



# NEWS

VOL. XXVI, NO. 1  
FEBRUARY 2000

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## PRESIDENT'S MESSAGE

BY DOUG PERKS

### Industry Opportunities



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As we are bravely forging our way into this new year and millennium, I wanted to give you a brief update and acknowledgment of a successful IHEA event that should help provide value to our members and our industry for many years to come!

On November 18 and 19, IHEA and DOE sponsored a Process Heating Technology Roadmap Workshop in Orlando, Florida. The meeting was attended by over 40 people with involvement from IHEA members, end user customers, academia, and DOE/OIT representatives.

The purpose of the meeting was to allow us to develop a common vision for the process heating industry and provide a foundation for a logical and comprehensive technology plan that can be pursued jointly by industry and government.

As we met, we were all anticipating that this would be a difficult assignment to fulfill but as the two days progressed, we discovered that the process utilized by the consultants, Energetics, was fairly painless, yet thorough. We were broken into three groups based on heating temperatures for heat processes.

The groups were divided as: Low Temperature — lower than 1250 degrees F; Medium Temperature — between 1250 and 1800 degrees F; and High Temperature — higher than 1800 degrees F.

The separation into three groups proved to be an effective split since each group was able to present different technical solutions for the varying heating applications. The groups were required to identify the barriers that existed in being able to achieve improved performance and to list specific technical challenges when striving for the ideal process heating application. From those discussions, a list of the top needs for the industry was developed and shared with all of the attendees.

Going forward, IHEA members will be presented with a final report and summary from this meeting during the first quarter of this year 2000. We will then be challenged to prioritize and to implement

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#### PLANNING AHEAD

### New NFPA Safety Standards to be Covered at IHEA Safety Seminar on May 1-2, 2000

IHEA will hold its tenth seminar on the NFPA 86 Series Furnace and Oven Standards May 1-2, 2000, at the Chicago Marriott O'Hare Hotel, Chicago, Illinois. The seminar provides an opportunity for company personnel to gain a better understanding of the NFPA Safety Standards which cover a wide variety of industrial heat processing equipment in use today.

The NFPA 86 Standards provide requirements for the design, installation, operation and maintenance of Class A and Class B ovens and furnaces to safeguard against potential fire and explosion hazards. The new edition of the 86 Series Standards was issued in 1999.

Chairman of the seminar is Ray Ostrowski; Other members of the faculty include: Bruce Abe, North American

Manufacturing Co.; John Barron, Vacuum Furnace Systems Corp.; Christopher Fink, Honeywell Inc.; Ted Jablkowski, North American Manufacturing Co.; Fred Jensen, Jensen Industries, Inc.; Glen Mortensen, Kemper Insurance Co.; Mark Stender, Surface Combustion, Inc.; Al Underys, A Finkl & Son, Inc.

The speakers are all experienced in the development and revisions of the NFPA Standards. Mr. Al Underys serves as Chairman of the NFPA Standards Technical Committee. Other members of the NFPA Standards Committee include: Christopher Fink, Ted Jablkowski, Fred Jensen, Glen Mortensen, and Mark Stender.

Cost of the seminar is \$675 per attendee (\$550 for IHEA Members). It includes tuition; seminar materials, copies of the newly revised NFPA 86, 86C and 86D Standards; reception and two luncheons. More information can be found on IHEA's website [www.ihea.org](http://www.ihea.org). ■

## 2000 IHEA OFFICERS

### IHEA Elected Officers

*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.

### IHEA Executive Committee

**C. Carl Marcucci, P.E.**  
(Chairman)  
Walmil Company

**Steven R. Peterson**  
Drever Company

**William P. Eibner**  
Fostoria Industries, Inc.

**Mario Ciampini**  
Ipsen International, Inc.

**John A. Barry**  
Ajax Electric Company

**John M. Cole, P.E.**  
Kolene Corporation

**Douglas C. Perks**  
Eclipse Inc.

### IHEA Board of Directors

*Term Expires 2000:*

**Norman S. Cerk, CPA**  
Wauke Engineering Co., Inc.

**Paul L. Huber**  
Seco/Warwick Corporation

**C. Carl Marcucci, P.E.**  
Walmil Company

**Douglas C. Perks**  
Eclipse Inc.

**Gary Salerno**  
Steeltech, Ltd.

*Term Expires 2001:*

**Mario Ciampini**  
Ipsen International, Inc.

**John M. Cole, P.E.**  
Kolene Corporation

**William P. Eibner**  
Fostoria Industries, Inc.

**George J. Paulonis**  
Kromschroder Inc.

**Steven R. Peterson**  
Drever Company

*Term Expires 2002:*

**Bradley M. Andrae**  
Therma-Tron-X, Inc.

**John A. Barry**  
Ajax Electric Company

### IHEA Executive Vice President

**James J. Houston, CAE**

### Legal Counsel

**Arthur L. Herold**  
Webster, Chamberlain & Bean

## C. Carl Marcucci Elected 2000 IHEA President

MR. C. CARL MARCUCCI, P.E., was elected President of the Industrial Heating Equipment Association for the year 2000, during a meeting of the IHEA Board of Directors held October 22, 1999, in Arlington, Virginia. Mr. Marcucci officially takes office at the IHEA Board of Directors meeting scheduled March 16, 2000, during the Association's Annual Meeting in Palm Desert, California.

Mr. Marcucci currently serves as First Vice President of the Industrial Heating Equipment Association and is a member of the Board of Directors and Executive Committee. He has been a member of IHEA's Program Committee since 1989, serving as Chairman in 1993. He was Chairman of the Membership Committee in 1998. As President, Mr. Marcucci will serve as Chairman of the Board of Directors and Executive Committee.

Mr. Marcucci is President & CEO of Walmil Company, Troy, Michigan. Prior to purchasing the Walmil Company in 1984, Mr. Marcucci served as President of three divisions of White Consolidated Industries: General Alloy Casting Company; Duraloy Blaw-Knox; and the Walmil Company. He has also held key positions with Tenneco; Ford Motor Company; Chrysler Missile Division; and was an Assistant Professor at Wayne State University Engineering Graduate School.

He holds a Bachelor of Science Degree in Mechanical Engineering and a Master of Science Degree in Mechanical Engineering from Wayne State University. He is a Registered Professional Engineer in the State of Michigan. As a member of ASM International, Mr. Marcucci was recognized as a founding member of the ASM Heat Treating Society, an affiliate society of ASM International.



## Steven R. Peterson Elected 2000 IHEA First Vice President

MR. STEVEN R. PETERSON was elected First Vice President of the Industrial Heating Equipment Association for the year 2000, during a meeting of the IHEA Board of Directors held October 22, 1999, in Arlington, Virginia. Mr. Peterson officially takes office at the next IHEA Board of Directors meeting scheduled March 16, 2000, during the Association's Annual Meeting in Palm Desert, California.



Mr. Peterson currently is the Second Vice President of the Industrial Heating Equipment Association and is a member of the Board of Directors and Executive Committee. He has been a member of the Statistical Committee since 1985, serving as Chairman from 1991 to 1993. He is also Chairman of the Membership for the year 1999. As First Vice President, Mr. Peterson will serve on the IHEA Board of Directors, Executive Committee and Chair the Long Range Planning Committee.

Mr. Peterson is President of the Drever Group, with headquarters at Drever Company, Huntingdon Valley, Pennsylvania, where he oversees the operations of Drever Company, Drever International, Liege, Belgium, Ing. F. Ferre & C. SpA, Milan, Italy, Drever-Beijing, Beijing, PRC and Drever-Japan, Yokohama, Japan.

Mr. Peterson has a B.S. degree from the University of Rhode Island and prior to assuming leadership at Drever, he served as Executive Vice President-International, Vice President-Sales and Manager of the Steel Mill Equipment Division, having joined Drever Company in 1976.

## William P. Eibner Elected 2000 Second Vice President of IHEA

MR. WILLIAM P. EIBNER was elected Second Vice President of IHEA for the year 2000 during a meeting of the IHEA Board of Directors held October 22, 1999, in Arlington, Virginia. Mr. Eibner officially takes office at the next IHEA Board of Directors meeting scheduled March 16, 2000, during the Association's Annual Meeting in Palm Desert, California.

Mr. Eibner currently serves as Treasurer of the Industrial Heating Equipment Association and is a member of the Board of Directors and Executive Committee. He has been a member of the Program Committee since 1991, serving as Chairman in 1994. He served on IHEA's International



Committee from 1988 to 1993. As Second Vice President, Mr. Eibner will serve as Chairman of the Membership Committee.

Mr. Eibner is President of Fostoria Industries, Inc. in Fostoria, Ohio. Prior to assuming leadership of the company, he held the position of Division Manager, Process Heat Division, and Executive Vice President. A native of Cleveland,

Ohio, he held the position of Vice President of CVC, Inc. prior to starting with Fostoria Industries in 1988. In addition to his business activities, he sits on a wide variety of community boards, the majority of which focus on the education and career development on the county level.

He earned his degree from the University of Dayton, and has participated in programs at the University of Michigan.

## Mario Ciampini Elected 2000 Treasurer of IHEA

MR. MARIO CIAMPINI was elected Treasurer of IHEA for the year 2000 during a meeting of the IHEA Board of Directors held October 22, 1999, in Arlington, Virginia. Mr. Ciampini officially takes office at the next IHEA Board of Directors meeting scheduled March 16, 2000, during the Association's Annual Meeting in Palm Desert, California.

Mr. Ciampini is currently a member of the IHEA Board of Directors and Executive Committee. He has been a member of the Statistical Committee since 1997. As Treasurer, Mr. Ciampini will continue to serve on the IHEA Executive Committee and Board of Directors.



Mr. Ciampini is President and CEO of Ipsen International, Inc., Rockford, Illinois. In addition, Mr. Ciampini is President of Linac Holdings, Inc. and a member of the Board of Directors for LOI, Inc., and

Hauck Manufacturing Company. Mr. Ciampini has also held Vice President of Finance position with Group (London, U.K.), and key financial management positions with General Tire and General Electric Canada.

Mr. Ciampini has a Business Management Degree, majored in Finance from Ryerson University of Toronto, Canada. He is a Certified Management Accountant in the Province of Ontario.

# Roadmap Workshop Sponsored by DOE/IHEA

The DOE/IHEA Process Heating Technology Roadmap Workshop was held November 19, 1999, in Orlando, Florida. The workshop was held to identify the process heating equipment needs in energy intensive industries, identify needs across industries, address areas not covered in the already completed Combustion Roadmap and identify near-term opportunities to improve performance and apply best practices to increase the use of efficient process heating technology. The following representatives participated in the two day program: Hamid Abbasi, Institute of Gas Technology; William J. Bernard, Surface Combustion, Inc.; David Brooks, Industrial Center, Inc.; John Clarke, Maxon Corporation; Peter Angelini, Oak Ridge National Laboratory; Charles Benson, Arthur D. Little, Inc.; Tom Briselden, Industrial Center, Inc.; Robert DeSaro, Energy Research Company; Doug Glenn, Industrial Heating Magazine; Roy Hardy, Heat Treating Network; Jim Houston, Industrial Heating Equipment Association; Dennis Jauedes, Exxon; Ken Grieshaber, BOC Gases; Michael Heap, Reaction Engineering International; Mournir Ibrahim, Cleveland State University; Angelo Makris, Furnace Concepts; Alex Marker, Schott Glass Technologies Inc.; George Mochal, FIA/FIERF; Doug Perks, Eclipse Inc.; Jack Marino, Hauck Manufacturing Company; Tony Martocci, Bethlehem Steel Corporation; Charon Oliver, American Air Liquid; Steve Peterson, Drever Company; Ronald Rich, Atmosphere

Recovery, Inc.; Roberto Ruiz, John Zink Company; Ronnie Ruffini, Center for Induction Technology; Dave Schalles, Bloom Engineering Co., Inc.; Stephen Sikiricia, GRI; Jim White, Eclipse Inc.; Paul Scheihing and Gideon Varga represented the Department of Energy at the meeting. Melissa Eichner, Jack Eisenhauer and Nancy Margolis for Energetics, Inc. served as facilitators for the meeting. Pam Orrock and Arvind Tekdi from CSGI, designated coordinator of the meeting, were present. ■



IHEA representatives Bill Bernard, Surface Combustion, Inc. and Jack Marino, Hauck Manufacturing Co., at the DOE/IHEA Process Heating Technology Roadmap Workshop.

## IHEA Business Outlook for the Year 2000

An increase in orders for the year 2000 was projected by a majority of IHEA members in IHEA's Annual Survey of Members to determine future business conditions. Twenty-three companies responded to the survey.

Eighteen companies look for an increase in orders with the average increase projected to be 12 percent. The highest percentage increase expected by any one company is thirty percent and the lowest two percent. Two members see no change from 1999. Only one company sees a decrease in orders.

Fifteen companies predict orders will be up for the overall industry while three companies see no change and three forecast a decrease. The average increase for the industry was predicted to be 8 percent. The high was set at fifteen percent and the low one percent.

Eleven companies expected their company backlog for 2000 to be above 1999 with the average increase to be 10 percent. The highest percentage increase expected by any one company is 20 percent and the lowest 5 percent. Eight members see no change from 1999. Three companies see a decrease in company backlog.

Issues that members believed to be of major concern to manufacturers of industrial heating equipment in 2000 included: availability of skilled personnel; pricing pressures; government regulations; costly new NFPA requirements; depressed metal industries; higher interest rates; stability in Asia; health care costs; higher price on steel and alloy; short deliveries; squeeze on pricing/margins; possible slowing in automotive production; global competition; nickel/chrome price increases-materials; too many competitors in the industry; stagnant European economy; and MFTN status for China.

Twenty one members in the survey indicated they were doing business overseas. The average foreign business for

companies in 1999 was 21 percent, with the low five percent and the high 100 percent.

Fifteen companies indicated they had business in Canada; fourteen companies did business in Mexico; twelve listed Western Europe; ten indicated Asia I; nine listed Central and South America and Asia II; five listed Eastern Europe; three listed other; and two indicated Africa I. These same areas were identified as significant locations for continued business in 2000. ■

## Congressman Addresses Members at Fall Business Conference

IHEA held its Annual Fall Business Conference October 21, 1999, at the Hyatt Arlington, Arlington, Virginia. Fifty four member company representatives attended the meeting. Committees met in the morning followed by presentations in the afternoon covering U.S. Department of Commerce Commercial Services programs; update on current and future developments regarding EPA's Clean Air Act; report on the AGA Industrial Center Commercializing Gas Technology programs for manufacturers and review of



current legislative and regulatory developments. The evening program consisted of a tour, reception and dinner at the U.S. Capitol building, highlighted by remarks from Congressman Donald Manzullo. ■

**U.S. Congressman Donald Manzulla briefs the IHEA members in the Mike Mansfield room of the Capitol.**

## IHEA Welcomes New Members

Companies joining the Industrial Heating Equipment Association in 1999 include:

### **CENTRE FOR INDUCTION TECHNOLOGY, INC.**

1388 ATLANTIC BLVD.,  
AUBURN HILLS, MI 48326

The Centre provides education and process solutions for induction heating processes. Voting Representative to IHEA is Robert T. Ruffini, Vice Director.

### **INDUSTRIAL CENTER INC.**

400 N. CAPITOL STREET,  
WASHINGTON, DC 20001

The Center provides key links between the gas industry, manufacturers, policy makers and industrial customers promoting the acceptance of new technologies in the industrial marketplace. Voting Representative to IHEA is Dave Weiss, Executive Director.

### **SPECIAL METALS**

3200 RIVERSIDE DRIVE,  
HUNTINGDON, WV 25705

The company is a leading inventor and producer of wrought high nickel alloys, serving the thermal processing and industrial furnace industry by providing inconel, incoloy and other alloys to fabricators and furnace builders. Voting Representative to IHEA is H. Lee Flower, Industry Manager, Thermal Processing.

### **CECOF - EUROPEAN COMMITTEE OF INDUSTRIAL FURNACE AND HEATING EQUIPMENT ASSOCIATIONS**

LYONER STRASSE 18  
D-60528 FRANKFURT  
GERMANY

CECOF is the European Association that represents the interests of the Trade Organizations of the European industrial furnace and heating plant industry. Dr. Gutmann Habig, Secretary General, will be the representative for CECOF.

## 1999 Orders Down Slightly

Total domestic and foreign orders for industrial heating equipment, as reported by 22 members of the Industrial Heating Equipment Association, for the first three quarters of 1999, totaled \$351.28 million, down 2 percent from orders received and reported by the same companies for the first three quarters of 1998.

Domestic orders for all industrial heating equipment for the three quarters of 1999 were \$305.00 million, an increase of 5 percent from orders reported in 1998.

Foreign orders for the three quarters were \$46.28 million, down 31 percent from 1998.

Domestic industrial furnace and oven orders only for the first three quarters of 1999 were \$167.24 million, up 28 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 \$137.76 million for three quarters of 1999, down 15 percent from the same period in 1998.

## IHEA UPDATES

### IHEA Meetings & Activities for Year 2000

#### *IHEA Annual Meeting*

MARCH 16-20, 2000  
Marriott's Desert Springs Resort  
Palm Desert, California

#### *Furnaces North America 2000*

MARCH 30-31, 2000  
Disney's Coronado Springs Resort  
Orlando, Florida  
*Exhibitor*

#### *IHEA Safety Standards Seminar*

MAY 1-2, 2000  
Chicago O'Hare Marriott  
Chicago, Illinois

#### *IHEA Board of Directors Meeting*

JUNE 22, 2000  
Hyatt Arlington  
Arlington, Virginia

#### *IHEA Combustion Seminar*

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

#### *CECOF Delegates Meeting*

FALL 2000  
Brussels

#### *ASM Heat Treat Show*

OCTOBER 9-12, 2000  
St. Louis Americas Center  
St. Louis, Missouri  
*Exhibitor*

#### *IHEA Fall Business Conference*

OCTOBER 19, 2000  
Hyatt Arlington  
Arlington, Virginia

#### *IHEA Board of Directors Meeting*

OCTOBER 20, 2000  
Hyatt Arlington  
Arlington, Virginia

## Domestic and International Topics on IHEA Annual Meeting Program

The Industrial Heating Equipment Association's Year 2000 Annual Meeting will be held March 16-20, 2000, at Marriott's Desert Springs Resort, Desert Springs, California. IHEA last met at the resort in 1996.

The meeting will feature four speakers from industry and government. Michael J. Copps, Assistant Secretary for Trade Development, International Trade Administration, U.S. Department of Commerce, will brief the attendees on matters affecting international trade, including U.S. Trade Policy changes. Mr. David Littmann, Vice President and Senior Economist with Comercia Bank, will provide astute observations about the future of the U.S. Economy, Federal Reserve, and other administration policy developments. Dr. Thomas J. Nichol, President, Rolled Alloys, will discuss the current state of the metal industry and provide some insights on the future of the industry. Bill Pasley, President of Southern Companies, will comment on the future of the gas and electric supplier industries.

A highlight of the First General Session scheduled Friday, March 17, 2000, will be a presentation by Michael Najaran, entertainer and spokesman on the internationally acclaimed best seller book, "Men are From Mars, Women are from Venus," written by John Gray. The book describes men as Martians who hide in caves to avoid confrontations and women as Venusians who need to openly express all thoughts and feelings. Mr. Najaran is noted for his wit and wisdom and making "Men are From Mars" an international sensation. The Mars/Venus concepts have helped millions by creating an awareness of gender differences and how the past affects the path to personal success.

Three workshops are planned covering the areas of E-Commerce; IHEA-CECOF projects; and a report on

the IHEA/DOE Industrial Heat Processing Workshop held last November. Attendees will have an opportunity to participate in two of the sessions scheduled on Sunday, March 19.

The Desert Springs Marriott Resort is located 13 miles southeast of Palm Springs, a two-hour drive from Los Angeles. There are two 18-hole championship golf courses, five swimming pools, 18 shops and boutiques, spa, and the desert's hottest nightclub, to help you fill in your free time after meetings.



Special social events are planned for each evening including the General Welcome Reception on Thursday, March 16; Theme Party on Friday, March 17; Past Presidents' Reception on Saturday, March 18; the President's Reception, Gala Banquet, and after-hours party in Costa's nightclub will take place on Sunday, March 19. ■

## IHEA Combustion Seminar Set for October 2-3, 2000

IHEA's 2000 Combustion Technology Seminar will be held October 2-3, 2000, at the Chicago O'Hare Marriott, Chicago, Illinois. The Seminar is designed for persons responsible for the operation, design, selection and/or maintenance of fuel fired industrial process furnaces and ovens. It provides an intensive review of all facets of combustion technology and is designed for anyone involved in the design, operation or maintenance of industrial fuel fired furnaces and ovens.

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

*PRESIDENT'S MESSAGE continued from page 1*

a plan of action to address those issues and to develop advanced technology solutions.

I am very excited about the possibilities and opportunities that this roadmap process has opened for IHEA and its members and for the industry in general. If we can continue to make progress with this process, as other trade groups have, government funding, grants, and cost sharing programs are available to help offset the upfront development

costs for key initiatives. The process ultimately will enhance the state of the art in heat processing technology for our customers, our association and the many suppliers involved in supporting this industry.

It is our plan that IHEA will continue to lead the way in identifying opportunities for the industry and continue to promote those benefits to the end user community! ■