

## Special points of interest:

- January Meeting Info
- PRODUCT SHOW 2020 Invitations to Exhibitors will be Sent via Email on January 14, 2020
- 2020 Corporate Sponsorship Opportunities
- ASHRAE Pet of the Month!
- Calendar Updates

### Want to Contribute to NorthEastAire?

Do you have helpful ideas or stories you would like to share with the readers of NorthEastAire? How did you sequence two rooftop units serving a single ring-duct while preventing the units from competing against each other? Did you forget to order a unit with shrink-wrap in the winter months and it arrived on site looking like your car after a Nor'easter in March? Did you find a new app or trick on the software you use that could help out a colleague? Share your stories with [northeastaire@gmail.com](mailto:northeastaire@gmail.com)!

### January Meeting Info

**What?** Building a Net Zero Lab in the United Arab Emirates: Mission Impossible?

**When?** Tuesday January 14th  
5:30 pm to 8:00 pm

**Where?** Embassy Suites Waltham

**How?** [CLICK HERE](#) To Register

**Details** Recognize Past Presidents & Chapter History More info on page 2

## CORPORATE SPONSORSHIP DRIVE

Corporate Sponsorships for 2020 are open for registration through the end of January. Various levels of sponsorship are available. Become a platinum, gold, or silver sponsor and see your company logo at meetings, in newsletters, and on the website among other great benefits! See page 9 of this newsletter for details and registration information. If you have any questions regarding corporate sponsorship please feel free to reach out to me.

Bob Persechini  
[c001bog2@ashrae.net](mailto:c001bog2@ashrae.net)



## January Meeting - Tuesday January 14th

**Agenda**  
 5:30—6:30 Networking  
 5:30—6:15 Tech Session  
 6:30—7:00 Dinner  
 7:00—8:00 Main Presentation

**Main Session: Building a Net Zero Lab in the United Arab Emirates: Mission Impossible?**

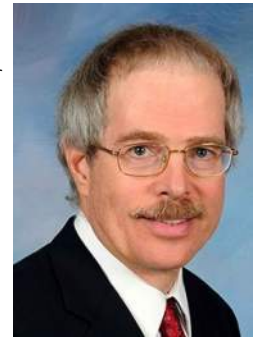
Laboratories with their intense use of outside air and safety concerns are one of the most challenging building types to achieve net zero. In fact, some might say it can't be done at least for many climates. However, a path does exist to achieve net zero energy or at least near net zero using multiple technologies such as VAV lab and exhaust fan control, demand based control of ACH's, chilled beams or hydronic cooling, and heat recovery. This seminar will explore this topic from a holistic viewpoint and provide a detailed review of an actual case study of a large near net zero lab project in Abu Dhabi, UAE.

**Presenter:**

**Gordon Sharp** Mr. Sharp is the chairman of Aircuity, Inc. and has over 25 years of wide-ranging entrepreneurial experience and more than 25 U.S. patents in the fields of energy efficiency and laboratory controls. As founder, former president and CEO of Phoenix Controls, he led the development of this world leader in laboratory airflow controls that was acquired by Honeywell in 1998. The technologies invented by Mr. Sharp at Phoenix Controls are today saving over \$1.5 billion annually in energy use. In 2000, Mr. Sharp founded Aircuity, which was spun out of Honeywell and is a smart airside energy efficiency company.

Mr. Sharp is a graduate of MIT with bachelors and masters degrees in electrical engineering. He is Executive Vice President and a member of the board of directors of I2SL (International Institute for Sustainable Laboratories), the nonprofit foundation that operates the Labs21 conference. He is also a member of two important standards on ventilation: the ANSI/AIHA Standard Z9.5 Committee on Laboratory Ventilation and the ASHRAE SSPC 170 Committee on Ventilation of Health Care Facilities. He is also a voting member of ASHRAE technical committee TC9.10: Laboratory Systems and TC9.11: Clean Spaces/Cleanrooms.

Mr. Sharp is a frequent speaker at national and international conferences on the topics of energy efficiency in buildings and indoor environmental quality and has testified before the US Congress on the topics of climate change and energy efficiency.



Gordon Sharp  
 ASHRAE  
 Distinguished Lecturer

**Tech Session:** TBD

**Notes** To RSVP [CLICK HERE](#)  
 Member Cost: \$50  
 Non-Member Cost: \$60  
 Walk-In Cost: \$60

**Location** Embassy Suites  
 550 Winter Street  
 Waltham, MA 02451

**Parking** Free in Lot

**Dinner** Included

## ASHRAE Boston’s January PETS OF THE MONTH! Bella and Matisse!

Meet Bella and Matisse! Matisse is a two year old chihuahua, and Bella is a five year old pitbull mix. These two pups are “BALA besties” and LOVE to visit the office and brush up on their Revit skills! In his free time Matisse loves to ferociously guard his apartment, hike, and travel with his family. He just visited Argentina for the Holidays! Bella loves to spend her free time hiking, running laps at baseball fields, and visiting friends and family. Bella’s human, Emily Ehlers, and Matisse’s human, Carola Houttuijn Bloemendaal, both work at BALA.



Nominate your pet for pet of the month by emailing a picture and small bio to [northeastaire@gmail.com](mailto:northeastaire@gmail.com)!

### Research Promotion Update

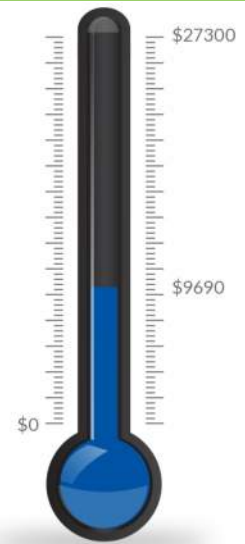
Dear ASHRAE Members,

As always, thank you for all your ongoing support of ASHRAE research. I would like to thank the members who have donated so far this year:

Eric M. Edman, Gregory W. Shenstone, PE, Allan E. Ames, Robert J. Persechini, Robert G. Andrews, Jr, James E. Armstrong, John A. Iacopucci, Jeffrey Zajac, Majid Seghatoleslami, Lance Brown, Nick Roth, William K. Tang, David H. Blum, Deanna Adkison, Liz Desmarais, Amy N. Gebhardt, Chris Pietrocarlo, William Cunningham, Daniel P. Diorio, Alexander Gilman, and Scott A. Havey.

With your help, we are making progress towards our goal. We currently have \$9,690 saved towards our goal of \$27,300.

Deanna Adkison  
[c001rp@ashrae.net](mailto:c001rp@ashrae.net)



### Presidential Award of Excellence



#### Boston Chapter - 2019-2020

Chapter Members	Membership Promotion Points	Student Activities Points	Research Promotion Points	History Points	Chapter Operations Points	Chapter Technology Transfer Points	Government Affairs Points	Electronic Communications Points	YEA Points
<u>1067</u>	<u>545</u>	<u>450</u>	<u>590</u>	<u>510</u>	<u>240</u>	<u>0</u>	<u>0</u>	<u>50</u>	<u>400</u>

IT'S BIG, IT'S BACK, IT'S GOING TO BE BETTER THAN EVER!

## Product Show 2020

*Amy Gebhardt*

### The Product & Energy Show 2020: Tuesday April 14, 2020

The officers and Board of Directors of the Boston ASHRAE Chapter are pleased to extend an invitation to you and your organization to participate and/or exhibit at the Biennial Product Show which will be held at The Lantana in Randolph, MA on Tuesday April 14, 2020.

Invitations will be sent out on January 14, 2020. This show has been well attended in the past, not only by the general ASHRAE membership, but also by others who work in this field, including Facility Engineers, Hospital Engineers, Building Owners, and Mechanical Contractors. The local Product & Energy Show targets a specific audience where you can talk to the customers who matter to you. Admission is free to all attendees.

Below are the specific details of the Product & Energy Show. Further details and how to register will be announced in the January 2020 NorthEastAire Newsletter.

**DATE** TUESDAY APRIL 14, 2020; 3:00 pm to 8:30 pm  
Seminars—Finalized in February  
Product Show 3:00 pm to 8:30 pm  
Dinner 6:30 pm to 8:00 pm

**LOCATION** The Lantana  
43 Scanlon Drive  
Randolph, MA 02368



#### EXHIBITOR REGISTRATON

Prices for single, double, triple booths, and trailer spots are \$1,000 per booth and spot  
Reservations will be on a first come, first served basis  
Registration forms will be emailed to vendors in January  
If you have not exhibited at our show before, but would like to this year, please contact the show chairpersons to be placed on our permanent mailing list.

**BOOTHS** Single—8 feet wide x 6 feet deep  
Double—16 feet wide x 6 feet deep  
Triple—24 feet wide x 6 feet deep

- Draped booths will be set up prior to your arrival
- Tables will be available upon your advanced request
- Electricity is available upon your advanced request (no heavy electrical loads permitted)
- Water and drains are not available
- Internet connections are available

**FOOD** A complimentary buffet dinner will be available to all attendees and exhibitors of the show

**SEMINARS** ASHRAE has reserved the facility for the entire day. Rooms are available for seminars. Please contact ASHRAE if you are interested in providing a special seminar. An outline of the seminar will need to be submitted prior to approval. The seminars shall be educational and not commercial in nature.

Thank you for your interest in the Boston ASHRAE Chapter Product Show.

Sincerely,

Product Show Committee

Chair: Amy Gebhardt, (857) 259-2517, c001bog1@ashrae.net

Co-Chair: Eric Edman, (617) 925-8325, c001his@ashrae.net

# Schedule of Events

<https://www.linkedin.com/groups/5053857/>

Join and check the ASHRAE Boston Chapter LinkedIn page for the most up to date information!

Date & Time	Event	Location	Details
January 14, 2020	January Meeting	Embassy Suites Waltham	<a href="#">Building a Net Zero Lab in the UAE: Mission Impossible?</a>
January 20—24, 2020	AEENE Certified Energy Manager Training	Siemens 150 Royall Street Canton, MA	<a href="#">Certified Energy Manager Training</a> 8:00 am to 5:00 pm Monday through Friday
February 1-5	ASHRAE Orlando Winter Conference	Convention Center Orlando, FL	Registration <a href="#">Here</a>
February 3, 2020	Winter Conference Half Day Course	Convention Center Orlando, FL	<a href="#">Designing and Operating High-Performing Healthcare HVAC Systems</a>
February 11, 2020	February Meeting	Metro Meeting Center Boston	Lessons Learned by Steve Tafone Membership Promotion & Student Activity Night
March 4, 2020	March Meeting	Embassy Suites 550 Winter St. Waltham	How and Why Customers Buy Energy Efficiency—with AEENE
April 14, 2020	ASHRAE Product Show	The Lantana Randolph, MA	ASHRAE Boston Chapter Biennial Product Show
April 27, 2020— May 1, 2020	HVAC Design Training Levels I and II	Hartford, CT	ASHRAE HVAC Design Training: Levels I and II <a href="#">Register and Learn More Here</a>



[Sign up here!](#)

Boston Monthly Meetings	ASHRAE Courses— <a href="#">Complete List</a>
Boston Chapter Special Events	YEA Events
WiA Events	Other Societies Events

[Boston ASHRAE Facebook](#)



[Boston ASHRAE Twitter](#)



[Boston ASHRAE LinkedIn](#)



## Historical News

By: Eric Edman - BR+A

New Year, and New Resolutions ... maybe?

Just like you -we have good intentions to do many wonderful things every New Year. We might have forgotten to follow thru on some, but, we did promise to share a rather interesting story about a failed HVAC design.

You know the one where the owner called the service company and they claimed the service company looked at everything. The unhappy owner then complained that your design was no good (insert some colorful adjectives at your discretion).

Have you been there?

Well, I always love finding an obvious case of the service guy really did look at everything but missed something really small (or not so small). Can you guess why this fan and motor would not start? Do you think this stick could actually shutdown a critical condenser at a very important doctors office?

I love this profession. Really, I do.

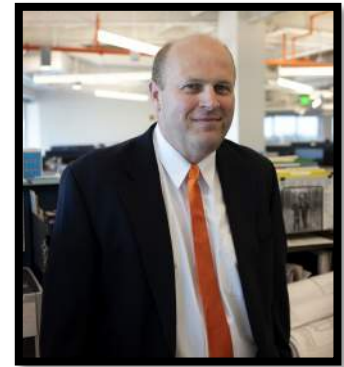
The old saying applies; It is hard to soar with eagles when you start with turkeys.

Our group received some creative suggestions for historical topics which we will share in 2020.

We look forward to the ASHRAE/AHR Show in Orlando at the beginning of February, and hope you all enjoy it as well.

As always, we look forward to seeing you at our monthly meetings.

Thank you,  
Eric Edman  
c001his@ashrae.net



Eric Edman  
Historian



## Corporate Sponsorships for 2020

Corporate sponsorships for 2020 are open and can be purchased through January 31, 2020. Please refer to the following page outlining our sponsorship levels. There are limited sponsorships available so don't wait! We look forward to your attendance at Boston ASHRAE events and appreciate your consideration of being a corporate sponsor! For up to date availability for sponsorship opportunities please email me using the address below.

On behalf of the Boston Chapter, thank you!

Bob Persechini  
c001ha@ashrae.net



### 2020 Corporate Sponsors—Want to See Your Company Logo Below? There is Still Time to Sign Up!

Details on Following Page

A gold ribbon banner with the text "GOLD SPONSORS" in black. Below the banner are two logos: "Victaulic" with a large checkmark symbol to its left, and "J.S. FLEMING ASSOCIATES INC" with a stylized blue and green logo to its left.

A silver ribbon banner with the text "SILVER SPONSORS" in black. Below the banner are six logos: "ADC AIR DISTRIBUTION CORPORATION Manufacturers' Representatives &amp; Distributors" (top left), "HTS" (bottom left), "BRA+" (center), "TRANE" (bottom center), "Trumbull Campbell ASSOCIATES" (top right), and "NV5" (bottom right).

# SPONSORSHIP OPPORTUNITIES 2020 (January 1—December 31, 2020)

## PLATINUM SPONSOR - \$5000 (1 open spot remaining of 1 total available)

- Donation of **\$3000** in your company name to ASHRAE Research - Boston Chapter Endowment
- Company logo with a link to company website displayed on ASHRAE Boston Chapter website
- Signage in main presentation hall at all monthly chapter meetings
- **Verbal Acknowledgement as Platinum sponsor at all monthly chapter meetings**
- Complimentary full-page ad in the Boston Chapter Roster & Product Guide
- Company logo and acknowledgement as Platinum sponsor in Boston Chapter & Product Guide
- Company logo and acknowledgement as Platinum sponsor on our social media platforms (LinkedIn, Twitter, Facebook)
- **Two (2) Monthly Job Posting Packages (newsletter, website, social media and Society job board)**
- **Two (2) Reserved foursomes at annual ASHRAE Boston Chapter Golf Outing\***  
 \*Cost of foursomes is not included and you must pay for foursomes within 1 week of open registration
- Complimentary hole sponsor sign at the annual ASHRAE Boston Chapter Golf Outing
- **2nd complimentary hole sponsor sign - on a "contest" hole - at the annual ASHRAE Boston Chapter Golf Outing**
- **Four (4) complimentary tickets to the Sponsor Appreciation Night**

## GOLD SPONSOR - \$3000 (3 open spots remaining of 5 total available)

- Donation of **\$2000** in your company name to ASHRAE Research - Boston Chapter Endowment
- Company logo with a link to company website displayed on ASHRAE Boston Chapter website
- Signage in main presentation hall at all monthly chapter meetings
- Complimentary full-page ad in the Boston Chapter Roster & Product Guide
- Company logo and acknowledgement as Gold sponsor in Boston Chapter & Product Guide
- Company logo and acknowledgement as Gold sponsor on our social media platforms (LinkedIn, Twitter, Facebook)
- **One (1) Monthly Job Posting Packages (newsletter, website, social media and Society job board)**
- **One (1) Reserved foursome at annual ASHRAE Boston Chapter Golf Outing\***  
 \*Cost of foursome is not included and you must pay for foursome within 1 week of open registration
- Complimentary hole sponsor sign at the annual ASHRAE Boston Chapter Golf Outing
- **Two (2) complimentary tickets to the Sponsor Appreciation Night**

## SILVER SPONSOR - \$2000 (4 open spots remaining of 10 total available)

- Donation of **\$1000** in your company name to ASHRAE Research - Boston Chapter Endowment
- Company logo with a link to company website displayed on ASHRAE Boston Chapter website
- Signage in main presentation hall at all monthly chapter meetings
- Complimentary full-page ad in the Boston Chapter Roster & Product Guide
- Company logo and acknowledgement as Silver sponsor in Boston Chapter & Product Guide
- Company logo and acknowledgement as Silver sponsor on our social media platforms (LinkedIn, Twitter, Facebook)
- Complimentary hole sponsor sign at the annual ASHRAE Boston Chapter Golf Outing
- **One (1) complimentary ticket to the Sponsor Appreciation Night**

COMPANY NAME		
CONTACT NAME		
CONTACT E-MAIL		
COMPANY MAILING ADDRESS		
CITY	STATE	ZIP

- SPONSORSHIP LEVEL**  
 Please check one  
 PLATINUM \$5000  
 GOLD \$3000  
 SILVER \$2000

## PAYMENT METHODS

- PayPal – <http://ashraeboston.org/event-3634159>
- Check – please mail the completed form and check to:  
 BR+A Consulting Engineers 10 Guest Street, 4th Floor Boston, MA 02135, ATTN: Chris Pietrocarlo

**SPONSORSHIP CHECKLIST**—Please email the following to c001web@ashrae.net when you register to become a sponsor

- Above information
- Company ad in high-resolution ESP or JPG format to be place in the Roster & Product Guide
- Company logo in high-resolution ESP or JPG format for signage, newsletter and website

## Research Promotion Note

**ASHRAE FACTS & STATS:** Do you know where the research promotion dollars go and what they support? Read about ASHRAE's mission and purpose to find out.

**MISSION:** Founded in 1894, the American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) is an international nonprofit technical engineering society. ASHRAE fulfills its mission of advancing heating, ventilation, air conditioning and refrigeration (HVAC&R) to serve humanity and promote a sustainable world through research, standards writing, publishing and continuing education.

**MEMBERSHIP:** ASHRAE's technical foundation is built by its 50,000 volunteer members and a professional staff of 105 across more than 132 countries, ASHRAE's membership in 171 chapters and more than 240 student branches includes consulting engineers (34%), contractors (10%) manufacturers (8%), manufacturing representatives/sales (6%), and architects (5%).

**EXPERTISE:** ASHRAE's areas of expertise include energy efficiency, indoor air quality, codes and standards, and guidance for a safe environment during extraordinary incidents.

**STANDARDS:** ASHRAE – with 123 standards and guidelines that establish recommended design and operation practice – is one of only five standards-developing organizations in the U.S. that can self-certify that its standards have followed American National Standards Institute's (ANSI) standards development procedures.

**RESEARCH:** ASHRAE's research program, established in 1912, supports 140 research projects with a combined value of more than \$15 million. Research focus includes energy and resource efficiency, indoor environmental quality, design and operation and management tools, alternative technologies and materials and equipment. Through scholarships, grants and awards, the Society supports engineering education for undergraduate students and research projects for graduate engineering students and new post-doctoral scholars.

**TECHNICAL OVERSIGHT:** ASHRAE has some 100 technical committees that drive the ASHRAE research program, develop standards, sponsor the technical program at ASHRAE meetings, develop technical articles, special publications and educational courses and write the ASHRAE Handbook.

**PUBLICATIONS:** ASHRAE produces hundreds of publications, including the ASHRAE Handbook, the bible of the HVAC&R industry, books on specialized topics within the field, and various CDs and DVDs. The Society also publishes the peer-reviewed monthly ASHRAE Journal, quarterly High Performing Buildings and bimonthly HVAC&R Research, the most prestigious reporting of archival research in the fields of environmental control for the built environment.

**CONTINUING EDUCATION:** Through the ASHRAE Learning Institute, ASHRAE offers courses in a variety of formats, including eLearning, professional development seminars (in locations around North America or online), short courses (seminars offered during ASHRAE meetings) and self-directed learning courses (home study courses).

You can start helping us reach our goals now by donating online at [www.ashrae.org/donate](http://www.ashrae.org/donate). Let me know if you are interested in donating in another way other than online. We can always accept donations at upcoming meetings as well.

Please contact me with any other questions you may have or if you would like to be directed to additional resources.

Thank you!

Deanna Adkison

Research Promotion Chair [C001rp@ashrae.net](mailto:C001rp@ashrae.net)

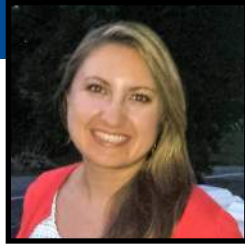


Deanna Adkison  
Research Promotion Chair

# BOSTON CHAPTER OFFICERS



**President**  
Mark Leonard  
BR+A  
c001@ashrae.net



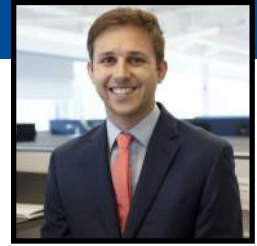
**President Elect**  
Deanna Adkison  
Fitzemeyer & Tocci  
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**Vice President**  
Will Cunningham  
BR+A  
c001vp@ashrae.net



**Secretary**  
Alex Gilman  
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**Treasurer**  
Chris Pietrocarmo  
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## BOARD OF GOVERNORS

### 2017-2020

**Bob Persechini**  
NV5  
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**Lance Brown**  
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**Chris Pietrocarmo**  
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**William Tang**  
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### 2018-2021

**Yuka Narisako**  
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**Nick Roth**  
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**Sophia Scoon**  
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**Will Fisher**  
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### 2019-2022

**Dan Diorio**  
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**Liz Desmarais**  
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**Amy Gebhardt**  
Victaulic  
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**Willie Dawkins**  
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## COMMITTEES

### Attendance

Soren Ruvolo  
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ashraebostonattendanc  
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Lucas Rowe  
Accuspec Inc.

### Society & Government Affairs

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Lucas Rowe  
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### Research Promotion

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### CTTC & Professional Development

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### Historical

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### Honors & Awards & Nominating

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### Publicity

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### Refrigeration

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### Reception

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### Special Events & Product Show

Amy Gebhardt  
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### Women in ASHRAE

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### Communications & Webmaster

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### Young Engineer in ASHRAE

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Gage Foley  
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### Golf Outing

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### Corporate Sponsorships

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