



October 2010

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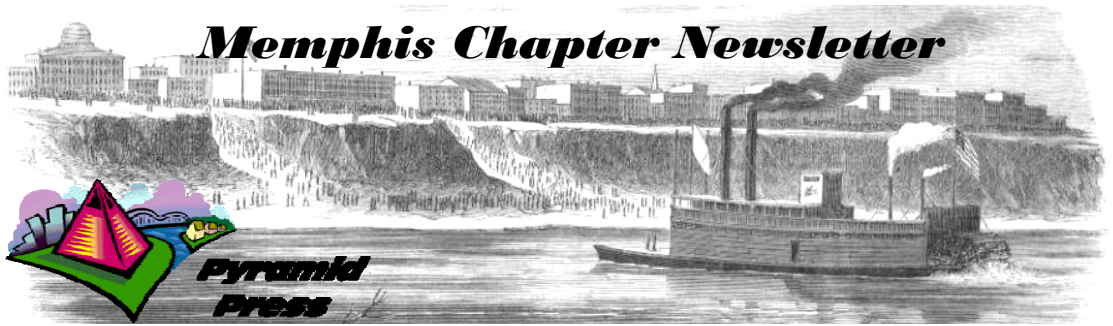
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# Memphis Chapter Newsletter

## LUNCH MEETING

Tuesday October 12, 2010

Meeting Location:

Holiday Inn - U of M in the Shelby Ballroom

### This months program

## "Green Building Basics and Case Study"

by Peter Warren

Peter Warren, AIA, LEED AP is an architect with Askew Nixon Ferguson and an active Steering Committee member of the USGBC-Memphis Regional Chapter. Before returning to his native Memphis he worked at architecture firms in Juneau, Alaska and New York City. Mr. Warren was the LEED Project Administrator on the Big River Engineering & Manufacturing Project (LEED Silver, 2009), as well as on the 130,000 SF FedEx 180K Sort Building (currently seeking LEED certification). The presentation for ASHRAE Memphis will discuss green building basics, the factors driving the shift to green building, and a case study.



## ***The Presidents Corner***

ASHRAE members,

For those of you who missed it, we had a great turnout at the golf tournament Wednesday & everyone seemed to have lots of fun. We had 20 teams registered for the tournament & I believe 18 who actually played. I thought I would give you the results:

- ◇ Long Drive – Billy Dunbar
- ◇ Most Accurate Drive – Randy Thornburg
- ◇ Closest to the Pin – Mike Eaton

David Moore won the 42" LCD LG TV in the putting competition.

I would like to thank everyone who participated & donated their time and money to this event. I would also like to recognize Will McGehee and thank him for all he did putting this tournament together. It was a great success and he helped us raise a lot of money for this chapter and for R&P.

Thanks again, and I'll see you all at the meeting next Tuesday.

Joey Matlock  
731-499-4102  
[jmatlock@smlawrence.com](mailto:jmatlock@smlawrence.com)



## Member Notices

### From the Membership Promotion Chair

Fellow members:

As a reminder, dues have been increased this year. As of July 1, 2010, dues are now \$180 for Associates and Members and \$20 for students. Additionally, Chapter dues are now \$140. ASHRAE has also introduced the SmartStart Program for students. See below for additional information.

### SmartStart Program

NEW

What is the SmartStart program?

Simply put, it's the best way for ASHRAE student members to continue receiving the many member benefits of ASHRAE after finishing college.

How does it work?

The first year out of college annual membership is \$20.

Then it is only \$50 for the second year and \$50 for the third year.

You save up to \$420 and get three years of membership for \$120.  
(\$20-\$50-\$50)

[www.ashrae.org/smartstart](http://www.ashrae.org/smartstart)

### Upcoming ASHRAE Conferences

#### 2011 ASHRAE Winter Conferences

Jan. 21 - Jan. 25, 2011 – Chicago

Jan. 29 - Feb. 2, 2011 – Las Vegas

#### 2011 ASHRAE Annual Conferences

Jun. 25 - Jun. 29, 2011 – Montreal

Jun. 23 - Jun. 28, 2011 – San Antonio

### Dues, Dues, Dues!

We have had issues with members letting their memberships expire or enter into the allowable grace period that ASHRAE provides. Please ensure your dues are up-to-date. You should be receiving mailings from ASHRAE Headquarters reminding you about your renewal. Please take the time in the near future to renew if you haven't already done so!

Memberships can be renewed online at [www.ashrae.org](http://www.ashrae.org). Navigate to this link and log into your account. Renewals can be completed in a matter of minutes on the website. Please also remember to *add your Memphis Chapter dues* to the membership renewal. Chapter dues are vital to our ability to continue offering great meetings and other activities throughout the year.

Also, if you know of a member who has become inactive, please encourage them to go online and renew. Thanks!

#### Update your Membership Information

Please take a moment and ensure your information is up-to-date. Log in to ASHRAE at [www.ashrae.org](http://www.ashrae.org). Update your email, phone numbers and contact information, as applicable. From the ASHRAE website, you may:

- Manage Your Membership
- Manage Personal Information
- Provide Address Changes

We appreciate your help! The Memphis Chapter newsletter mailing list and roster are based on the most up-to-date information.

Finally, if you or guests have questions about ASHRAE or membership, please have them contact me as listed below:

Jack Griffith  
Membership  
Promotion Chair  
(901) 260-9850

[jgriffith@ssr-inc.com](mailto:jgriffith@ssr-inc.com)





## Employment Opportunities

### Local Members Network

We are extending the newsletter and the website to those who want to advertise "open" positions within your company so the local members will get the opportunity to see those positions.

We will also advertise individuals who have lost their job and want to solicit themselves to the local chapter.

This service will be free of charge for member companies or individuals.  
These postings will run for 30 days unless otherwise requested.



Kele, Inc.  
Bartlett, TN  
[www.Kele.com](http://www.Kele.com)  
SteveC@Kele.com

Kele, a leading supplier of temperature control components and peripherals for the building automation industry, has openings in the Sales Department.

**Technical Sales Rep** position requires a bachelor's degree or equivalent and two years of related work experience, or an equivalent combination of education and experience. Responsibilities include providing comprehensive technical support to our customers, Inside Sales Representatives, Customer Service Specialists, and other Technical Support Personnel regarding product selection, application, troubleshooting, and promotion. Qualified applicants must have an understanding of the building automation industry, including a proficient knowledge of HVAC systems and functionality, and the ability to interact effectively with a culturally diverse customer base.

**Project Sales Specialist** will be responsible for enhancing sales and revenue growth initiatives by proactively identifying and quoting large projects and orders from customers, providing Kele products and solutions, and following up to seek additional opportunities. The position requires two to four years of undergraduate work and BAS/controls industry sales experience or an equivalent combination of education and experience. In addition, candidates must have a proven track record for growing accounts as well as prospecting ability. Candidates must have excellent communication skills and computer proficiency in the Microsoft Office software suite.

**Inside Sales Representative** provides telephone sales and support to our customers. This position requires two years of college and three years of related work experience or an equivalent combination of both. Responsibilities will include actively promoting Kele products and services in addition to providing exceptional customer service. Must demonstrate effective proactive selling skills, leadership and accountability. Duties include quotes, order entry, follow-up, tracking and expediting.

### ASHRAE Career Center

On June 15th, ASHRAE launched its full services [Career Center](http://www.ashraejobs.com/) for ASHRAE members and HVAC hiring authorities. The reception has been magnificent as the number of job seekers, resumes, and employer job postings have risen each week. We are very pleased.

The Career Center is user friendly. The products and services match that of traditional big box boards such as Monster.com, yet the information and postings are specific to the ASHRAE Community. Job seekers have a shorter and more pleasurable search experience, and employers have immediate access to a pre-filtered pool of talent.

One unique feature is that Center highlights ASHRAE members. The online job application form requires an applicant to identify themselves by membership status. So does the resume posting form. And, employers can sort applications and resumes by their status. Why did we agree to keep this open to non ASHRAE members? Because career research is the fastest growing use of the web and we also see this service driving ASHRAE membership.

<http://www.ashraejobs.com/>



## *From the Webmaster*

### **We need your help !**

I had several of the “regular” updaters verify their listings, but still the “Companies and Product Lines Represented by our Chapter Members” section of our website is in need of updating. Please forward me you updates as you have time.

I had a request/comment that maybe we should explore the possibility of changing the newsletter name from “Pyramid Press” since this will soon be a new retail store.

The chapter website is also under a major facelift. I am bring it up to current standards which will help the search engine robots to easily and accurately index our info, and I am going to make it easier to navigate and read on portable devices. If you want to take a look at what is currently in design:

<http://www.ndesign.fastbytes.net/ashrae/>

As always, any comments or suggestions are welcome!

Thanks for your help!

Kevin

Kevin Crosby  
Webmaster  
901-507-7225  
[Kevin.crosby@gorhamschaffler.com](mailto:Kevin.crosby@gorhamschaffler.com)

