

**Emerging Markets and Industry Trends
Breakout Sessions
March 30, 2006**

Using HVAC Certifications

Discussion of how certification can improve your business and how local partnerships can get certification recognition by owners, general contractors and local governments. Discussion of success stories and requirements for certification.

John Hamilton, CIAQP, ASHRAE, and CSI is currently working for the National Energy Management Institute as Chief Operating Officer of the Testing Adjusting and Balancing Bureau (TABB). He serves on the SMACNA/SMWIA TAB Taskforce, HVAC Technician Certification Committee, Commissioning Taskforce, and liaison on the International Certification Board (ICB) for TABB. John has given numerous IAQ seminars and presented many TAB seminars and workshops for AIA, ASHRAE, CSI, SMACNA and SMWIA.

Previously, he worked at the International Training Institute (ITI) as a Regional Coordinator, served as technical expert for the many of the current ITI training modules, including: Sound and Vibration, Piping Systems, Ventilation/IAQ, Pumps, Fans, Psychometrics, TABB home study course for Test and Balance, and the new ITI Testing Adjusting and Balancing Manual (out fall or 2002).

Cary Norberg is an HVAC Specialist with the International Training Institute (iTi). He is a Journeyman Sheet Metal Worker with an A.A.S. in Air Conditioning and Refrigeration Technology, a B.S. in Adult Education from the University of Wisconsin and a B.A. in Labor Studies/Labor Education from the National Labor College/University of Baltimore. Among his other pursuits and duties, Cary has been teaching apprentices for over 10 years and training Instructors for over 5 years.

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Roy Ringwood began his forty-three year career in the sheet metal industry by graduating from the apprenticeship program in 1966. While working with the tools, he was an instructor for the JATC and served on the Local 108 Executive Board for six years. He was elected Business Representative in June 1987 and, Recording Secretary in June 1993. In June, 1996 Roy was elected to the position of Business Manager/Financial Secretary Treasurer. When Local 102 and Local 108 were merged in November 2001, Roy was appointed as Business Manager/President to the newly chartered Local Union 105. In June, 2004 he won the election to continue with Local Union 105 as the Business Manager/President.

Roy was appointed to the SMWIA General Executive Council in June 2005 and is currently the Ninth General Vice President of the SMWIA. He also serves on numerous committees and trust funds including the SMACNA/SMWIA Joint Executive Board, Western States Council, the LA/OC Building Trades Executive Board, and he is the Co-Chairman of the International Certification Board. Roy and his wife, Diane have been married forty-one years and they have 4 sons. Two of his sons are sheet metal workers.

Ken Senteney is the Chairman of the Board/CEO of Superior Air Handling Corporation. Superior Air Handling Corporation, one of the leading sheet metal contractors in the United States, is committed to constructing projects on schedule, with quality workmanship and within budget.



TESTING, ADJUSTING AND BALANCING BUREAU
THE PROFESSIONAL'S CHOICE™

Partners & Progress
TABB Certification
John Hamilton



TABB HVAC Balancing Certification Program

- International Certification Board (ICB)
 - Sets certification requirements
 - Made up of industry leaders performing TAB work and training experts
- Contractor Certification
- Supervisor Certification
- Technician Certification



TABB Contractor Certification

- Employ one TABB certified supervisor
- Employ TABB certified technician(s)
- Has required TAB equipment/instruments
 - Certified to SMACNA standards
- Has all of the proper TAB manuals to perform quality balancing services
- Follows a customer satisfaction procedures



TABB Contractor Certification

- Has been doing quality TAB work for a minimum of 12 months
- Furnish 5 references from the engineering community
- Demonstrates a history of balancing that meets TABB standards



TABB Supervisor Certification

- Qualifications to take the exam
 - Degree in engineering and 4 years in HVAC,
 - **Or** Assoc. Degree in HVAC and 6 years in HVAC,
 - **Or** Hold a recognized technician certificate and 8 years experience in TAB



Technician Certification

- Pass a recognized TAB certification exam
- ITI certification written exam and practical exam
- 5 hour written exam
- 16 hour practical exam


Integrity Agreement

- All technicians must sign
- Revoked certification for
 - Falsification of reports
 - Misuse of the TABB logo



Quality Assurance Program

- Can ensure quality and integrity to customer
- Contractors are required meet TABB's strict standard and code of conduct
- Accuracy of data submitted is stood behind and is guaranteed
- Follow up procedure to provide a properly balance HVAC system if a problem arise from a TABB certified contractor



Quality Assurance
More than a warranty

- Balancing will meet TABB's standards
- Balancing reports will be provided by a TABB technician and reviewed by a TABB supervisor
- Reports will be accurate!
- Data will be valid for future reference



TABB Quality
Assurance Program
More than a warranty!

Benefits of TABB

- Strict code of conduct
 - For all Contractors, Supervisors, and Technicians
- Integrity clause
 - Desertification when not meeting TABB's integrity agreement
- License agreement
 - Signed and adhered to by all TABB certified technicians

Why TABB

- SMACNA's partnership
- Certifications in all areas of TAB work
- Code of Conduct
- license agreement
- Certified technicians
- ISO/ANSI process
- TABB is the **Professionals Choice** for all of your TAB needs!

TABB Promotion

Partnership with your TABB contractor

- Why do you send back reports?
- How can the TABB contractor be a benefit to your professional services?
- Really the TABB contractor can be your eyes and ears.



Marketing

Tradeshows include ASHRAE, AIA, CSI, SMWIA, SMACNA and more!





Building Commissioning:

2004

Developed a commissioning certification program, proficiency standards, etc.

2005

New commissioning certification program available 2005.



Emerging Markets:

Indoor Air Quality

Energy Management

Building Commissioning



Life Safety Systems Verification and Validation

2004

- Amazing discovery! Large percentage of fire dampers and stairwell pressurizations inspections are not being performed.
 - This situation puts firefighters at risk during an emergency.
 - TABB Technicians are in the position to carry out these inspections, if properly trained and certified to do so.



Moisture Management



2004

Survey currently being conducted to determine potential markets for moisture management and mold prevention.



2005



Keeping with the NEMI matrix, survey results will be presented to the NEMI Board for a go/no go decision for future development.



Sound & Vibration

2004

Sound and Vibration Certification Program Developed

2005

Rich Peppin of Scantek, has been signed to conduct sound and vibration classes in various locations throughout the year.

After completion of the class, a certification exam will be given. Those who pass the exam will be awarded a S&V Certification.



Thank You!



TESTING, ADJUSTING AND BALANCING BUREAU

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TABB Getting Recognized

John Hamilton
Partners in Progress
Vega 2006

TABB Marketing

Tradeshows include ASHRAE, AIA, CSI, SMWIA, SMACNA and more local events!



TABB getting into the specs

- Masterspec
- Building Systems (Design BSD)
- Specttext
- Many local firms

What is MASTERSPEC®?

A comprehensive, unbiased, master, guide specification with embedded options, alternatives, and specifier notes; plus specification guidance, electronic links to standards, manufacturers, references, and other resources; and checklists to coordinate drawings and specifications.



a r c o m

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TABB in the Specs (Over 800 to date)

- Growing Community of Engineers who list TABB in their specifications.
 - Intel Corporation
 - US Army Corps of Engineers
 - Michaud Cooley Erickson (MCE)
 - Martin County School Board
 - NYC School Authority
 - And many others!

Thank you

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Using Certifications

Roy Ringwood
Business Manager Local #105

Benefits to Local Unions

- Standards
- Match Training objects to certs.
- Journeyperson training
- ITI support
- NEMI support

JATC

- Meeting National Standards for Certification Programs
- Setting training criteria
- Training program can be evaluated
 - Every JATC so far has exceeded national exam passing averages
- Instructors goals
- Training curriculum

Benefits to Local Union Members

- What can the local do for me?
- Members can see the tangible efforts of the Local Union in certification programs offered
- New career paths
- See their investment into the local by being on the leading edge

Benefits from Certification Programs

- National Promotion
- National support material
- Seminars
- Show on the leading edge
- Industry support
- Controlling more market share of HVAC industry