

PYRAMID PRESS

ASHRAE – Memphis Chapter
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November, 2005

LUNCH MEETING 11:30 TUESDAY,
NOVEMBER 8, 2005, KEMMONS
WILSON CENTER HOLIDAY INN, 3700
CENTRAL AVENUE

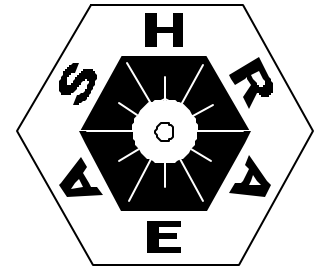
DOE BEST PRACTICES PROGRAM AND PUMPING SYSTEM ASSESSMENT TOOL

By: **GLENN CUNNINGHAM, PHD.**

The discussion will focus on the US DOE Best Practices Program in some general comments and then spend the majority of the time illustrating the Pumping System Assessment Tool software package that can be downloaded free of charge from the DOE website. A brief example of the pumping system analysis software will be given via powerpoint.

SPEAKER BIO:

- PhD in Mechanical Engineering from Tennessee Tech University in 1990
- MS Mechanical Engineering from University of Memphis in 1982
- Registered Professional Engineer in Kentucky and Tennessee
- Fellow of American Society of Mechanical Engineers
- Hold the Certified Energy Manager Certification
- Consultant to Alcoa, Masterbrand Cabinets, Tennessee Energy Division
- DOE Certified Steam System and Pumping Specialist
- Taught Mechanical Engineering at TTU 20 years
- Mechanical Design Engineer for several architects past 10 years



Memphis Chapter Contacts

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THE PRESIDENT'S CORNER

President's Column

THE HISTORIAN

TOM BARROW CO. CELEBRATES 50 YEARS!

In 1955, Tom Barrow, Jr. rented desk space in a local office and, with shared secretarial help, launched what is now the Tom Barrow Company. With a deep desire to succeed and only 3 or 4 product lines, the young engineer from Georgia Tech embarked in this new adventure. A year later, Tom brought on a partner, and for the next seven years, the company was known as Barrow and Daugherty. 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. After eight years, a third office was created in Albany, Georgia in 1973. Steady growth continued during the next twenty years as six additional offices were opened in Orlando, Tampa, Nashville, Memphis, Savannah and finally Ft. Myers.

In 1989 Tom became interested in opening an office in Memphis and began to explore the market. Bob Colmer, who owned Conway-Colmer, called Tom and worked out 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 its current location on Damascus Rd. The Memphis Office has grown in recent years with new product lines and increased inventory. Jeremy Harris has been the manager since 2000.

Beginning with a staff of one, the company has grown to the current level of over 160 employees covering three states. Tom Barrow has consistently demanded a high degree of integrity and stressed the importance of respecting each and every individual they deal with, whether fellow employees, customers, engineers or vendors. Their mission statement includes 1.To effectively serve our customers with quality products and services; 2.To provide complete and competitive pricing to all customers; 3.To create an environment to attract and retain the best employees; and 4.To be a profitable company.

The business model adopted early on by Tom Barrow was to quote all jobs available to achieve comprehensive and competitive pricing to all contractors. In order to achieve this goal, the company



HISTORIAN CONTINUED

had to create a strong inside sales support staff. They currently have a ratio of 2 assistants for each outside salesperson. With approximately 45 outside salespeople, the number of employees is heavily weighted toward the total sales strategy of the company.

Some of the larger projects in which Tom Barrow has participated include the Coca Cola Headquarters Building, the Georgia Dome, The Orange County Convention Center (Orlando), several projects at the Centers for Diseases Control and Prevention, the Clinton Presidential Library, the Peabody Hotel and a large upcoming project for the Rosen Shingle Creek Hotel in Orlando.

We would like to congratulate Tom, and all of the people within the organization, for 50 years of outstanding dedication to excellence within the HVAC industry and on being one of the premier manufacturer's representatives in the southeast United States.

PROGRAMS

- **November 8th, 2005** – Kemmons Wilson Center, University of Memphis, 3700 Central Ave. Speaker - Glenn Cunningham, Tennessee DOE
- **December** - Christmas Party TBA
- **January 10th, 2006** – Kemmons Wilson Center, University of Memphis, 3700 Central Ave. Speaker – Mike Conner ASHRAE Distinguished Lecturer
- **February 13th, 2006** – Kemmons Wilson Center, University of Memphis, 3700 Central Ave. Speaker – Tekworx Control System Strategies
- **March 14th, 2006** – Kemmons Wilson Center, University of Memphis, 3700 Central Ave. Speaker – Daniel Int-Hout ASHRAE Distinguished Lecturer
- **April 19th, 2006** – Kemmons Wilson Center, University of Memphis, 3700 Central Ave. Topic – Sustainability and the Building Environment
- **May 9th, 2006** – Kemmons Wilson Center, University of Memphis, 3700 Central Ave. Topic – Panel Discussion TBA.

MEMBER NOTICES

ASHRAE MEMBERSHIP GROWTH

I am pleased to hear you have colleagues interested in becoming members of ASHRAE. Please inform them to log on to <http://www.ashrae.org> to fill out an electronic application. Once at the site click on "Join ASHRAE" on the left side of the page then scroll down to the appropriate application for the desired membership grade (This link will take you directly to the membership application selection page - <http://www.ashrae.org/template/AboutLinkLanding/category/1872;jsessionid=aaaglpHers1BeQ>) . Also, have each interested colleague go to the Memphis Chapter Internet site (<http://www.angelfire.com/tn/ashrae/page2.html>) and fill out a local chapter application. If the prospective members do not have internet access just have them contact me directly and give me their mailing address for me to send hard copies.

Total dues are \$150 National and \$85 local. Local dues are only \$15 if they will not attend the lunch meetings.

Please feel free to call or write with any questions.

Jason Snyder, P.E.

(ASHRAE Membership Promotion Chairman)

Mechanical Division

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MEMBER NOTICES

FED EX FORUM TOUR – NOVEMBER 9TH

By popular demand, we have scheduled another technical tour of the FedEx Forum for our new student members. Like last year, we are opening the invite list to include the full ASHRAE membership, but I MUST have your RSVP by Friday Nov. 4 if you plan to attend. The tour will be conducted by Mr. Howard Parker, Manager of MEP Systems for the Forum, and CEU certificates will be available (2 hours).

Location: FedEx Forum
Date: Wednesday Nov. 9
Time: 2:00 pm sharp

Costs = \$3.00 for student members, \$4.00 for 55 and older, \$5.00 for all others

Last year, Mr. Gil Avery was kind enough to sponsor our student attendees. Other sponsors this year would be greatly appreciated. Please let me know if you are interested. Look forward to some of you joining us.

Russ Fletcher
Student Activities Chairman
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MEMBER NOTICES