



NEWS

VOL. XXVIII, NO. 2
AUGUST 2002

1111 N. 19TH STREET

SUITE 425

ARLINGTON, VIRGINIA 22209

JAMES J. HOUSTON, CAE
Executive Vice President, Secretary

(703) 525-2513

FAX (703) 525-2515

www.ihea.org

PRESIDENT'S MESSAGE

MARIO CIAMPINI, 2002 IHEA PRESIDENT

The Heart of Change: People

It is a distinct honor and privilege to be elected the 2002 and 73rd President of the Industrial Heating Equipment Association. It is also personally gratifying to be the first Italo-Canadian President of IHEA.

Fiscal 2002 has proven to be a difficult and very challenging year for IHEA's membership. The United States economy slipped into a major downturn, and catalyzed prolonged declines in new process heating capital investments.

In light of this reality there has been an aggressive focus and thrust by the Board of Directors on expanding membership benefits coupled with elevating our role as the primary trade association for the process heating industry.

I would like to review the current goals and action plans which are being executed by a very dynamic Board of Directors and our standing committees.

Membership Growth. We would like to report that serious discussions between the Infrared Equipment Association (IREA) and IHEA are taking place and are expected to result in the very near future of having IREA affiliate with IHEA as

a division or a possible merger of the two organizations. IREA is a national trade association comprised currently of 21

companies including leading infrared equipment manufacturers, suppliers and upper quartile North American utility companies. Appreciation is extended to Messrs Steve Fruth, Fostoria Industries, Bob Beattie of Process Thermal Dynamics and other members of the IREA Board for their initiative and excellent support in this direction. We welcome their participation and alliance.

In addition, the IHEA Board of Directors and the MTI Board have moved to develop cooperative activities in the areas of:

- (1) **education**, to include cross participation in the IHEA Combustion and Safety Standard Seminars, launch of a home study course, and access of IHEA members to MTI's technical seminars, publications, and videos; and
- (2) **networking**, to include joint participation

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IHEA NEWS

DOE (OIT) – IHEA Allied Partner Progress

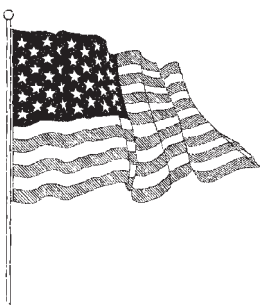
The Industrial Heating Equipment Association entered into a formal agreement with the Department of Energy, Office of Industrial Technologies, in March of 2001. The agreement expresses the intentions of the parties to foster a collaborative effort to promote energy efficiency in the industrial sector, without obligating, committing or transferring funds, or creating legal rights or obligations for any party. As a part of a government agency, OIT is prohibited from endorsing, and does not, endorse any Allied Partner, its suppliers, products, or customers.

In the past year, one of the programs emanating from the association of the two parties was the development and introduction of a "Process Heating Assessment and Survey Tool," referred to as (PHAST). It was developed by the Oak Ridge National Laboratory (ORNL) with IHEA serving in the

capacity of a supporter and advisor. Other support was provided by E3M, Inc. (Arvind Thedki-Project Manager) and a subcommittee consisting of members from the steel, aluminum, heat treating, petrochemical and other industries. The software program is intended to help industries that use process heating equipment select the most energy using equipment and then assist them in identification of areas improvements that result in improved productivity, reduction in waste and increase in energy efficiency.

The PHAST tool serves three major specific purposes. 1) Provides introduction on process heating methods and energy conversion tools. It also includes calculators to assess effects of combustion and heat recovery parameters. It allows performance comparison of furnaces at different

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NFPA 86/EN746 Standards Comparison Study

A special sub-committee of IHEA'S Safety and Standards Committee is in the process of developing a guide to identify the main differences between the American and European standards used for industrial furnaces and ovens. The process is a cooperative effort between representatives of CECOF (European Committee of Industrial Furnace and Heating Equipment Associations) and IHEA. Development of an 86/EN746-2 Guide rather than a comprehensive cross-map was considered a more practical approach to the study. The two organizations will be concentrating on developing an "Executive Summary" that will focus on the "main" differences.

IHEA member company representatives serving on the committee include: Kevin Carlisle, (Committee Chairman) Karl Dungs, Inc.; Tom Bovalina, LOI Inc.; John Dauer, Siemens Building Technologies; Ted Jablkowski, The North American Manufacturing Co.; Franklin Switzer, Maxon Corporation. ■

Heat Processing Home Study Course

Progress is continuing in the development of a Home Study Course on Heat Processing Technology. The new course will be an updated and enhanced version of the previous IHEA/ASM course on the "Fundamentals of Heat Processing Technology" successfully offered in the 70's and 80's. The course is one of the educational projects being developed by the Educational Committee, chaired by Jack Marino, Hauck Manufacturing Company.

At this time updating of the chapters by member company representatives is complete and the chapters ready for final editing and layout. The process will involve preparation of the work in a consistent format, both as individual

DOE (OIT) – IHEA ALLIED PARTNER PROGRESS continued from page 1

operating conditions. 2) Survey of the plant process equipment (furnaces) that use fuel or electricity for heating and identification of the most energy consuming equipment. The user input is in the form of heat input and operating practices of the plant furnaces. The end result is a report that summarizes expected energy use for the surveyed equipment and identifies the high priority equipment that use top 80% of the total process heating energy used in the plant. 3) Perform an energy balance for the selected high energy user equipment to identify major areas of energy usage or losses. It helps users to identify areas of the furnaces where energy is wasted or used unproductively. The tool includes instruction on the required data, how to collect the data, methods to lower energy usage for each of the major areas of the furnace and a list of resources where the plant can get additional help.

Company personnel and others interested in using the tool will first have to be qualified. DOE is currently in the process of developing two training workshops. The first will be a one-day program for industry designed as an introduction to PHAST and an overview of process heating fundamentals. The second will be a two day workshop and qualifying exam that seeks to recognize industry experts (suppliers, consultants, and expert users of process heating systems) as Qualified PHAST Specialists.

To become a Qualified PHAST Specialist, a candidate will be required to complete the training workshops and pass a rigorous exam based on the Standards of Knowledge.

"standalone" chapters and in a "combined" or book format using desktop publication software.

It is intended that the program will be made available as a web-based training course upon completion. No completion date has been set. ■

Thirty-Five Attend IHEA Safety Standards Seminar

IHEA's 2002 Safety Standards Seminar was held May 6-7, 2002, at the Chicago O'Hare Marriott, Chicago, Illinois. Thirty-five representatives from eighteen companies participated in the program.

Companies represented at the seminar included: ASCO General Controls; Bethlehem Steel Corporation; Columbus Coatings; Corbett Industries Inc.; Elkay Manufacturing Company; General Motors of Canada; Harley-Davidson; Hauck Manufacturing Company; Ipsen International, Inc.; Karl Dungs, Inc.; Maxon Corporation; North American Manufacturing Co.; Precoat Metals; Seco/Warwick Corporation; Vac Aero International Inc.; WJH Consulting Services Inc.

The seminar focuses on the NFPA 86 Series Standards and their applications in the design and operation of industrial furnaces and ovens. Instructors for the seminar included Ray Ostrowski, Chairman, Consultant; Bruce Abe, The North American Manufacturing Co.; John Barron, Vacuum Furnaces Systems Corporation; Sean Caton, Honeywell, Inc.; Ted Jablkowski, The North American manufacturing Co.; Fred Jensen, Jensen Industries, Inc.; Glen Mortensen, Kemper National Insurance Companies; Mark Stender, Surface Combustion, Inc.; Franklin Switzer, Maxon Corporation; Algirdas Underys, A. Finkl & Son, Inc., (Chairman of the Main Technical Committee on NFPA Standards for Ovens and Furnaces.) ■

Another project of the partnership completed this year involved the development and current release of two Energy Tip Sheets for distribution to the industry. One sheet identifies the policy of "checking and resetting air-fuel ratios" as one of the simplest ways to get maximum efficiency out of fuel-fired process heating equipment. The second tip sheet suggests the preheating of combustion air going to the burners as one of the most potent ways to improve efficiency and productivity in fuel-fired industrial heating processes. Copies of the tip sheets are available from the IHEA office and also at IHEA's website (ihea.org).

Other programs being initiated by IHEA and DOE include a review of industry needs for sensors and controls technology and a study of recent research accomplishments by national laboratories covering new materials for the industry.

A Process Heating Steering Committee, under the auspices of the Department of Energy, Office of Industrial Technologies, functions as the guiding body in the formation of goals and programs and providing direction for industrial heat processing programs. Members of the Committee include: Gordon Finnie, BP Amoco; Jeff Gorss, ALCOA Inc.; Arvind Thekdi, E3M, Inc.; Bob Gemmer, DOE/OIT Best Practices Program; Doug Perks, Eclipse, Inc.; Rod Whitbeck, Ford Motor Company; Mario Ciampini, Ipsen International, Inc.; Alex Marker, Schott Glass Technologies, Inc.; Ken Mills, U.S. Steel Research and Technology Center. ■

IHEA Programs & Activities

IHEA 33rd Combustion Technology Seminar

SEPTEMBER 23-24, 2002
Chicago O'Hare Marriott
Chicago, Illinois

The seminar covers all facts of combustion including: fundamentals of combustion; 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; combustion system safety. Cost of the seminar is \$675 (\$550 for IHEA members).

IHEA Fall Business Conference

OCTOBER 17, 2002
Hyatt Arlington
Arlington, Virginia

Conference will include meetings of all IHEA committees in the morning, followed by briefings in the afternoon by invited industry and government representatives on subjects of current interest.

2003 IHEA Annual Meeting

MARCH 24-26, 2003
Hyatt Regency
Lake Las Vegas Resort
Henderson, Nevada

The Three-day meeting includes officers' reports, business sessions, workshops and presentations on business topics.

Site Set For IHEA 2003 Annual Meeting

IHEA's 2003 Annual Meeting will be held March 24-26, 2003, at the Hyatt Regency Lake Las Vegas Resort, Henderson, Nevada. The site was confirmed at the last IHEA Board of Directors meeting held June 25, 2002, in Chicago, Illinois. The hotel is located about 14 miles from the McCarron International Airport and 17 miles from the Las Vegas Strip.

Dave Lurie of *Industrial Heating* and *Process Heating* Magazines is Chairman of the IHEA Program Planning Committee. A tentative agenda for the meeting was planned during a meeting of the committee held June 24, 2002, in Chicago. Of significant importance in the 2003 Annual Meeting is the change from a four day to a three day meeting, with the First General Session scheduled for Monday, March 24, 2003, with even more educational programs despite one less meeting day. The Opening Reception will take place Sunday evening, March 23.

The First General (Breakfast) Session on Monday, March 24, 2003, will feature the traditional Officers' reports followed



Dave Lurie, Chairman of IHEA Program Planning Committee

by a full day program. Interactive working sessions will cover the Department of Commerce Gold Key Program and Product Liability Insurance. For the first time ever, the first day of the Annual Meeting will include a full day of programs.

The Second General Session will take place Tuesday morning, March 25, 2003. Two subjects will be covered: "Customer Relationship Management" and the other focusing on "Web Based Customer Presentations." The Annual Banquet will take place in the evening.

The final day, Wednesday, March 25, 2003, will feature presentations from two end user company representatives, one from the Aerospace industry and the other from the Automotive industry.

More information relative to the program, registration and hotel reservations will be sent to the members in the very near future. ■



IHEA Combustion Seminar To Be Held September 23-24, 2002

IHEA's 33rd Combustion Seminar will be held September 23-24, 2002, at the Chicago O'Hare Marriott, Chicago, Illinois. It is recognized as one of the premier seminars in the world for instruction and information related to all phases of combustion technology.

Sixteen sessions provide attendees with a wide array of combustion knowledge. The program covers: Fundamentals of Combustion; Burners and Flame Retention; Combustion Air Blowers and Fluid Flow; Fuel/Air ratio Control; Flame Safety and Sequence Control; Combustion System Safety; Enhanced Combustion Efficiency; Oxygen Enriched Combustion; Furnace and Process Controls; Optimizing Combustion Systems Performance; High Temperature Heat Applications; Low Temperature Heat Applications; Combustion Systems and NOx; a Problem Solving Workshop; and a Roundtable Discussion on Combustion System Maintenance.

Representatives from user industries as well as industrial heating equipment manufacturers attend the seminar.

Brad Smith, Hauck Manufacturing Company, is Chairman of the Seminar. Other speakers include: Richard Bennett, Janus Technology Group; Michael Binni, P.E., Bloom Engineering Company, Inc.; Sean Caton, Honeywell; Scott Cole, Maxon Corporation; Fred Fuhrman, Hauck Manufacturing Company; Dan Houlahan, Pyronics, Inc.; Andrew Johnson, Bloom Engineering Company, Inc.; Russ Lang, North American Manufacturing Co.; Timothy Lee, Maxon Corporation; Andrew McIver, Combustion Tec, Eclipse, Inc.; Dennis Quinn, Maxon Corporation; Rafael Saladar, Wauke Engineering Co., Inc.; Dan Turcic, Maxon Corporation; Steve Widmer, Eclipse, Inc.



Brad Smith, 2002 Combustion Seminar Chairman

The seminar includes a special Table-Top Exposition. Companies exhibiting in the 2002 Seminar include: ASCO

General Controls; Bloom Engineering Company, Inc.; Eclipse, Inc.; Eurotherm Inc.; Fireeye Inc.; Hauck Manufacturing Company; *Heat Treating Progress Magazine*; *Industrial Heating* and *Process Heating* Magazines; Ipsen International, Inc.; Karl Dungs, Inc.; Kromschroder, Inc.; Maxon Corporation; The North American Manufacturing Co., Ltd.; Protection Controls, Inc.; Pyronics, Inc.; Seco/Warwick Corporation; Surface Combustion, Inc.; WS Thermal Process Technology, Inc.

Cost of the seminar is \$550 for IHEA member companies. The regular registration fee is \$675. The cost includes: Tuition, copy of the IHEA Combustion Manual; Speaker Handout Materials; two luncheons, reception/table-top exhibit. Attendees receive a completion certificate for the seminar.

For more information contact the IHEA office or website (ihea.org). ■

IHEA Fall Business Conference – October 17, 2002

The Industrial Heating Equipment Association's 2002 Fall Business Conference is scheduled to be held October 17, 2002, at the Hyatt Arlington, Arlington, Virginia.

As in previous years, all of IHEA's Committees will conduct meetings in the morning. The remainder of the conference will include lunch, reports by committee chairmen, presentations by invited speakers and dinner in the evening at one of the historic sites in Washington, DC.

During a meeting of IHEA's Program Committee held June 24, 2002, in Chicago, it was proposed that the afternoon agenda include presentations on Homeland Security; Updater on DOE-OIT/IHEA Allied Partnership Agreement programs, including status of the Process Heating Assessment and Survey Tool Training Sessions; RFP Opportunities from OIT/Government R&F Funding; and a report on Legislative and Regulatory issues.

Member company representatives are urged to register and make hotel reservations as soon as possible. ■

UPCOMING EVENTS

Trade Show List

A list of industry trade shows scheduled to be held in the years 2002 and 2003 has been developed by IHEA's Industry Relations Committee and Foreign Relations Committee in cooperation with Industrial Heating. The list identifies 14 shows scheduled to be held in 2002 and 18 shows in 2003. It includes the name of the show, dates, sponsors and website to be used for further information. The list was sent to IHEA member company voting representatives. The list also appears on IHEA's website, (ihea.org).



Despatch Industries Celebrates 100 Years

Twin Cities-based Despatch Industries, a leading designer and manufacturer of high-precision ovens for manufacturing and testing applications is celebrating 100 years in business. The company was founded in 1902 by Albert E. Grapp, whose first product was an innovative heating system for the Minneapolis' emerging streetcar system. Despatch's growth and innovation grew along with the country including the design of industrial ovens for armament and steel production in World War I; equipment to make parts for the burgeoning aeronautics and aerospace industries in the 1950s and 1960s; and more recently a thawing system for blood plasma, test chambers for semiconductors and heat processing systems for silicon wafers. The company specializes in the design and manufacture of thermal processing applications for a number of industries, including aerospace and automotive metals, electronic processing, pharmaceutical sterilization and heat processing of plastics, ceramics, coatings and other materials. Despatch Industries, L.P. has been a member of IHEA since 1942. Hans Melgaard, Vice

CORRECTION: *Mr. Tom Myers, Ph.D, Chairman of IHEA's Safety Standards and Codes Committee, was identified with the wrong company in the last issue of IHEANews. Tom is Supervisor, R/D, with Despatch Industries, L.P.*

President, Research and Development, is the Voting Representative to IHEA. He served as President of the Industrial Heating Equipment Association in 1995. ■

Douglas Perks Elected Chairman of Eclipse

At its June 25, 2002, Annual Meeting, The Board of Directors of Eclipse, Inc. elected Douglas C. Perks as its Chairman. Doug Perks succeeds A. Campbell Perks who served as Chairman of the Board from 1970 until 2002. Doug Perks joined Eclipse in 1977 in the manufacturing department, was soon promoted to Manager of Industrial and Manufacturing Engineering, appointed Vice President & General Manager in 1988, and in 1990 began his tenure as President & CEO. He will continue in that role as well. Eclipse has been a privately held company in Rockford, Illinois, since 1908 and has operated internationally since the 1940s. Eclipse is recognized as a leader in the design, installation, and service of commercial and industrial combustion burners and systems. Eclipse Inc, has been a member of IHEA since 1942. Doug Perks is the Voting Representative to IHEA and served as President of the Industrial Heating Equipment Association in 1999. ■

First Quarter Orders Down

Domestic and foreign orders for industrial heating equipment, as reported by 20 members of the Industrial Heating Equipment Association, for the first quarter of 2002, totaled \$83.50 million, a decrease of 16 percent from orders received and reported by the same companies for the first quarter of 2001.

Domestic orders for all industrial heating equipment were \$68.13 million, down 19 percent. Foreign orders for the

quarter reached \$15.37 million, up one percent compared to the same period in 2001.

Domestic industrial furnace and oven orders for the first quarter of 2002 were \$29.76 million, up six percent from 2001. Other domestic equipment orders, including atmosphere generating equipment, process control systems, industrial combustion equipment, replacement parts and other types of equipment totaled \$38.37 million for the first quarter of 2002, down 31 percent from the first quarter of 2001. ■

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in chapter and committee meetings, government activities, and National Association of Manufacturers (NAM) programs.

IHEA/DOE Partnership. The Allied Partnership Program with the Department of Energy – Office of Industrial Technologies now in its 18th month has yielded many results thanks to the excellent support from OIT staff, principally Ms. Denise Swink, Mr. Robert Gemmer, Ms. Aimee McKane, and Mr. Arvind Thekdi. The formation of the Process Heating Steering Committee in 2001 with representation from 5 IHEA members and 5 representatives from the Industries of the Future (IOF) has led to the following accomplishments: Process Heating Assessment and Survey Tool (PHAST) will be commercially launched in Q4, 2002 and co-marketed by DOE and IHEA. (See DOE (OIT)-IHEA Allied Partner Progress article in this issue). Two Energy Tip Sheets "Waste Heat Reduction & Recovery for Improving Furnace Efficiency" and "Productivity and Emissions Performance" will soon be released.

The Sensor and Process Controls Subcommittee has identified critical needs for Advanced sensors to improve efficiency of the process heating equipment. Activities will include a two day forum at the Lawrence Berkley National Laboratory in California, November 2002 to discuss and review recent research conducted by the national laboratories and others and its possible applicability to these needs.

The Materials Task Group has currently drafted a technical brief on "Materials Selection Consideration for Thermal Process Equipment." Final release is scheduled for this quarter.

Education. With the faced current industry shrinking technical resources due to attrition, educational programs

are of paramount importance to IHEA's membership and its customer portfolio.

Besides the well recognized industry Standards Seminar and Combustion Seminar, the Education Committee under the excellent leadership of Mr. Jack Marino of Hauck Manufacturing Company will be completing by year end the very comprehensive 15 chapter, ihea.org based Process Heating Technology course. Through this course and planned expansion of Standards and Combustion seminars in 2003, we project that IHEA will become the leading resource for education and training for operators and maintenance personnel of process heating equipment.

Foreign Relations. This committee led by Mr. Bill Wolfe of LOI Inc. is finalizing a cross mapping of NFPA 86 Standards on Furnaces and Ovens to EN 746, the harmonized European standard for industrial furnaces and ovens. This joint project with CECO, The European Committee of Industrial Furnace and Heating Equipment Associations, will be available to all members next quarter.

Industry Relations. This very aggressive committee under the superb leadership of Mr. John Collins, Surface Combustion, Inc., continues to expand and to update the world class ihea.org web site. They will also be assisting the Education Committee in the commercial launch of the Home Study Course on Process Heating Technology. Finally, this committee will prepare by year end a new IHEA capability brochure.

The essence of IHEA's success in the forthcoming years is people. Organic growth of this Association coupled with expanded services or "value added" education and progressive heating technologies is totally dependent on the quality of people.

Thank you for the dedication and commitment. ■