



NEWS

VOL. XXVIII, NO. 1
FEBRUARY 2002

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IHEA OFFICERS ELECTED FOR 2002

Mario Ciampini Elected 2002 IHEA President



Mr. Mario Ciampini was elected President of the Industrial Heating Equipment Association for the year 2002 during a meeting of the IHEA Board of Directors held October 19, 2001, in Arlington, Virginia. Mr. Ciampini officially takes office at the IHEA Board of Directors meeting to be held March 17, 2002, during the Association's Annual Meeting in St. John, U.S.V.I.

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

Mr. Ciampini is President and CEO of Ipsen International, Inc., Rockford, Illinois. In addition, Mr. Ciampini is President of Linac Holdings, Inc., a member of the Board of Directors for LOI, Inc., and Chairman of the Board of Hauck Manufacturing Company. He has also held the Vice President of Finance position with TI Group (London, U.K.), and key financial management positions with General Tire and General Electric Corporation.

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, Canada.

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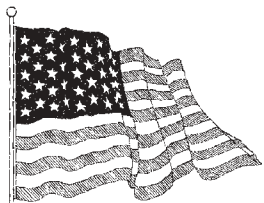
PLANNING AHEAD

2002 IHEA Programs and Activities

IHEA 2002 Annual Meeting

MARCH 17-21, 2002
Westin Hotel
St. John, USVI

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



IHEA 2002 Annual Meeting to Include Two Sessions on Technology Contract Issues

IHEA's 2002 Annual Meeting will be held March 17-21, 2002, at the Westin, St. John, USVI. A program developed for the meeting by the IHEA Program Planning Committee will include the traditional business reports; two professional presentations, one on contracts and the other on future planning; and a forum session on the future of the thermal processing industry and non-traditional marketing.

David Pearce Snyder, lifestyles editor of the Futurist magazine and former consultant to the Rand Corporation, will provide the attendees with a stimulating look at the future, telling it "the way it is" or "what it will be." Mr. Snyder, who uses a network of scanners and scholars to track social, economic and technical trends and developments throughout the U.S. and the world, serves companies by providing essential data on how to deal with change. He presents timely, accurate information about the demographic, economic and technological realities that dominate organizational operating environments.

F Elgin Ward, B.A., J.D., Senior Associate and co-founder of Alta Seminars and practicing attorney with an emphasis in corporate law, contracts, Uniform Commercial Code (UCC) transactions, real estate, and other areas of commercial business law, will conduct two important morning sessions during the meeting dealing with critical issues of contracts.

Areas of discussion will include: limitation of liabilities; Force Majeure after September 11; securing performances; avoiding litigation; demystifying litigation; understanding and dealing with insurance; recognizing and understanding contract language to make forms prevail; what kinds and amounts of damages can be collected from defaults;
ANNUAL MEETING continued on page 3

IHEA Business Outlook for 2002

Fourteen IHEA member companies participated in the Business Forecast Survey conducted annually by the Association. Of the companies reporting, eight companies are looking to increased order activity in the year 2002. Three companies see their business to be the same and three others are looking at a decrease in their orders from the year 2001.

As for the overall industry, five companies are predicting orders will be greater in 2002. Five other companies see no change in 2002 over 2001. Only three companies believe industry orders for the year 2002 will be below 2001 activity.

The industries cited as the most probable to increase orders in 2002 included: automotive, heat treating, fabricated metal parts, iron and steel, aluminum, and aircraft. Of the participating companies surveyed, ten believe the major concern in 2002 will be the economy, followed by capital equipment spending and changes taking place in customer buying practices. ■

IHEA Elected Officers*President***Mario Ciampini**
Ipsen International, Inc.*First Vice President***John M. Cole, P.E.**
Kolene Corporation*Second Vice President***George J. Paulonis**
Kromschroder Inc.*Treasurer***Bradley M. Andreae**
Therma-Tron-X, Inc.**IHEA Executive Committee****Bradley M. Andreae**
Therma-Tron-X, Inc.**John A. Barry**

Ajax Electric Company

Jeffrey W. Boswell

Seco/Warwick Corporation

Mario Ciampini

Ipsen International, Inc.

John M. Cole, P.E.

Kolene Corporation

George J. Paulonis

Kromschroder Inc.

IHEA Board of Directors*Term Expires 2002:***Bradley M. Andreae**
Therma-Tron-X, Inc.**John A. Barry**

Ajax Electric Company

Steve W. Fruth

Fostoria Industries, Inc.

*Term Expires 2003:***Jeffrey W. Boswell**

Seco/Warwick Corporation

Dr. Louis Etschmaier

Hauck Manufacturing Company

Dave Lurie

Industrial Heating

Brian Russell

Dry Coolers, Inc.

*Term Expires 2004:***Mario Ciampini**

Ipsen International, Inc.

John M. Cole, P.E.

Kolene Corporation

George J. Paulonis

Kromschroder Inc.

David Beblo

Rolled Alloys

Virgus Volertas

Honeywell, Inc.

IHEA Executive Vice President**JAMES J. Houston, CAE****Legal Counsel****Arthur L. Herold**
Webster, Chamberlain & Bean**John Cole Elected 2002 IHEA First Vice President**

Mr. John M. Cole, P.E. was elected First Vice President of the Industrial Heating Equipment Association during a meeting of the IHEA Board of Directors held October 19, 2001, in Arlington, Virginia. Mr. Cole officially takes office at the IHEA Board of Directors meeting to be held March 17, 2002, during IHEA's Annual Meeting in St. John, U.S.V.I. Mr. Cole will serve on the Board of Directors and Executive Committee. He will also serve as Chairman of the Association's Long Range Planning Committee.

Mr. Cole is currently a member of the IHEA Board of Directors and Executive Committee. He has been an active member of the IHEA Program Planning Committee since 1985, serving as Chairman in 1988. He has served on the Safety Standards and Codes Committee as well as the Membership Committee.

Mr. Cole is Vice President, Engineering and Development, Kolene Corporation, Detroit, Michigan. He is also a member of the Kolene Board of Directors. 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 the Detroit Metro Chapters Engineer of the Year Award also in 1994.

George Paulonis Elected 2002 IHEA Second Vice President

Mr. George J. Paulonis was elected Second Vice President of the Industrial Heating Equipment Association during a meeting of the IHEA Board of Directors held October 19, 2001, in Arlington, Virginia. Mr. Paulonis officially takes office at the IHEA Board of Directors meeting to be held March 17, 2002, during IHEA's Annual Meeting in St. John, U.S.V.I.

Mr. Paulonis currently serves on the IHEA Board of Directors and Executive Committee and is an active member of the Safety Standards and Codes Committee, serving on the committee since 1992. He is involved in sub-committee meetings discussing changes to the NFPA 86 standards and is involved in the preparation of the sixth edition of IHEA's Combustion Manual. He was Chairman of the IHEA Combustion Division in 1999, member of the Membership and Educational Committees in 1999 and 2000, and Chairman of the Nominating Committee in 2000 and 2001.

Mr. Paulonis is President of Kromschroder Inc., Hudson, Ohio, holding the position since the formation of the company in 1992. He has a Bachelor of Science Degree in Mechanical Engineering from Drexel Institute of Technology.

Bradley Andreae Elected 2002 IHEA Treasurer

Mr. Bradley M. Andreae was elected to serve as Treasurer of the Industrial Heating Equipment Association for the year 2002 during a meeting of the IHEA Board of Directors held October 19, 2001, in Arlington, Virginia. Mr. Andreae officially takes office for the year 2002 at the IHEA Board of Directors meeting to be held March 17, 2002, during the Association's Annual Meeting in St. John, U.S.V.I. Mr. Andreae will serve on the IHEA Board of Directors and Executive Committee and Chair the Association's Finance Committee.

Mr. Andreae currently serves as a member of the IHEA Board of Directors and Executive Committee. He also serves on the Association's Government Relations Committee. He served as Chairman of the IHEA Oven Division in 1998-1999, participated as a speaker for the Association's Heat Processing Seminars and was involved 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.

Thirty-Eight Participated in IHEA's 2001 Fall Business Conference

IHEA's Fall Business Conference was held October 18, 2001, at the Hyatt Arlington, Arlington, Virginia. Thirty-eight IHEA representatives from twenty-nine member companies attended the meeting.

In addition to Committee Meetings held in the morning, the program included a General Session in the afternoon featuring Committee Chairmen reports and presentations. Donald Elias, a principal with RTP Environmental Associates, briefed the attendees on the EPA State Emissions Trading Programs. Kevin Carlisle, Karl Dungs, Inc., reported on the current status of IHEA/CECOF Crossmap of NFPA 86 and EN 746.2 Standards Project. Ted

Jablkowski, North American Manufacturing Company, reported on the IHEA Safety Committees proposed changes to the NFPA 86 Standards. Mario Ciampini, Ipsen International, Inc., reported on developments of IHEA's partnership with the Department of Energy, Office of Industrial Technologies. David Goch, Webster, Chamberlain and Bean, Legal Counsel, discussed some legislative and regulatory issues.

The evening program was highlighted with dinner at the Kennedy Center, Washington, DC, Roof Top Terrace restaurant. ■

Changes to NFPA 86 Standards Submitted by IHEA

The Industrial Heating Equipment Association has officially submitted to the National Fire Protection Association twenty-four proposed changes to the NFPA 86 Series Standards for Furnaces and Ovens. The changes were recommended after an extensive review of the standards by a special sub-committee, chaired by Ted Jablkowski, North American Manufacturing Company, and IHEA's representative to NFPA's 86 Standards Committee. The proposals were further reviewed by IHEA's Safety Standards and Codes Committee at a committee meeting convened during IHEA's Fall Business Conference. Tom Myers, Ph.D, Despatch Industries, L.P, is Chairman of IHEA's Safety Standards and Codes Committee.

The changes basically focus on Proof of Closure and Leak Testing for safety shut-off valves, oil-fired equipment, interposing relays in safety circuitry, isolation valves, contamination protection, and other miscellaneous topics. The changes appear on IHEA's website. ■

Thirty-Six Participated in 2001 IHEA Combustion Seminar

IHEA's thirty-sixth Combustion Technology Seminar was held October 1-2, 2001, at the Chicago O'Hare Marriott, Chicago, Illinois.

Thirty-six representatives from twenty-four companies attended the meeting in Chicago. Companies sending representatives to the meeting included: Ametec-Rotron; BOC; Ensign Ribbon Burners, LLC; FECO; Georgetown Steel Corp.; Gillespie+Powers, Inc.; Harbor Metal Treating Co.; Harley Davidson Motor Co.; Ipsen International, Inc.; Karl Dungs, Inc.; Lone Star Steel Co.; Marion Steel Company; Maxon Corporation; Oregon Steel Mills; Pennex Aluminum Co.; Project Associates, Inc.; Seco/Warwick Corporation;

Sinterite Products; 3M Company; Upton Industries, Inc.; Wabash Alloys; Wayne Combustion Systems; WS Thermal Process Technology Inc.

The 2002 IHEA Combustion Technology Seminar is scheduled to be held September 23-24, 2002, at the Chicago O'Hare Marriott, Chicago, Illinois. Brad Smith, Hauck Manufacturing Company, will serve as the Seminar Chairman. For more information see IHEA's website www.ihea.org. ■

ANNUAL MEETING continued from page 1

learning or better understanding what provisions to include in a contract to ensure enforceable and meaningful remedies; and much more.

The final General Session will be an open forum on "What the Future Holds For The Heat Processing Industry" and "Non-Traditional Marketing." The session will allow the attendees an opportunity to actively present views and learn from others in a give-and-take environment.

The meeting is being held at the Westin Resort in St. John, Great Cruz Bay, located adjacent to the Virgin Islands National Park and thirty-five minutes from St. Thomas International Airport.

Members of the IHEA Program Planning Committee include: Chairman, Scott Kinney, Rolled Alloys; Jeff Boswell, Seco/Warwick Corporation; John Cole, Kolene Corporation; Dave Lurie, Industrial Heating; John Searle, Eurotherm/Barber Colman Company; Jeff Smith, SBS Corporation.



Scott Kinney,
Program Committee
Chairman

2002 IHEA Programs and Activities

IHEA 12th Safety Standards Seminar MAY 6-7, 2002 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 33rd Combustion Technology Seminar SEPTEMBER 23-24, 2002 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 2002 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.



IHEA Seminar on Safety Standards Set for May 6-7, 2002

IHEA's 2002 seminar on the NFPA Furnace and Oven Standards will be held May 6-7, 2002, at the Chicago Marriott O'Hare, Chicago, Illinois. The seminar, developed by IHEA's Safety and Standards Committee, provides an opportunity for company personnel to gain a better understanding of the NFPA Safety Standards covering the wide variety of industrial heat processing equipment in use today.

The seminar will include some discussion on proposed changes to the NFPA 86 Standards presented to the NFPA Technical Committee on Ovens and Furnaces. The new edition of the NFPA 86 Standards is scheduled for late 2003.

Seminar fee includes tuition; seminar materials; copies of the NFPA 86, 86C, and 86D Standards; certificate; reception and two luncheons. ■

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

Chicago Marriott O'Hare, 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 (800-228-9290 or 773-693-4444) directly. The identification for the seminar is (IHEA Standards Seminar). Please use this reference when making the reservation to obtain the special room rate. Single room rate is \$164. The cut-off date for making reservations is **April 12, 2002**. Any reservation requests received after this date are on an availability basis and subject to the hotel regular rack rate.



2002 Safety Standards Seminar Registration

May 6-7, 2002 • Chicago Marriott O'Hare • Chicago, Illinois

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 \$675 (regular rate) or \$550 (IHEA member rate) in U.S. dollars to:

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

Gary Salerno Featured in Pilots' Magazine

Gary Salerno, President, Steeltech, Ltd., was recently featured (cover story) in *Twin & Turbine*, an exclusive magazine for pilots of Owner-Flown, Cabin Class Airplanes. Gary was pictured on the cover with his aircraft, Cessna 414, Cessna 172 and Bell 206 JetRanger Helicopter.



Gary Salerno
President & CEO
Steeltech, Ltd.

Gary, an ATP-qualified owner-pilot with a multitude of ratings, including commercial, instrument, multi-engine, CFII, seaplane and commercial rotorcraft, has made a career out of pursuing success both in business and in the air. He is the owner and CEO of Steeltech, Ltd., a world-class producer of superior heat-resistant steel products for international and domestic steel producers. He also owns a Wisconsin based company, Advanced Centrifugals, which manufactures high-temperature alloys.

The company Cessnas are used regularly to transport management personnel between the two plants located in Michigan and Wisconsin, and also provide on-site 24 hour customer service support. The Bell 206 JetRanger Helicopter is used for business operations but may also be seen in the sky covering news events or providing helicopter rides to help generate money for Wings of Mercy a charitable organization for children.

Steeltech, Ltd., is a long time member company of IHEA. Gary actively serves on IHEA Committees and has been a member of IHEA's Board of Directors. ■

Drever Group Names President and General Manager

Jean-Marc Raick has been named President of the Drever Group, Huntingdon Valley, Pennsylvania. Mr. Raick has been the Managing Director of Drever International, based in Liege, Belgium, for the last five years, and will retain these duties. He has been with the Drever Group for many years in various engineering and management positions.

John G. Stedge has been appointed General Manager of Drever Company, responsible for all North American Operations. Mr. Stedge started with Drever in 1989 and worked in Sales and Project Management before being General Manager-Production, responsible for Project Management, Engineering, Purchasing and Manufacturing, Quality and IT.

Drever, a long time member of IHEA, designs and manufactures industrial furnaces. ■

Hauck Manufacturing Company Receives Pennsylvania State Award

Hauck Manufacturing Company, Lebanon, Pennsylvania, was recently honored as one of the top 50 Best Places to Work in Pennsylvania. The award is the first of its kind to be offered by a state. Ranking was based on a scoring process that considered company responses to a questionnaire regarding corporate philosophies, practices and systems, and employee responses to a survey that covered subjects as benefits, working conditions, and growth opportunities.

Hauck Manufacturing Company, a long time member of IHEA, is a full service combustion engineering and manufacturing company. Dr. Louis Etschmaier is President and CEO of Hauck. ■

INDUSTRY NEWS

2002 Directory of IHEA Industrial Heating Equipment Manufacturers

Available soon, the directory will be sent to over 2,000 representatives involved in industrial heat processing.



Orders for First Three Quarters of 2001 Down

Total domestic and foreign orders for industrial heating equipment, as reported by participating IHEA member companies, for the first three quarters of 2001, totaled \$306.05 million, a decrease of 9 percent from orders reported for the same period in 2000.

Domestic orders for all industrial heating equipment for the three quarters of 2001 totaled \$245.60 million, a decrease of 12 percent from the previous year. Foreign orders for the period were \$60.45 million, up 7 percent.

Domestic orders for industrial furnaces and ovens only reached \$76.17 million, down 32 percent from last year. Other domestic equipment orders, including atmosphere generating equipment, process control systems, industrial

combustion equipment, replacement parts, and other miscellaneous equipment totaled \$171.85 million for the three quarters, up 2 percent from 2000.

Total domestic and foreign orders for industrial heating equipment, as reported by 20 members, for the third quarter of 2006 totaled \$108.61 million, down 3 percent from orders reported for the same period last year. ■

2000 U.S. Exports/Imports

United States exports of industrial furnaces and ovens for the year 2000, as reported by the U.S. Department of Commerce, reached \$1.17 billion up 43 percent from 1999 when exports totaled \$816.94 million. Imports of industrial furnaces and ovens in 2000 totaled \$536.55 million up 41 percent from 1999 imports of \$379.48 million.

Industrial Furnaces and Ovens	U.S. EXPORTS (000)		U.S. IMPORTS (000)	
	1999	2000	1999	2000
Asia I (Japan, Korea, Taiwan, Singapore, Hong Kong)	\$259,419	\$476,521	\$112,386	\$219,264
Western Europe	189,992	274,424	190,417	209,305
Mexico	115,568	112,914	5,199	7,882
Canada	89,511	95,256	61,831	72,126
Asia II (China, Southeast Asia, India)	67,138	120,988	2,151	6,765
Central and South America	33,489	31,585	493	266
Middle East	26,390	20,821	1,257	1,853
Africa	16,441	9,178	398	1,140
Eastern Europe	8,220	15,685	2,665	15,579
Oceania-South Pacific	5,817	6,640	2,683	2,338
Caribbean	4,956	4,391	5	30
TOTAL	\$816,941	\$1,168,403	\$379,485	\$536,548

Source: U.S. Department of Commerce