

- 1 FEBRUARY MEETING
- 2 PRESIDENT'S MESSAGE
- 3-4 JOB OPPORTUNITIES
- 4 AEE NE FUTURE MEETINGS
- 5-6 OUTSIDE ORGANIZATION
- 3-6 CHAPTER SPONSORS

Energy Awards/Success Stories Wednesday February 1st – Embassy Suites, Waltham

AEE New England will announce the winners of our annual Chapter Energy Project Awards and recognize select energy projects on Wednesday February 1st. These projects are being recognized for their achievement in attaining comprehensive energy efficiency solutions through creative financing. Please join us to learn about these compelling projects and how they were developed and funded. This meeting will offer you a roadmap to similar opportunities within your facilities or those of your customers.

Embassy Suites (formerly the Doubletree Hotel)
550 Winter Street - Exit 27B off Route 128 (I-95)
Waltham, MA

- 4:30** Open AEE Board Meeting *
- 5:30** Registration and Networking
- 6:30** Dinner and Presentation
- 8:30** Close

Remember our Board of Directors meetings are open to anyone that is interested in attending. They begin at 4:30 p.m. before our regular meetings unless otherwise noted. We welcome new faces and ideas.

Please register and pay on-line using PayPal at
<http://aeenewengland.org>,
or email to info@aeenewengland.org .
\$45.00 per person

Disclaimer:

The New England Chapter or the Association of Energy Engineers, AEE-NE, has not investigated and expressly disclaims any duty to investigate, any product, service, process, procedure, design, or the like which may be presented by any of the presenters or Chapter Officers at any AEE-NE meeting or function. The presentation of any technical data or editorial material at these events does not constitute endorsement, warranty or guaranty by AEE-NE of any product, service, process, procedure, design of the like. AEE-NE does not warrant that any of the information presented at these events is free from errors. The entire risk of the use of any information presented is assumed by the user.

March

13

AEE New England
Upcoming Meeting
March 13th

Joint ASHRAE/AEE Meeting
*This is a Tuesday Meeting

2011-2012 Chapter Officers

Brian Crafts, President
 FMC Technologies, Inc.
 978-528-4630
 bcrafts@fmc-technologies.com

Arthur Orenberg, Treasurer
 A. Orenberg Associates
 781-862-1771
 arthur1771@aol.com

Ron Gillooly*, Editor
 Horizon Energy Services
 508-922-6835
 rgillooly@hs-e.com

Greg Snyder, Vice President
 Sebesta Blomberg
 781-721-7220
 GSnyder@Sebesta.com

Robert A. Di Giandomenico, Secretary
 NSTAR Gas
 339-987-8086
 robert.digiandomenico@nstar.com

Kevin Fetzer, Historian
 Ameresco
 508-661-2296
 kfetzer@ameresco.com

Board of Directors:

Jim Armstrong

Siemens Building Technologies
jarmstrong@siemens.com

Karim Bibawi

Retroficiency, Inc.
kbibawi@retroficiency.com

Fran Boucher*

National Grid
francis.boucher@us.ngrid.com

Andrew Coffin

NSTAR Electric & Gas
andrew.coffin@nstar.com

Richard J. Costello*

(Past President AEE-National)
Acela Energy Group, Inc.
richard.costello@acelaenergy.com

Joe Dolengo

National Grid
joseph.dolengo@us.ngrid.com

Stephen M. DiGiacomo*

EMA
steve@ema-boston.com

James Donnelly*

Siemens Building Technologies
jim.donnelly@siemens.com

Joseph Hall*

JB Energy Consultants
jhall72@verizon.net

Nelson Medeiros

NSTAR Electric
nelson.medeiros@nstar.com

Stephen Murphy

SUEZ
stephen.murphy@suezenergyna.com

Stephen Nicholas

Air Industries, Inc.
snicholas@airinds.com

Sam Nutter

Conservation Services Group
Samuel.Nutter@csggrp.com

Dinesh Patel

National Grid
dinesh.patel@us.ngrid.com

Chris Pimentel

H2O Applied Technologies
cpimentel@h2oappliedtech.com

Nicole Price

Cape Light Compact
nprice@capelightcompact.org

Kathleen Stanley*

Johnson Controls
kathleen.stanley@jci.com

Daniel Wheatley*

Environmental Systems Corp.
d.wheatley@escontrol.s.com

* Denotes Past President

Greetings – February 2012



I think our last meeting, the **New England Energy Outlook Forum** held on January 4th, was the best ever! We had five incredible speakers who updated the 100 or so energy professionals in the room about current events in the energy field. Starting off was **Bill Gwozd, Ziff Energy Group** who informed us on how energy prices are derived and

what factors influence them (both positively and negatively). After Bill, **Mike Manning of AVSG** provided an excellent presentation on Compressed Gas Vehicles. Following the networking break, we heard from **David Cash, Commissioner Massachusetts DPU, Mark Sylvia, Commissioner Massachusetts DOER** and **Frank Gundal, NSTAR** who discussed current events in the industry from their perspective. It was a very informative morning, and I would like to thank all of the speakers for taking time out of their schedule to be with us.

Of course, I would also like to thank our host, **Raytheon**, who allowed us to use their exceptional conference facility, and served a delicious breakfast for us to enjoy. Last, but certainly not least, thank you to **Rich Costello, Steve Murphy and Kathy Stanley** who once again delivered a first rate event.

I am looking forward to seeing everyone at our annual **Energy Awards** meeting in February. This is one of our most popular events and offers our award winners the opportunity to present a short summary of their winning project. Please contact **Jim Armstrong, Andy Coffin** or **Nelson Medeiros** if you have any questions about the awards.

If you were an **AEE New England Chapter Sponsor** in 2011 – thank you! Our Chapter Sponsors provide financial support for our programs, including events like our awards night, student scholarships, etc. You are a vital part of this organization and we could not run the Chapter without your help!

If you are not a Chapter Sponsor, and are interested in how your company can become one, please contact myself or **Joe Dolengo** (sponsorship@aeenewengland.org) for additional information.

I'll stop short this year of predicting that the Patriots will make it to (and win) the Super Bowl (that didn't work out too well for me last year), but let's hope they are still playing by the time of our next meeting.

Brian Crafts
Chapter President



Become a Chapter Sponsor!
Contact **Joe Dolengo**
sponsorship@aeenewengland.org
For More Information

Chapter Sponsors:

(for more detailed information visit our web page, www.aeenewengland.org)

A & M Compressed Air Products

John Normandin, *President*
508-278-6500

Air Industries, Inc.

Stephen Nicholas, *President*
978-682-9993

Air Power Analytics

Chris Buck, *Esq.*
603-724-7117

Air Solutions & Balancing, LLC

Olaf Zwickau, *President*
603-262-9292

Alares LLC, Energy and the Environment

Don Maggioli, *P.E., LSP, LEED AP*
617-977-8499

Ameresco, Inc.

Ed Lepore
508-661-2200

American Plant Maintenance

Tony Favaloro, *President*
781-750-8899

Anchor Insulation Company

Jerry Fiske, *Vice President*
888-438-9612

BCM Controls Corporation

Steven L. Feinberg, *President*
781-933-8878

Berkshire Gas Company

Michael Sommer,
Manager Energy Services
413-445-0315

Beta LED

Mike Benner
800-236-6800

Bluestone Energy

Peter Fairbanks, *President*
781-982-2888

Capitol Engineering

John Frugard, *President*
617-965-2020

CDM

Dudley Smith, *PE*
617-452-6479

Cimetrics Inc.

David Landman
617-350-7550

Job Opportunity

American Plant Maintenance Inc. (APM) located in Woburn, MA is the premiere steam trap survey and service maintenance company in New England. We are seeking to hire a sales engineer to continue our double digit growth. You will be a key component in our New England growth objectives for the balance of 2011 and into the future.

Duties:

Service assigned customers for their recurring steam trap surveys and repair/installation needs. Increase sales of steam trap surveys and installations by identifying and cultivating new accounts each month. Present steam trap survey reports and subsequent quotes for repairs and recommendations for additional sales opportunities. Establish, cultivate and maintain a monthly target list of potential accounts using company contact manager Maximizer. Demonstrate successful territory/account management including maintaining existing account base, deeper penetration into existing accounts, diligent and efficient prospecting adding to your accounts. Position requires periodic local and overnight travel. Maintain and upgrade selling skills and technical/product knowledge. Participate in all sales meetings and networking events. Prepare annual, quarterly and monthly sales analysis, forecast, and market information for manager. Prepare and submit all required weekly and monthly reports in a timely manner. Position requires periodic local and overnight travel. Maintain professional and neat appearance.

Qualifications:

The desirable candidate should possess the following skills and attributes. A successful background calling on, end users, facility managers, engineers and mechanical contractors. Hands on technical experience would also be a plus. Computer literacy with Microsoft Office and a contact manager such as Maximizer is a must. Ability to manage a territory which will include hospitals, institutions, municipal, commercial and industrial facilities. The candidate should have a Bachelor's degree in a related field, plus five (5) or more years of industrial field experience or equivalent combination of education and experience. Candidates with sales experience and formal training within the steam service maintenance industry will be given priority consideration for the position. APM offers competitive compensation, car allowance and benefits package including a Simple IRA plan with matching employer contributions, medical & dental benefits, and vacation benefits. APM is an equal opportunity employer EOE

We are trying and need your help! In our efforts to produce less waste we're asking you to place your name badges in the recycle bin at the end of the meeting.

Thank you,
AEE NE



Job Opportunity

Columbia Construction Co.

Lisa Thoma
 Director of Marketing &
 Communications
 978-664-9500

Constellation New Energy

Brett Feldman
 617-772-7500

CORE Energy Solutions

Greg Corson
 603-397-0142

D. R. Guilbeault Air Compressor

Don Guilbeault, *President*
 603-598-0891

DAC Sales

David Goodman
 207-985-0873

DMI

Alec Stevens, *President*
 781-431-1100

ENE Systems

Vinny Camillo, *System Support Manager*
 781-828-6770

Energy New England

John Muro, *President*
 508-698-1212

EnerNOC, Inc.

David Wells, *Sr. Business Development Manager*
 617-399-5056

Environmental Systems

Dan Wheatley, *Energy Manager*
 781-729-3760

ERS

Mary McElhiney
 978-521-2550

ETA Associates

Joel Myerson
 978-532-7330

FMC Technologies, Inc.

Brian S. Crafts, *President*
 978-528-4630

George T. Wilkinson

Alan Bishop
 781-335-2622

H2O Applied Technologies

Jeff Myrdek, *Director of Construction*
 617-428-8690

iFacility Services, Inc.

Joel Myerson, *President*
 978-532-7330

**BARNSTABLE COUNTY
 CAPE LIGHT COMPACT
 EVALUATION, MONITORING & VERIFICATION ANALYST
 \$58,858 – \$72,398**

The Cape Light Compact’s Evaluation, Monitoring & Verification Analyst will be responsible for the collection and analysis of information to document the impacts of the Compact’s energy efficiency programs; including quantifying the effectiveness of programs and program measures. Successful candidates shall possess a Bachelor’s Degree (BA or BS) in business, economics, statistics, social sciences, engineering, mathematics or related field, and three to five years of work experience involving utility data analysis and research design, customer or market behavior, program design or evaluation,; at least two years of experience in the electric utility field.

The job description can be found at www.barnstablecounty.org then to Frequent Update Link, Employment Opportunities.

Please submit resume on or before Friday, January 20, 2012 (position to remain open until filled) by 12:00 NOON, addressed to:

Margaret Downey
 Barnstable County/Cape Light Compact
 PO Box 427/SCH
 Barnstable, MA 02630
 Barnstable County is an EOE

2011-2012 AEE New England Chapter Future Meeting Topics

(subject to change)

Topic	Program Manager	Date
Energy Efficiency Project Awards/ Success Stories	Andy Coffin, Jim Armstrong Nelson Medieros	Feb. 1st
Joint ASHRAE/AEE Meeting *This is a Tuesday Meeting	Jim Armstrong	Mar. 13 th
Data Centers	Fran Boucher	Apr. 4 th
Plant Tour (TBD)	Dinesh Patel	May 2nd
Energy Project Measurement & Verification	Kevin Fetzer	June 6 th
13 th Annual AEE NE Golf Outing	Joe Hall	TBD - June

Johnson Controls
Kathy Stanley, *Account Executive*
781-248-2867

Kraft Power Corporation
David Barstow, *Sales Manager,*
Stationary Power
781 938-9100

Leviton Manufacturing Co.
William Ammon
603282-9344

MA Selmon Co., Inc.
Brad Selmon, *President*
203-377-3525

Mass Maritime
Dr. James McDonald

Millennial Net, Inc.
Mark Hanna
978-569-1950

Mitsubishi Electric HVAC
Susan Pickett, *Area Manager*
978-988-5771

National Grid
Ron Gillooly
781-907-1560

National Resources Management
Emre Schweighoffer
781-828-8877

New England Window Systems
Russ Hadaya, *President*
617-269-6397

Nexamp
Karim Bibawi
978-688-2700

Northern Energy Services, Inc.
Paul A. Mallet, *President*
508-393-7500

NSTAR
Robert Di Giandomenico
339-987-8086

Optimum Energy
Tory Kempf, *Account Executive - Northeast*
781-471-4368

Parsons Brinckerhoff
Bill Schlageter
617-960-5524

Prism Energy Services
Wendy A. Simmons, *President*
617-328-9896

Upcoming Events From Outside Organizations (subject to change)

January 2012

NH-ASCE: Membership January Meeting

January 25 2012, 5:30PM-8:30PM

Topic: **Seabrook Nuclear Power plant (Seabrook Station): Come learn about nuclear power generation in our backyard since 1990**

Speaker: David Barr- Education Program Manager for Seabrook Station

Location: The Puritan Backroom (Suite B)- 245 Hookset Rd. Manchester, NH

Contact: Fran Weaver Fweaver@hoyletanner.com Cost: \$35 (NH-ASCE & AEE members) \$40(non-members)

RSVP by Friday January 20, 2012

February 2012

ASHRAE Boston: Membership meeting- Past Presidents night /YEA night

February 8, 2012, 5:30 PM - 8:30 PM

Topic: **Lessons Learned -**

Design: piping, DOAS, humidity, smoke evac., sand filters, room lighting

Troubleshooting: procedures, energy wheel, freeze stat tripping issues, freeze protection pumps

Speaker: Steve Tafone, PE - Vice President, Suffolk Construction-Past President ASHRAE-Boston

Location: Embassy Suites Hotel, 550 Winter St.- Waltham, MA

Contact: William Tang wkt@brplusa.com Cost: \$45

Website: <http://www.ashraeboston.org/chapterupdates/calendar.html>

Massachusetts Energy Efficiency Partnership (MEEP)

<http://www.maeeep.org/>

Massachusetts Technology Collaborative (MTC)

Programs for Business & Individuals

<http://masstech.org/>

Sustainable Performance Institute

Location: 38 Chauncy St., 7th floor, **Boston, MA**

<http://www.sustainable-performance.org/>

Contact: 617-374-3740 x 127

Harvard University Center for the Environment Future of Energy

Harvard Energy Journal Club Meetings. Meetings are held every Monday in February

11:45AM-12:45PM

Location: HUCE Seminar Room 24 Oxford Street, 3rd Floor Cambridge, MA

Topic: Facilitating discussion and furthering our understanding of the technical details of energy technology and science. Visit the Energy Journal website for updates and topics of discussion.

Website: <http://www.hcs.harvard.edu/~hejc/> Contact: Dan Recht
drecht@fas.harvard.edu

Raytheon

Dave Chamberlain, *Principal Engineer*
339-645-8019

RetroCool Energy, Inc.

Marc Sandofsky
508-479-6034

Retroficiency, Inc.

Karim Bibawi
857-753-4840 x 152

Reynolds, Smith and Hills, Inc.

John Gerrish, *Program Leader*
508-583-2091

RISE Engineering (Thielsch)

Vin Graziano
800-422-5365

Rist-Frost-Shumway Engineering, P.C.

Wendy E. Drake
603-524-4647

Sebesta Blomberg

Abbe Bjorklund, *Partner & Vice President*
781-721-3934

Siemens

Jim Armstrong
781-774-8360

Southern Air

Bill Veazie, *Vice President Treasurer*
617-268-4041

Suez Energy

Kristine Roback, CEM
617-261-8912

Tanyx Measurement

Robert Kieser
978-671-0183

Tecogen

Jeffrey Glick, *Sales Manager*
781-466-6400

Tint King, Inc/Glass Energy Solutions

Brian King, *President*
978-670-2927

Trumbull Campbell Associates

Tom Trumbull
978-225-2045

Tunstall Corporation

T.P. Tunstall - *President*
413-594-8695

Upcoming Events From Outside Organizations (subject to change)**BOC (Building Owner Certification) 2012 Technical Webinar Series:**

Wednesday, February 15, 2012

11 a.m.–Noon Pacific; Noon–1 p.m. Mountain; 1 p.m.–2 p.m Central; 2 p.m.–3 p.m. Eastern

Register online at: <http://www.theboc.info/m-live-webinars.html>

Topic: High performance HVAC Equipment- Condensing Boilers
Traditional steam and hot water boilers have been used for decades to serve space conditioning and process loads in building. More recently, a new type of equipment – a condensing boiler – provides a significant jump in efficiency in excess of 88%. Participants will learn about the proper application of this equipment and the requirements for operations and maintenance to ensure good performance.

Speaker: Steve Bader, Owner & VP, Proctor Sales

Vanderweil

Charlie Kalasinsky, *Corporate Engineer*
617-423-7423

Water Energy Distributors, Inc.

Martin Orio
VP Business Development
603-329-8122

Watt Stopper

Don Munroe, *Sr. Regional Sales Manager*
508-336-3399

WPS Flack & Kurtz

Mark Warren, *Director of Facilities Engineering*
617-210-1600

Water Energy Distributors

Martin Orio,
V.P. Business Development
603-329-8122