

Minutes of Meeting

LONG-RANGE PLANNING/DUES COMMITTEE

Heat Exchange Institute

SHERATON GRAND LOS CABOS

Los Cabos, Mexico

SUNDAY, March 18, 2018

ROLL CALL

The meeting was called to order with the following in attendance:

Those Present

M. Garbarino	- BFS Industries
M. Koontz	- Kansas City Deaerator
R. Nadig	- Maarky Thermal

Also Present

C. Addington	- HEI/Thomas Associates, Inc.
P. Britton	- HEI/Thomas Associates, Inc.

ANTITRUST REMINDER

Staff reviewed the antitrust guidelines.

APPROVAL OF PREVIOUS MINUTES

With no quorum present, minutes were not reviewed.

FINANCES

The Committee discussed the 2017 year-end audit, circulated via HEI Bulletin No. 012-18. The 2017 audit will be approved during the Executive Committee meeting.

Staff reminded committee that the first quarter financial statement is not yet available, but will be circulated once available.

MEMBERSHIP

Staff provided the following report of membership:

- 23 Full Members, noting the resignation of Vooner FloGard
- 2 Associate Members

The Committee briefly discussed developing two new Sections, one for expansion joints and the other for cathodic protection. Via email, staff will ask for recommendations of companies to invite. The Committee recommended that the Air Cooled Condenser Section submit contact information for expansion joint manufacturers.

The Joint Technical Committee recommended a new membership brochure be developed. Staff will develop a draft and circulate to the Long Range Planning Committee for feedback.

### NOMINATING COMMITTEE

Staff noted that with the resignation of Vooner FloGard, Danny McDonald is no longer eligible to serve as Immediate Past President. The Executive Committee will vote on the following slate of officers:

- Rob Petrick - President
- Ranga Nadig – Vice President

### HEI STANDARDS

The Committee briefly reviewed the following publication printing schedule:

- Standards for Gasketed Plate Heat Exchangers – 2<sup>nd</sup> Edition 2019
- Standards for Direct Contact Barometric & Low Level Condensers – 10<sup>th</sup> Edition 2019
- Standards for Closed Feedwater Heaters – 10<sup>th</sup> Edition 2020
- Standards for Air Cooled Condenser - 3<sup>rd</sup> Edition 2021
- Performance Standard for Liquid Ring Vacuum Pumps & Compressors - 6<sup>th</sup> Edition 2021
- Standards & Typical Specifications for Tray-Type Deaerators - 11<sup>th</sup> Edition 2021
- Standards for Steam Jet Vacuum Systems - 8<sup>th</sup> Edition 2022 (7<sup>th</sup> Edition R. 2017) (Addendum 1 - Standards for Steam Jet Vacuum Systems 7<sup>th</sup> Edition)
- Standards for Steam Surface Condensers - 13<sup>th</sup> Edition 2022
- Standards for Shell & Tube Heat Exchangers - 6<sup>th</sup> Edition 2023 (R. 2018)

Discussion ensued regarding further exploration of the sales of the deaerator standard at a lower price point. Sales history data will be shared with the Deaerator section and all sales history will be discussed with the full LRP/Dues committee in a conference call.

The price for all HEI standards was reset to \$450 each (non-member) / \$225 each (member) with the launch of the new HEI Publication Store, that was developed and currently hosted with Techstreet.

### MARKETING

Staff shared final version of a marketing flyer to promote standards. Template will be populated by staff for each standard and sent to each section for review. Staff will review the policies and guidelines on how company recognition in standards and use that for the marketing of the standard. Staff will also email previous purchasers of standards to indicate launch of HEI Publication Store and latest standards when available.

### POTENTIAL PARTNERSHIP WITH IHS

IHS reached out with a proposal sell HEI standards. The non-exclusive agreement HEI has with TechStreet allows HEI to sell standards through other partnerships. Partnering with IHS should increase revenue/sales of standards. The Committee is recommending that the Executive Committee approve a partnership with IHS.

### HEI LIFETIME ACHIEVEMENT AWARD

Staff noted a process and criteria has been developed for a HEI lifetime achievement award. The information will be reviewed with the entire membership.

### STATISTICS

Not all sections currently submit statistical information. The item has been added to each Section's agenda for discussion.

### CONTINUING EDUCATION PROGRAM

Per the recommendation of the LRP/Dues Committee at the fall meeting, staff researched becoming a Continuing Educational Unit (CEU) provider. Staff reported that the process appears straightforward but would require further investigation and discussion before a recommendation can be made to the Committee.

### NEXT MEETING

The next meeting of the Long-Range Planning Dues Committee will be held in conjunction with the next meeting of the Institute, on Sunday, October 14, 2018 at the Omni Chicago Hotel, Chicago, Illinois.

### ADJOURNMENT

There being no further business to come before the Committee at that time, the meeting was adjourned.

Respectfully submitted,

THOMAS ASSOCIATES, INC.

(These minutes were reviewed by Legal Counsel prior to circulation.)

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05/01/18