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The mid-year ICE Group Board of Directors meeting which was held in Covington, Louisiana in May offered the opportunity to look back at the Group’s accomplishments of the past 5 years and to look forward to visualize what we felt would be of primary importance over the next 5 years.

We discussed strategies to compete against equipment manufacturers, both in business and technically and how that is ever changing. We felt a clear need to improve our industry’s image, and to attract new talent into our companies who develop a passion for their work. Improved ways to store, retrieve and share knowledge are of the utmost importance. A handful of years ago, the Internet of Things and Big Data were not known. Today we know them better every day. And there’s selling and executing good work…and making happy customers.

We will strive to provide meaningful incorporation of these types of topics - in addition to our technical agenda - into ICE Group’s wheelhouse. Our upcoming Tampa meeting will have breakout sessions covering both Technical and Business subjects. Those who live in the technical, sales, and business arena will benefit from attendance.

In addition to the Board of Directors, the ICE Group is operated by Committees. These Committees carry out the mission of the Group, as well as functional housekeeping items. Some of the current committee activities are discussed herein. Current members wanting to become more involved in the group’s activities are encouraged to investigate participating on one or more of our committees.

While the meeting agenda provides significant and meaningful information, it is the interaction and sharing of experiences among ICE Group members that guarantees ongoing assistance and friendships for the future.

We hope to see you in Tampa in September. If your business and management people are not regularly attending, please encourage their participation.

2018 ICE Group Annual Meeting– Bill Flynn & Bob Wilken

This year’s Annual ICE Group Meeting is lining up to be our best meeting ever! First, our meeting is at an awesome location on the water at the Tampa Waterside Marriott Hotel & Marina. Our Wednesday night reception will be in the Grand Hall Foyer overlooking the water and our Thursday night dinner will be onboard our own private yacht, the Starship. More importantly, we will have a new education session format that includes: 1) our traditional technical sessions; 2) new products, technologies, & markets; and 3) business practice sessions. Below is a preliminary list of educational sessions that our team is vetting for our upcoming September 12-14, 2018 meeting. With this list we realize that we may not be able to fit them all in, so if there is a particular topic that you want to make sure makes the agenda, please email Scott Tracy at rstracy@chillersystemsservice.com. And, if you have ideas for meeting content, please let Scott know that as well! See page 3 for more information on our agenda!
2018 ICE Group Annual Meeting—(Cont.)

TECHNICAL SESSIONS
Turbocor VVT conversion and product updates by Rob Bottimore & Brian Selph
EPA Rule Changes & Refrigerant Conversion Options by United Refrigeration
Safety & Rigging by Debra Kuempel
York YT Upgrades (MCS & VFD) by Marty Gilliam

NEW PRODUCTS, TECHNOLOGIES, & MARKETS
Presentation on 19DV and 23XRM by Carrier
Special offer to ICE Group members by Johnson Controls
New products presentation by Milwaukee Tool (Platinum Sponsor)
Products presentation by Summit Refrigerants (Platinum Sponsor)
Alternative for Chemical Treatment for Cooling Towers
Newest bearing technology by SKF
Inductive Absorbers by CoolBLUE
Daikin new products presentation by Al Ward

BUSINESS PRACTICE SESSIONS
Recruiting Best Practices
Internet-Of-Things/Big Data (3rd Party Brokers vs. OEM’s)
Building a Best-of-Class Sales Team by Bill Flynn
Selecting a Software (ERP) package by Steve Smith
ICE Group Innovative Project Awards by John Bevington

This Year’s Sponsors
Milwaukee Tool—Platinum
Summit Refrigerants—Platinum
Augury
Bitzer US, Inc.
Carrier Corp
Daikin Applied Americas
Elliott Tool Technologies
EnergyPrint
Financial Risk Solutions, Inc.
Micro Control Systems
Rapid Recovery
Reftec International Systems, LLC
Smardt Inc.
United Refrigeration Inc.

The 2018 Independent Contractor Exchange (ICE Group) Annual Meeting will be held September 12-14, 2018 at the Tampa Waterside Marriott Hotel & Marina, 700 South Florida Ave, Tampa, Florida. To register for both meeting and hotel, click here.

Important registration deadlines:
Registration fees increase by $100 starting August 2, 2018
Hotel registration cutoff date is August 22, 2018.
Registration website closes September 1, 2018 at noon.

Hotel rooms SOLD OUT at the 2017 St. Louis meeting so please register early!
Membership Committee – John Bevington

ICE Group membership consists of approximately 60 high quality companies spread across the US and in the Middle East.

We welcome as our newest member, HB Mechanical Services, Houston, TX. They provide a wide array of chilled water plant and associated services to facilities primarily in the healthcare and hospitality arena. We are pleased to add them to our roster!

Website Committee – Scott Royer

The website committee is working with the technical committee to create a technical documents repository accessible from the member’s only page of the website. We are currently evaluating platforms for this project for security, download ability, and volume capacity. This capability for ICE Group members would enhance our use of the website and make it more functional for the organization. We already have access to the List Serve Archives of technical discussions by our group members. Combined with access to technical documents is really a one two punch for our members to support their efforts by increasing their knowledge to better serve their customers. We will keep you posted on the progress. Thanks for your support!

Vendor Relations Committee – Jeff Souza, Steve Smith, Bob Wilken

The Vendor Relations Committee (formally Strategic Partners) has been meeting regularly and evaluating how the ICE Group engages with the vendors that regularly support the group. We are moving to more of a Vendor Relations Committee with the goal of ensuring that we nurture and sustain our current vendor partners, acknowledge their participation and support, and work to invite new vendors to the meetings that have something to offer to the group. For example, at this year’s meeting we will be awarding our vendors who have sponsored our first five meetings. We will also be working to invite at least one of the big OEMs as a guest speaker each year. The Strategic Partner Committee will work with the Technical Committee on which OEM as well as guidance on what topics the members would like to hear such as new chillers, refrigerant updates, new technology, etc. The goal is to make it a no strings attached invitation with the opportunity for the OEMs to present to the ICE members. The intent is to engage the OEMs without asking for any type of special treatment, give the OEMs an opportunity to learn what we are all about, and just develop good working relationships. Look to see Carrier at this year’s meeting with thanks to Bryan Strode for arranging their participation.
Emerging Technology Committee- Jeff Souza- Chair, John Claybourn, Don Newell, Daniel Shephard, Kelly Small

Over the past six months the Emerging Technology Committee has reviewed four different technologies and has attended two webinars with the manufacturers to learn more about their products. A couple of the products we felt were not a good fit, while another company Software Motor Corporation shows a lot of promise and we will continue to monitor their progress. They are in the process of developing some larger horsepower motors that may be a good fit for our members. We recently attended a Webinar with Flozone, a non-chemical water treatment system that is interesting. This committee as well as several members of the Technical Committee who attended the webinar will be circling back and discussing whether we want to continue the dialog with this vendor. More to follow in the future on Flozone.

As a reminder, the purpose of the Emerging Technology Committee is to assist our member companies to evaluate new technology before investing a lot of time and resources. When one of our members identifies a new product or service through a trade magazine, direct contact with a member company, direct contact with the ICE Group BOD, etc. and would like to have assistance and a formal process for evaluation, the Emerging Technology Committee will research the product or service and if it warrants further evaluation, we will work with 2-3 interested companies and run a pilot with the product and report all results back to our ICE Group members. If you have a product or service that you would like assistance with evaluating and want to share with your ICE Group Members, please contact someone on the committee listed above.

Augury Vibration Analysis Webinar

The Strategic Partners Committee will be sponsoring a webinar with Augury Inc. this coming August. Augury is one of our vendor sponsors and we want to give them an opportunity to review their technology with our members. Augury brings internet age technologies into the maintenance world and combines them with gold standard practices of predictive maintenance. Ideal for manufacturing, commercial, industrial, and almost any type of building, their platform enables service companies to deploy quick, cost efficient and scalable predictive maintenance strategies that reduce environmental impact, energy usage, and operational costs.

They teamed up with certified Vibration Analysis experts with machine learning algorithms experts in order to build the mechanical diagnostics platform of the internet of things.

Look for the webinar invite which will be
ICE Group Innovative Project Award Nominations

At the May ICE Group BOD meeting, the board discussed an annual award for chiller related projects. We believe this will be a great way to highlight one of our member companies and provide an interesting topic at the annual meeting. There is no minimum or maximum value for submitted projects, it can be a new installation, retrofit, or even a unique repair project. We are looking for projects that have been completed between September 1, 2017 and July 31, 2018. All nominations will be publicized at the Annual Meeting. Winner (s) will be selected by the ICE Group Judging Committee. Winner (s) will be presented a plaque and make a 5-10 minute presentation to the group at the Annual Meeting. Some of the criteria for the nominations are listed below.

- Building Use such as mission critical, commercial office, hospital/medical facility, manufacturing, etc.
- Describe the clients overall problem: lost productivity, high owning and operating cost, personal impact.
- Unique challenges during sales and project acquisition such as positioning Design Build or Alternate to specifications, unusual application, layers of decision making to navigate, etc.
- Solution: How you solved the customers problem
- Unique challenges operationally: Rigging, minimizing downtime, physical building design, equipment location, etc.
- Significance of the sale to your company: Position for future work or increased customer engagement

The attached link [ICE Group Project Award Nomination](#) will take you to the nomination form. The link will also be sent out via email to the ICE Group email list serve.