



THE *EDGE* MONTHLY

Akron/Canton ASHRAE—Your Source For Knowledge .

ASHRAE
www.akroncantonashrae.org

Volume II, Issue 1
October 1, 2006

FIRST MEETING OF THE YEAR- October 24th, at the MARTIN CENTER

Selling Your Energy Management Project to the CFO

For this months meeting... Come and Learn about the reason 9 out of 10 energy management projects are D.O.A. when they arrive in the CFO's office. Why are great energy management projects ignored when they will save the company lots of money and

permanently reduce the company's expenses? Are you trying to get your energy management projects funded based on technology and terms only an engineer would love (BTU, MCF, KWH, KW/ KVA ,etc.)? Now do not get me wrong these are

some exciting terms, but it is time to learn the ways of the CFO and CEO's. Learn to understand the CFO and CEO's world and learn speak and present in the manner that will get the CFO's attention ... and get the capital you need for your project.

Akron Canton ASHRAE 2006-2007 Calendar

October 24th, 2006
Topic: *Selling Your Energy Management Project to the CFO* - (Richard Lubinski)

November 14th, 2006
Topic: *Construction Law*
This is a Topic you do NOT want to MISS!

Earn PDH's!
by Attending Meetings
-Certificate via Mail

- Each month additional information will be provided on the activities/programs taking place that month.
- Additional items may be added/updated through out the year, please refer to the Calendar monthly.

AHSRAE HELP WANTED!

Are you looking for a way to get more involved in your local AHREAE? Are you motivated to make a difference. Are you looking for opportunity to improve yourself an your society? If you are, here is a great opportunity for you!

We currently have a few spots open on your Akron-Canton ASHRAE Board of Governors. The positions only require a few hours of work each month. If you are interested please contact Greg Drensky at gregd@jacco.com. This is your chance to make a difference.

Richard Lubinski, President of Think Energy Management, LLC

Mr. Lubinski is an owner's representative on utility issues and cost savings opportunities. He has developed a national reputation for honesty, technical know-how and the ability to produce cost-effective industrial, commercial, institutional and governmental Demand-Side and Supply-Side utility cost control projects. 25 years of energy management experience in 32 states plus DC and the U.S. Virgin Islands.

He presents technical energy matters to "C" level executives in plain English an din financial terms.

His technical experience spans energy procurement, utility rate analysis, utility refunds, utility metering, sub-metering, utility accounting/benchmarking, electrical and mechanical systems, lighting systems and controls, contract negotiations, BAS/EMS systems, self generation and CHP, project management

and special EDC/LDC/State/ Federal energy programs. His business experience includes handling energy team engineering, project management, sales/ marketing and public and writing for various publications. He has been interviewed by several national magazines and has spoken at regional and national conferences. Richard was also awarded the Energy Manager of the Year 2006 Award by AEE Region III.

Meeting Information

- Speaker:** Richard Lubinski
Subject: *Selling Your Energy Management Project to the CFO*
Date: October 24, 2006
RSVP: Please RSVP to Greg Drensky at gregd@jacco.com
Location: Martin Center (Akron University)
 55 Fir Hill, Akron, OH
Agenda: 11:00-12:20 - Golf Tee off times
 5:30pm - Dinner/Prizes/Presentation
Cost: \$25 - For Members of Akron/Canton ASHRAE
 \$35 - For Non-Members of Akron/Canton ASHRAE
 Students Attend FREE



"IT'S TIME TO TAKE CONTROL - Energy Management"

2006-2007 ASHRAE President's Message—Greg Drensky

Welcome everyone to a new year of ASHRAE! I am excited to start this year off with Richard Lubinski of Think Energy Management speaking on energy management and how to get your projects approved by the CFO's and CEO's. This speaker will start off a year of thinking sustainable. With today's energy demands, escalating prices and product technology we need to focus on building systems and their cost effectiveness today and tomorrow. With ASHRAE's Roadmap focusing on energy use, atmospheric emissions, building materials, indoor environmental quality, engineering design and

architecture, land use, water use, and waste management and disposal we are forging the way to create a healthier, safer and more economical world for us and our children. We should all do our part in improving the buildings we design, and in order to do that we have get the building owners to understand the economics and value to these designs while providing them with a healthy and profitable building.

We still have openings for speakers in 2007, and I encourage all members and non-members of ASHRAE to let me know what you want to be educated on. ASHRAE is for the engi-

neering community and we want to hear from you! Please send me an email at gregd@jacco.com with any suggestions or comments.

We also have openings for board and committee positions, so please feel free to ask about them as well. There are openings available that can fit any time commitment that you can make to ASHRAE. ASHRAE is a great way to gain additional business experience, education, networking and camaraderie.

I look forward to seeing you on Tuesday, October 24th!

- Greg Drensky



Akron/Canton ASHRAE
President: Greg Drensky

ASHRAE eLearning System

Now available from ASHRAE, a complete on-demand, online learning system - ideal for individual and corporate training on the Fundamentals of HVAC Systems. The ASHRAE eLearning system includes the following:

- Full online course of 13 interactive modules

- 3 learning Burst: interactive simulation exercise to gain experience in applying skills
- Hardbound and online course reference book.
- Online self-assessment
- Completion certificate for 35 PDH/3.5 CEU credits.

You can start immediately, work anytime and at you own pace. Earn PDHs/CEUs and build your skill set from the convenience of your desktop. Try the Learning Burst Demo, See Full Details and Buy Now at www.ashraeelearning.org.

“We should take care not to make the intellect our god; it has, of course, powerful muscles, but no personality.

- Albert Einstein

Career builder - Local Listings

Information:

If you or your company is interested in posting Career Opportunitites, please email information to Brandon Marzley (bmarzley@gpdgroup.com) or Pete Johnson (pjohnson@pierhvac.com)



