my presentation to the members during the Annual Meeting in Palm Desert, California, success depends on a structured organization that creates interaction, involvement and dedication. On **page 3** of this newsletter you will find the current organizational chart of IHEA and a chart which links Board Members to Committee Chairmen. Please review these charts which formalize a structure of member involvement for assignment, responsibility, and accountability, all in support of assuring continuity for achieving association objectives. Members need to be knowledgeable of how the organization operates, paying particular attention to the very important role of the committees.

IHEA growth and accomplishments are made possible primarily due to efforts of the Committees.

I urge members who are not presently involved to join a Committee. Select a Committee which interests you the most and become an active contributor. The objectives of the operating Committees are to help improve the association image and prestige, increase value to the membership, attract new members, add revenue, increase annual and fall business meeting attendance and enhance our existing unique importance to the heat processing industry.

To assure all programs initiated or developed by a committee receive full attention by the IHEA Board of Directors, each director is now assigned to serve as a liaison to a specific Committee. This allows the Committee chairmen to have a personal direct link to the Board and likewise the Board to the committee, establishing an effective goal setting and communication interface. The Board members

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#### PLANNING AHEAD

### U.S./European Standards and Workforce Issues To Be Covered at IHEA's Fall Business Meeting – October 19, 2000

The Industrial Heating Equipment Association's 2000 Fall Business Conference will be held Thursday, October 19, 2000, at the Hyatt Arlington, Arlington, Virginia.

Committee meetings will be scheduled in the morning with the afternoon dedicated to presentations and discussions on general topics of interest to the members. One of the sessions will focus on U.S. and European standards for industrial furnaces. Mike Debier, incoming President of the European Committee of Industrial Furnace and Heating Equipment Associations will cover the European standards. He is heavily involved in European standardization development. Fred Jensen, an expert on standards followed in the United States, will cover recent NFPA Furnace and

Oven standards changes. Attendees will have an opportunity to ask questions and make comments about the standards.

A second session on "Today's Workforce Issues" will cover challenges and opportunities of the modern workplace in respect to entry-level skills and the kinds of training, advice and other services available to companies.

The traditional Washington report on legislative and regulatory issues and a political viewpoint on the coming presidential election will be provided by IHEA's legal counsel. The day's activities will conclude with a special evening program.

This important and popular annual IHEA event serves as a forum for the committees to convene and review progress of existing programs and develop plans for new activities. Approximately 50-60 member company representatives attend the Fall Meeting. ■

# OIT/IHEA Process Heating Roadmap

The "Roadmap for Process Heating Technology" final report is expected to be available in early September 2000. The report stems from a meeting of thirty-five executives representing equipment manufacturers, end users, energy suppliers and researchers held in November of 1999. It is a joint effort by IHEA and the U.S. Department of Energy's Office of Industrial Technologies to embark on a proactive, collaborative effort to develop a logical and comprehensive plan for meeting industrial process heating needs now and in the future.

The Roadmap sets forth the priority goals and direction for the process heating community to meet end-users' process and equipment needs over the next 20 years. It is the intent of the roadmap to establish a foundation for pursuing collaborative public/private projects to achieve priority goals, both R&D as well as non-research-related-activities. Specific steps to be taken to implement the roadmap will be identified through collaboration of various process heating interests including end-users who purchase, operate, repair and maintain process heating systems; equipment and component designers and suppliers; process and system engineering designers and consultants; and energy suppliers.

Some non research and development goals include: establish R&D and non-research priorities based on end-user input; develop incentives for the purchase of capital equipment utilizing new technologies; foster the use of advanced enabling technologies in new process equipment; promote consistent environmental regulations; develop the workforce; educate end-users; and educate the public.

The top research and development goals that were identified by the representatives at the meeting and to be addressed over the next twenty years included: advanced sensors that measure multiple emissions; improved performance of high temperature materials, including alloy composites; predictive models of the process heating system; improved methods for stabilizing low emission flames; heating technologies that simultaneously reduce emissions, increase efficiency, and increase heat transfer; low-cost, low and high temperature heat recovery.

The program is a step by IHEA and the Department of Energy to initiate goals that will improve industrial productivity, energy efficiency and global competitiveness.

Douglas C. Perks, President and CEO, Eclipse, Inc., IHEA's 1999 President, reviewed some of the accomplishments of the past year. C. Carl Marcucci, P.E., IHEA's 2000 President outlined some of the activities and changes planned for the current year. ■

## Forty-three Attend 2000 IHEA Standards Seminar in Chicago

IHEA's Tenth Seminar on Industrial Furnace and Oven Safety Standards was held May 1-2, 2000, at the Chicago O'Hare Marriott, Chicago, Illinois.

Forty-three representatives from twenty-seven companies located in the U.S. and Mexico attended the meeting in Chicago. Companies represented at the seminar included (Non-members) AK Steel Corp.; Bricmont, Inc.; Consolidated Engineering Co.; Elnik Systems; Engineering Services Group, Inc.; General Motors; Glenro Inc.; Harrop Industries, Inc.; Industrial Thermal Systems Inc.; Infracore Manufacturing Corp.; Nutec Industrial, Mexico; Oregon Steel Mills; Thomas Industrial Services, Inc.; Wisconsin Oven Corporation; (Members) Bloom Engineering Co., Inc.; Centorr/Vacuum Industries, Inc.; Drever Company; FECO, A Park Ohio Company; Grieve Corporation; Ipsen International, Inc.; Kromschroder Inc.; The Lanly Company; LOI Inc.; MOCO Thermal Industries, Inc.; Seco/Warwick Corporation; and Therma-Tron-X, Inc.

Speakers included Ray Ostrowski (Chairman); Bruce Abe, North American Manufacturing Co.; John Barron, Vacuum Furnace Systems Corporation; Chris Fink, Honeywell; Fred Jensen, Jensen Industries, Inc.; Glen Mortensen, Kemper National Insurance Companies; Mark Stender, Surface Combustion, Inc.; Algirdas Underys, A. Finkl & Son, Inc. ■

## REGISTER NOW

### IHEA Combustion Seminar

OCTOBER 2-3, 2000  
Chicago O'Hare Marriott  
Chicago, Illinois

More details  
available at  
[www.ihea.org](http://www.ihea.org)

## IHEA UPDATES

### IHEA Welcomes New Members

Companies joining the Industrial Heating Equipment Association in 2000 include:

#### ASCO GENERAL CONTROLS

50 HANOVER ROAD,  
FLORHAM PARK, NJ 07032

The company manufactures instruments and controls. Voting Representative to IHEA is Ed Dorsey, Director, ASCO General Controls. Steve Johnson, Director, Engineering, will be the Alternate Voting Representative.

#### FECO, A PARK OHIO COMPANY

5855 GRANT AVENUE,  
CLEVELAND, OH 44105

The company manufactures furnaces and ovens. Voting Representative to IHEA is Alan J. Smetana, Product Manager. Mac Dalton, General Manager, will be the Alternate Voting Representative.

## 2000 IHEA Annual Meeting Held in California

IHEA's sixty-ninth Annual Meeting was held March 16-20, 2000, at the Desert Springs Resort, Palm Desert, California. Fifty-two representatives from 30 member companies attended the meeting. A total of 104 were present including spouses and guests.

The four day meeting was highlighted with presentations from guest speakers including Michael J. Copps, Assistant Secretary for Trade Development, International Trade Administration, U.S. Department of Commerce; David Littman, Vice President and Senior Economist with Comercia Bank; Dr. Thomas J. Nichol, President, Rolled Alloys; Bill Pasley, President of Southern Companies; and Troy Walker, Principal with Sapiens Amerias.

**Doug Perks (left) IHEA 1999 President congratulates and passes the gavel to Carl Marcucci, IHEA's 2000 President during the Association's Annual Meeting in Palm Desert, CA.**



**Recognition was extended to John and Connie Acker during IHEA's Annual Meeting for attending twenty-five consecutive IHEA Annual Meetings. John is President of Therma-Tron-X, Inc. and served as President of IHEA in 1983.**

## INDUSTRY NEWS

### First Quarter Orders Down from Last Year

Total domestic and foreign orders for industrial heating equipment, as reported by 24 members, totaled \$115.16 million for the first quarter of 2000, a drop of eight percent from orders reported by the same companies for the first quarter of 1999.

Domestic orders for industrial heating equipment reported for the first three months were \$97.75 million, down 11 percent from orders reported for the period in 1999. Foreign orders for the first quarter were \$17.41 million, up one percent from 1999.

Summary reports for the period were sent to participating IHEA member companies.

# INDUSTRIAL HEATING EQUIPMENT ASSOCIATION ORGANIZATIONAL CHART



## COMMITTEES<sup>③</sup>

### STANDING COMMITTEES

<b>U.S. Government Relations</b> DOE, DOC, EPA & Other Agency Contacts	<b>Foreign Relations</b> Foreign Association Relations, CECOF Liaison	<b>Industry Relations</b> IHEA Directory, Website & Expositions, Industrial Center Programs	<b>Program Planning</b> Annual Meeting, Fall Business Meeting	<b>Safety Standards &amp; Codes</b> Standards Seminar, NFPA Liaison, European Standards	<b>Operational Information (Statistical)</b> Quarterly Reports, Operating Ratio Study, Special Surveys
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### APPOINTED COMMITTEES

<b>Finance</b> Fiscal Matters	<b>Nominating<sup>④</sup></b> Directors Nomination	<b>Education</b> Educational & Training Activities	<b>Membership</b> Liaison with Potential Members & Members
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### DIVISION COMMITTEES

<b>Furnace</b> Process Heating Programs	<b>Oven</b> Heat Processing Seminar, Heat Processing Manual	<b>Combustion &amp; Controls</b> Combustion Seminar, Combustion Manual
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① The Board of Directors shall have supervision, control and direction of the affairs of the Association and shall actively prosecute its objectives and supervise the disbursement of its funds. The Board may adopt such rules and regulations for the conduct of its business as shall be deemed advisable, and may, in the execution of the powers granted, delegate certain of its authority and responsibility to the Executive Committee. The Board of Directors from their own membership elect a President, First V.P., Second V.P., and Treasurer during the Board meeting held in the Fall and take office at the regular meeting of the Board scheduled during the Annual Meeting.

② The Executive Committee may exercise the powers of the Board of Directors when the Board is not in session, reporting to the Board thereon at the succeeding regular meeting. Three members shall constitute a quorum for the transaction of business. Meetings may be called by the President or by two members of the Committee. The Executive Committee consists of the President, First V.P., Second V.P., Treasurer, Immediate Past President, and two at large members of the Board.

③ The President shall annually appoint such standing, special or subcommittees as he deems advisable to assist in the proper functioning of the Association, or to carry out its objectives.

④ The President, with the approval of the Board of Directors, shall name a Nominating Committee consisting of five active members, at least one of whom shall be a member of the Board. It shall be the duty of the Nominating Committee to present to the Executive Vice President, in writing by August 1 of that year, the names of candidates for Directors to be elected by the membership.

## 2000 IHEA Board of Directors

- PRESIDENT**  
\*C. Carl Marcucci, P.E., *Walmil Company*
- FIRST VICE PRESIDENT**  
\*Steven R. Peterson, *Drever Company*
- SECOND VICE PRESIDENT**  
\*William P. Eibner, *Fostoria Industries, Inc.*
- TREASURER**  
\*Mario Ciampini, *Ipsen International, Inc.*  
Bradley M. Andreae, *Therma-Tron-X, Inc.*  
\*John A. Barry, *Ajax Electric Company*  
\*John M. Cole, P.E., *Kolene Corporation*  
Dr. Louis Etschmaier, *Hauck Manufacturing Company*  
Paul L. Huber, *Seco/Warwick Corporation*  
George J. Paulonis, *Kromschroder Inc.*  
\*Douglas C. Perks, *Eclipse, Inc.*  
Gary Salerno, *Steeltech, Ltd.*

\*IHEA Executive Committee

## 2000 IHEA Committee Structure

STANDING COMMITTEES	CHAIRMAN	BOARD LIAISON
U.S. Government Relations	Angelo Makris	Steve Peterson
Foreign Relations	Bill Wolfe	Doug Perks
Program Planning	Jeff Boswell	John Barry
Industry Relations	John Collins	John Cole, P.E.
Safety Standards & Codes	Tom Myers	George Paulonis
Operational Information	Art Russo	Gary Salerno
APPOINTED COMMITTEES	CHAIRMAN	BOARD LIAISON
Nominating	George Paulonis	President
Education	Steve Peterson	First Vice President
Membership	Bill Eibner	Second Vice President
Finance	Mario Ciampini	Treasurer
DIVISION COMMITTEES	CHAIRMAN	BOARD LIAISON
Combustion and Controls	John Clarke	Dr. Louis Etschmaier
Furnace	Mario Ciampini	Mario Ciampini
Oven	Brad Andreae	Brad Andreae

## 2001 IHEA Annual Meeting Set for Orlando, Florida – March 20–24th

The Industrial Heating Equipment Association's 2001 Annual Meeting will be held March 20-24, 2001, at the Hyatt Grand Cypress Resort in Orlando, Florida. A meeting of IHEA's Program Committee, chaired by Jeff Boswell, Seco/Warwick Corp., was held on June 23, 2000, to discuss plans for the Annual Meeting.



Jeff Boswell, Chairman

The proposed program for the meeting will include a morning session covering new developments in electronic commerce and other trends taking place in wireless communication for businesses. Troy Walker, Sapiens Amerias, a speaker at IHEA's 2000 Annual Meeting, has been invited to lead the session. There will be an opportunity for the attendees to participate with questions and provide comments on specific company experiences.

Three round table workshops are planned to cover (1) Human Resources, covering recruitment and retention developments occurring in the industry; (2) Continuing Education and Training; and (3) Advertising and Marketing, focusing on how to get the most from your advertising budget.

The traditional Opening Reception will take place Tuesday Evening, March 20, 2001. The officers' reports, opening breakfast and a surprise opener will take place the next day,

Wednesday, March 21, 2001. A theme party will be planned for the evening. The "Technology Session" will take place on Thursday, March 22, 2001. No event is planned for the evening. Three Round Table Sessions are planned for the morning session on Friday, March 23, 2001. The Annual Banquet will take place in the evening honoring the Incoming President and Past Presidents of the Association. The meeting will conclude on Saturday, March 24, 2001. ■

## IHEA Combustion Seminar to be Held October 2-3, 2000

IHEA's thirty-first Combustion Seminar and Exposition will be held October 2-3, 2000, at the Chicago O'Hare Marriott.

The seminar covers all facets of combustion including: fundamentals; burner and flame retention; air blowers and fluid flow; fuel/air ratio control; air/fuel metering; combustion efficiency; process controls; heat applications for low and high temperatures; NOx; flame safety and sequence; and combustion system safety.

Chairman of the seminar is Tony Fennell, P.E., Bloom Engineering Company. Other members of the faculty include Brad Smith, Hauck Manufacturing Company; Glenn Baggley, Bloom Engineering Company; Dick Bennett, Janus Technology Group; Vytas Braziunas, Waukee Engineering Company; Fred Fuhrman, Hauck Manufacturing Company; Victor Grazian, Eclipse Combustion; Tom Heidenreich, Maxon Corporation; Fred Jensen, Jensen Industries, Inc.; Don Lamoreaux, Pyronics, Inc.; Tim Lee, Eclipse Combustion, Inc.; and Dennis Quinn, North American Manufacturing Co.

Information about the seminar can be found on IHEA's website ([www.ihea.org](http://www.ihea.org)). ■

### IHEA Meetings

#### IHEA Combustion Seminar

OCTOBER 2-3, 2000  
Chicago O'Hare Marriott  
Chicago, Illinois

#### IHEA Fall Business Conference

OCTOBER 19, 2000  
Hyatt Arlington  
Arlington, Virginia

#### IHEA Annual Meeting

MARCH 20-24, 2001  
Hyatt Grand Cypress Resort  
Orlando, Florida

### Heard from the Members

**ERB-ENSIGN** — formerly known as *Ensign Ribbon Burners* — announced the promotion of John F. Cavallo to President of ERB-ENSIGN.

Mr. Cavallo joined ERB in 1997 as Vice President, Director of Marketing and Customer Relations. Prior to ERB, he was with USTS (a Holding Company designed to restructure corporations) where he directed the corporate development department. Before joining USTS, he was president of his own company for six years before merging with a competitor and turning the combined companies public.

John F. Cavallo, along with the new management team comprised of Thomas Lindland (formerly of Flynn Burner Corporation), Mario Anelich (formerly of Kraft Foods) and Bob Fraioli (formerly of Fraioli Machinery), have doubled the company's corporate sales in three years.

ERB-ENSIGN has been serving the baking and snack industry since 1907.

#### PRESIDENT'S MESSAGE continued from page 1

now report progress of achieving committee goals at each Board Meeting.

I encourage that IHEA be a vital component of every member company. It is essential for a member to be fully informed of the many programs sponsored by the Association whether it be statistics, meetings, publications, seminars, newsletters or Committee progress reports. All are designed for your benefit and in most cases reach out to the industries we serve. The IHEA website ([www.ihea.org](http://www.ihea.org)) serves as a means for members to be apprised of new and developing activities being sponsored by the Committees.

Five important programs contributing to the growing importance of the Association, now in progress, include the following: (1) Roadmap for Process Heating Technology, a joint effort by IHEA and the Office of Industrial Technologies, U.S. Department of Energy to identify priority research and development goals and near-term non-research goals to improve industrial process heating; (2) IHEA Process Heating Training Program being developed for employee home study involvement via the internet; (3) IHEA.org Website which is currently in the second phase of development and enjoying

world wide appeal; (4) IHEA affiliation with (CECOF) European Committee of Industrial Furnace and Heating Equipment Associations. The two organizations are currently focusing on U.S./European standards and an international trade show; and (5) Development of the new *Sixth Edition of the Combustion Technology Manual*, enhanced with updated technology in selected chapters, ready for print by the fourth quarter of this year.

The Association has benefited immensely in the past few years with the addition of 17 new member companies. These companies are encouraged to become involved with active current members to join our Committees and assist attainment of Committee goal objectives and help provide leadership and direction for the future. IHEA is very proud of its current membership, which is made up of the very best and leading manufacturing companies of industrial heating equipment.

The IHEA organization continues to serve members and the heat processing industry through your personal involvement and dedication. We fully appreciate your support in assuring IHEA remains in the forefront of our industry. ■