



NorthEastAire

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April 5, 2024

Special points of interest:

- President's Message - Page 2
- Product Show Info - Pages 3-4
- Golf Outing Info - Page 5
- Historical Special Feature - Page 6
- Research Promotion Update - Page 7
- Government Affairs Update - Page 8
- Membership Battle Ranking Update - Page 9
- Events Calendar - Page 11

Boston ASHRAE PRODUCT SHOW

Tuesday April 9th—3 PM to 8 PM

Quincy Marriott, 1000 Marriott Dr, Quincy, MA 02169

- See Pages 3-4 for more info!
- Hundreds of New Products
- New & Cutting-Edge Technology
- Dozens of HVAC Product Booths & Displays
- Industry Networking

REGISTER NOW



President
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BOSTON CHAPTER OFFICERS 2023-2024



President's Message

I am pleased to report that our recent joint meeting with AEE of New England exceeded expectations – the impressive turnout necessitated the addition of tables and chairs. With over 100 attendees and 20+ walk-ins, topic clearly resonated with our organizations.

Patrick Murphy and Chuck Stellberger of R.G. Vanderweil delivered an insightful presentation on "Adapting To New Emissions Regulations: BERDO 2.0 And BEUDERO," providing valuable insights into navigating the evolving regulatory landscape. Likewise, Kevin Silveira of National Grid and Ryan Willingham of Eversource delivered an exceptional technical session, bettering our understanding of key industry developments.

Looking ahead, our biennial ASHRAE Product Show is fast approaching. It is scheduled for next Tuesday, April 9th, at the Quincy Marriott from 3 to 8 p.m. Our last product show drew nearly 500 attendees, and we anticipate another successful turnout this year. Admission remains free, offering attendees the opportunity to network over complimentary appetizers and a cash bar. I encourage you to seize this chance to connect with colleagues and discover the most recent advancements in our field.

Secure your spot at the 2024 Product Show today and be a part of this unparalleled networking and educational event.

We are always looking for more hands and minds to join our team. If you're interested in contributing, please get in touch with a board member or me directly. Many committees could use a co-chair or members to assist the chair. Volunteering with ASHRAE is about giving back to the industry and offering an excellent opportunity to connect and network with peers, fostering personal and professional development. Your continued support for ASHRAE and the ASHRAE Boston Chapter is greatly appreciated. We're excited about the year ahead and look forward to welcoming you to our future events.

With great appreciation for our membership and board. Thank you,
Will Fisher, 2023-2024 ASHRAE Boston Chapter President



President
Will Fisher
FIA, Inc



ASHRAE Boston Chapter
PRESENTS
2024 PRODUCT SHOW
@ MARRIOTT BOSTON QUINCY
APRIL 9TH, 2024
3:00 PM – 8:00 PM
GREAT OPPORTUNITY TO NETWORK, LEARN ABOUT NEW PRODUCTS, SEE LIVE DEMOS, ATTEND FREE SEMINARS, AND MORE!
OPEN TO ALL
FREE TO REGISTER!



2024 Product Show

Attendee Registration Now Open

WHEN

April 09, 2024

3:00 PM - 8:00 PM

[Add to Calendar](#)

WHERE

Quincy Marriot

1000 Marriott Dr

Quincy, MA 02169

[Get Directions](#)

REGISTER NOW

Exhibitor Hall Open 3:00 - 8:00 pm

Free to Register & ALL are Welcome (Members & Non-Members)!

Walk-ins are welcome, but for planning purposes please register in advance.

Great opportunity to network, learn about new products, see live demos, attend free seminars, and more!

Heavy appetizers shall be provided. Cash Bar (Credit Card Accepted).

Transportation: Don't have a vehicle? Option to take the T to Quincy Adams Station, which is one mile from the hotel. The hotel has a complimentary shuttle that runs every half hour on the hour. You can call 617-472-1000 in advance and ask for guest services so they can advise their driver for pick up. You can also call a ride service from there or ask a friend!

SEMINARS

3:15—4:15 pm: Strategies for Decarbonizing Existing Buildings – and Proving It!

4:30—5:30 pm: Introduction to AI for Knowledge Workers

6:30—7:30 pm: Future of HVAC Design – Are We Ready?

FOR VENDORS - LAST CHANCE!

We only have a few booths available. In the registration form, please list your 1st, 2nd and 3rd choices. We will make every effort to accommodate your primary booth location request. A live tracker showing available booths can be accessed [HERE](#).

Thank you for your interest in the Boston ASHRAE Chapter Product Show. If you have questions about the product show please see the website or reach out to the Product Show Committee Chair below.

Vineet Nair

Chair, ASHRAE Product Show

Ph: 347-567-6096

Email: vineet.nair@mail.ashrae.org



APRIL 9th, 2024 AT QUINCY MARRIOTT
3:00 PM - 8:00 PM

2024 PRODUCT SHOW

SEMINARS

3:15-4:15 pm Strategies for Decarbonizing Existing Buildings – and Proving It!

Technological advancements geared towards solving today’s environmental issues have increased the options for decarbonizing existing buildings. Knowing where to start, how to evaluate these options, and where to divert capital assets can be overwhelming. Equipment and intelligent controls systems are required to address the current challenges we face. This discussion will cover ways to use equipment and control systems to address our emissions challenges, as well as how controls systems can be used to automate emissions reporting for owners.



Rick Stehmeyer, Control Technologies Inc., is an expert in building system controls programming and has experience with every major control product in the market.



Mark LaFrance is a Principal at HTS New England, overseeing business operations and leading the HTS Engineering group that provides equipment design support for Consulting Engineers.

4:30-5:30 pm Introduction to AI for Knowledge Workers

We are in the early stages of AI’s evolution. Recent shifts in the focus of businesses to concentrate on AI are driven by tremendous breakthroughs in generative AI over the past 2 years. An enormous number of recent articles predict incredible productivity improvements across most industries. Our course concentrates on helping non-technical knowledge workers and executives understand the important breakthroughs that will likely reshape most industries over the coming decade.



Patrick Robbins is the CEO of AEC Profiles, Inc., a company focused on implementing AI at organizations wishing to use their project discussions and documents as the source of answers to questions that employees ask with natural language. Much of his time is spent explaining what is happening in AI to clients and professionals.

6:30-7:30 pm Future of HVAC Design – Are we Ready?

HVAC Systems have seen many changes over the last decade. This includes energy reduction goals, calls for decarbonization, reduction in fossil fuel use, embodied carbon, and net zero stretch goals. The presentation will explore the key drivers, (i.e., electrification), benefits of lower compressor lift, the role decoupled systems can play in alleviating these challenges, and case studies that have utilized these solutions. Delve into local energy code trends, and design considerations for decoupled systems.



Matt Bhumbra is the Vice President, Business Development and Sustainable Systems, of Price Industries. He has over 20 years of experience in HVAC system design and has been involved in construction of 20+ million sq.ft. of commercial, institutional, healthcare, lab and K-12 spaces.

REGISTER NOW

IMPORTANT GOLF OUTING UPDATES

58th Annual Golf Outing at Pinehills Golf Club on May 13th

May 13, 2024 | 8:00 AM to 8:00 PM

Pinehills Golf Club

54 Clubhouse Dr, Plymouth, MA, 02360

May 13th is fast approaching and I look forward to seeing all the golfers at Pinehills. We still have a couple foursomes open, so please go to the ASHRAE Boston Events page and check out the availability to fill this course up. It is one of the most beautiful public courses in the Metro-Boston area. A reminder to the ones who signed up for the tournament, please get me the names of your



foursomes, as Pinehills does put a personal touch to the round by making everyone a bag tag with their name on it. Registration starts at 8am and shotgun start at 9am. We will be handing out your jackets, selling raffle tickets, 50/50 tickets, mulligans, showing off the raffle items and have complimentary breakfast available during this time.

We still have spots open, if you are interested you can Register [here](#). There 2 Basic Foursome slots open and 4 Hole Sponsorship opportunities to have your company logo displayed on either the mini putt challenge area or air cannon shot hole.

\$1,500.00 Basic Foursome

\$2,000.00 Air Cannon or Mini Putt Challenge Sponsor with a Foursome

If there are any questions in the meantime, please feel free to contact me at mhallock@apav.com."

Young Engineers in ASHRAE Update



It has been a while since we have gotten the YEA members together for a networking event, so after a couple months off, we are looking to schedule an event. There has been a schedule mix up with the Flight Club, but I am working on getting a new spot booked! Please be on the lookout in your email for event registration. For those of you that signed up for the Flight Club on April 23rd, I will reach out to you when the new event is booked to see if you can still attend. If you have any questions, please reach out to me at mhallock@apav.com.



History Special Feature

By: Eric Edman - BR+A

Forty years ago this month, the Boston Chapter held its very first local chapter product show. That’s right-1984!! That very first show was held at a well-known establishment called “The Lantana” which was in Randolph, MA. A few years ago (2020), the facility closed, and we have since moved our show to the Quincy Marriott. It is hard to believe, for me any way, to think I have been involved in every show since the beginning.



Eric Edman
Historian



This picture was from the 1990 show and shows the main entrance to the Lantana.

Let’s travel back to 1984 to our very first product show. Mr. Arthur (Bud) Jensen was our president. From what I have gathered, the product show had a committee of several- including several past presidents- Gene Bard, Allan Ames, Bob Persechini, Jim Magarian, Ed Waldman and many others who pitched in like Jim Simmons and Bob Regan. There is a photo from the show that has escaped our historical archives. (It is worth noting if any of you have pictures from early shows to share them for records.) We would be certain this first show took a lot of planning- and do not forget this is before the internet and cell phones. Communications and planning were done at live meetings (no Zoom) and over the telephone. We all owe a great deal of thanks to those visionaries for all the efforts made. What was my role in the show in 1984? The chapter student activities chair made a visit at our local college (BHTI) before the show. We were asked to help with loading and unloading of materials for the show. I signed up

to help and spent much of the day and night moving equipment. I learned what a fan was quickly.

Over the years, the event grew and grew- adding booths. Held every two years it went on in 1986, 88, 90 and so on. In the mid 90’s, Lantanas offered to open the second ballroom for our show (which allowed for about another 35 booths) and we moved all the seminars into the basement next to the dinner hall. The show was always held in April, so it never competed with the AHRI/ASHRAE Show. This also allowed the college students time before graduation to meet people and trade resumes. Many a job offer came from our shows. Lantanas used to also serve a plated dinner which was another one of the features our show became famous for.

Our Boston Show is quite well known in our region. Many of our surrounding chapters have wanted to have a product show of their own. We might suggest the symbol of success is when others want to duplicate something you’ve done.

In a forty-year span, there have been 19 shows. In 2020 we abandoned our hopes for a show as the world went into Covid 19 lockdown. I served as co-chair for what would have been the 2020 show and was quite involved to cancel “everything”. In those dark days, it was quite refreshing to know people were very understanding and we did not even lose our deposits. Well, during all the Covid craziness we took a phone call from “The Lantana” who informed us they were closing the facility! That one phone call changed everything for our chapter as we were forced to look for a new facility to hold our show at.

A search committee was formed to scout out new locations. With many suggestions, and a real lot of footwork, the choice narrowed down to the Quincy Marriott which is where we are today.

From all of us on the history committee, we extend a great big thank you to every person who has helped at our product shows- and those who continue to support the event. We hope you enjoyed this short article on the roots of one of our major events. We will ask again if any of you have old show flyers, pictures, and miscellaneous information to share that with us to scan it and save it for future generations.

Enjoy the show! All the best to you.

Eric

ONLY A FEW BOOTHS & LOT SPACES REMAINING! REGISTER TODAY!

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 for exhibitors have been sent out and registration is open. 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 so you can talk to the customers who matter to you. Admission is free to all attendees.

DATE	TUESDAY APRIL 14, 2020; 3:00 pm to 8:30 pm Seminars held at 4:00–5:00 pm and 5:30– 6:30 pm schedule on page 2 of this newsletter 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 REGISTRATION	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 have been sent out to those who have exhibited in previous years and are available to all people. Please reach out to the show chairpersons if you would like to register for this years show and if you would like to be on the product show mailing list for future years.

ATTENDEES	EXHIBITORS
Free Admission! Free Dinner! Free Seminars!	Booths and Demo Lots are almost gone!
Check out our schedule of terrific seminars and Register Today!	Don't Delay! Register Today!

This was the flyer for the 2020 show that never happened due to Covid 19.

Research Promotion Committee Update

Thank you to the following individuals who donated to ASHRAE Research Promotion in March:

Jim Liston, Jr.
Kevin Belanger
Jim Travers
Matthew Lemieux
Karl Hudson*
Paul Lebel*
Joshua Smith*

(asterisk denotes honor roll contributions of \$150 or more)

Additionally, the following companies' donations were recognized in March:

NV5 (platinum sponsor)
BR+A Consulting Engineers (gold sponsor)
Buckley Associates (gold sponsor)
RST Thermal (gold sponsor)
Trane (gold sponsor)
Victaulic (gold sponsor)
Accuspec (silver sponsor)
Air Distribution Corporation (silver sponsor)
APA (silver sponsor)
Buro Happold (silver sponsor)
DAC Sales (silver sponsor)
Emerson Swan (silver sponsor)
Frank I. Rounds (silver sponsor)
R.T. Forbes (silver sponsor)
Viega (silver sponsor)
Mitsubishi Electric Trane

Since 1919, ASHRAE has supported research to improve the quality of life. ASHRAE Research impacts the industry by improving the way HVAC&R systems work, how they are applied, and allow development of technical information to create standards and guidelines, which serve as the basis for testing and design practices around the world.

Your donations support this research. If you would like to donate, go to ashrae.org and click Make a Gift. Be sure to choose Boston in the ASHRAE Chapter box.

Lance Brown

2023-2024 Research Promotion chair



Historical News

Eric Edman—Chapter Historian



Eric Edman

Hello to all of you,

We do look forward to seeing you at our Product Show on April 9th at the Quincy Marriott.

The Boston Historical team are on track to meet our historical goals with society in our region. We are ahead of ASHRAE HQ requirements this year.

Next year (starting in September) there will be a new person in the historian position-or there will be a vacancy to be filled. If you are interested in this position, please contact us, or the incoming President.

Until then... all our best.

Historical Committee

Government Affairs Headlines

Ben Pignatelli—Government Affairs Committee Chair

National Grid Submits Final 'Future Grid' Plan To Empower Massachusetts' Smarter, Stronger, Cleaner and More Equitable Energy Future. Yahoo! Finance. 1/30/2024

National Grid submitted its Electric Sector Modernization Plan - the Future Grid Plan -- to the Department of Public Utilities (DPU) outlining the critical investments needed in the local electric distribution system over the next five and ten years to meet Massachusetts' nation-leading climate change, clean energy, and equity goals. The proposed investments in the plan are foundational to meeting electric demand that is projected to more than double by 2050, due primarily to the electrification of heating and transportation.

Boston's Building Emissions Performance Standard is Paving the Way for Equitable Building Decarbonization. Massachusetts Sierra Club. 3/21/2024

The [BERDO] ordinance requires large buildings in Boston to adhere to strict emissions benchmarks set by the city, and to produce regular reports to monitor compliance. It applies to nonresidential buildings of 20,000 or more square feet, and residential buildings with 15 or more units. These buildings alone contribute over 40% of the city's carbon emissions, underscoring the importance of swift implementation.

Presidential Award of Excellence



Boston Chapter - 2023-2024

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>967</u>	<u>1500</u>	<u>870</u>	<u>1555</u>	<u>525</u>	<u>2870</u>	<u>2450</u>	<u>900</u>	<u>1340</u>	<u>1300</u>

Battle Rankings

Membership Battle Update - These employers have had the most new members join since September 12th.

XOVIS is leading with 3 members. Encourage your coworkers to [join ASHRAE today](#) for a chance to win free Red Sox tickets!
Battle ends May 1st!

BATTLE RANKING UPDATE!

BATTLE RULES:
When: September 12, 2023 - May 1, 2024
Who wins: The firm/company/organization with the most new-member registrations. (If there is a tie for first place, the winner will be chosen randomly.)
The prize: Recognition at May meeting, (2) Red Sox tickets, and potential bonus prizes.

A graphic showing the battle ranking. At the top, 'XOVIS' is displayed in a large font with a red 'X'. Below it, a gold medal with the number '1' is shown. A 'FIRST' badge is also present. At the bottom, a 'T-SECOND' badge is shown. A callout bubble says 'Battle ends May 1, 2024!'. Below the main graphic, logos for participating companies are listed: CRANBERRY CONSULTING COMPANY, enVerid (Energy savings. Air quality.), CDM Smith, FUSS & O'NEILL, and IMEG.



Welcome New ASHRAE® Boston Members

We welcome those that joined our chapter in the last Month!

- Trevor Jones
- Mark Jones
- Emily Haggard
- Nils Carlson
- Gerard Santos
- Brianna Alwell
- Jenna Seo Hyun Jang
- Macey McEnaney
- Ben Davenny

We are seeking any older printed Northeastaire Newsletters of any year. We would be grateful for your donation. We intend to scan these and save them for historical purposes. We can arrange to pick these up or meet somewhere to make an exchange. Please call, or email. We thank you in advance.

Contact:
Eric Edman
eedman@brplusa.com
W 617-925-8325
C 617-548-7054

EMPLOYMENT ADS FOR SALE!

Is your company hiring? Your employment ad could be here next month! Purchase an employment ad through the Boston ASHRAE Chapter and get your ad seen by all of our readers and members. \$500 gives you one full month of advertising. ASHRAE Boston will post your employment ad on the Chapter website for one month, on all social media platforms one time (LinkedIn, Twitter, Facebook), and print a full page ad in one month of NorthEastAire which is sent by email to over 1,000 members! Reach out to the Newsletter Editor, Josephine Wendroth, jwendroth@cmta.com, if you have questions or want to purchase an employment ad.

A hearty thank you to our new and returning sponsors for 2024. Our corporate sponsorship program helps the chapter meet their research & promotion goals and supports chapter activities.



EVENTS CALENDAR

Date	Location	Event Information
September 12	Gillette Stadium	Mechanical Tour and Dinner
October 17	Embassy Suites Waltham, MA	The Future of Refrigerants
November 8	PKL South Boston	Pickleball Event
November 14	DoubleTree Cambridge, MA	Engineers are the Physicians of the Future
December 12	Embassy Suites Waltham, MA	Joint Meeting w/ ASPE The Speech Improvement Company
January 9	DoubleTree Cambridge, MA	Energy Policy from an Engineering Perspective
February 13	Embassy Suites Waltham, MA	Airflow Management Best Practices for Data Centers
March 20	Embassy Suites Waltham, MA	Decarbonizing Boston — Joint Meeting w/ AEE
April 9	Quincy Marriott Quincy, MA	Product Show
May 13	Pine Hills Plymouth, MA	ASHRAE Golf Outing
June 11	TBD	Installation Of Officers

[Boston ASHRAE Facebook](#)



[Boston ASHRAE](#)



[Twitter](#)



*The calendar is subject to changes, please see the [ASHRAE Boston Chapter website](#) for the most up to date information!

Boston Monthly

YEA Events

Joint Meetings

Special Events

