

FEB - MEETING AGENDA

DATE:

TUESDAY, FEBRUARY 8, 2022

WHERE:

This will be a HYBRID Meeting

**Plumbing Industry
Training Center in Troy, MI**

5:00 PM - 6:00 PM

**HVAC Cross Over!
Right Sizing Hydronics**

6:00 PM - 6:30 PM

Dinner Break

6:30 PM - 7:30 PM

**Laboratory High Purity
Gas Systems**

REGISTRATION REQUIRED

IN-PERSON: <https://www.eventbrite.com/e/aspe-emc-february-2022-technical-program-tickets-248176321057>

VIRTUAL: <https://education.aspe.org/products/eastern-michigan-chapter-meeting-hvac-cross-over-right-sizing-hydronics-laboratory-high-purity-gas-systems-feb-2022>

SEE INSIDE COVER FOR TABLE OF CONTENTS

From Pam Hartsell, CPD, PMP President of ASPE EMC



Welcome to February Eastern Michigan!

Our January joint meeting with ASHRAE Detroit was a great overview of both the 2018 Michigan Plumbing Code Changes and the Code Adoption Process. We were fortunate to have both Matt Gay and Jon Parradine from the State of Michigan Bureau of Construction Code with us to share their knowledge and answer questions on both topics. A Special Thank You goes out to ASHRAE Detroit member Sonya Pouncey for organizing the speakers and for helping us quickly pivot to virtual presentations when the need to quarantine kept them from joining us in person. Thankfully, the last-minute change allowed to us get a good recording of the presentations, so if you missed the meeting, you can find a link to the recording in the VP Tech article here in the newsletter. Many code books were sold, and many NASPE car kits were handed out. Based on feedback received - it was a very successful evening, and though the event site was a nice change of pace, we're looking forward to being back "home" next month for our February meeting at the PITC!

Speaking of next meeting, we will be welcoming back ASPE EMC Member Alan Deal to teach another design class, this time on Right Sizing for Hydronics. Our Technical Session, to be presented by Kevin Coyne of Praxair, will be an overview of Laboratory High Purity Gas Systems. It will be another hybrid meeting, and should be an interesting and informative evening, so we hope to see you there either in-person or virtually.

We also have some fantastic news to share! Our chapter's offer to host a Pinewood Derby Style race at the 2022 ASPE Convention in Indianapolis was accepted! If you've been around for a while, you know that EMC Past President and current VP Legislative, Bill Grayzar, is a bit of a celebrity as a pinewood derby race official among the Scout Packs and Troops in Southeastern Michigan. He's been running our NASPE Race in honor of World Plumbing Day at our March meetings for many years now, and he knows how to run an exciting race with precision and efficiency! We are really fortunate to have this kind of talent in our midst and I cannot wait to be a part of the "EMC Pit Crew" at Convention this year!

The dates for the 2022 Convention have been announced and we want you there! Start planning now to join your fellow chapter and society members in Indy next September! More details are available at aspe.org.

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FEBRUARY BOARD MEETING

Virtual Online Meeting 2/1/2022 @ 4:30 PM

FEBRUARY PROGRAM

HYBRID Meeting 2/8/2022, 5:00 - 7:30 PM

ASPE IS ACCEPTING APPLICATIONS FOR THE

ALFRED STEELE SCHOLARSHIP

Contact ASPE National for more information at
 (847) 296-0002, or email info@aspe.org

President's Report (cont. from page 1)

Pam Hartsell, CPD

Since February is American Heart Month, I'll close by urging you to make sure your own pump is in good working order. Show yourself a little love this Valentine's Day but taking steps to keep your pressure in the safe range and all your pipes clear of obstructions!

Your Chapter President,

Pam Hartsell

president.aspe.ec@gmail.com



FEBRUARY DESIGN SESSION

5:00-6:00 PM

TOPIC: HVAC Cross Over! Right Sizing Hydronics

When designing and updating boiler systems some game changing ideas can be applied. The interconnectivity of all the devices in a heating system will directly affect the operation and performance efficiency of a heating system. Only focusing on a single component like the boilers, pumps, or system control can lead to results that can be disappointing and may be unnecessarily expensive. Efficiency of the heating system is not the direct result of focusing on one component, but rather the entire heating plant operation. By carefully reviewing three key system metrics, a holistic plan can be created to maximize results.



Alan Deal

Presenter: **Alan Deal, PE**, President, Performance Engineering Group, Inc.

Performance Engineering Group has been actively involved in designing and marketing hydronic heating and domestic hot water systems since 1964. Performance Engineering Group has been involved with hundreds of energy conservation projects across a broad spectrum of market segments, including renewable energy and waste energy solutions. Performance Engineering Group specializes in working with design engineers and contractors to optimize building performance and the return on capital investment in building mechanical systems. Alan has received many industry awards including multiple ASHRAE technology awards for energy conservation activities.

FEBRUARY TECH SESSION

6:30-7:30 PM

TOPIC: Laboratory High Purity Gas Systems

This presentation will focus on modes of supply, piping design, handling and storage of Inert, flammable and oxidizing gases.



Kevin Coyne

Presenter: **Kevin Coyne**, Specialty Gas Salesman/Manager for Praxair

Kevin has been in the gas industry for over 28 years and 17 years as a Specialty Gas Salesman/Manager for Praxair. The last 10 years Kevin has worked for Concoa as Territory Sales Engineering covering 16 states. Concoa is the largest independent Gas equipment supplier in the US. We are a made in America company located in Virginia Beach, VA. His main focus at Concoa is to help distributors and end users with selecting the correct gas equipment for their applications.



About Registration and CEUs:

If you are attending virtually: there is a link to register via the ASPE Education page. Please follow all directions. Using this platform for virtual meetings allows us to streamline the CEU process. So all attendees that plan to join virtually, need to register via the corresponding ASPE Education link. Our meetings will also be listed on the ASPE Education calendar, so you can find registration info there as well. <https://education.aspe.org/>

There is also a passcode that needs to be entered for the virtual meetings now. This passcode is in the email invite as well as listed in the webinar instructions.

If you will attend in person (when we can offer this option): You will need to register using an Eventbrite link that will be in the email. This allows us to know how many people we can expect in person. Thus, allowing us to make sure we maintain the indoor gathering limits imposed by the Governor, and also order enough food for all. For those that attend in person, we will still require sign in/sign out sheets and your CEUs will be submitted to national within 1 week of our event. It may take up to another 2 weeks for the CEUs to show in your ASPE Education log. The PITC does have guest protocols we will have to obey in order to meet there, so please follow all posted signage and procedures.

IN THE KNOW

EMC 45TH ANNIVERSARY HISTORY BOOK NOW AVAILABLE FOR ORDER!

Available in time for the holidays. \$50 Each

Check or Credit Card Accepted

Pick up @ SES or during a Hybrid Chapter Meeting

FREE digital download on the ASPE EMC website.

TABLE TOP SPONSORSHIP PRICING

ASPE Members

- \$200.00 for the 1st table per meeting/per vendor
- \$150.00 for each additional table per meeting/per vendor

Non-Members

- \$250.00 for the 1st table per meeting/per vendor
- \$200.00 for each additional table meeting/per vendor

If a vendor purchases table tops for 3 meetings during the year, a 4th meeting table top will be provided for free.



A TOTAL, STATE-OF-THE-ART HOT WATER SYSTEM, ENGINEERED TO DELIVER A SUPERIOR LEVEL OF USER SAFETY, INFECTION CONTROL AND COMPLIANCE, FROM MECHANICAL ROOM TO THE POINT OF USE.

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ABH

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Advanced software provides regular updates, documentation, custom-filtered reports, and real-time alerts for compliance with industry guidelines and Standards of Care.

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Commercial Washrooms. Brought to Life.
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CUTTING-EDGE HANDWASHING TAKES SHAPE

The next generation WashBar raises your restroom to new heights by providing touch-free soap, water and drying in an edgy new design for an unforgettable handwashing experience. The single connection point to the sink provides an impressive design element and creates more open space for cleaning.

ADVANTAGES OF THE WASHBAR

- Floating design for a simple and clean aesthetic
- Single connection point to the sink for easier cleaning
- Eliminates the cost and mess of paper towels
- Icons and LED lights to visually orient users
- Smart sensor technology eliminates false activations
- WashBar and bowl work together to keep water in the basin
- Gallon soap capacity to reduce the number of replacements
- Captures soap and water activations for maintenance planning

The new WashBar WB2 is available with the Verge® LVQ basin in Evero® natural quartz, OmniDeck® 5010 in Terreon® solid surface, or pair with a Terreon solid surface or Evero natural quartz undermount basin with the deck or countertop of your choice.

Verge LVQ-Series with WashBar WB2

OmniDeck with WashBar WB2

Evero undermount basin with WashBar WB2

AVAILABLE IN SIX BEAUTIFUL FINISHES

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Brushed Brass

Brushed Nickel

Brushed Stainless

Polished Chrome

ALL-IN-ONE WASHBAR

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WASHBAR FEATURES

- CLEAN**
 - Touch-free activation
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 - Gallon (3.8 L) soap capacity
 - Simply replace soap tank – no cleaning or refilling
 - Liquid and foam soap
- RINSE**
 - Touch-free activation
 - 0.5 GPM (1.9 LPM)
 - Ultra-high efficient 0.35 GPM (1.4 LPM) option where water conservation is a necessity
- DRY**
 - Touch-free activation
 - Heated air stream dries hands quickly and efficiently
 - Adjustable speed for quieter hand drying

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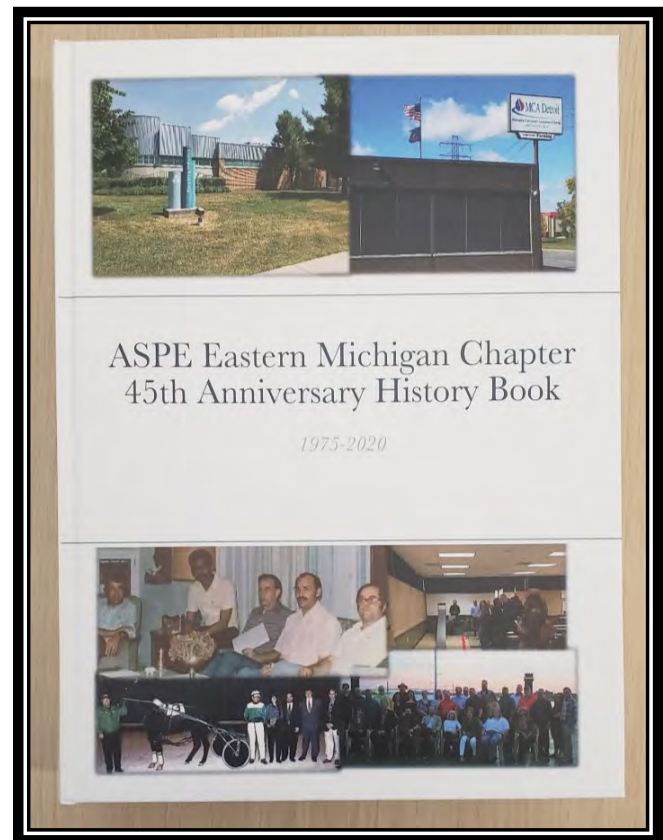
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\$50 EACH

Check or Credit Card
Accepted

Pick-up @ SES or
during a Hybrid
Chapter Meeting



Contact Theresa Card for orders:
vpt.aspe.emc@gmail.com or 248.988.4708



ASPE EASTERN MICHIGAN CHAPTER
WWW.ASPE.ORG/EASTERN-MICHIGAN

VP Technical Report

Theresa Card, P.E., CPD, LEED AP BD+C



Hello from your VP Tech!

Reminder - we are always looking to get some new blood onto the board, if you are interested, please let any current board member know!

Past Meeting Recordings

Below you will find the link to this program year's recorded meetings. If you would like copies of the pdf handouts, please email me to let me know. I apologize, but no CEUs can be provided for watching meeting recordings. Please note you will likely have to copy the text below and paste into a browser to see the videos – as we have found some cannot click the links directly from the newsletter itself.

If you have missed any of the meetings from the 2019-2020 Program Year you can email me, and I will send you the link or you can look at past newsletters from last year.

September 2021 Presentations Recordings: Right Sizing Plumbing: An Overview and Plumbing 101

- <https://youtu.be/B2jR9wQ7JHM>

October 2021 Presentation Recording: Metered Flow vs Traditional Sizing and Utility Rebates Panel Discussion

- <https://youtu.be/mXxpKw7UCrs>

November 2021 Presentation Recording: Right Sizing Water Heaters and Submersible Pumps

- <https://youtu.be/mXxpKw7UCrs>

December 2021 Presentation Recording: Fire Protection – Standpipes, Fire Pumps and Dry Systems

- <https://youtu.be/Xr1jWJ3qnfw>

January 2022 Presentation Recording: 2018 MPC Updates and Michigan Code Promulgation Process

- <https://youtu.be/IoceE-uIUfg>

January Program Recap – Joint ASHRAE and ASPE Program with Code Officials from the BCC!!

Another huge THANK YOU to **Sonya Pouncy** from ASHRAE for putting this all together and working with the BCC to get speakers. It was great to get some insight from them and at least get some contact info for the people who are integral to our State's code adoption and enforcement process.

A couple of websites discussed that you should bookmark:

Michigan Code Updates

- **How to get involved?**
 - [Awareness](#) of administrative rules and codes
 - [Subscribe](#) to specific rule sets when opened at LARA-BCC-Rules@michigan.gov
 - [Sign up](#) or update subscriber preferences

Determining who the AHJ is

- Bureau of Construction Codes [Website](#)
- [Statewide](#) Jurisdiction List
- Local [School Construction](#) Enforcement List

Contact Information for Speakers:

1. Main Contact Info: bccpermits@michigan.gov
2. Jon Paradine, paradinej@michigan.gov, Chief of the Building and Permits Division and acting Manager of the Administrative Services Division

February Meeting info:

We hope you can join us for another great meeting in February, whether in person or virtually. See links below to register!

Virtual attendance registration:

<https://education.aspe.org/products/eastern-michigan-chapter-meeting-hvac-cross-over-right-sizing-hydraulics-laboratory-high-purity-gas-systems-feb-2022>

In person registration:

<https://www.eventbrite.com/e/aspe-emc-february-2022-technical-program-tickets-248176321057>

Alan Deal, PE, will be speaking to us about Right Sizing Hydronic Systems and then Kevin Coyne from Praxair will talk to us about High Purity Lab Systems.

Hope to see you there!

Cheers!

Sincerely,

Theresa Card

Vpt.aspe.emc@gmail.com



ASPE
Eastern Michigan Chapter WOA
DONATION EVENT!

Spring is in the air! With that – spring cleaning! While you or your friends/spouse/children are cleaning out your drawers – instead of throwing away that make-up you never used or that product you used once and didn’t like – donate it!

We will be collecting items to ship to a local women’s shelter or, if none can be found, Project Beauty Share in Washington.

Items can be dropped off during ASPE meetings or with:

C/O Theresa Card
ASPE EMC WOA Liaison
Strategic Energy Solutions
4000 W. 11 Mile Road, Berkley, MI

Contact Theresa with questions at:
tcard@sesnet.com

Donations will be collected from
February 1 to May 30 (Memorial Day)

WHAT WE WILL BE COLLECTING

New	New or Lightly Used	Lightly Used
Make-up brushes	Moisturizers	Pressed eyeshadow
Lip products/lip liners	Cleansers	Pressed blush
Mascara	Eye creams	Pressed bronzer/highlighters
Eyeliners	Exfoliators	Face primer
Foundations	Primers	Squeeze tube foundations
Concealers	Sunscreen	Airless pump foundations
Deodorant	Face masks	
Razors	Body lotions	
Bar soap	Shower gel	
Toothbrushes	Body spray	
Toothpaste	Perfumes	
Floss/mouthwash	Shampoo, conditioner	
Feminine hygiene	Hair color	
Sample packets	Hair styling products	
Hotel travel-size items		
Makeup bags		
Nail products		
Misc. face tools		

**Lightly used products must be at least ¾ full. Anything that comes in a tub or jar must be new.

ITEMS NOT ACCEPTED

Any item with a wand that has been used or swatched, such as mascara, lip gloss, liquid lip color, liquid eyeliner, foundations and concealers

Loose powders in containers that are without seal, such as mineral powder foundations, blush, eyeshadow, and highlighters

Cream eyeliners, eyeshadow, blushes, bronzers, and highlighters in pots or pans that have been used or swatched

Liquid foundations in bottles with screw-on lids and cream foundations that have been used or swatched

All lip products that have been used or swatched

All eyeliner and lip liners that have been used or swatched

VP Membership Report

Kristin Simoneaux, P.E., CPD, LEED



Greetings everyone!

I hope you are all staying healthy. Did you know you can get a **discount when you renew your membership?**

Renewing for multiple years at a time can save you \$\$.

If you renew for two years you will receive a 5% discount. If you renew for 3 years you will receive a 10% discount!

First year members: If you renew by the eighth month of your membership, you may receive reduced dues for your second year. Funds are only available for the first 125 members per quarter. Renew early and save!

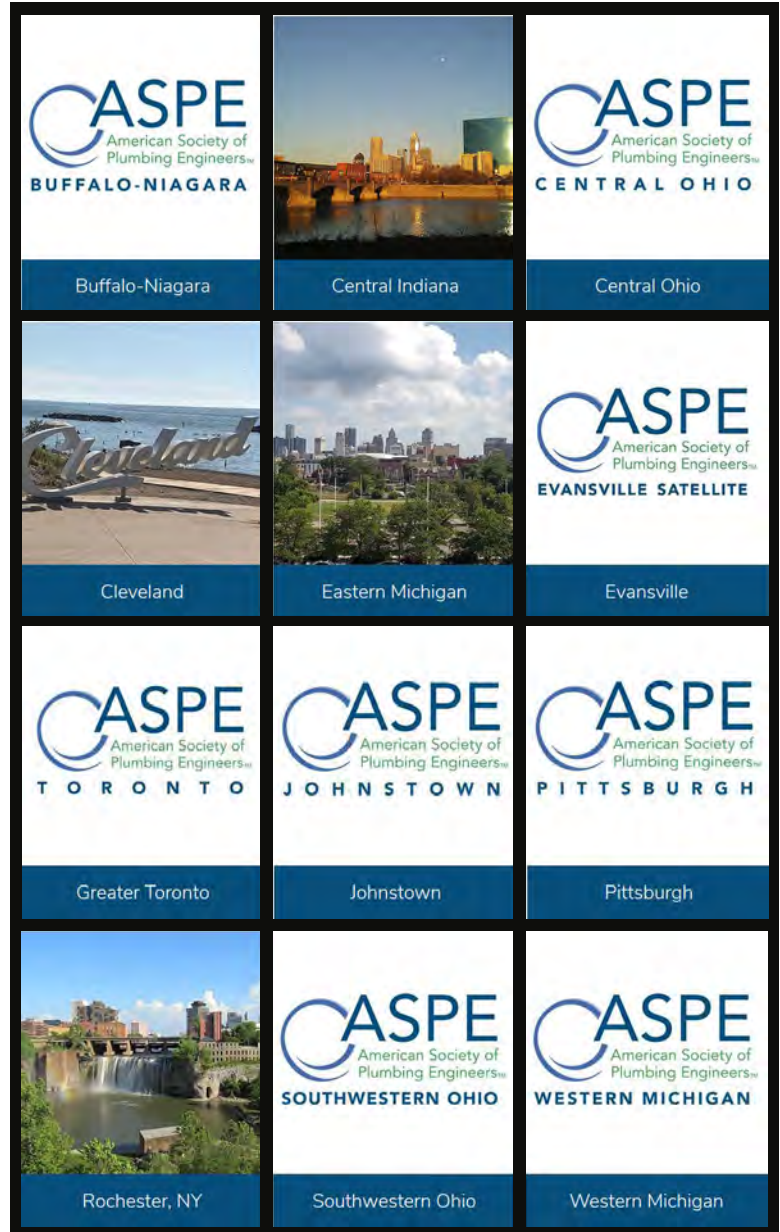
We have had some interest in our new student member sponsorship, and we still have an opening. So, just a reminder, our chapter is offering a free 1-year student membership to eligible students. In exchange for the free membership, we request the student give feedback on their experience (through either a short interview or writing their own newsletter article) within the first few months of their new membership. If you know of a student that has been contemplating membership, please send them my way!

Have you ever wanted to be a part of more than one ASPE chapter? We can make that happen!! Once you become a member and choose your home chapter (standard dues rate of \$190), you can join additional chapters (as many as you wish) for only \$80 per chapter. Region 2 chapters are indicated to the right, but we have many beyond what is listed here, to access other regions click here: <https://www.aspe.org/membership-global-community/chapters/>. Members can serve on the Board of directors for any of the chapters they join. If you are interested in pursuing this option, please contact me and I can walk you through the process.

Until we meet again, stay healthy!

Kristin Simoneaux, P.E., CPD, LEED AP
Associate / Senior Mechanical Engineer
Direct: (248)336-4760
ksimoneaux@stantec.com

REGION 2 CHAPTERS:



VP Legislative Report

William Grayzar, CPD



Just a reminder to those who may have missed my November article:

The 2018 Michigan Plumbing Code (MPC) Administrative Rules Part 7 filed on Tuesday, May 18, 2021 went into effect on Wednesday, September 15, 2021 and the 2018 Michigan Residential Code - Chapters 1 and 2; Administrative Rules Part 5 filed Friday, June 4, 2021 went into

effect on Monday, October 4, 2021.

The significant changes between the 2015 and 2018 MPC related to Chapter 2 (also changed in the 2018 IPC) include the added definitions below for Accessible, Full-Open Valve, Press-Connect Joint, Public Swimming Pool and the modified definition for Swimming Pool.

ACCESSIBLE: *A site, building, facility, or portion thereof that complies with Chapter 11 of the international Building Code.*

FULL-OPEN VALVE: *A water control or shut-off component in the water supply system piping that, where adjusted for maximum flow, the flow path through the components' closer member is not a restriction in component's through-flow area.*

PRESS-CONNECT JOINT: *A permanent mechanical joint incorporating an elastomeric seal and corrosion-resistant grip ring. The joint is made with a pressing tool and jaw or ring approved by the fitting manufacturer.*

PUBLIC SWIMMING POOL: *A pool, other than a residential pool, that is intended to be used for swimming or bathing and is operated by an owner, lessee, operator, licensee or concessionaire, regardless of whether a fee is charged for use.*

SWIMMING POOL: *A permanent or temporary structure that is intended to be used for swimming, bathing or wading and that is designed and manufactured or built to be connected to a circulation system. A swimming pool can be open to the public regardless of whether a fee is charged for its use or can be accessory to a residential setting where the pool is available only to the household and guests of the household.*

The 2018 Michigan Plumbing Code (MPC) and other codes available for purchase through the Code Study Development Group of Southeastern, Michigan (CSDGSM) along with other model codes. The CSDGSM code Order Form and contact information is included within this and every EMC-ASPE newsletter.

Look for other significant Code Changes between the 2015 and 2018 MPC in upcoming newsletters.

Also, it's time for you NASPE racers to get your cars ready for the NASPE races coming to EMC-ASPE in March to celebrate World Plumbing Day, look for the flyer within this newsletter.

Bill



The National Fire Protection Association (NFPA) will conduct a one-day Keeping You Informed: Systems, Storage, Suppression, and More educational program on Tuesday, November 16 as part of the organization's year-long 125th Anniversary Conference Series. The all-day online event will feature a total of 10 educational sessions and industry roundtable discussions featuring subject matter experts and can be viewed on the scheduled date or via on-demand anytime for up to a year. Attendees will also benefit from networking opportunities, live chat sessions, sponsor demonstrations, and more.

TO FIND OUT HOW TO ATTEND CLICK HERE



In celebration of
World Plumbing Day
the EMC-ASPE will be
hosting the following
event at the
March 8th, 2022 meeting:



NASPE racing is a timed race similar to a Pinewood Derby Race utilized in the Cub Scouting Program around the world.

The NASPE Race is themed to celebrate World Plumbing Day.

World Plumbing Day is an international event held every year on March 11 and was initiated by the World Plumbing Council to celebrate the important role plumbing plays in the health and safety of modern society.



EMC-ASPE is encouraging chapter members to design, build and race cars in celebration of World Plumbing Day. A raffle along with trophies, awards and prizes will be provided at the event. Based on the number of entries awarded will be provided for:

- Fastest race time (1st, 2nd and 3rd Place)
- Best representation for World Plumbing Day
- Best representation of a plumbing product.
- Best representation of a plumbing tool.
- Best green design

Car Kits are Free to all EMC-ASPE Members
Car kits will be available at the January 11th and
February 8th Meetings or you can contact any of
the chapter board members!

DINNER – RACING - PRIZES

EMC-ASPE Board members will serve as Official Judges for the event and William Grayzar chapter V.P. Legislative will serve as the race moderator and official.

OFFICIAL RACE AND ASPE TECHNICAL MEETING:

WHEN: Tuesday, March 8th, 2022.

WHERE: Plumbing Industry Training Center located at 1911 Ring Drive in Troy, Michigan

AGENDA:

- | | |
|---------------------------------|---|
| ➤ Design Class | 5:00 P.M. till 6:00 P.M. |
| ➤ Race Registration & Weigh-In: | 6:00 P.M. till 6:30 P.M |
| ➤ Dinner | 6:00 P.M. till 6:30 P.M. |
| ➤ Technical Session | 6:30 P.M. till 7:30 P.M. |
| ➤ NASPE Race | 7:30 PM till completion (approx. 8:00 P.M.) |



CODES AND STANDARDS for NASPE Racing are as follows:



OFFICIAL RACE CAR DESIGN BUILD KIT:

1. Official Race Car Kits must be the same as those used for the Cub Scouting program pinewood derby races. Car kits will be available at the ASPE Technical meetings, or they can be obtained by contacting an ASPE board member. The **kits are free for members** and will be available January and February 2022 technical meetings. Official car kits may also be purchased from your local scout store.
2. If you have a child, grandchild, nephew, etc. involved in Cub Scouting, please feel free to use their car for the NASPE race, provided it meets the Specification for Construction requirements. Car must still be registered and weighed-in on the night of the event to be eligible for prizes.
3. Participants may enter more than one (1) car for the event, but only the first car kit is free. Additional kits can be purchased at a cost of \$6.00 each.



CAR SPECIFICATIONS FOR CONSTRUCTION: (Also see sheet included with your official car kit).

1. WEIGHT: 5 ounces **maximum** (but can be lighter). Min. weight of 4 ounces is suggested.
2. LENGTH: 7 inches **maximum** (but can be shorter).
3. WIDTH: 2 3/4 inches **maximum**, and 1 3/4 inches **minimum** between the front wheels and the same between the rear wheels. Otherwise, your car will not fit over the track guide rail.
4. CLEARANCE: 3/8 inches **minimum** from bottom of car to track (rail) top. Otherwise, your car will not clear the track guide rail.
5. WHEELS: You must use the wheels supplied with your official car kit (or similar BSA official racing wheels available at your local scouting shop).
6. Axles do not necessarily have to be placed in the pre-drilled slots, but the axle (nails) supplied in your car kit **MUST** be utilized.
7. **NO**, bearings, moving or loose parts are allowed **ANYWHERE** on or in the car.
8. The car shall not ride on any kind or type of spring.
9. Graphite (or dry lubricant) may be added to the wheels until the car is registered and weighed-in, but not after. **No Liquid or oil base lubricants will be allowed** as they can ruin the racing surface.
10. Magnets are not allowed anywhere on the car as they may interfere with the timing system.

REGISTRATION AND WEIGH-IN PERMITS:

1. All cars must be registered and weighed-in to be eligible to participate in the event.
2. Your official car number will be provided during registration and weigh-in period.
3. Cars will be impounded (retained) by the race staff until completion of the event at which time they will be returned to the participants.
4. If a car is not in compliance with the codes and standards outlined above it will be disqualified and will not be eligible to receive trophies and awards. However, at the discretion of the race official the car may still be allowed to race.
5. If you are unable to be present for the registration and weigh-in period, but still wish to participate, please contact the EMC-ASPE Board or the race official to make arrangements register and weigh-in car prior to March 8th, 2022.

“Good Luck and Have FUN Racing”





R. L. Deppmann Company

Job Title: Sales Engineer

Reports To: Engineering Sales Manager

About Deppmann

Our Company focuses on helping people make better decisions. We are a company that is responsive to our customer and understands how our product work and interact in hydronic and plumbing systems. Our company culture is shaped by our Core Values: Knowledge, Empowerment, and Responsiveness. We achieve this through selling hydronic and plumbing equipment in Michigan and Ohio. Our Company is 100% employee owned.

Scope: Sales members utilize their technical knowledge of hydronic, steam and plumbing systems and sales experiences to help provide sales & support for the products represented by R.L. Deppmann. The Engineering Outside Salesperson focuses on the projects during the development and design phases, being a resource to our engineers in developing system designs and equipment selections.

Who We Are Looking For:

Looking for someone that enjoys collaborating with engineers and fellow team members to provide the best solution for any given project. The successful candidate enjoys teaching as well as learning. She/He will seek out opportunities to collaborate and loves to solve problems using her/his technical skills.

Responsibilities Include:

- **Selling – Pursuing the Order:**
 - Close the order at the engineer level (specifications and schedules)
 - Negotiate pricing
 - Coordinate quote
 - Manage vendors
 - Engineer/systems design
 - Internal collaboration/coordination
 - Follow-up on leads from Customer Service & Inside Sales
 - Respond to pricing requests
 - Joint sales with customers
 - Exceed sales goals for sales territory

- **Customer Management:**
 - Problem solving
 - Conduct training
 - Meet with customers: relationship building
 - On site tech support
 - Visit jobsites

March 2021



- **Internal Administrative Activities:**
 - Acquire product/industry/technical knowledge
 - Develop and analyze sales plan
 - Weekly teleconference call
 - Attend department offsite meeting
 - Utilize CRM to provide regular updates on projects & customers
 - Personal development
 - Backup Estimation

- **Marketing:**
 - Attend social events: golf outings, trade shows
 - Participate in professional organizations: i.e. ASHRAE, ASPE

- **Miscellaneous**
 - Commitment to Ongoing Personal Training / Development
 - Other duties may be assigned

Requirements:

Strong Computer Skills in Microsoft Office Suite, Technical background in HVAC (Degree Preferred), Ability to Multi-Task, Strong Desire to Learn, Take on responsibility, Great People Skills, Detail Oriented.

Travel:

Local travel required within Mid-Michigan & Traverse City, MI area territory, 10% travel outside of sales territory. A valid driver's license is required.

If you have these skills and the desire to join a driven team, send resume to Human Resources at jobs@deppmann.com

March 2021

When you need to flex some serious muscle, bring out the big guns.



Edge
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JANUARY JOINT MEETING PHOTOS



We sold out tickets and had great attendance!



It was a great night for networking!

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Speakers Matt Gay and Jon Parradine joined us virtually to give their presentations



Special Thanks to ASHRAE Detroit Member Sonya Pouncey for organizing the speakers

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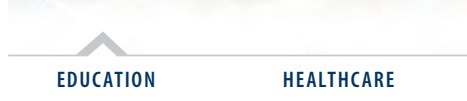
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ASPE Mentoring Program

The Women of ASPE are excited to introduce ASPE's new Mentoring Program!

This program, which is available to all members of the Society, has been designed to connect ASPE members who have a particular skill set (mentor) with individuals (mentee) who are searching to acquire the same skills to develop and make progress toward their personal and professional goals.

Who Is a Mentor?

A mentor is someone who can help the mentee develop skills for success and long-range career planning, is able to be a good listener, is willing to share experiences and views, is willing to commit time and effort, provides an "open door" to questions and problems, points out both strengths and opportunities for improvement, and has a vested interest in the growth and development of their mentee.

Benefits to the mentor:

- Satisfaction in helping someone mature, progress, and achieve goals
- Meeting and sharing experiences with other mentors
- Personal ongoing support to help the mentee succeed
- Personal fulfillment through contribution to the Society and the individual

Who Is a Mentee?

Having a mentor can contribute to a successful and satisfying career. Without a mentor, that learning occurs mostly through trial and error. With a mentor, even experienced professionals can benefit from the experiences and expertise of someone who has withstood the trial and can help the mentee avoid the mistakes. Similarly, those new to the industry will discover that being a mentee shortens the learning curve for acquiring the skills and knowledge most critical to a fruitful career.

Benefits to the mentee:

- Discover new talents about yourself
- Career satisfaction
- Expand your personal network
- Maximize your strengths

aspe.org/aspe-mentoring-program



Code Study and Development Group of Southeastern Michigan

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