



September 2018 Newsletter

Welcome to the September issue of the AFE Chapter 140 newsletter. It not only includes greetings from our President Steve Bellemore, but member meeting details and schedule, chapter board meeting schedule, information on our certification programs, who our sponsors are and a technical paper. Region 8 is hosting another CPMM review class in November and is taking applicants now for a CPS class in January. If you have a certain topic you would like to see covered, let us know. Please forward comments to either Steve Bellemore at steven.r.bellemore@baesystems.com, or Ed Gagnon at edgagnon78@gmail.com.

AFE Mission Statement:

The Association for Facilities Engineering (AFE) is a professional membership organization serving all professionals working in the built environment. We bring together professionals who ensure the optimal operation of high-rise commercial real estate, industrial plants, campuses of higher education, medical centers and (classified / non-classified) government facilities around the world. Established in 1915, AFE remains the leading technical education and credentialing resource for facilities management professionals. Each day we work to advance our mission to provide tools and resources to enhance the expertise and broaden the connections of facility management professionals worldwide.

Just as in social science, for AFE the term built environment refers to the surroundings people construct to provide settings for human activity and interaction, ranging in scale from buildings to parks and can often include their supporting infrastructure such as water supply and energy networks.

President's Message:

First, I would like to personally invite all members and guest members to join us for our exciting 2018 tours! I am excited to see what great tour this year will bring. It's always a great time socializing and networking with a wonderful group of professionals the ones in AFE chapter 140! We had several outstanding tours and we are very much looking forward to another

successful year in 2018. Association for Facilities Engineering is all about networking and learning as a group of professionals. I've always said "You get out what you put in" and I encourage all of you to attend as many of our monthly meetings as possible and to give your Board of Directors feedback about what you want to see in future tours and meetings. I ask you to please encourage the younger workforce and get them involved in the Chapter events! Even if it's just forwarding on our monthly newsletter so that they see what fun we are having. We need more youth to help take on some roles and responsibilities going forward. Facilities professionals are retiring everyday with not enough qualified people to back fill the spots. Thank you to everyone who supported and contributed to AFE Chapter 140 in 2017! Please see our website for a list of supporting companies. We are always looking for volunteers to become involved in the board and help plan events and tours. If you are interested, please let one of the Board Members know at the next meeting.

I look forward to seeing all of you at our next meeting!

Steve Bellemore, CPMM
AFE Chapter 140 President
603-494-1687
steven.r.bellemore@baesystems.com

Upcoming Meeting:



September 26th - tour of BAE Systems Spit Brook Road expanded manufacturing capacity and chiller plant. BAE Systems has spent tens of millions of dollars in NH over the last two years expanding their production capacity. This is an opportunity to see what is happening with one of New Hampshire's largest employers and one of the largest defense contractors in the world.

Registration will be cut off the week prior to the tour in order to provide BAE Systems with all the names of those who will be on the tour, as required by their Security Department. Be sure and sign up early.



October 24th – tour of Southern NH Hospital and their new chiller plant. Watch for upcoming meeting notices with more information.

Details and registration – visit our website www.afechapter140.org.

Past Tour/meeting:

August 22nd had us at the Fisher Cats for a double header against the Portland Sea Dogs.

Upcoming Chapter 140 events:

Board meeting schedule.

All chapter 140 members are welcome to attend any board meeting.

Meetings will be held at the new Electronics for Imaging facility at 12 Innovation Way in Londonderry, just off Pettengill Rd near the airport. Meetings start at 5:30. Board meeting dates as follows:

9-5-18

10-3-18

11-7-18

12-5-18

Member meetings schedule.

Member meetings are typically held on the 4th Wednesday of every month.

September 26th - Tour of the 65 Spit Brook Road facility of BAE Systems in Nashua

October 24nd – Tour of Southern NH Hospital in Nashua

November/December – Member social date TBD

January 23rd, 2019 – Tour of Pat's Peak ski mountain operations in Henniker

If you have places of interest, or wish to host a tour of your facility, please contact any of the board members for chapter 140.

Other events:



NE NorthEast Electrical **20 YEARS**
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**Join us at the
Cisco Brewery for our
Northern Tradeshow!**

Thursday, Sept 20th, 2018
4:00 pm - 8:00 pm

REGISTER NOW >

**1 Redhook Way
Portsmouth, NH
03801**

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Solar Open House – Webster, NH

September 15

10 AM

Gale Residence
682 Whiteplains Road
Webster, NH



Learn how to put the power of the sun to work for you! Join us as we lead a tour of a solar-powered home that received the first runner-up placement for the 2017 NH Zero energy challenge, and learn how to transition your home or business from fossil fuels to clean, solar energy.

Stop by at 10 AM on Saturday, September 15th to experience the solar-powered, clean energy lifestyle! Solar technology costs have dropped by more than 75% over the past 10 years, making solar energy an affordable investment opportunity. One of ReVision Energy's solar design professionals will also be available to discuss current trends, how solar energy works, and how you can make the exciting transition to 100% clean power.

RSVP below as space is limited.

Experience: Solar at "Sanctuary" – Raymond, NH

September 22

11 AM - 1 PM

129 Harriman Hill Road
Raymond, NH



Breathe in the wonders of nature with [The \(W\)hole Point Institute, LLC \(WPI\)](#), located at “Sanctuary”. ReVision Energy, the Solar Pioneers of New England, and WPI are leading the way into the future – caring for our Global Home.

Now solar powered – **both Solar Hot Water AND Solar Electricity** – The Institute is successfully tending to our planet by working with ReVision. Come and experience a Solar Tour, a “Sanctuary” Land Tour, a Q&A with us, and meet other resourceful community members, who care about our world in tangible ways. We’re all in this together. Help yourself and help the planet!

Learn about:

- Solar Power for home and business
- Solar Powered cars (take one for a test drive)
- Renewing your personal energy through meditative walks and nature’s embrace

The (W)hole Point Institute is located on 65 acres called “Sanctuary”. This land is dedicated to renewal, awakening, transformation, and healing of people and the global community.

Enjoy this land via two tours, while learning about how solar technology costs have dropped by more than 75% over the past 10 years, making solar energy an affordable investment opportunity. ReVision has empowered the Chadwick’s home, and both of their home businesses to become Solar stars; The Chadwick’s electric bill went from approximately \$200/month to \$12!

Solar Social Hour & Tour – Keene, NH

October 13

Noon - 2 PM

Chalice Residence
25 Beech St.
Keene, NH



Learn how to put the power of the sun to work for you! Join us as we lead a tour of the Chalice solar-powered home, and learn how to transition your home or business from fossil fuels to clean, solar energy.

Stop by at Noon on Saturday, October 13th to experience the solar-powered, clean energy lifestyle! Solar technology costs have dropped by more than 75% over the past 10 years, making solar energy an affordable investment opportunity. One of ReVision Energy's solar design professionals will also be available to discuss current trends, how solar energy works, and how you can make the exciting transition to 100% clean power.

Granite State Chapter of ASHRAE Meeting Notice September 20th, 2018

Just a quick note that we will be hosting our annual Granite State ASHRAE Golf Tournament on Thursday September 20 at the Candia Woods Golf Links located at [313 South Road](#) in Candia.

As you may be aware, the annual gold tournament is a major fund raiser for the local ASHRAE chapter and we would appreciate your support. There will be corporate sponsorship opportunities, team sponsorships, as well as individual sponsorship opportunities even if you choose not to play. So please take a moment to make a note of the day and time, and plan to participate in this years event. It's a great opportunity to support your local ASHRAE chapter while having some fun with your colleagues and friends. Proceeds from this event support the ASHRAE Research Promotion efforts as well as the ASHRAE Scholarship Program.

We will be reaching out again over the summer to provide more details, but for now, please just "Save the Date" of Thursday September 20 for a day of fun with us at the Candia Woods Golf Links.

Our Sponsors:



Companies wishing to place an ad in our newsletters good for 1 year for a price of \$200, or by sponsoring a chapter meeting. Contact any board member for details on where to send a check and your company logo in jpg format.

Region 8 events:

Region 8 CPMM Review Course November 2018

Instructor: Ed Gagnon CPE, CPMM, CPS

Certified Professional Maintenance Manager, (CPMM)

Review Course – November 7th - 9th, 2018

We will conduct the AFE Certified Professional Maintenance Manager course in Two 8-hour review classes covering the entire CPMM Review Pack. On the third day, there will be a 1-hour tutorial-exam preparation followed by a 4-hour open book exam based entirely on the CPMM Review Pack. The exam is a 200-question test, with 100 multiple choice and 100 true or false. A 70% score is needed in order to pass the examination.

The course covers the following:

1. Preventive Maintenance and Reliability Centered Maintenance, (RCM)
2. Predictive Maintenance, (infrared, Ultrasonic, Vibration & Chemical Analysis)
3. Work Flow-Planning and Scheduling, Safety and Inventory Control Strategies
4. Computerized Maintenance Management Systems, (CMMS)
5. Return on Investment, (ROI) & Life Cycle Cost, (LCC)
6. Indoor Air Quality, (IAQ) Documentation & Total Productive Maintenance, (TPM)

You will have all the necessary materials and opportunities to ask questions. Upon successful completion you will join the ranks of AFE's fastest-growing certification program as a CPMM.

Review Class will be held Wednesday, November 7th through Thursday, November 8th @ 8:00AM –5PM.

The exam is on Friday, November 9th from 9:00 AM-1:00 PM with a tutorial 8:00AM- 9:00AM

When: Wednesday, November 7, 2018, 8:00 AM until Friday, November 9, 2018, 1:00 PM

Where: Reservoir Place – Padanaram Room

1601 Trapelo Road

Waltham, MA 02451

Contact: Ed Gagnon @ edgagnon78@gmail.com for class information.

Registration is required. Contact Gaby for registration and payment.

Gabriella (Gaby) Rodriguez

Manager, Operations

571-395-8772

grodriguez@afe.org

Payment in Advance Only

AFE-Member - \$995.00

AFE-Non-Member - \$1,395.00

Region 8 CPS Review Course January 2019

Instructor: Ed Gagnon CPE, CPMM, CPS

Certified Professional Supervisor, (CPS)

Review Course – January 16th, 17th & 18th, 2019

We will conduct the AFE Certified Professional Supervisor course in two 8-hour review classes covering the entire CPS Review Pack. On the third day, there will be a 1-hour tutorial-exam preparation followed by a 2-hour open book exam based entirely on the CPS Review Pack. The exam is a 100-question test, with 50 multiple choice and 50 true or false. A 70% score is needed in order to pass the examination.

The course covers the following:

1. Role of Supervisor
2. Industrial Workplace and Safety
3. Communication Skills
4. Business and Industrial Law
5. Interpersonal Skills
6. Interviewing and Hiring
7. Introduction to Finance and Budgeting
8. Conflict Resolution
9. Leadership and Motivation
10. Time Management and Planning
11. Problem Solving and Team Building

You will have all the necessary materials and opportunities to ask questions. Upon successful completion you will join the ranks of AFE's fastest-growing certification program as a CPS.

Review Class is tentative Wednesday, January 16th through Thursday, January 17th @ 8:00AM –5PM.

The exam is on Friday, January 18th from 9:00 AM-11:00 AM with a tutorial 8:00AM- 9:00AM

When: Wednesday, January 16th, 8:00 AM until Friday, January 18, 2019, 11:00 AM

Where: Reservoir Place – Padanaram Room, 1601 Trapelo Road Waltham, MA 02451 TBD

Contact: Ed Gagnon @ edgagnon78@gmail.com for class information.

Registration is required. Contact Gaby for registration and payment.

Gabriella (Gaby) Rodriguez

Manager, Operations

571-395-8772

grodriguez@afe.org

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AFE-Member - \$995.00

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Region 8 board meeting:

The next AFE Region 8 Board Meeting is tentatively scheduled for September 10, 2018 at the Westford Regency Conference Center at 219 Littleton Road, Westford, MA. The meeting will run from 4:30 to 7:00 PM. All AFE members are welcome to attend these board meetings. Interested members are asked to send an email to Alan Ouellette, Region 8 VP, at aouellet@filtersales.com, or to Ed Gagnon for headcount purposes.

Other Region 8 news:

Region 8 is now also getting requests to present topics of the CPMM program to facilities personnel in private companies and public institutions. We are limiting the presentations to only one or two topics. The presentations do NOT count towards a CPMM certification, but CEU's will be given for the presentation time. Each topic will encompass about one hour of presentation time. An example of this new service is we are presently working with a public institution to go over the Safety and Documents sections of the CPMM program with emphasis on the legal liabilities for facilities professionals in safety response and compliance documentation. Presentations are done by AFE authorized CPMM instructor Ed Gagnon. Contact Ed Gagnon at edgagnon78@gmail.com if you are interested in more information.

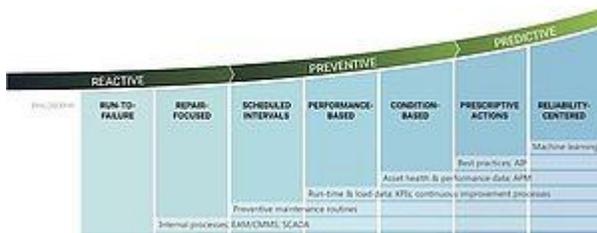
Technical Paper:

Reprinted with permission from Plant Engineering Magazine August 2018

How to manage IoT implementations

Evaluating the current state of the organization is key to understanding where and how to start implementing an Internet of Things (IoT) solution.

Nicole Dyess, Motors@Work
07/03/2018



Because the Internet of Things (IoT) can transform some existing business processes, it is best to take a change management approach to all IoT projects big and small. Working with small projects allows practice for the larger projects that are more complex. A change management approach also helps unearth and address concerns, such as cost, privacy, and/or cybersecurity.

The preferred change-management approach has six stages:

1. Establish the need to change
2. Create a coalition
3. Develop a plan
4. Communicate, communicate, communicate
5. Celebrate wins early and often
6. Reinforce changes.

What's the best place to start with IoT?

Most organizations have already implemented technologies such as instrumentation, supervisory control and data acquisition (SCADA), and enterprise asset management (EAM) or computerized maintenance management systems (CMMS) to provide near-real-time visibility of their processes and operations. What's the most cost-effective way to add IoT to this mix?

The answer depends upon two things: 1) the urgency of the need to adopt IoT; and 2) the organization's technology maturity.

The first element of change management involves identifying a problem and establishing the need to adopt a change. The bigger and more painful the problem, the need to change becomes and the more persuasive the vision for how IoT will address the problem will be.

To identify a problem statement, ask the following questions:

- How will the IoT affect your industry?
- What are industry peers and leaders doing?
- How can the IoT take existing technology investments and business processes to the next level?

The first question helps identify and prepare for future threats; the second focuses on gaining or retaining competitiveness. Helpful resources include consulting firms' industry-specific analyses and IoT solution providers' case studies; and research.

The third question—how the IoT can take an organization to the next level—seeks to uncover pain points such as process inefficiencies where IoT presents an opportunity for a quick return on investment (ROI). The answer here generally relates to the organization's technology maturity.

Technology maturity

Depending on the organization's technology maturity, there may be some logical next steps for IoT adoption. These steps leverage existing technologies to implement more integrated, IoT-driven business processes. To define "technology maturity" let's take an example focusing on the maintenance and reliability side of the organization on a curve.

Where does your organization fall on this curve?

If the organization is at the low end of the curve, with few formalized business processes and basic, if any, work management technology in place, jumping straight to a predictive approach will cost a lot of money. While companies may envision a future where the business is firmly in the predictive camp, think of IoT investments like climbing a staircase: rather than leaping to the top, take a series of small, discrete, and cost-effective steps.

First, put internal work management processes in place, aided by technology, such as a CMMS or EAM; these processes and systems will help better manage work and identify problem assets. Next, as identify work processes and issues are recognized, preventive maintenance tasks can be added. These are vital steps to take to start implementing a successful IoT solution.

Nicole Dyess is the director of client solutions at [Motors@Work](#), a CFE Media content partner.

Links:

AFE National website: www.afe.org

AFE Region 8 website: <https://afe8.wordpress.com>

AFE Chapter 140: <http://www.afechapter140.org>