Next meeting: Tuesday, November 4th
Zinfandel Grille
2384 Fair Oaks Blvd.
Sacramento, CA 95825

Getting Through a Volatile Market: Steps You Can Take Today
PRESENTER: Douglas Crumley, Crumley and Associates

A) Historical Market Performance
B) Asset Allocation
C) Diversification
D) Dollar-Cost Averaging
E) Expectations
F) Five Steps Investors Can Take

Douglas Crumley

Douglas is CA registered PE with 11 years experience in the HVAC industry. He is a longtime member of the Sacramento Valley ASHRAE chapter and our current Research Promotions Chair.

Doug transitioned to the financial planning industry in 2004, joining his father’s American Express financial planning practice. He is an Associate Financial Advisor, Small Business Advisor, and Chartered Retirement Planning Counselor. Doug primarily works with individual investors and business owners to develop retirement plan solutions, investment and risk management strategies.
Chapter Members,

I hope everyone is excited for the 2008-2009 ASHRAE year. Once again we begin a new year with a new dinner location. The Rusty Duck closed their doors in October and forced us to find a new meeting location. After much research on behalf of the board, we were able to contract with Zinfandel Grille for our monthly dinner meetings. Due to the last minute venue change our first meeting is TUESDAY, NOVEMBER 4TH.

Last month we started the ASHRAE season with our 8th annual BBQ, Volleyball and Tennis Tournament. The weather, food and beverages were great. Other than a few injuries, everyone seemed to have a terrific time.

Congratulations to the tennis tournament winners:
First Place: Mike Mann and Kevin Stillman
Second Place: Clint Hightower and Aaron Bagger
Third Place: Andy Heekin and Scott Karpinen

This month’s presentation topic is getting through a volatile market and is given by our Research Promotions Chair, Doug Crumley. We are still looking for new meeting topics for this year and next. If you have any ideas you would like to see, please send an email to Jake Garcia (jgarcia@lhairco.com) or Kevin Stillman (kstillman@capital-engineering.com)

Regards,

Jeffrey Jerwers

CONTRIBUTIONS FOR RESEARCH PROMOTION CAN BE MADE ONLINE AT www.ashrae.org/contribution
Upcoming SMUD Classes

Process Heating Assessment
October 28, 2008
8:00 a.m. – 4:00 p.m.  (No Charge)
This workshop provides an introduction to process heating and process heating equipment, such as furnaces, dryers, ovens, heaters, and kilns, used by industry. The instructor, Dr. Arvind Thekdi, will include course discussion of combustion and other heating methods; heat transfer in furnaces; waste heat recovery; commonly used process heating controls; and emissions from heating processes. Attend this workshop if you are a process engineer, plant operator, maintenance engineer, process heating equipment designer, plant or corporate energy coordinator, or consulting engineer and learn practical tips on process heating and maintenance, how to improve energy efficiency and reduce emissions from furnaces, and how to use DOE’s Process Heating Assessment and Survey Tool (PHAST) software tool.

Lean Process Improvement Tools
October 29, 2008
8:00 a.m. – Noon  (No Charge)
Lean concepts are all about using your resources more effectively and reducing or eliminating waste. In this session, David Jones, will show how to use Lean tools such as Value Stream Mapping, Visual Controls, Five S Processes, and Kaizen Events to reduce cycle and production time, and improve quality and delivery performance. The issue of business culture change with the use of Lean tools will also be discussed with tips on how others have used them to improve their performance and reduce non-value added activities.

HVAC Control Fundamentals
November 18, 2008
8:00 a.m. – 4:00 p.m.  (No Charge)
This class, presented by David Sellers, will cover the fundamentals of HVAC controls, from discrete analog pneumatic or electronic systems to direct digital control systems. It will include a brief overview of HVAC system theory and cover control system components such as sensors, controllers, and actuators. Control logic will be presented in three formats: as narrative text, as line diagrams, and as computer code. Participants will be exposed to real-world examples in the presentation which will also include other concepts including analog vs. digital signals, control loops, PID controllers and energy-saving control strategies.

2008 Title 24 – Update to Lighting
November 19, 2008
8:30 a.m. – Noon (No Charge)
During this seminar Martyn Dodd will provide updated information on the lighting changes to the Title 24 Energy Efficiency Standards for Nonresidential Buildings, which tentatively takes effect July 2009. Changes that will be discussed include: controls including shut-off requirements, demand response, dimmable ballasts, signage lighting controls, LEDs, daylit areas, reduction in lighting power density for the complete building method, area category method, tailored method, and outdoor lighting.

Lean Culture
November 20, 2008
8:00 a.m. – Noon  (No Charge)
Lean is a set of tools or processes that assist businesses in the identification and steady elimination of waste while improving the quality of its service or product. Many companies use the tools of Lean but are not really Lean Enterprises. Others have the right kind of culture but do not think Lean tools can apply. In this workshop, David Jones will engage attendees in exercises that show how to adopt the Lean culture in business and use Lean tools to enhance operations, improve qual-
ity and delivery performance.

**Certified Green Building Professional Advanced Training**

December 2 & 3 2008
8:00 a.m. – 5:00 p.m. *(Fees apply, see [www.builditgreen.org](http://www.builditgreen.org))*

The Advanced Training expands on the introductory Certified Green Building Professional (CGBP) training and is open to all California building professionals involved in the design and construction of residential buildings, as well as to professionals that support and develop the market for green building. Course content includes the following: environmentally friendly landscaping, rainwater harvesting, durable construction, mechanical systems, hot water delivery systems, and residential green building rating systems. Two 1-day workshops provide eight Continuing Education Units each for a total of 16 Continuing Education Credits (CEUs) towards CGBP recertification. **For more information or to register, please go to [www.builditgreen.org](http://www.builditgreen.org) or call (510) 845-0472.**

More info can be found at: [www.smud.org/etc](http://www.smud.org/etc)
Job Opportunities

Mechanical Engineer/Designer

Excellent opportunities available for a HVAC/Plumbing engineer/designer to join the team of a premier design/build and consulting firm located in the Sacramento Valley. Must present excellent communication and people skills. CAD skills a must. Experience varies with position. Resumes to Attn: Human Resources, Frank M. Booth DBC, 4220 Douglas Blvd, Granite Bay, CA 95746 or jobs@fmbdbc.com
Meeting Dates and Programs for 2008-2009 ASHRAE Year

Programs are still being finalized, but here are the dates:

October 8\textsuperscript{th} 2008 – Tennis Tournament

November 4\textsuperscript{th} 2008 – Membership Promotion – Getting Through a Volatile Market
\textit{Note: This is a Tuesday Meeting}

December ? 2008 – Guest Night –

January 7\textsuperscript{th} 2009 – Research Promotion –

February 4\textsuperscript{th} 2009 – Student Night –

March 4\textsuperscript{th} 2009 – Past Presidents Night –

April 8\textsuperscript{th} 2009 – CTTC

May 13 – Field Trip – State Central Plant

June ? – Golf Tournament
American Society of Heating, Refrigerating and Air-Conditioning Engineers
SCHOLARSHIP APPLICATION FORM

NAME _______________________________ SSN:_________________________________

ADDRESS:________________________ CITY, STATE, ZIP:__________________________

PHONE: (____)_____________________ Email:_____________________________________

MAJOR__________________________________ Current Units to date__________________
(Must be Engineering or Technical Field)

GPA: ________________

ATTACHMENTS REQUIRED:

1. RESUME

2. PERSONAL STATEMENT which should include information on your background, goals, community activities, intentions upon completion of the degree, financial need (i.e.; size of household, are you responsible for financing your own education, do you live independently), and any material that supports your application. 500 words or less.

3. MOST RECENT TRANSCRIPT

4. TWO LETTERS OF RECOMMENDATION

APPLICATION DEADLINE: January 30, 2009

RETURN APPLICATION MATERIALS TO:
Attn: Jeffrey Jerwers
103 Woodmere Road, Suite 100
SACRAMENTO CA 95630