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.

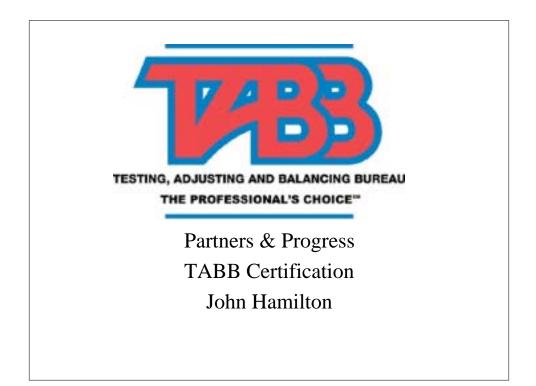
Emerging Markets and Industry Trends Breakout Sessions March 30, 2006

Using HVAC Certifications

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.

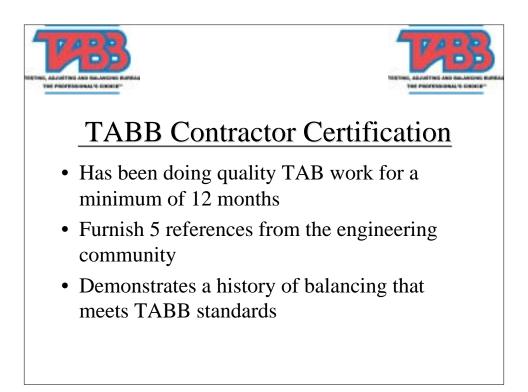
Roy was appointed to the SMWIA General Executive Council in June 2005 and is currently the Ninth General Vice President of the SMWIA. He also serves on numerous committees and trust funds including the SMACNA/SMWIA Joint Executive Board, Western States Council, the LA/OC Building Trades Executive Board, 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.







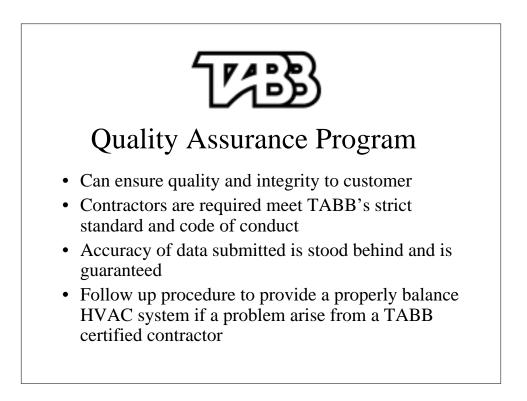


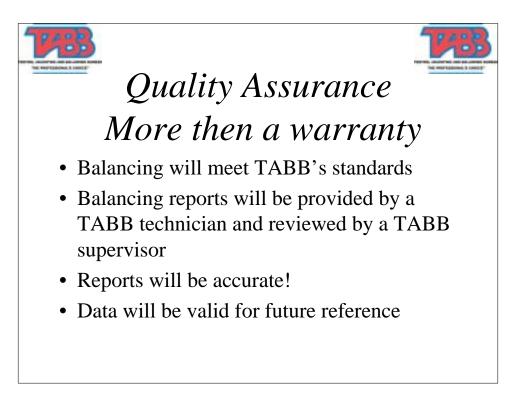


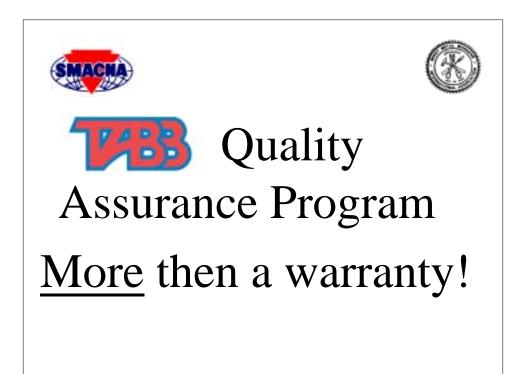


Integrity Agreement

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

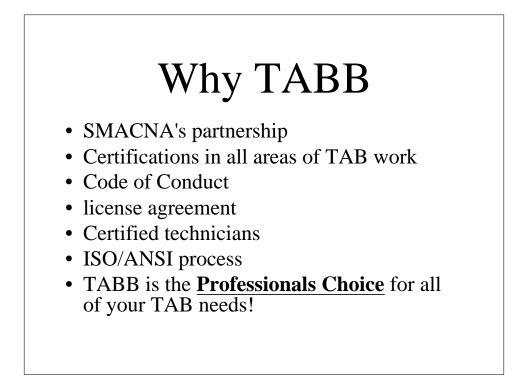






Benefits of TABB

- 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



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.





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





Moisture Management



2004

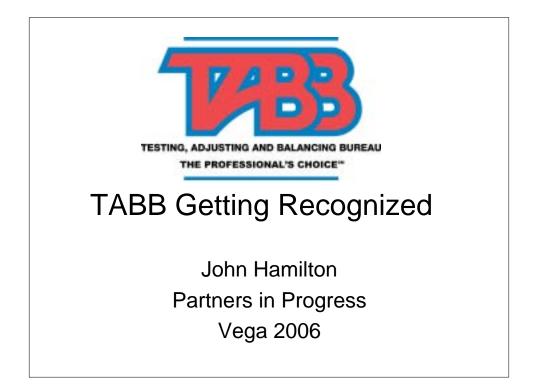
Survey currently being conducted to determine potential markets for moisture management and mold prevention.

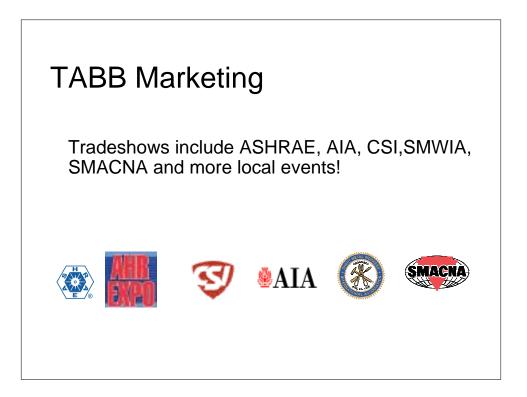
2005

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









TABB getting into the specs

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

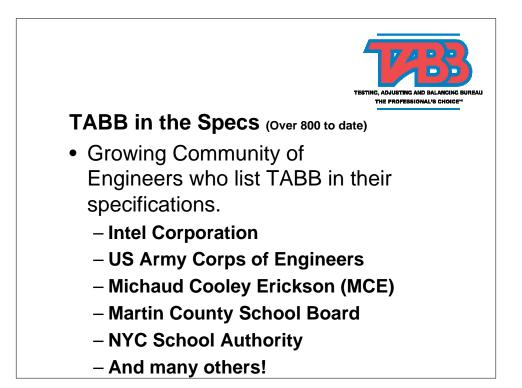
What is MASTERSPEC[®]?

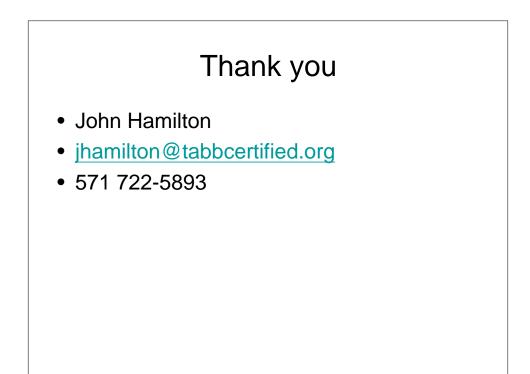
A comprehensive, unbiased, master, guide specification with embedded options, alternatives, and specifier notes; plus specification guidance, electronic links to standards, manufacturers, references, and other resources; and checklists to coordinate drawings and specifications.



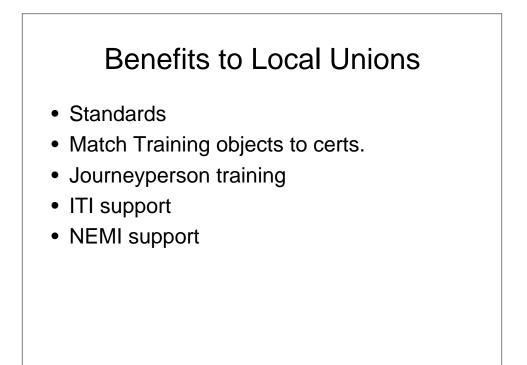
Exclusively published by ARCOM for the American Institute of Architects

Exclusively endorsed and peer reviewed by ACEC and NSPE



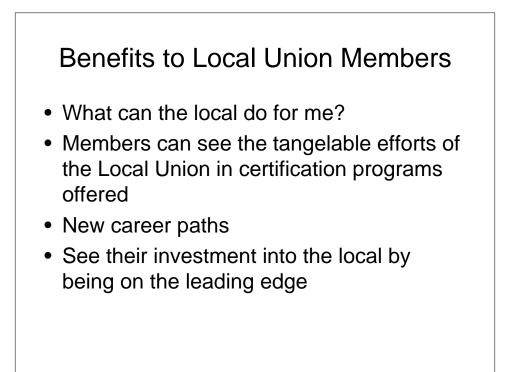






JATC

- 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 curriculium



Benefits from Certification Programs

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