# Current BOG

**President**  
Daniel Longserre  
901.372.0404

**Secretary**  
Alan Watts  
901.452.6283

**President Elect**  
Mariel Meegan  
901.384.8400

**Treasurer**  
Tom Bird  
901.345.6100

**Tech Transfer**  
Rachel Gorman  
901.383.5770

**R&P**  
Casper Briggs  
901.260.9854

**Membership**  
Jesse Taylor  
901.367.1180

**Historian**  
Jerry Gatlin  
901.452.2500

**Memorials**  
Ken Jack  
901.324.6610

**YEA**  
Evan Wester  
901.345.6000

**Refrigeration**  
Daniel Longserre  
901.372.0404

**Honors & Awards**  
Russ Fletcher  
901.761.0885

**Student Activities**  
Daniel Longserre  
901.372.0404

**Digital Comm**  
Matt Maynard  
901.624.6960

**K-12 STEM**  
Jack Griffith  
901.379.0500

**Government Affairs**  
Mike Bilderbeck  
901.729.5502

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**Newsletter**  
October 9th, 2018 meeting at University of Memphis

This meeting is held in the Fogelman College of Business

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ASHRAE Memphis members at the September meeting
Presidents Corner

Welcome back everyone! We’ve got an excellent speaker for our October meeting. Our very own Steve Stephens is going to be talking to us about BIM. I’m really looking forward to this, as this can give us a great look at how BIM is being used in our own backyard!

Our Memphis Chapter has started out strong with our PAOE (Presidential Award of Excellence) performance, and I would like to say a big thank you to everyone, especially Casper Briggs and Jerry Gatlin, for all the work they have done so that we can have another successful year.

Stay tuned for our upcoming announcements for the YEA events, golf tournament, and Christmas party!

We look forward to seeing everyone at the October 9th meeting

Sincerely,

Daniel Longserre, PE
President
ASHRAE Memphis Chapter.
This presentation follows the use of the BIMM process in the construction of the new tower at the Methodist University Hospital. The goal of this presentation is to describe the BIMM process used, who was involved, how it was implemented on this project and what are the future capabilities of this system. Building Information Modeling is a process that has been implemented for more than a decade. While we are not the pioneers of this process, Haltom Engineering is taking advantage of all of the uses of the BIM process. When utilized properly, these processes are proven to increase efficiency in the design and construction industries, deliver higher quality products to the owner and assure that the engineer’s design is properly implemented.

Steve Stephens, VP; Haltom Engineering, LLC

Steve is currently the Vice President of Haltom Engineering, LLC which is a mechanical engineering design firm specializing in mechanical building design. We are located in Memphis, Tennessee, but we have designed projects throughout the United States. We have a sizable resume of geothermal projects including the 640-ton Marion Junior High School that is 185,000 square feet and the Shelby Farms Visitor Center. Our chilled water, boiler, and thermal storage projects include the Bass Pro Pyramid. We also have a large quantity of experience with FedEx.

Steve brings almost 40 years of consulting engineering experience with 26 of these years in the Construction Administration and Design Build services with Morgan & Thornburg, Inc. Steve is currently registered in 12 states and enjoys membership in several national organizations. He has been NEBB certified during his time with Morgan & Thornburg and has a thorough knowledge of the operations and testing methods employed for verification of Mechanical systems. He is a past president of the local ASHRAE Chapter and is also currently a member of the chapter.
2018 - 2019 ASHRAE Memphis Calender:

October 9th Meeting: BIM  
Meeting & Presentation by Steven Stephens in the Fogelman College of Business

November 13th Meeting: The (un)ethical engineer  
Meeting & Presentation by Devin Abellion in the Fogelman College of Business

December  
TBD: Holiday Party

January 8th Meeting: Fan Selection for Code Compliance  
Meeting & Presentation by Brent Fullerton in the Tennessee Ballroom

January 12th - 16th  
2019 AHR Expo in Atlanta

February 12th Meeting: Integrating Indoor Air Quality & Energy Efficiency  
Meeting & Presentation by William Bahnfleth in the Tennessee Ballroom

March 12th Meeting: High Temp Heating & Ventilation  
Meeting & Presentation by David Binz in the Tennessee Ballroom

April 9th Meeting: TBD  
Meeting & Presentation in the Tennessee Ballroom

May 14th Meeting: Filtration Optimization  
Meeting & Presentation by Rick Brundage in the Tennessee Ballroom
2019 Winter Conference & AHR Expo in Atlanta: January 12th thru 16th, 2019

ASHRAE is pleased to announce registration is open for its 2019 Winter Conference, to be held in Atlanta, Ga., Jan. 12–16, at the Omni Hotel Atlanta at CNN Center and the Georgia World Congress Center. Registration for the conference provides entry to the co-sponsored AHR Expo, to be held Jan. 14–16 at the Georgia World Congress Center.

The ASHRAE Winter Conference features eight conference tracks, tours, social events, and a keynote speech from Grant Imahara, a former host of Discovery Channel’s MythBusters.

The conference presents the latest topics in the HVAC&R industry through a technical program featuring more than 100 sessions and 300 speakers.

“Technology, operational demands, codes, and design objectives are constantly changing. System designers, manufacturers, representatives, and contractors must continually adapt to a changing industry landscape,” says Corey Metzger, conference chair. “The 2019 ASHRAE Winter Conference will provide a valuable opportunity for the sharing of knowledge and information, and the technical program at the conference will provide a venue for a wide range of presentations and discussion.”

In 1955, Tom Barrow Jr. rented desk space at a local office in Atlanta, and, with shared administrative assistance, founded what is now the Tom Barrow Company. With a deep desire to succeed and only a few product lines, the young engineer from Georgia Tech embarked on this new adventure. A year later, Tom added a partner, and for the next seven years, the company was known as Barrow and Daugherty. Then, in 1963, the Tom Barrow Company was reestablished, and the company has grown steadily ever since.

In 1965, the first of many company expansions took place as Tom established an office in Jacksonville, Florida. Eight years later, in 1973, a third office was created in Albany, Georgia. Steady growth continued over the years as additional offices were opened in Orlando (1981), Tampa (1983), Nashville (1987), Memphis (1989), Savannah (1995), Ft. Myers (1996), Pensacola (2007), and then Birmingham (2016).

Beginning with a staff of one, the company, now led by Mike Shea, president since 2011, has grown to include 160 employees in ten offices / sales groups, covering four states, including four stocking locations. Tom Barrow Jr. retired from the day-to-day business activities; however, his founding principles and vision continue to guide the company’s efforts.

About the Memphis Office
In 1989 Tom decided he wanted to open an office in Memphis and began to explore the market. Bob Colmer, who owned Conway-Colmer, called Tom, and they created an arrangement that allowed Conway-Colmer to concentrate on computer room equipment while Tom Barrow Co. assumed Conway-Colmer’s lines. The transition was smooth since many of Conway-Colmer’s lines were already represented by the Tom Barrow Co. in other territories. The Memphis office began on Directors Row, then in 1996 moved to Damascus Rd., and then in 2017, the office moved to Appling Way. The Memphis office has grown in recent years with new product lines and increased inventory. Jeremy Harris has been the branch manager since 2000.

The business model adopted early on by Tom Barrow was to provide comprehensive and competitive pricing to all contractors and to provide the best service in the market. To achieve this goal, the company created a strong sales and support staff. In addition to 50 sales people, the company has close to 100 estimators and sales assistants.

Some of the recent notable projects in which Tom Barrow Company has participated include the UF Health Shands Hospital (Gainesville), Mercedes-Benz Stadium (Atlanta), SunTrust Park (Atlanta), the Vanderbilt Engineering and Science Building (Nashville), and the Tampa General Hospital (Tampa).

Tom Barrow Company has consistently demanded a high degree of integrity and has stressed the importance of respecting each and every individual they work with, whether fellow employees, customers, or vendors. A lot has changed since 1955, but after over 60 years in business, Tom Barrow Company is still living its founder’s guiding principles and continues to add value through integrity, experience and most importantly, service.

Tom Barrow Company is proud to celebrate 63 years of service excellence in the HVAC industry and looks forward to continuing its commitment to being one of the premier manufacturer’s representatives in the southeast United States.

Jerry Gatlin, editor, Chapter Historian
POSITION: Senior Designer I

DESCRIPTION: Under the general direction of the Project Manager and Senior Engineers, provides designs, project layouts, and contract documents in accordance with company design standards and client requirements. Assists in the development and supervision of drawings and plans required to complete a project design in a particular discipline. Communicates design issues and problems with the project engineer as needed.

REPORTS TO: Department Head or Operations Director

CLASSIFICATION: Exempt

ESSENTIAL FUNCTIONS:
- Processes drawings received from the architect into models that can be used by the design team
- Coordinates initial project set up and continuously ensures the team has the current model through communication with the architect
- Prepares electronic drawings with accuracy, neatness, and efficiency using industry software
- Develops design approaches and concepts on assigned projects in coordination with the project engineer
- Implements design requirements as related by design team
- Performs system design layout and sizing for assigned projects
- Assists in the studies, load calculation, and selection of equipment to fit the project design
- Anticipates problems and potential conflicts and provides recommended solutions to team members
- Reviews shop drawings, records changes, and keeps all disciplines informed of details and schedules
- Attends project update meetings with both clients and team members
- Assists the design team in the coordination with external and internal contacts such as owners, architects, and other disciplines
- Communicates design requirements and answers questions from contractors and suppliers during the bid or construction phases
- Maintains detailed records of communications with clients, contractors, vendors, and team members
- Coordinates the contract documents with the construction administrators and may perform on-site inspections during construction as required; may serve as Construction Administrator as needed
- Performs collision changes in Navisworks as collisions are identified by the design team
- Visually reviews plans for defects in design work
- Assists in the development of man-hour budgets and performs tasks in accordance with the budget by accurately quantifying the amount of effort needed to complete tasks
- Communicates with team members, project manager, other disciplines, and outside vendors to obtain necessary information on drawings
- Assists the design team in the process of putting a set of drawings into an organized package
- Maintains a continued focus on the latest code requirements, design software, and other industry trends
- Assists in the training and mentoring of designers and EITs
- May assist or supervise in data collection and/or field verification
• May hold project manager responsibilities on some projects; tasks include establishing project scope with
the client, scheduling work, maintaining communication with the client, attending meetings, overseeing
profitability, implementing a QA/QC plan, and performing job close out processes
• May collaborate with a team of designers and engineers on the standardization of design practices and
procedures, QA/QC, and current issues facing the design group

KNOWLEDGE, SKILL, AND ABILITY REQUIREMENTS:

KNOWLEDGE
• Demonstrated proficient knowledge of AutoCAD, Revit, Navisworks, and discipline specific engineering
software (i.e., TRACE, HASS, and SKM)
• Thorough knowledge of Microsoft Office Suite (i.e., Word, Excel, PowerPoint, and Outlook)
• Knowledge of state and/or local construction guidelines
• Knowledge of applicable codes and standards
• Knowledge of construction terminology
• Knowledge of basic math
• Knowledge of systems integration
• General knowledge of engineering theories and methodologies
• General knowledge of applicable engineering discipline

SKILLS and ABILITIES
• Interpersonal Skills - ability to interact positively and work effectively with others
• Comprehension – ability to understand information, ideas, and direction presented in writing and/or verbally
communicated
• Written Communication Skills – ability to clearly deliver a message through written words using correct
grammar, spelling, and punctuation
• Speech Clarity – ability to speak clearly and in a common language so that others can understand you
• Detail-Oriented – ability to achieve accuracy and thoroughness when accomplishing a task; pays attention to
details and is able to understand the cause of a certain outcome
• Judgment and Decision-Making Skills – ability to make reasoned judgments that are logical and well thought
out; constructively questioning and analyzing information in order to make the best conclusion
• Organizational Skills – can marshal resources (people, funding, material, support, etc.) to get things done;
can orchestrate multiple activities at once to accomplish goals; uses resources effectively and efficiently;
aranges information and files in a useful manner
• Technical Writing Skills – skilled in the area of summarizing or explaining technical information in a clear,
concise, and accurate way, communicating the point intended
• Influence – ability to help others understand one’s point of view
• Mentoring Skills – as a more experienced colleague, is able to provide support and feedback to less
experienced colleagues; acts as a source of guidance, assistance, and expertise to less experiences colleagues
• Foresight – ability to predict what is likely to happen in the future
MINIMUM QUALIFICATIONS:

- Two-year technical degree in an applicable discipline plus six years applicable experience OR eight years applicable experience
- Three years of experience with large scope projects
- Experience in performing system or project designs with only general technical supervision from engineering staff
- Capable of reading and interpreting plans from other disciplines (i.e., architectural, structural, civil, plumbing, electrical, mechanical)

PHYSICAL DEMANDS: (The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.)

- Frequently use a computer for several hours at a time
- May need to periodically maneuver over, under, and around barriers as well as climb ladders on a job site
- May need to periodically transport ladders and plans weighing up to 30 pounds

WORK ENVIRONMENT: (The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.)

- Indoors in a normal office environment with some exposure to excessive noise, darkness/poor lighting, fumes, or dust
- May travel to and navigate construction sites, some of which may be at high altitudes or small spaces with dirt or dust particles
- Minimal overnight travel
MECHANICAL ENGINEER

Positions are available for a Mechanical Engineer in our Memphis and Chattanooga, TN offices. Position requires a minimum of a Bachelor of Science degree and 1-5 years of engineering experience. EI certification is preferred. Candidate shall be familiar with standard design software such as AutoCAD and Revit as well as possess strong technical and design calculation skills, a strong work ethic and the ability to work within a team of professionals. Responsibilities include design, production, construction administration, and marketing.

Allen & Hoshall is a full-service design firm, founded in 1915, with seven offices located throughout Mississippi and Tennessee and a staff of nearly 100 professionals.