

# Greetings from the President

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Fall, 2012



## **AMCA Annual Meeting**

October 19-23, 2012  
Dana Point, CA

## **ICC Annual Conference**

October 21-23, 2012  
Portland, Oregon

## **Big 5 Expo**

November 5-8, 2012  
Dubai, UAE

## **USGBC GreenBuild**

November 14-16, 2012  
San Francisco, California

## **Power-Gen International**

December 11-13, 2012  
Orlando, Florida

## **AHR/ASHRAE Expo**

January 28-30, 2013  
Dallas, Texas

## **Climatizaci3n**

February 26-28, 2013  
Madrid, Spain

## **HARFKO 2013**

March 12-15, 2013  
Seoul, Korea

## **ISH**

March 12-16, 2013  
Frankfurt, Germany

## **HVAC Excellence – Educator & Trainer**

March 17-19, 2013  
Las Vegas, Nevada

## **AMCA Midyear Meeting**

May 4-6, 2013  
Itasca, IL

## **AMCA Engineering Conference**

June 3-4, 2013  
San Antonio, TX

## **AMCA Strategy is Advancing Nicely**

In May, we reported on AMCA's new strategy, which is focused on three top activities:

1. Influencing regulations around the world and helping members cope
2. Expanding our service to members in Asia and Europe
3. Continuing improvements in the Certified Ratings Program

Your association is making great progress on their strategic journey crafted to continuously add value to AMCA members.

## **Asia AMCA Shanghai Meeting**

The Asia AMCA team hosted a great event with 104 members and system designers in attendance. This is up from 96 last year. They also convened their first official Asia AMCA board meeting and participated in the AMCA International board meeting. Your board also toured a member company's manufacturing facility, Suzhou Dingyu Energy-Efficient Equipment, who makes large fiberglass fans.

The board reviewed Asia AMCA's financial performance as compared to the pro-forma used to justify the joint venture. That pro-forma represented the projected annualized average for the first two years. Actual performance, annualized after the first 6 months, is just shy of the projected 2-year average by 5.8%, which is very good. Asia AMCA is doing quite well.

## **New Participation Incentives**

The board agreed to provide incentives (rewards) for meeting participation—\$25 for a telephonic meeting, \$75 for an in-person meeting, and double these amounts for the committee chair. Credits can be used to offset annual meeting expense starting with the 2013 meeting. The board also approved \$1,000 dues credit to all companies that report to the statistics program for 12 consecutive months, starting July 1, 2012.

As an inducement to attract new members, the board also agreed to waive first year assessments for new members. This recognizes that new members enjoy added value after their product lines are certified and promoted in the marketplace, which takes about a year.





As the official publication of the Air Movement and Control Association International (AMCA), AMCA *inmotion* is dedicated entirely to mechanical ventilation systems – air movement and control.

### 2012 Editorial Line Up

- Fan Efficiency in ANSI/ASHRAE/IES Standard 90.1
- Fan Efficiency in ISO Standard 12759
- Custom Engineered and Manufactured Fans for Industrial and Utility Applications
- Smoke Dampers for Building Safety
- Code Watch: Update on Energy and Green Construction Codes and Standards.

Please contact Marian Vambrech [mvambrech@amca.org](mailto:mvambrech@amca.org) if you are interested in contributing editorial content or advertising in the Fall 2013 issue of AMCA *inmotion*.

## European AMCA

The board approved the European AMCA bylaws. Our formal incorporation as a European Association is in process, waiting for documents to be translated into French. We expect to have this completed before our annual meeting. Mark Stevens has met with a committee of European members who drafted European AMCA's EU-327 Verification program, which is also expected to go out for a member vote before the annual meeting.



## DOE Task Force Progress

Two task force groups, Product and Systems, met for the first time on July 31 at AMCA headquarters. Both have developed mission statements and have begun their journey that is expected to average two meetings per month.

The Product group is focused on generating statistics so we can project the energy used and the fan's average efficiency at the actual design point. This data will be based on member orders received in 2011 for the major fan categories. This will allow the task team to determine where the greatest opportunities lie and to quantify the projected savings from different regulatory limits.

The Systems team is working to document an objective comparison of savings potential by category, including fan, motor, and drive design; selection point; duct leakage; system effects; and air-system design. This team will then consider actions outside the DOE regulations, which will have the greatest impact on energy savings.

## Statistics Program

We researched 78 American companies in our industry who are not AMCA members. Senior staff used this research to assign an estimate of sales by broad product category to each company, the total of which was \$409 million. This breaks down as follows:

Centrifugal Fans	\$125 million
Axial & Prop Fans	\$190 million
Powered Roof Vents	\$27 million
Louvers & Dampers	\$67 million

Reported markets from member companies total about \$1 billion. Next, staff is soliciting information from AMCA members who do not report. This effort will be done in October. By year end, we will have what we need to begin reporting expanded market estimates, in addition to the market data we provide today. Expanded market estimates will compensate for companies that never report, and for those who fail to report consistently. This, plus the \$1,000 incentive for full reporting, should take our statistics program to a higher level.

## AMCA Call for Engineering Papers

The next AMCA International Engineering Conference is scheduled to be held June 3-4, 2013. This conference will be held in San Antonio, TX, in conjunction with the ASME Turbo Expo 2013.

AMCA International Engineers and other experts in the industry are invited to submit a paper for presentation at the 2013 AMCA International Engineering Conference. A paper should be designed for a presentation length of approximately 50 minutes. Please submit an abstract consisting of one page, maximum, for review by the AMCA Engineering Standards Committee. Although any technical topic in the industry will be acceptable, particular attention will be afforded papers describing efforts to assist in improving the environment we live in. Papers describing real world problems and solutions have always been favorites in the past. Each presentation may be supported by visual aids; support may be included with the abstract if desired.

The deadline for submitting an abstract is October 1, 2012. Final papers and presentation material will be due March 1, 2013.

Abstracts should be sent to:

**Email:**

[torris@amca.org](mailto:torris@amca.org)

Tim Orris

AMCA International Director of Publications

**Mail**

Engineering Conference 2013

c/o Tim Orris

AMCA International, Inc.

30 West University Drive

Arlington Heights, IL 60004-1893 U.S.A.

## Annual Meeting in Dana Point, California

If you haven't already signed up to join us at the annual meeting next month, please complete the online registration. The annual meeting is a great venue to become familiar with others in our industry, and learn some new skills. We have a comprehensive program planned and it is something you should really consider. Business content is considerable—please accept our heartfelt invitation.

Respectfully,



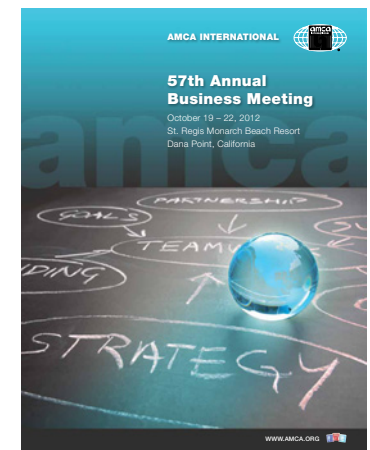
Vic Colwell

AMCA International President

## AMCA 57th Annual Business Meeting

AMCA's Annual Meeting is October 19-22, 2012 at the St. Regis Monarch Beach Resort, Dana Point, California. This past month you received the annual meeting brochure, and hopefully you have registered for all of the meetings and events and are making your hotel and travel arrangements. This year's meeting is packed with region, division, market group, and committee meetings that you and your company won't want to miss. The three educational seminars included in this meeting's curriculum—*Make Your Move*, by Brian Beaulieu, *Lateral Thinking*, by Wade Smith, and *Lean Forward*, by Dan Thurmon—are the one-of-a-kind, high value sessions that you find at your association's annual meeting.

[Click here to view more information, including registration details.](#)



## AMCA Call Committee Members

AMCA International is looking for volunteers to serve on a new standard writing committee for testing fan arrays. The new AMCA Standard 270, *Laboratory Methods of Testing Fan Arrays for Rating*, was approved for development by the AMCA Board of Directors.

If you are interested in joining this committee, please contact John Pakan ([jpakan@amca.org](mailto:jpakan@amca.org)) no later than Tuesday, October 9, 2012.

## New Incentive program

Your AMCA board approved a new committee meeting participation program. This program rewards member participation in AMCA meetings (in which meeting minutes are recorded) with one credit for a conference call or GoToMeeting and three credits for a face-to-face meeting. Each credit is worth \$25 off the cost of participation in the AMCA Annual Meeting. All credits earned between July 1, 2012 and June 30, 2013 can be used to offset AMCA-billed expenses at the 2013 AMCA Annual Meeting. Credits can be applied to any AMCA-billed expense or meeting cost, entertainment activities, etc. Credits cannot be applied to offset cost of airfare or hotel rooms, which AMCA does not invoice.

## International Code Council Safety Month

**BUILDING SAFETY MONTH**  
— INTERNATIONAL CODE COUNCIL FOUNDATION —



### Presenting Sponsor

During the month of May, 2012, AMCA International was the Presenting Sponsor in the month long campaign under this year's theme of "An International Celebration of Safe & Sensible Structures." As the lead sponsor of Building Safety Month, AMCA represented air movement and control manufacturers who promote "Build Tight – Size Right" to encourage tighter more efficient building envelopes and fans that are selected at their most efficient operating point. During the month's campaign, AMCA enjoyed widespread visibility through social media, ICC News posts, online resources, and International Code Council sponsored programs.

AMCA International will be hosting a booth for the ICC Annual Conference in Portland, Oregon, October 22-23, 2012.



Wade W. Smith presents Rick Weiland, CEO of International Code Council, an award for the ICC as the "First in the World to Adopt Minimum Fan Efficiencies based on ANSI/AMCA Standard 205 – Energy Efficiency Classification for Fans"



AMCA Group in attendance for the May 16th Rooftop Event in Washington D.C.: left to right - Chris Schartz - Ruskin Company, Mark Schlauderaff - Honeywell, Lee Buddrus - ACME Engineering & Mfg., Wade Smith - AMCA, Vickie Lovell - InterCode, Mark Belke - Greenheck Fan, Michael Ivanovich - AMCA.



May 16, 2012 "Day on the Hill" Michael Ivanovich, Director of Strategic Energy Initiatives.

## Revised AMCA Publications

**AMCA International Publication 511-10 (Rev. 8/12), Certified Ratings Program- Product Rating Manual for Air Control Devices**  
This revision includes new rating sections for duct access doors and transverse duct connectors as well as corrections to leakage ratings as determined by the Publication 511 Technical Committee.

**AMCA International Publication 211-05 (Rev. 6/12), Certified Ratings Program - Product Rating Manual for Fan Air Performance**  
This revision includes language for making adjustments to fan performance when determining check test failures.

## AMCA Member Survey – Drawing Winners

AMCA is your association and values the opinions of all 301 members worldwide; therefore, we feel it is important to survey the membership on how they feel AMCA is meeting member's needs. In May, AMCA sent out a member survey to each of our 300 members and received 166 responses from all regions. Overall, the members responded that AMCA had most improved over the 2009 survey in areas of customer service and membership usefulness, and showed an increase in usage of AMCA's Certified Ratings Program. The top three categories most important to the members were: CRP and standard development; lobbying to regulatory agencies; and educating specifiers and designers.

Winners of the Kindle Fire are as follows:

Pornthip Chaivichitmalakul, of Panasonic Ecology Systems Ltd., – Thailand  
Osama Seddik of Hammam Industries – Egypt  
Mary Rusnak of Verantis Corporation – North America  
Armin Hauer of ebm-papst inc. – North America

## European Air Movement and Control Association



The board approved the European Air Movement and Control Association bylaws. Formal incorporation as a European Association is in the mill, pending the translation of documents into French. Completion of the translation is expected before AMCA's annual meeting.

## Asia AMCA



On July 19-20, 2012 Asia AMCA held their second annual Asia region meeting in Shanghai, China. The Asia AMCA team hosted a great event with 104 members and system designers in attendance. This is an increase from 96 attendees last year. The meeting curriculum was geared toward AMCA's Certified Ratings Program, educational venues, and AMCA's ever growing prevalence in Asia. The meeting schedule also included two in person committee meetings of the Asia Marketing Committee and Engineering Committee. These committees currently meet six times a year by conference call.

[Click here to view the picture gallery from this highly attended meeting.](#)