



NEWS

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PRESIDENT'S MESSAGE

BY STEVEN R. PETERSON

A New Focus for IHEA on Energy and Education



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- IHEA Welcomes New Member

It is a distinct honor to be elected the 2001 President of the Industrial Heating Equipment Association. Drever Company has been a member of IHEA since 1939, 62 consecutive years. I am the fourth Officer from Drever Company to serve as President of IHEA. Clearly our Company understands the value of this organization and what IHEA continues to do for our business and our industry. Serving on the IHEA board for the last five years has been a rewarding experience, both for Drever Company and myself.

Over the last few years IHEA has focused on expanding membership benefits along with elevating our role as the lead organization for the Process Heating Industry. We have strengthened our committee programs and recently sponsored and published, in conjunction with the US Department of Energy "A Roadmap For Process Heating Technology". We have also worked with the OIT of the DOE to create a Process Heating Steering Committee

as an advisory group to the Nine Industries of the Future Best Practices Program.

Our updated, world class website has clearly become the central source of information for our industry. *iheta.org* now records an average of over 2500 *working sessions* (75,000 hits) per month.

At our Annual Meeting in March IHEA signed an Allied Partnership Agreement with The Office of Industrial Technologies, U.S.

Department of Energy. This partnership between government and industry commits both organizations to cooperative activities that will reduce energy costs, improve productivity, expand educational programs, and advance technology for end users of process heating equipment.

We are now actively developing a *Software Assessment Tool* to provide industry with an

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IHEA NEWS

OIT and IHEA Enter Partnership

During IHEA's 2001 Annual Meeting held March 20-24, 2001, at the Hyatt Grand Cypress, Orlando, Florida, a partnership agreement was signed on March 21, 2001 by representatives of IHEA and the Department of Energy, Office of Industrial Technologies (OIT), to initiate a program focused on increasing awareness and knowledge of opportunities in the operations or system design that may lead to improved productivity, energy efficiency and reduced life cycle costs for industrial process heating equipment.

This agreement was signed by Steve Peterson, IHEA's President and Denise Swink, Deputy Assistant Secretary, Office of Industrial Technologies, U.S. Department of Commerce. Others present at the signing included: Mario Ciampini, President of Ipsen Industries, Inc., (First Vice President of IHEA) and Chairman of IHEA's Government Relations Committee; George Paulonis, President of



Denise F. Swink, Deputy Assistant Secretary for Industrial Technologies, Office of Energy Efficiency and Renewable Energy, DOE and Steve Peterson, IHEA 2001 President, sign DOE-IHEA Allied Partnership Agreement.

Kromschroder, Inc., IHEA Director; Brian Russell, President of Dry Coolers, Inc., IHEA Director; Jim Houston, IHEA Executive Vice President; Bob Gemmer, Program Manager, Department of Energy, OIT; and Arvind Thedki, CSGI, Inc., and Secretary of the Process Heating Steering Committee.

The new IHEA/Government partnership is expected to help U.S. essential energy based industries recognize, understand and implement best practices in process heating technology and equipment utilization. ■

**IHEA joins network
of DOE Allied
Partnerships for
energy efficiency.**

Newsletter is available
at IHEA's website:



Heard From The Members

Member Company Changes

NEW PRESIDENTS:

GARY AUTEN
President of the *Walmil Company*

BOB DANKS
President of *Waukee Engineering Company, Inc.*

LARRY E. DUNLAP
President of *Fostoria Industries, Inc.*

TREVOR DUNTHORNE
President of *Bloom Engineering Company, Inc.*

JOE LYONS
President of *Lindberg, A Unit of SPX Corporation*

ROBERT E. SCANLON
President of *North American Manufacturing Co., Ltd.*

WILLIAM F. WOLFE
President of *LOI, Inc.*

.....

YUJI IMADA
Branch Manager of *Dowa THT America, Inc.*

.....

EDWARD J. KUBEL, JR.
Named Editor of *Industrial Heating*

IHEA Website Traffic Report

For the first five months of the year a total of 334,266 hits have been recorded on IHEA's website (ihea.org). Sessions totaled 617 and files sent totaled 18,298. The number of hits represents requests from a browser for a page or any element of the page and includes all images on the page. Sessions represent the number of unique hosts accessing the server during a given time-window. Files represent requests for a document and the server successfully sends back a file for the request. ■

IHEA Task Group Reviewing NFPA 86 Series Standards

A special Task Group of IHEA's Safety and Standards and Codes Committee is currently in the process of reviewing several of the NFPA 86 Series Standards. Full day meetings were held January third and June sixth of this year. Member company representatives participating in the meetings included: Ted Jablkowski, North American Manufacturing Co. (IHEA's representative on the NFPA 86 Committee); Ed Dorsey, ASCO; George Paulonis, Kromschroder; Fred Fuhrman, Hauck Manufacturing Co.; Chris Fink, Honeywell; Kevin Carlisle, Karl Dungs, Inc.; Franklin Switzer, Maxon Corporation; Mark Stender, Surface Combustion, Inc.; and Steve Peterson, Drever Company, President of IHEA.

Any changes proposed by the subgroup will first be reviewed by IHEA's Safety Standards and Codes Committee and the IHEA membership before being officially submitted to the NFPA 86 Committee according to the NFPA schedule for submitting comments. The next revision of the standards will take place in 2003. It is expected NFPA 86, 86C and 86D standards will be merged into one publication.

Companies planning to submit proposed changes to the standards will be required to follow the formal NFPA schedule. The schedule is as follows: Notification of intent to enter cycle (8/10/01); Proposal closing date (12/28/01); Final date for TC ROP Meeting (3/22/02); ROP to mailing house (7/26/02); Comments closing date (10/2/02) Final

date for TC ROC Meeting (12/20/02); ROC to mailing house (3/28/03); Association meeting (5/18-22/01); Council appeal closing date (6/13/03); Council issuance (7/18/03). ■

Thirty-Six Attend IHEA 2001 Standards Seminar

IHEA's 2001 Standards Seminar was held May 7-8, 2001, at the Chicago O'Hare Marriott, Chicago, Illinois. Thirty-six representatives from 21 companies participated in the successful two-day program.

Companies represented at the meeting included: Aichelin Heat Treatment Systems, Inc.; Alcoa; American Combustion Service Inc.; Bloom Engineering Company, Inc.; Blu-Surf, Inc.; BWXT Y-12; Centorr/Vacuum Industries, Inc.; Charter Steel; CM Furnaces; Concurrent Technologies Corporation; FECO, a Park Ohio Company; Fostoria Industries, Inc.; Granco Clark; Harrop Industries; LOI, Inc.; Maxon Corporation; Megtec Systems; Mifco Inc.; North American Manufacturing Co; Paulo Products Company; and Therma-Tron-X, Inc.

The seminar is programmed for individuals involved in the design, manufacture or operation of industrial furnaces and ovens. It provides an opportunity for attendees to become more knowledgeable and better understand the NFPA 86 Standards and their applications in the design and operation of industrial furnaces and ovens.

An elite group of speakers all involved in the development and/or use of the NFPA standards participated in the two-day program. They included Ray Ostrowski, Industrial Safety Consultant, Seminar Chairman; Bruce Abe, North American Manufacturing Company; John Barron, Vacuum Furnace Systems Corporation; Richard Craig, Vacuum Furnace Systems Corp.; Chris Fink, Honeywell, Inc.; Ted Jablkowski, North American Manufacturing Co.; Fred Jensen, Jensen Industries, Inc.; Glen Mortensen, Kemper National Insurance Companies; Mark Stender, Surface Combustion, Inc.; Franklin Switzer, Maxon Corporation; and Algirdas Underys, A. Finkl & Son, Inc. ■

INDUSTRY NEWS

Orders Down For First Quarter

Total industrial heating equipment orders, domestic and foreign, as reported by 21 members, totaled \$100.41 million, down 10 percent compared to the first quarter of

2000. The total is based on reports submitted for both years by the same companies. Domestic orders reached \$85.04 million, a decrease of 10 percent. Foreign orders totaled \$15.37, up one percent. Summary reports for the period were sent to participating companies. ■

2001 Annual Meeting

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



Mario Ciampini, Ipsen International, Inc., Chairman, IHEA Government Relations Committee and IHEA First Vice President; Denise F. Swink, Deputy Assistant Secretary for Industrial Technologies, Office of Energy Efficiency and Renewable Energy, DOE; Bob Gemmer, Program Manager, Office of Industrial Technologies, DOE; Steve Peterson, Drever Company, IHEA 2001 President.



Jeff Boswell, Seco/Warwick Corporation, IHEA Program Planning Committee Chairman, and wife Jeanne.



Anne Armel, Process Heating Magazine at Opening Welcome Reception.



Donna Stelman, Ajax Electric Company, and husband Gary enjoy evening Survivor Party.

Corporate Culture, Safety Systems Standards, E-Commerce Covered During IHEA's Annual Meeting

IHEA's 2001 Annual Meeting was held March 20-24, 2001, at the Hyatt Regency Grand Cypress Hotel in Orlando, Florida. There were 98 representatives, including guests and spouses, from 33 member companies. The four day meeting provided meaningful presentations and informative discussions, workshops, networking and enjoyable evening social events. The meeting was considered highly successful based on the comments received from the attendees.

During the opening session, Carl Marcucci, Walml Company, President of IHEA during the year 2000 presented an IHEA Pin and gavel to the incoming President for the year 2001, Steve Peterson. Mr. Marcucci reviewed some of the successful programs that took place last year. Mr. Peterson discussed his agenda for the year 2001 which included some of the ongoing programs with the U.S. Department of Energy, Office of Industrial Technologies and plans to develop an on-line educational program in industrial heat processing. Mr. Mario Ciampini, Ipsen International, IHEA Treasurer during the year 2000, presented a detailed financial report which indicated a positive position for the association.



Steve Peterson, IHEA 2001 President, addresses members at First General Session.

Opening guest speaker for the meeting was Ken Schmidt who spoke on the "Rise, Fall and Rise of Harley-Davidson," a fascinating account of the building of an entirely new corporate culture, rekindling relationships with customers, and reaching out to new ones in completely untraditional ways. His remarks touched on ways to: energize employees to work better together, winning the battle over negative consumer perceptions or stereotypes; rebuilding a brand or building a new one from scratch; successfully repositioning a business in the marketplace; building rock-solid customer relationships; marketing products and services on a limited budget; understanding what consumers want; improving stakeholder communication; creating market differentiation through non-traditional techniques; and discovering the emotional and irrational drivers that attract or turn off consumers.

Ed Marszal, P.E., Principal Engineer, Exida, reported on safety instrumented system standards that are internationally recognized and being employed in heaters that are covered by the NFPA standards. The new standards include IEC 61508, functional safety of electrical / electronic / programmable electronic safety-related

systems; ISA 84.01, application of safety instrumented systems for the process industries; and IEC 61511, functional safety: safety instrumented systems for the process industry sector.

Troy Walker, co-founder of Zeris Interactive, discussed "Advances in E-Commerce & Other Wireless Communication Processes," focusing his remarks on what is happening now, in the future and how to position your company for change, without being taken advantage of. Conclusions stated by Mr. Walker included the following: the need for a clear and concise strategy is now more important than ever before; E-Business is here to stay, though perhaps not as we know it today; wireless makes a lot of sense for field sales and service people needing quick access to data; concept of sharing data with business partners no longer have to be million dollar investments only the big guys can make; data storage and the accompanying data mining is a critical aspect for most businesses and it is one that should be leveraged; as more and more companies are exposing their systems and mission critical data on the web, the need for secure transactions is essential.

Mr. Mike Debier, President of CECOF and Dr. Gutmann Habig, General Secretary of CECOF, in a special presentation reviewed some of the current activities of the European Association of Industrial Furnace



Dr. Gutmann Habig, General Secretariat, CECOF

and Heating Equipment Manufacturers, including comments on their interests involving international trade shows.

Three workshops were held during the meeting that focused on human resources, employee education and working with independent sales representatives. Attendees had an opportunity to identify what their companies were doing in hiring and retaining employees during a critical time of personnel shortages. A second workshop was used to explore the various company programs used to train and educate their employees. And a third session concentrated on the use of manufacturers representatives covering such areas as compensation, territories, travel, sales meetings and international relations.



Mike Debier, President of CECOF

The final speaker for the meeting was Jay Carney, an award-winning journalist, affiliated with both CNN and Time Magazine, who discussed some of his more interesting and humorous experiences as a reporter over the years, including discussions with world leaders and involvement in many foreign situations. ■

IHEA Scheduled Meetings

IHEA 32nd Combustion Seminar and Exposition

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.

Visit IHEA's website for more information on IHEA's Combustion Seminar.

IHEA Fall Business Conference

OCTOBER 18, 2001
Hyatt Arlington
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.

2002 IHEA Annual Meeting

MARCH 17-20, 2002
Westin St. John
St. John, USVI



Annual Meeting General Session: George Paulonis, Kromschroder Inc.; Michael Calovini, Kromschroder AG; Tim McNichols, Heat Treating Progress Magazine.



Annual Meeting General Session participants.

IHEA's 32nd Combustion Seminar October 1-2, 2001

IHEA's 32nd Combustion Technology Seminar will be held October 1-2, 2001, at the Chicago O'Hare Marriott, Chicago, Illinois. The seminar is internationally recognized as a



**Tony Fennell, P.E.,
2001 Combustion
Seminar Chairman**

premier educational program covering all phases of industrial combustion systems. Representatives from both manufacturing and user companies attend the seminar.

The two-day program features sessions involving chemistry and efficiency of combustion; types of industrial burners available and how they are applied for efficient operation; supply and control of the fuel and air for systems including

pipng design and valve selection; flame safety requirements of combustion systems; process and ratio controls with exposure to microprocessor equipment; furnace pressure controls for operation and efficiency improvements; preheated combustion air and furnace recuperators; NOx and other emissions-what causes them and how to minimize them.

Experts from U.S. combustion manufacturing companies, with many years of experience, serve as instructors at the Combustion Seminar. Chairman of the seminar is Tony Fennell, P.E., Bloom Engineering Company. Other members of the faculty include: Brad Smith, Hauck Manufacturing Company; Dick Bennett, Janus Technology Group; Vytas Braziunas, Waukee Engineering Company; Sean Caton, Honeywell, Inc.; John Dormire, Bloom Engineering Company; Fred Fuhrman, Hauck Manufacturing Company; Victor Grazian, Eclipse, Inc.; Dan Houlahan, Pyronics, Inc.; Russ Lang, North American Manufacturing Company; Tim Lee, Eclipse, Inc.; Andrew McIver, Eclipse, Inc.; Dennis

Quinn, North American Manufacturing Company; Dan Turcic, Maxon Corporation.

Cost of the two-day Seminar is \$675. Cost includes tuition, combustion manual, completion certificate, two luncheons, reception and table top exhibit. IHEA member companies receive a discount. More information is available on IHEA's website (ihea.org). ■

IHEA 2001 Fall Business Conference Scheduled for Arlington, Virginia

The Industrial Heating Equipment Association's 2001 Fall Business Conference will be Thursday, October 18, 2001, at the Hyatt Arlington, Arlington, Virginia.

All of IHEA's Committees have scheduled meetings for the morning of October 18, 2001. Members serving on a committee or interested in participating in a committee meeting should plan at this time to attend the conference in Arlington. In addition to the morning committee meetings there is an afternoon program to include discussions relative to energy, environment, standards and legislation. The evening will be highlighted with dinner at one of Washington's historic sites. ■

St. John, USVI – Site For 2002 Annual Meeting

The Industrial Heating Equipment Association will hold its 2002 Annual Meeting at the Westin St. John, St. John, USVI, March 17-20, 2002. A meeting of the IHEA Program Planning Committee was held June 14, 2001, to discuss plans for the meeting. Scott Kinney, Rolled Alloys, is Chairman of the Committee. Details and more information relative to the program, registration and hotel reservations will be sent to the members shortly. It will also be available on IHEA's website (ihea.org) soon. ■

2001 Combustion Seminar Tabletop Exhibitors

BLOOM ENGINEERING
COMPANY, INC.

ECLIPSE, INC.

EUROTHERM CONTROLS/
BARBER-COLMAN

FIREYE INC.

HAUCK MANUFACTURING
COMPANY

HEAT TREATING PROGRESS

HONEYWELL INC.

INDUSTRIAL HEATING

IPSEN INTERNATIONAL, INC.

KROMSCHRODER INC.

THE LANLY COMPANY

MAXON CORPORATION

THE NORTH AMERICAN
MANUFACTURING CO., LTD.

PROTECTION CONTROLS,
INC.

PYRONICS, INC.

ROLLED ALLOYS

SECO/WARWICK
CORPORATION

SURFACE COMBUSTION, INC.

WAUKEE ENGINEERING
COMPANY, INC.

WS THERMAL PROCESS
TECHNOLOGY INC.

IHEA Welcomes New Member

SIEMENS BUILDING TECHNOLOGIES

1000 DEERFIELD PARKWAY
BUFFALO GROVE, IL 60089

The company manufactures combustion equipment, instrumentation and controls and other components for furnaces and ovens. Voting Representative to IHEA is John Dauer, Sales Manager. Jacques Van Heijningen, Senior Marketing Manager will be the Alternative Voting Representative to IHEA.

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unbiased method of quickly identifying the most promising opportunities to improve their facilities process heating systems. *Tip and Fact Sheets* are also being developed to promote process heating best practices. These will be available for downloading from both ihea.org and the DOE website. Industry wide *Sensor and Process Control* and *Material Forums* are being planned to identify the high priority R&D necessary to advance these important components of heat processing systems. Cooperative *Training* and *Educational* programs are also being planned. With many companies facing the threat of energy shortages and escalating costs for electricity, gas, and liquid fuels, we feel the initiation of these Allied Partnership programs is especially relevant and timely to all operators of process heating equipment.

Concurrent with the multifaceted Allied Partnership program between IHEA and the DOE we are preparing to release an *ihea.org* based Process Heating Technology course. This 16-chapter course will teach both introductory and advanced principles of Fuels, Combustion Heat Transfer, Refractories, Energy Recovery, Furnaces and Ovens, Induction Heating, Instrumentation and Control as well as other disciplines required for Heat Treating and Heat Processing. This comprehensive Heat Processing Technology Course should be available in late 2001.

In addition to the above "Distance Learning Course", Jack Marino, Senior Vice President of Hauck Manufacturing Company, will develop and implement a long term

Education strategy for IHEA. Jack has taken over the Chairmanship of the revitalized Education Committee, and in concert with IHEA's primary goals and objectives, we expect that IHEA will become the leading resource for Education and Training for suppliers and operators of process heating equipment.

Finally we have started work in cooperation with CECOF, The European Committee of Industrial Furnace and Heating Equipment Associations, to provide a **comparison of NFPA 86 Standards on Furnaces and Ovens to EN 746, the harmonized European standard for industrial furnaces and ovens.** We expect that a cross mapping of these standards will provide an excellent tool for manufacturers of equipment as well as end users and may well be a start toward harmonization for international standards on safety for industrial heating equipment.

The IHEA Board of Directors has created an aggressive agenda for 2001. We all feel strongly about the industry leadership role IHEA has taken and the many programs under development in our committees. Our Partnership with the DOE and cooperative work with CECOF are reflections of both our national and global perspective and we are confident that the benefits of IHEA membership to you as a supplier in the heat processing industry will continue to grow.

I invite anyone interested in our programs and the Heat Processing industry to contact Jim Houston, the Executive Vice President of IHEA, at ihea@ihea.org or me at peter@drever.com with your questions or interest in helping IHEA better serve the Heat Processing Industry. ■