



NEWS

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PRESIDENT'S MESSAGE

BY C. CARL MARCUCCI, P.E.

Working on IHEA Goals



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On behalf of the Board of Directors, Officers and Staff, I wish to extend to all of the member company representatives and their families the very best wishes and success for the year 2001, the beginning of the real millennium.

I would like to thank all of the members for the support and participation given in the year 2000 to the many programs and activities conducted by IHEA for the benefit of members and users. All of the committee chairmen and committee members are to be commended for their leadership and dedication in meeting goals and focusing on the future of IHEA.

Membership in the Association grew significantly in the past few years and has expanded to new areas including induction equipment manufacturers, materials companies, professional groups and a step toward international cooperation with the associate membership of CECOF, European Committee of Industrial Furnace and Heating Equipment Associations. A strong and diverse membership adds strength and stability to the association.

IHEA's Combustion Seminar reached a record breaking attendance with close to one hundred representatives

participating in the two day seminar held October 1-2, 2000, in Chicago. The Standards Seminar which took place May 2-3, 2000, in Chicago, likewise, was very successful. The seminars represent major activities under IHEA's educational programming.

A new educational thrust is under way as the Association prepares to introduce a new "Home Study Course in Process Heating." Completion and introduction of the program is planned for this year.

The Association has been active with the U.S. Department of Energy, Office of Industrial Technologies. A Roadmap for Process Heating Technology was initiated in 1999. In the past year IHEA became involved in OIT's Best Practices Program; and most recently considering an Allied Partnership with DOE. The ultimate goal of this

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PLANNING AHEAD

IHEA ANNUAL MEETING – FOCUS ON THE 21ST CENTURY CORPORATION

IHEA member company representatives attending the Association's 2001 Annual Meeting to be held March 20-24, 2001, at the Hyatt Regency Grand Cypress in Orlando, Florida, will have an opportunity to hear presentations and participate in discussions on several areas of concern to manufacturers in 2001.

Troy Walker, Managing Partner of eBusiness Strategy, will cover "Electronic Commerce" the use of computers and telecommunications to improve customer relationships. Mr. Walker provides a unique blend of business strategy, marketing and technology in identifying how eCommerce can provide manufacturers, large and small, with a powerful tool to improve productivity, find and retain new customers, suppliers, and other business services; and expand operations into new markets.

"New Safety Standards for Burner Management Systems" will be presented by Edward M. Marszal, P.E. Mr. Marszal is Principal Engineer with Exida, a company focused on the process of designing, installing and maintaining safety and high availability automation systems. Mr. Marszal has years of experience in instrumentation, safety systems design and risk analysis. He has managed the detailed design, construction, installation, and startup of several multi-million dollar control system projects, including advanced process control.

Three round-table sessions have been planned for the meeting. A discussion on "Human Resources" will focus on new challenges or opportunities for employers. A second session will be devoted to "Continuing Employee Education and Training Programs." And, a third round-table session will look at a timely topic "Working With Independent Sales Representatives and Agents." Sessions will be repeated allowing representatives to actively

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Newsletter is available
at IHEA's website:



2001 IHEA OFFICERS

IHEA Elected Officers

President

Steven R. Peterson
Drever Company

First Vice President

Mario Ciampini
Ipsen International, Inc.

Second Vice President

John M. Cole, P.E.
Kolene Corporation

Treasurer

Bradley M. Andreae
Therma-Tron-X, Inc.

IHEA Executive Committee

Steven R. Peterson
Drever Company

Bradley M. Andreae
Therma-Tron-X, Inc.

John A. Barry
Ajax Electric Company

Mario Ciampini
Ipsen International, Inc.

John M. Cole, P.E.
Kolene Corporation

George J. Paulonis
Kromschroder Inc.

C. Carl Marcucci, P.E.
Walmil Company

IHEA Board of Directors

Term Expires 2001:

C. Carl Marcucci, P.E.
Walmil Company

Mario Ciampini
Ipsen International, Inc.

John M. Cole, P.E.
Kolene Corporation

Virgus Volertas
Honeywell Sensing and Controls Division

George J. Paulonis
Kromschroder Inc.

Steven R. Peterson
Drever Company

Term Expires 2002:

Bradley M. Andreae
Therma-Tron-X, Inc.

John A. Barry
Ajax Electric Company

Term Expires 2003:

Jeffrey W. Boswell
Seco/Warwick Corporation

Dr. Louis Etschmaier
Hauck Manufacturing Co.

Dave Lurie
Industrial Heating

Brian Russell
Dry Coolers Inc.

IHEA Executive Vice President

James J. Houston, CAE

Legal Counsel

Arthur L. Herold
Webster, Chamberlain & Bean

Steven R. Peterson Elected 2001 IHEA President

MR. STEVEN R. PETERSON was elected President of the Industrial Heating Equipment Association for the year 2001, by the IHEA Board of Directors. Mr. Peterson officially takes office at the next IHEA Board of Directors meeting scheduled March 20, 2001, during the Association's Annual Meeting in Orlando, Florida. As President, Mr. Peterson will serve as Chairman of the IHEA Board of Directors and Executive Committee.

Mr. Peterson currently serves as the First Vice President of the Industrial Heating Equipment Association. He has been a member of the Operational Information Committee since 1985, serving as Chairman from 1991-1993. He also served on the Membership Committee and Government Relations 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.

He 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.



Mario Ciampini Elected 2001 First Vice President of IHEA

Mr. Mario Ciampini was elected First Vice President of IHEA for the year 2001 by the IHEA Board of Directors. Mr. Ciampini officially takes office at the next IHEA Board



of Directors meeting scheduled March 20, 2001, during the Association's Annual Meeting in Orlando, Florida.

Mr. Ciampini currently serves as IHEA's Treasurer and is a member of the IHEA Board of Directors and Executive Committee. He also served on IHEA's Operational Information Committee and Government Relations Committee. As First Vice President,

Mr. Ciampini will serve on the IHEA Executive Committee and Board of Directors and will be responsible for long range planning for the Association.

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 LOL, 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.

John M. Cole, P.E. Elected 2001 Second Vice President of IHEA

Mr. John M. Cole, P.E. was elected Second Vice President of the Industrial Heating Equipment Association by the IHEA Board of Directors. Mr. Cole officially takes office at the next IHEA Board of Directors meeting scheduled March 20, 2001, during the Association's Annual Meeting in Orlando, Florida. As Second Vice President he will serve on the IHEA Board of Directors, Executive Committee and chair the Membership Committee.



Mr. Cole is currently a member of the Board of Directors and the Executive Committee. He has been an active member of the IHEA Program Committee since 1985 serving as Chairman in 1989. He has served on the Safety and Standards Committee as well as the Membership Committee.

Mr. Cole is Vice President-Engineering and Development of the Kolene Corporation, Detroit, Michigan. He is also a member of the Board of Directors of Kolene. Prior to his current position, which he assumed in 1988, he served as Chief Engineer and has held various other positions within the company dating back to 1972.

Mr. Cole has a Bachelor of Science Degree in Industrial and Systems Engineering from the University of Michigan. He is a Registered Professional Engineer in the State of Michigan and has received their PEI Outstanding Engineering Award in 1994 and Detroit Metro Chapters Engineer of the Year Award, also in 1994.

Bradley M. Andreae Elected 2001 Treasurer of IHEA

Mr. Bradley M. Andreae was elected Treasurer of the Industrial Heating Equipment Association for the year 2001, by the IHEA Board of Directors. Mr. Andreae officially takes office at the next IHEA Board of Directors meeting scheduled March 20, 2001, during the Association's Annual Meeting in Orlando, Florida. As Treasurer, Mr. Andreae will serve on the IHEA Board of Directors, Executive Committee and Chair the Finance Committee.

Mr. Andreae currently serves as a member of the IHEA Board of Directors and the Government Relations Committee. He served as Chairman of the IHEA Oven Division Committee in 1998-1999, served as a speaker at IHEA's Heat Processing Seminars, and participated in the writing of IHEA's Heat Processing Manual.

Mr. Andreae is Executive Vice President of Therma-Tron-X, Inc., Sturgeon Bay, Wisconsin. He joined the company in 1972. He has a Technical Degree in Industrial Engineering and Internal Combustion Engines from the Milwaukee School of Engineering.



DOE/IHEA Allied Partnership Under Consideration

The Industrial Heating Equipment Association is in the process of defining an agreement with the U.S. Department of Energy's Office of Industrial Technologies (OIT) to be an active partner with OIT under the *Allied Partnership* program.

The DOE *Allied Partnership* is a key element of the Industries of the Future (IOF) *BestPractices* program. Allied Partners include national industrial associations, private companies, state government agencies, and public organizations. Allied Partners work to provide energy efficiency information, and productivity tools for their customers through applications of new technologies and improved practices for the design, operation, and maintenance of industrial systems such as motors, compressed air, pumping, steam, and process heating.

IHEA cosponsored development of a "Roadmap for Process Heating Technology" with DOE's Office of Industrial Technologies. This Roadmap, which was developed in cooperation with industrial end users of process heating, identifies various process heating performance goals as

well as the possible technological, institutional, regulatory, and market concerns. The Roadmap further prioritizes research and development initiatives. The Roadmap will be published in the Spring of 2001.

In 2000 a "Process Heating Steering Committee" was formed to advise the IOF Steering Committee on Process Heating and implementation of key initiatives from the Process Heating Roadmap. IHEA representatives serving on the committee include: Doug Perks, Eclipse, Inc.; Raymond Rogowski, Honeywell International; Oleg Fishman, Inductotherm Industries, Inc.; Mario Ciampini, Ipsen International, Inc.; and Thomas Nichols, Rolled Alloys.

Under an *Allied Partnership* agreement, DOE and IHEA would coordinate programs to meet the IOF *BestPractices* goal of increasing awareness of industrial energy efficiency. The Allied Partner program and network of partners exists to ultimately provide various tools, information and assistance to industrial manufacturers and end-users of process heating equipment to improve energy efficiency and lower operating costs. ■

2001 IHEA Programs and Activities



IHEA 2001 Annual Meeting

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

The four day meeting includes officers reports, business sessions, workshops and presentations on business topics by guest speakers.

IHEA 11th Safety Standards Seminar

MAY 7-8, 2001
Chicago O'Hare Marriott
Chicago, Illinois

The Seminar provides an opportunity for company personnel to gain a better understanding of the NFPA 86 Series Safety Standards which cover a wide variety of industrial heat processing equipment in use today. Cost of the seminar is \$675 per attendee (\$550 for IHEA members). It includes tuition, seminar materials, copies of the NFPA Standards, reception, and two luncheons.

IHEA 32nd Combustion Technology Seminar

OCTOBER 1-2, 2001
Chicago O'Hare Marriott
Chicago, Illinois

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. Cost of the seminar is \$675 (\$550 for IHEA members). It includes tuition, seminar materials, IHEA Combustion Manual, two luncheons, and reception/exposition.

IHEA Fall Business Conference

OCTOBER 2001
Arlington, Virginia

Conference will include IHEA committee meetings in the morning, with briefings in the afternoon by industry and government representatives on subjects of current interest.

Visit IHEA's website for more information on these activities.



CECOF Delegates Meeting in Brussels

The European Committee of Industrial Furnace and Heating Equipment Associations (CECOF) held their 28th CECOF Delegates Assembly 2000 meeting September 22, 2000, in Brussels, Belgium.

Countries represented at the meeting included: Austria, Belgium, France, Germany, Great Britain, Italy, Switzerland and the U.S. Thirty-two representatives were present. Carl Marcucci, IHEA President and Jim Houston, IHEA Executive Vice President attended the meeting representing the U.S. IHEA is an associate member of CECOF.

The meeting included: business reports; world trade show participation; EC-Industrial Policy and its implications for the industrial furnace industry; economic situation of the industrial furnace industry;



Carl Marcucci, IHEA 2000 President, and Jim Houston, IHEA Executive Vice President, in attendance at CECOF's 2000 Delegates Assembly held September 22 in Brussels. Laurent Favarger, delegate from Switzerland, also in picture.

situation of CEN TC 186; ATEX Directive; introduction of CECOF's new website; and election of the CECOF President, Michel Debier, Belgium and Vice President, Nicolas Shirt, Great Briatrain.

CECOF represents the relevant national associations for industrial furnace and heating equipment in Europe which includes 150 member companies of the associations. They represent more than 80 percent of the European production. Their world market share amounts to 60 percent of total world export in the field of industrial furnace and heating equipment.

130 Attend IHEA's Seminars in 2000

Over 130 representatives participated in IHEA's two seminars in 2000. Ninety-three attended the Combustion Technology Seminar held in October. Forty-three attended the Standards Seminar held in May. Companies sending personnel to the IHEA Seminars in 2000 include the following:

- AK Steel
- Alcan Aluminum Company
- Arnil/CFS Inc.
- Armstrong International
- Arvin Meritor Suspensions Systems
- Automatic Switch Co
- Belco Industries, Inc.
- Bethlehem Steel Corporation
- Bloom Engineering Co., Inc.
- Bricmont, Inc.
- Centorr/Vacuum Industries, Inc.
- COE Manufacturing Company
- Coen Canada, Inc.
- Consolidated Engineering Co.
- Corbitt Manufacturing Company
- Defense Supply Center-Richmond
- Drever Company
- Eisenmann Corporation
- Elco Textron, Inc.
- Electric Furnace Company
- Elnik Systems
- Engineering Services Group, Inc.
- Exothermics
- FECO, a Park Ohio Company
- Fostoria Industries, Inc.

- Ganco Clark
- General Motors
- Ginter Vast Corporation
- Glenro, Inc.
- Goodyear Tire & Rubber Company
- The Grieve Corporation
- Harper International
- Harrop Industries, Inc.
- Hauck Manufacturing Company
- Heat Machinery Corporation
- Industrial Thermal Systems, Inc.
- Infracol Manufacturing Corp.
- Invensys Building Systems, Inc.
- Ipsen International, Inc.
- Kolene Corporation
- Kromschroder Inc.
- The Lanly Company
- Logan Aluminum, Inc.
- LOI, Inc.

- Lone Star Steel Company
- Maxon Corporation
- Moco Thermal Industries, Inc.
- Modern Equipment Company
- Niels Jorgenson Company, Inc.
- NUTEC Industrial
- Oregon Steel Mills
- P.T. Clatex
- Percom Industries
- Schott Glass Technologies, Inc.
- Seco/Warwick Corporation
- Special Metals
- Surface Combustion, Inc.
- Texaco
- Therma-Tron-X, Inc.
- Thermo-Temp, Inc.
- Thomas Industrial Services, Inc.
- Thorpe Technologies, Inc.
- The Timken Company
- Wisconsin Oven Corporation
- The Worthington Steel Corporation

IHEA Welcomes New Members

INDUCTOTHERM FURNACE AND TECHNOLOGY GROUP

10 INDEL AVENUE
RANCOCAS, NJ 08073

The company manufactures induction furnaces, industrial furnaces and ovens and instrumentation and controls. Voting Representative to IHEA is Dr. Oleg S. Fishman, Vice President, Chief Technology Officer. Bernard M. Raffner, Vice President, Engineering, is the Alternate Voting Representative.

AJAX MAGNETHERMIC CORPORATION

1745 OVERLAND AVENUE
WARREN, OH 44482

The company manufactures industrial furnaces and ovens. Voting Representative to IHEA is Dan Gagliano, Vice President Sales & Marketing. Gerald Jackson, Manager, Heating Products, is the Alternative Voting Representative.

HEAT TREATING PROGRESS MAGAZINE

9639 KINSMAN ROAD
MATERIALS PARK, OH
44073-0002

Heat Treating Progress is a magazine focusing on the business and technology of the heat treating and related thermal processes. Voting Representative to IHEA is Timothy R. McNichols, Publisher. Rob Wehrenberg, Editor-in-Chief, is the Alternate Voting Representative.

Angel Flight to Washington

En route to IHEA's Fall Business Conference held October 19, 2000, in Arlington, Virginia, John Acker, Brad Andreea, and Roger Kinnard were accompanied by a six year old Iron Mountain Michigan boy, his mother, and grandmother on the company's corporate jet, an eight passenger Cessna Citation S2. With seats available on TTX's plane to Washington Reagan National Airport for the meeting, the "Corporate Angel Network" was advised and transportation on the plane was set for the young boy, stricken with a brain tumor affecting his sight, to travel to Washington, D.C. for treatment by a brain specialist at Children's National Medical Center.

Mr. John Acker,
President of
Therma-Tron-X,
Inc., indicated



PRESIDENT'S MESSAGE continued from page 1

relationship is to help U.S. industries implement and demonstrate best practices in process heating which will lead to equipment performance optimization, improved productivity and energy efficiency.

The revised IHEA organizational structure initiated in 2000 has been very successful in establishing a closer link between committee chairmen and the directors. Each committee now has a member of the Board to represent them at Board meetings providing a more comprehensive understanding of projects and activities. An induction division committee has been added in 2001.

IHEA's website continues to bring users and interested parties throughout the world closer to the members. The changes incorporated into the site this year certainly have been effective and provide more meaningful reasons for members and users to visit the site.

The Association will continue to focus on the goals set by the organization which include providing leadership and direction for the heat processing industry, its members and related interests. ■

the company participates in the national "Corporate Angel Network," a not-for-profit organization, that coordinates travel to medical facilities for cancer patients on corporate aircraft when seats are available. Because Therma-Tron-X's aircraft flight schedule did not include an East Coast destination during the week after the boy's hospital stay, and no other "Corporate Angels" were available, TTX further provided the family with commercial airline tickets for their return home.

Therma-Tron-X, Inc., an active member of IHEA, designs, manufactures and installs custom engineered spray and immersion washers, dryoff, cure and process ovens, water and waste treatment equipment, conveyor systems, complete turnkey electrodeposition coating and powder and spray finishing systems.

The IHEA Fall Business Conference is held annually in the Washington, D.C. area and is attended by representatives from the Association's member companies. The conference includes committee meetings, presentations, and discussions on topics of interest applicable to the heat processing industry. ■

IHEA ANNUAL MEETING continued from page 1

participate in two of the three planned discussions. The meeting will also include reports by the officers and meetings of the division committees.

The 2001 Program will conclude with a presentation by an award winning journalist who became the first print reporter to be jointly employed by both a magazine and a television network, *Time* magazine and CNN. James Carney began reporting on Congress in March 1996 after two and one-half years as a White House correspondent. In addition to covering President Clinton's domestic and foreign policies, he reported stories on the internal workings of the White House. Mr. Carney will provide the attendees with an inside report of the happenings in Washington.

The meeting will open on Tuesday, March 20, 2001, with the evening "Welcome Reception" and conclude on Saturday morning, March 24, 2001, with James Carney's remarks.

Jeff Boswell, Vice President, Seco/Warwick Corporation is Chairman of the IHEA Program Planning Committee. ■

INDUSTRY NEWS

New IHEA Board Members

Jeffrey W. Boswell
Seco/Warwick Corporation

Dave Lurie
Industrial Heating

Brian Russell
Dry Coolers Inc.

Virgus Volertas
*Honeywell Sensing and
Controls Division*

Outlook For Orders in 2001

Eighteen member companies participated in IHEA's Annual Forecast Survey conducted the last quarter of 2000 to obtain a pulse of the industrial heat processing industry in respect to anticipated business conditions for the year 2001.

Thirteen companies participating in the survey expect an increase in their orders for 2001 over 2000. The average increase anticipated is 13 percent (10 percent median). The highest percentage increase expected by any one company is 50 percent and the low is one percent. Two companies expect orders to be below 2000 with three companies expecting no change.

Five companies predict orders will be up for the industry in 2001. The average expected percentage increase for industry orders is seven percent (median four percent). The highest increase indicated was 15 percent and the lowest two percent. Eight companies believe orders for the industry will be down in 2001. Four companies expect no change for the industry. ■

2000 Orders Show Decline

Total domestic and foreign orders for industrial heat processing equipment for the first three quarters of 2000 were down compared to the same period in 1999. As reported by the same 22 member companies, equipment orders totaled \$345.53 million, down eight percent from orders reported for the first three quarters of 1999.

Domestic orders for all equipment for the three quarters totaled \$248.57 million, down 10 percent from the first three quarters in 1999. Foreign orders totaled \$57.96 million, up seven percent from the previous year.

2000 domestic industrial furnace and oven orders were \$115.68 million, down 28 percent from 1999. Other domestic equipment orders, including atmosphere generating equipment, process control systems, industrial combustion equipment, replacement parts and other types of equipment totaled \$171.89 million, up seven percent from the same period in 1999. ■