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Chapter Sponsor Night – Energy Products Show Wednesday November 3rd – Doubletree Hotel, Waltham

Our 2010 [Sponsor Recognition and Energy Products Show](#) will feature a new format that you will not want to miss. We have moved the energy products show to the larger ballroom area with space for additional exhibitors. The exhibitors will feature the latest in energy products and services that will help you lower your energy bills and leverage efficiency incentives. This year we will forgo the “rapid fire presentations” and offer our sponsors and other exhibitors more time to network with many of the areas leading energy professionals. We recommend you register early as we have filled all our exhibitor booths in previous years.

In addition to the products show, we are also offering our sponsors an opportunity to present a more detailed review of their product or service during the [Sponsor Breakout Session](#). The breakout session will be held from 7 p.m. to 8 p.m. and offered to sponsors that are interested. Attendees will be welcome to come and go throughout the session based on the scheduled agenda of presentations. Time limits for the presentations will vary depending how many sponsors are interested in this option.

Registration information on page 2.

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Co-sponsored by National Grid & NSTAR



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* Denotes Past President

Registration

The fee for the show is ...
\$20 for those who register before October 27th.
Late registrations/walk ins at the door \$30.

Click here to register and pay online via PayPal aeenewengland.org
or email info@aeenewengland.org with the *Names and Company* of all attendees and pay at the door with cash/check.

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

Agenda
4:00 – 5:00 Open AEE Board Meeting
5:00 – 8:00 Product show – hors d'oeuvres served from 6-7 p.m. (*No Dinner*)
7:00 – 8:00 Sponsor Breakout Session – Hastings Room

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.

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2010-2011 AEE New England Chapter Future Meeting Topics
(subject to change)

Date	Topic	Program Manager
Nov. 3rd	Chapter Sponsors Night	Ron Gillooly Brian Crafts
Dec. 1st	CFO Night - Determining Business Value Building rating systems and Supply side management	Greg Snyder Karim Bibawi
Jan. (TBD)	Energy Outlook Forum	Rich Costello Steve Murphy Kathy Stanley
Feb. 2nd	Energy Awards/Success Stories Scholarship Night	Andy Coffin Nelson Medeiros Dan Wheatley
Mar. 2nd	Lighting	Jim Donnelly
Apr. 6th	VRV HVAC Systems	Jim Armstrong Rich Costello
May (TBD)	Site Tour - Location TBD	Fran Boucher
June (TBD)	11th Annual Golf Outing	Joe Hall Greg Snyder Jim Armstrong

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 Solutions & Balancing, LLC

Olaf Zwickau, *President*
603-262-9292

Alares LLC, Energy and the Environment

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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

Arbogast Energy Auditing

Elmer Arbogast, *Owner*
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BCM Controls Corporation

Steven L. Feinberg, *President*
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Berkshire Gas Company

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Bluestone Energy

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Capitol Engineering

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CORE Energy Solutions

Greg Corson
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Greetings – November 2010

What a great turnout for our last meeting! Over 110 Energy Professionals were on hand to network, dine and listen to three great speakers. **Frank Gundal**, NStar, started things off with an overview of the energy industry and how the utilities plan to reach targets set by the current administration. Clearly, **Energy Professionals**, such as our members, are the key to achieving these lofty

goals. Next was **Tom Coughlin**, National Grid, who gave us some specifics about the utility incentive programs, while dispelling some popular myths along the way. Finally, **Charles Goulding** gave an excellent presentation on how to capitalize on tax incentives available from EPACT 2005, including lighting, HVAC and building envelope energy conservation measures. Many thanks to **Ron Gillooly** for the fine job he did putting this program together.

In November, we are modifying the format of our annual **Chapter Sponsor's Night** to allow for a longer networking session/trade show. The entire Ballroom of the hotel will be filled with our Chapter Sponsor's exhibiting the newest energy products and services. Led by our "master" sponsors, National Grid and NStar, this will be a fun evening which you will not want to miss. A breakout session will be offered for any Sponsors who wish to discuss their products and services in a more formal setting.

Please note that there will not be a sit down dinner, but ample hors d'oeuvres will be served throughout the evening. The cost to attend is only \$20.00 (\$30.00 at the door). Feel free to pass this along to anyone who you think would benefit from attending this show. Please see the detailed meeting write-up for more information.

Don't forget about the **World Energy Engineering Congress (WEEC)** taking place in Washington, D.C. December 8th – 10th. This is the premiere meeting for the Association of Energy Engineers. AEE has signed up **Thomas Friedman** as the keynote speaker for the event. His presentation entitled "Hot, Flat, and Crowded," is based on his recent book, "Hot, Flat, and Crowded 2.0, Why We Need a Green Revolution—and How It Can Renew America." More information can be found at www.energycongress.com.

Lastly, our next Board of Directors meeting will be at 4:00 (new time) preceding the November program meeting. We encourage anyone who is interested to come and participate.

Thank you.

Brian Crafts

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DMI

Alec Stevens, *President*
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781-828-6770

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H2O Applied Technologies

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617-428-8690

Johnson Controls

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

Kraft Power Corporation

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

MA Selmon Co., Inc.

Brad Selmon, *President*
203-377-3525

Mass Maritime

Dr. James McDonald

Mitsubishi Electric HVAC

Susan Pickett, *Area Manager*
978-988-5771

National Grid

Ron Gillooly
781-907-1560

New England Window Systems

Russ Hadaya, *President*
617-269-6397

Energy Project Awards

It's Time to Submit your
2010 Energy Project Award Applications

To qualify, the project must ...

- be physically located in New England
(**Note: Connecticut applications will be deferred to that Chapter**)
- be completed prior to December 31st 2010.

We are looking for projects that push the envelope for creativity and/or comprehensiveness in terms of technologies used, financing strategies and/or other advanced ideas.

Page 1 - Complete a brief description of the Project and include all measures including the benefits of each measure and how it saves energy.

Page 2 - Prepare a summary of the savings for all energy and or water sources as well as any other savings.

Page 3 - Prepare a summary of the costs, incentives, tax credits, financing, etc. Please include all typical ROI (Return on Investment) information.

Page 4 - Include a narrative by the customer to explain their experience and results from the process.

Page 5 - Include the key players (Engineering, Sales, project management, utility staff (if any) and their roles including the Customer's key players (we highly recognize customer input).

Page 6 - Information on the Companies involved - Vendors, Engineers, Equipment Suppliers as well as information about the customer and the customer's business.

The application should be no more than 6 pages in length - If we have questions we will follow up with you for more details.

All completed applications should be emailed to the AEE Awards Chairman - Jim Armstrong @ jarmstrong@siemens.com by Friday the end of business on January 14th.

The applicants will be notified of the awards by January 26th and the awards will be presented at our monthly meeting on February 2nd.





Congratulations

to this year's winners of the AEE Chapter Recognition Awards

BEST OVERALL CHAPTER PERFORMANCE

NEW ENGLAND CHAPTER

(Domestic)



Job Opportunities

Rist-Frost-Shumway Engineering

Rist-Frost-Shumway Engineering (RFS), a 65 person consulting engineering firm located in Laconia, New Hampshire, is seeking applicants to join our talented and team focused staff. The following positions are open:

Energy Engineer

Position requires 5+ years experience performing energy modeling and life cycle cost analysis for buildings and building infrastructure, including expertise with computer-based energy simulation software (EQUEST, VisualDOE, EnergyPlus, Ecotect, Trace700, IES Virtual Environment, and/or RETScreen, among others). Strong written and verbal communication skills required. B.S.M.E. or B.S.E.E. preferred. CEM and LEED AP, or ability to obtain, also required.

RFS provides consulting services for large-scale, high-profile building projects throughout the Northeast. Our project types include college/university, healthcare, laboratory, private secondary school, public K-12, central plant, commercial, industrial, government, and historic preservation projects -- **all with a focus on sustainable design.**

RFS offers excellent salary commensurate with experience, liberal benefits package including, health dental, flex spending, 401K company match, and profit sharing.

Please send resume/work history in confidence to:

Rist-Frost-Shumway Engineering, PC.
71 Water Street
Laconia, New Hampshire 03246
Attention: W.E. Drake
Email: wdrake@rfsengineering.com
Equal Opportunity Employer



www.rfsengineering.com

MECHANICAL • ELECTRICAL • PLUMBING
FIRE PROTECTION • TELECOMMUNICATIONS
STRUCTURAL • CIVIL • COMMISSIONING

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, *Business Development Northeast*
617-454-1088

Parson Brinckerhoff

Bill Schlageter
617-960-5524

Prism Energy Services

Wendy A. Simmons, *President*
617-328-9896

Raytheon

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

Reynolds, Smith and Hills, Inc.

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

RISE Engineering (Thielsch)

Rick Galipeau, *Director of Business Development*
800-422-5365

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

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

Vanderweil

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

Watt Stopper

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

WPS Flack & Kurtz

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

Become a
Chapter Sponsor!

Contact **Ron Gillooly**
ronald.gillooly@us.ngrid.com
For More Information



FMC Technologies, Inc.
Business Development Manager Opening

FMC Technologies, Inc. is an integrator of intelligent Building Automation Systems (automatic temperature control, access control, lighting and energy management) primarily serving clients in eastern Massachusetts. We work with facility owners, architects, engineers, contractors and management companies to create innovative solutions tailored to meet the unique needs of our customers.

Overview:

The Business Development Manager is responsible for developing, managing and growing a customer base and achieving an assigned sales quota. The primary emphasis for this position is to acquire new commercial, industrial and institutional accounts. This will be achieved by developing relationships with owners, architects, engineers, contractors and management companies. This position will develop and qualify new contacts, make sales presentations, quote and bid projects as well as negotiate contracts.

The Business Development Manager will develop and implement a territory plan to take advantage of all sales opportunities and the focus will be on the acquisition and growth of new accounts. The role requires the ability to articulate technical solutions in business terms to all types of influencers within the customers' organization. A team player is desired to deliver total customer satisfaction. This person will also possess strategic thinking skills and be a valued contributor to our growing business.

Attributes:

- Knowledgeable in energy management and control applications primarily pertaining to the HVAC industry.
- Proven ability to develop and grow customer relationships.
- Experience with utility companies and an understanding of their incentive programs.
- Strong communication, planning, and presentation skills.
- Strong ability to solve financial and business problems for customers.
- Degree in Mechanical or Electrical Engineering is a plus.

Compensation:

Base salary commensurate with experience along with an aggressive commission plan for unlimited earning potential.

ENE Systems - PROJECT MANAGER / PROJECT ENGINEER

Description

ENE Systems is an established building automation systems and mechanical services company with 25 years in business. Due to strong growth in our Energy Advisors Group we are seeking an experienced Project Manager / Project Engineer. The successful candidate must have a strong background in Project Management, HVAC Systems, Building Automation & Controls, and successful implementation of complex projects. A background in Energy Performance Contracting and the energy efficiency business is a huge plus.

ENE Systems is located in the Canton, Massachusetts.

Key Responsibilities

Prepare bid packages and bid documents for the implementation of energy efficiency measures. Provide conceptual and detailed engineering design support of project development and construction activities, including the following:

- Prepare detailed design documents including cost estimates, drawings, specifications, and bid documents.
- Manage customer, vendors and installation contractors. This includes leading project meetings, preparing meeting minutes, project schedules, coordinating subcontractors, project submittals and other documentation as required.
- Prepare and submit compliance documentation to oversight utilities and regulatory agencies.
- Provide engineering support during construction as needed to resolve and document field installation issues in a timely manner and to ensure proper system installation.
- Provide engineering support during project commissioning and start-up.
- Perform other duties as required.

Requirements

- Experience with public and private building HVAC systems preferred.
- Strong verbal, written, and computer communication skills required.
- Demonstrated ability to effectively manage multiple priorities and business relationships.
- U.S. Citizenship or U.S. Permanent Resident status required.
- May be required to pass security clearance investigation (CORI, SORI...).
- Valid Drivers' License issued by state of residence and in good standing required.
- Travel throughout New England required.

Upcoming Events From Outside Organizations (subject to change)

Visit our web page, www.aeenewengland.org, as events are added periodically

Massachusetts Energy Efficiency Partnership (MEEP) -Steam System Assessment Training

October 28, 2010, 7:30 AM – 4 PM Mansfield, MA Cost: \$100 – \$150 per person

Speaker: Ryaz Papar

Location: Highland-March Mansfield, 20 Cabot Boulevard

Registration: <http://www.maeep.org/signup.cfm?recID=137>

Contact: Center for Energy Efficiency & Renewable Energy

University of Massachusetts - Amherst, 160 Governors Drive, Amherst, MA 01003-9265

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

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November 3, 2010, 2:00 PM – 3:00 PM

Topic: **Webinar: Introduction to Green Chemistry**

Speaker: John Warner Registration: <https://www1.gotomeeting.com/register/797189593>

Cost: free

November 4, 2010, 8:30 AM – 5:30 PM

Topic: **LEED & Green Project Management**

Registration: <http://www.nexusboston.org/civicrm/event/register?id=179&reset=1>

Cost: \$345

26th Annual Build Boston

November 17-19, 2010, 8 AM – 10 PM (Wed.), 8 AM – 9 PM (Thu.), 8:30 AM – 3:30 PM (Fri.)

Location: Seaport World Trade Center, 200 Seaport Blvd., Boston, MA

Cost: \$0 - \$700

Online Registration: <http://www.buildboston.com/ResPlus/BuildBoston/Registration/>

The poster features a green and yellow geometric background on the left and a photograph of a modern building's interior atrium on the right. The text is arranged in a clean, professional layout.

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THE STATE OF THE ART?
FORWARD.**

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BOSTON
2010**

**NOVEMBER 17-19
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and building event.

BSA Presented by the
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Over 150 workshops, more than 250 vendors in the
exhibit hall, alumni receptions, association events and
other networking opportunities.

To register or for more details go to
www.buildboston.com

PHOTO: PETER ANTON