



NEWS

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PRESIDENT'S MESSAGE

BY DOUG PERKS



IHEA's Mission for Entering the New Millennium

IHEA is the national Association in the United States representing companies that build industrial process heating equipment. Because this equipment is required in most manufacturing operations, in fact, in the highly energy intensive industries that provide basic essentials for the U.S. and the world, the Association is uniquely challenged to interact and focus on the needs and concerns not only of the members but of these industries.

To this end and in preparation for the coming millennium IHEA's officers and board members have been actively involved in setting direction and defining specific goals and objectives for the association. "Primary Excellence Goals" for the Association have been set; Strategies have been defined; and Initiatives, Goals and Objectives outlined.

The primary excellence goals set by the Board include the following: (1) define and promote the common business interests of the industrial heat processing industry; (2) provide leadership for sustained growth of the industry, for IHEA members, and for other stakeholders

through the promotion of advanced technology, partnerships and alliances with organizations, institutions, and government funded activities; (3) promote the industry to attract high quality personnel and provide continuing education in technology, processes and training for entrepreneurial development.

Strategies to initiate new programs and activities include: (1) providing information about specifications and regulations that affect our industry; (2) supplying industry resource information for thermal processes; (3) adopting an aggressive growth plan for IHEA membership; (4) installing an e-commerce system for the IHEA members and those people interested in learning more about our industry; (5) playing a major role in shaping the future of the industry's manpower resources; (6) generating funding for programs which develop data for our industry and enhance the use of advanced technologies by our customers.

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IHEA NEWS

IHEA Voted in as an Associate Member of CECOF at Dusseldorf Meeting



CECOF (European Committee of Industrial Furnace and Heating Equipment Association) held its 27th Delegates Assembly June 8, 1999, at the Congress Center, Dusseldorf, Germany. Delegates from Austria, Belgium, Czech Republic, France, Germany, Great Britain, Italy, and the United States participated in the meeting.

CECOF delegate congratulates Doug Perks, on IHEA's membership in CECOF

Mr. Doug Perks, IHEA President and Jim Houston, IHEA Executive Vice President, attended the meeting.

Agenda items included reports by Messrs. Perks and Houston covering IHEA activities and U.S. Exports and Imports; reports on business conditions by other country representatives; discussion on CEN/TC 186; discussion on a IPPC (Integrated Pollution, Prevention and Control) Directive which requires Member States to issue operating permits for certain industrial installations to achieve integrated prevention and control of pollution; report on the economic situation of the European industrial furnace industry; and a special strategic marketing presentation by the President of Elotherm GmbH, including their acquisition of an American induction company.

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IHEA Meetings and Activities Schedule



IHEA Annual Meeting

March 14-18, 1999

Hyatt Regency Scottsdale
Scottsdale, Arizona

IHEA Safety

Standards Seminar

May 24-25, 1999

Chicago O'Hare Marriott
Chicago, Illinois

CECOF Delegates

Assembly

June 8, 1999

Dusseldorf, Germany

Process Heating

Roadmap Workshop

Date to be announced

Doubletree Hotel
Orlando, Florida

IHEA Combustion Seminar

October 4-5, 1999

Chicago O'Hare Marriott
Chicago, Illinois

IHEA Fall Business

Conference

October 21, 1999

Hyatt Arlington
Arlington, Virginia

Board of Directors Meeting

October 22, 1999

Hyatt Arlington
Arlington, Virginia

ASM Heat Treat Expo

November 2-4, 1999

Cincinnati, Ohio

IHEA Annual Meeting

March 17-20, 2000

Marriott Desert
Springs Resort
Palm Desert, California

Furnaces North

America 2000

March 30-31, 2000

Coronado Springs Resort
Lake Buena Vista, Florida

IHEA Safety

Standards Seminar

May, 2000

Chicago O'Hare Marriott
Chicago, Illinois

The Association mourns the loss of **Karen Bernard**. Karen died suddenly in her home in Quincy, Michigan on May 22, 1999. She is survived by her husband Bill and three children.

Richard A. (Dick) Kelly, Flinn & Drefflein Engineering Company, passed away on May 12, 1999, at the age of 86.

Y2000 Annual Meeting Set for Palm Desert

IHEA will hold its Year 2000 Annual Meeting March 17-20, 2000, at Marriott's Desert Springs Resort, Palm Desert, California. This will be the third meeting of the Association at this location. The last meeting was held in 1996.

IHEA's Program Committee met June 23, 1999, to plan the four-day program in Palm Desert. Suggested speakers for the meeting include David Littmann, Vice President and Senior Economist with Comerica Bank, to speak on the economy; Dr. Thomas J. Nichol, President, Rolled Alloys to speak on the state of the metal industry now and in the future; Bill Pasley, President, Southern Companies, to discuss new developments in the gas and electric industries; and a speaker from the U.S. Department of Commerce to discuss the DOC commercial services. A special presentation, "Men from Mars" will be featured in the opening general breakfast session.

In addition to the invited speakers the meeting will include three workshops. The sessions will cover E-Commerce; CECOF-IHEA Topics of Mutual Interest; and IHEA/DOE Road map Developments. Division meetings will be held following the first general session, scheduled Friday, March 17, 2000. Registration and the opening reception will take place on Thursday, March 16, 2000.

Marriott's Desert Springs Resort and Spa is located 13 miles southeast of Palm Springs and just a two hour drive from Los Angeles. There are two 18-hole championship golf courses; choice of hard, clay or grass tennis courts; five swimming pools; sand volleyball courts, croquet; 18 shops



Peter DiLalla
Program Chairman

and boutiques; one of the five top spas in the country; twelve restaurants and lounges; and location of the desert's hottest night club.

Mr. Peter DiLalla, Hi-Tech Weighing Systems, is Chairman of the Annual Meeting. Mr. Jeff Boswell, Seco/Warwick Corporation is Co-Chairman for the meeting. Other members of the Committee include: John Cole, Kolene Corporation; Bill Eibner, Fostoria Industries, Inc.; Tony Gilmore, MOCO Thermal Industries, Inc.; Scott Kinney, Rolled Alloys; David Lurie, Industrial Heating; Carl Marcucci, Walmil Company; Gary Salerno, Steeltech, Ltd.; and Jeff Smith, SBS Corporation.

Plan now to attend IHEA's 2000 Annual Meeting, to be held March 17-20, 2000, at Marriott's Desert Springs Resort and Spa, Palm Desert, California. ■

2500 IHEA Directories Mailed To User Company Representatives

IHEA's 1999 Directory of IHEA Industrial Heating Equipment Manufacturers was mailed in April to some 2500 representatives of user companies or organizations involved with industrial heat processing. Additional copies are mailed throughout the year from IHEA to companies requesting the book via the internet or other sources.

The IHEA Directory lists all member companies of the Association including company name, address, telephone and other numbers, names of company personnel and other association information.



COCEF Meeting in Dusseldorf continued from page 1

The Assembly approved the inclusion of the Industrial Heating Equipment Association as an Associate Member of CECOF. IHEA as an Associative Member will have a consultative voice at future CECOF Delegates' Assemblies. The delegates welcomed IHEA as a member and looked forward to continued and active participation.

The next meeting of CECOF will be held in September of 2000 at a location to be determined. CECOF's representatives attending IHEA's Annual Meeting in 2000 will participate in a special



IHEA becomes Associate Member of CECOF during CECOF's 1999 Delegates' Assembly in Dusseldorf. (Left to right) **Gutmann Habig**, CECOF General Secretary; **Jim Houston**, IHEA Executive Vice President; **Enrico Marranini**, CECOF President; **Doug Perks**, IHEA President

roundtable session at which time the discussion will focus on topics the two organizations should explore in the future. ■

PRESIDENT'S MESSAGE continued from page 1

The initiatives, goals and objectives for 1999 include: (1) defining requirements of an e-commerce, interactive IHEA website and implementation; (2) ensuring that all member companies participate and attend annual meetings; (3) ensuring a high quality, value-added Fall Business Conference; (4) developing and enhancing the roles of the IHEA divisions; (5) support and help create the development of a roadmap for the heat processing industry co-sponsored and funded by DOE; (6) updating and enhancing IHEA's Combustion Manual; (8) investigating

feasibility of updating the IHEA "take home" apprenticeship program; (9) enhancing the relationship with CECOF and extend reciprocating benefits; (10) identifying and promoting the goals and roles of IHEA committees; and (11) providing "value added" industry programs and services to all participating members.

We look for the support of all member company representatives to actively participate in the IHEA programs and activities and welcome your comments and ideas. ■

30th Combustion Seminar Scheduled for October 4-5, 1999, in Chicago

The Industrial Heating Equipment Association will hold its thirtieth Combustion Seminar October 4-5, 1999, at the O'Hare Chicago Marriott, Chicago, Illinois. The popular seminar is used by companies as a key instructional medium on combustion technology for employees responsible in the design, selection and maintenance of fuel-fired industrial furnaces and ovens.

The two-day program offers a complete noncommercialized exposure to: chemistry and efficiency of combustion; types of industrial burners available and how they are best used for fuel efficiency; supply and control of the fuel and air for those systems including piping design and valve selection; flame safety requirements of combustion systems; process and ratio control with exposure to microprocessor technology; furnace pressure control for operation and efficiency improvements; and other combustion related data.

The seminar also includes table top exhibits during the Monday evening reception. Fourteen IHEA member companies will be participating in the exhibit: Bloom Engineering Company; Eclipse Inc.; Hauck Manufacturing Company; Honeywell; Industrial Heating-Business News; Ipsen International, Inc.; Maxon Corporation; North American Manufacturing Co.; Protection Controls, Inc.; Pyronics, Inc.; Seco/Warwick Corporation; Surface Combustion, Inc.; Waukee Engineering Company, Inc.; and WS Thermal Process Technology Inc.

Chairman of the 1999 Seminar is Tom Heidenreich, Maxon Corporation. Other members of the faculty include: Tony Fennell, P.E., Bloom Engineering Company, Inc. (Seminar Vice Chairman); Glenn Baggley, Bloom Engineering Company, Inc.; Dick Bennett, Janus Technology Group, Inc.; Fred Fuhrman, Hauck Manufacturing Company;



1998 Combustion Seminar — attendees talk to table-top exhibitors.

Victor Grazian, Eclipse Combustion, Inc.; Don Lamoreaux, Pyronics, Inc.; Tim Lee, Maxon Corporation; Mark Phillips, Maxon Corporation; Dick Reed, North American Manufacturing Co.; Jim Roberts, Eclipse Combustion, Inc.; Glen Zdolshek, North American Manufacturing Co. Joining the faculty for the 1999 seminar is Vytas Brazunas, Waukee Engineering Company.

Cost of the seminar for IHEA member company representatives is \$318, a 20 percent discount off the regular price of \$398. The fee includes: the sessions; a copy of the IHEA Combustion Technology Manual; two luncheons; reception and certificate of completion. See the registration form in this newsletter to register for the seminar. ■

**Special 20%
IHEA Member
Registration
Discount**

**MAKE YOUR
HOTEL RESERVATIONS
AS SOON AS POSSIBLE!**

Chicago O'Hare Marriott, Chicago, Illinois

1 CALL HOTEL DIRECTLY

The seminar is being held at the Chicago O'Hare Marriott, 8535 W. Higgins Road, Chicago, IL. (Located close to O'Hare Airport) O'Hare Marriott shuttle bus service is available to and from the airport.

PLAN EARLY — Secure a room reservation in the hotel as soon as possible. Please call the hotel (773-693-4444) directly. Ask for the Reservations Desk and identify yourself as being with the "IHEA Combustion Seminar" to obtain the special room rate. Single room rate is \$154. Call the hotel *before September 7, 1999.* Any reservation requests received after this date are on an availability basis and subject to the hotel regular rack rate.



Combustion Seminar Registration Form

October 4-5, 1999 ■ Chicago O'Hare Marriott ■ Chicago, Illinois

Special IHEA Member Rate \$318 Regular Rate \$398

Name _____

Title _____

Company _____

Address _____

City & State _____ Zip Code _____

Telephone (_____) _____ Fax (_____) _____

2

To register, please complete the registration form above and return by mail with a check payable to IHEA, for \$318 (IHEA member rate) or \$398 (regular rate) in U.S. dollars to:

Industrial Heating Equipment Association
1111 N. 19th Street, Suite 425, Arlington, Virginia 22209
Telephone (703) 525-2513 ♦ Fax (703) 525-2515

NOTE: REGISTER EARLY! Reserve hotel space (1) and Register for the seminar (2).

IHEA/DOE Industrial Process Heating Technology Workshop

The Office of Industrial Technologies, U.S. Department of Energy, in cooperation with the Industrial Heating Equipment Association is sponsoring a workshop in the fall, date to be announced, at the Doubletree Hotel in Orlando, Florida. As in other DOE workshops the goal of the meeting will be to develop a strategic "vision" leading to future direction and research for manufacturing industries involved in process heating systems.

The workshop is open to industrial heating equipment manufacturers, equipment users, research organizations and academia. IHEA member companies are highly encouraged to be represented and participate in the workshop. Manufacturers of process heating equipment play a key role in the OIT's designated "Industries of the

Future" and the thrust to improve process heating systems to produce uniform, high quality end products at high production rates with low specific fuel consumption and minimal environmental impact.

Information about the workshop will be sent to IHEA's Voting Representatives. Contact the IHEA office if you have any questions or need additional information.

IHEA New Address

The new address for the Industrial Heating Equipment Association is 1111 N. 19th Street, Suite 425, Arlington, VA 22209. Telephone and Fax numbers have not changed.

IHEA Fall Business Conference Scheduled October 21, 1999

IHEA will hold its 1999 Fall Business Conference Thursday, October 21, 1999, at the Hyatt Arlington, Arlington, Virginia.

The meeting again will consist of committee meetings in the morning, with briefings in the afternoon by industry and government representatives on subjects of current interest. Similar to past meetings a special evening program is being planned. The evening program for this year will include a reception and dinner to be held at the U.S. Capitol building in Washington, D.C. The program will also include a tour of the Capitol and remarks by Congressman Donald Manzullo, representative of the Sixteenth Congressional District of Illinois.

About fifty representatives from IHEA member companies attend the meeting each year. The full day of sessions provides an opportunity for IHEA committee members to plan association activities and be briefed on many important business issues.



Booth #287

IHEA to Exhibit at
ASM HEAT TREAT SHOW
November 2-4, 1999

IHEA to Exhibit at
FURNACES NORTH AMERICA 2000 EXPO
March 30-31, 2000



Booth #520

INDUSTRY NEWS

IHEA Welcomes New Members

The Industrial Heating Equipment Association is pleased to welcome the following new members:

CENTRE FOR INDUCTION TECHNOLOGY, INC.
1388 ATLANTIC BLVD.,
AUBURN HILLS, MI 48326

The company provides process solutions to induction heating processors. Mr. Robert S. Ruffini, Director will serve as Voting Representative.

SPECIAL METALS
3200 RIVERSIDE DRIVE,
HUNTINGTON, WV 25705

The company produces nickelbase high temperature wrought alloys. Mr. H. Lee Flower will serve as Voting Representative.

1999 First Quarter Orders

Total domestic and foreign orders for industrial heating equipment, as reported by 20 companies, for the first quarter of 1999, totaled \$112.28 million, down six percent from orders reported for the same period in 1998. Figures reflect orders reported by the same companies in both periods.

Domestic orders for all industrial heating equipment for the first quarter of 1999 totaled \$98.28 million, a decrease of eight percent from orders reported in 1998. Foreign orders for the first quarter were \$14.00 million, up 16 percent from 1998.

Domestic industrial furnace and oven orders for the first quarter of 1999 were \$48.93 million, down one percent

from 1998. Other domestic equipment orders, including atmosphere generating equipment, process control systems, industrial combustion equipment, replacement parts and other types of equipment totaled \$49.36 million for the first quarter of 1999, down 17 percent from the same period in 1998.

U.S. Exports/Imports of Industrial Furnaces and Ovens

United States exports of industrial furnaces and ovens for the year 1998 totaled \$662.29 million, slightly less from 1997 when exports reached \$672.08 million. Imports of industrial furnaces and ovens in 1998 totaled \$370.51 million.

| Industrial Furnaces and Ovens | U.S. EXPORTS (000) | | U.S. IMPORTS (000) | |
|---|--------------------|------------------|--------------------|------------------|
| | 1997 | 1998 | 1997 | 1998 |
| Asia I (Japan, Korea, Taiwan, Singapore, Hong Kong) | \$241,983 | \$200,619 | \$186,013 | \$116,716 |
| Western Europe | 114,817 | 129,130 | 185,975 | 181,857 |
| Asia II (China, Southeast Asia, India) | 103,768 | 87,115 | 1,643 | 1,862 |
| Canada | 76,893 | 89,767 | 45,400 | 52,129 |
| Mexico | 59,185 | 75,350 | 8,251 | 8,972 |
| Central and South America | 30,304 | 31,753 | 335 | 169 |
| Other | 23,066 | 21,714 | 2,262 | 2,637 |
| Eastern Europe | 11,541 | 14,095 | 3,587 | 4,583 |
| Middle East | 10,528 | 12,745 | 908 | 1,583 |
| TOTAL | \$672,085 | \$662,288 | \$434,374 | \$370,508 |

Source: U.S. Department of Commerce