

NARSA Conference Covers Wide Range of Opportunities for Heavy Duty Heat Exchange



INNOVATION • KNOWLEDGE • OPPORTUNITIES

2017 NARSA
HEAVY DUTY Heating & Cooling Conference

Issues and answers in the world of maintenance and repair for thermal management for transportation, construction, power generation, facilities management and industrial maintenance.
For technical and business leaders, owners, managers and key service, management, and sales personnel.

The banner features a large yellow Caterpillar 206 haul truck in a quarry setting. To the right, there are three smaller inset images: a white truck on a road, an industrial facility with blue structures, and a close-up of a radiator or heat exchanger component.

BUFFALO, NY – Engine and engine cooling plant tours, chillers, coils, tube and shell, aluminum heat exchange technology all will be covered at the

[2017 NARSA](#)

[Heavy Duty Heating and Cooling Conference](#)

here at the Embassy Suites hotel September 21 to 23. The 2017 NARSA HD Heating and Cooling Conference September 21 to 23 has been fine tuned to provide more networking time and a more relaxed schedule.

Thursday, September 21 Tours

The group will travel to Jamestown to tour the Cummins Engine Plant and the TitanX Engine Cooling Plant. For spouses and guests who may not want to take the industry tours, there will also be a group sight-seeing tour to Niagara Region attractions.

[TitanX Engine Cooling](#) will open its world-class production facility to provide a peak into the world of engine cooling product production. Included in the tour will be a special technical program entitled *What Does Durability Testing Tell the Radiator Shop?* The scope of this technical session is to show the radiator shop technician how the results from durability testing – pressure cycle, thermal cycle & vibration – can help them to better identify the root cause of a customer’s failed radiator or CAC. Just replacing a failed unit with a new one will certainly ‘fix’ the immediate problem.

But what if the failure was a result of vibration inputs caused from a worn out isolator? By looking at what elements fail in a bench test, it can help guide the technician in identifying the 'real' problem and not only sell a new heat exchanger but also allow them the opportunity to fix and bill for additional work.

[The Cummins Engine](#) plant is one of the largest production facilities of its type in the world. Cummins builds more than 400 engines per day here. Thousands of different engine configurations are built. Engine families include ISX 15, ISX12, and the ISM. These engines are used in numerous applications including: line-haul trucks, RVs, vocational trucks, off-highway, construction, agriculture and marine. More than 1,500 people are employed at the 1 million sq. ft. facility.

To provide a less stressing Thursday, the table top reception has been moved to Friday. The 2017 The NARSA HD Heating and Cooling Conference has been fine tuned to provide more networking time and a more relaxed schedule. Thursday activities begin when the buses leave the hotel at 8:00 a.m. and the formal schedule will conclude by 4 p.m. when buses return to the Embassy Suites Buffalo. This will take the pressure off and allow members and guests to network and enjoy the city.

Friday, September 22 Sessions and Table Tops

Friday morning features educational sessions at the hotel, a luncheon, and more afternoon sessions.

Sessions will be on tube and shell, chillers and coils, aluminum cores, and fin technology. A highlight will be rare insight in the market and market dynamics with *TitanX's View of the IAM Market*. In this session, [TitanX](#)

uses input from several IAM market specialists as well as their own experience to provide an overview of a somewhat complex arena. We will be discussing areas including why does an end-user buy what he/she does and from whom?

Included in the presentation will be identifying the various levels of the IAM value stream; what share of the aftermarket goes to the OEM's service organizations versus the traditional WD, etc.

From the data we can also draw some conclusions on where the IAM market may be in 5-10 years. The table-top reception will take place on Friday from 4:30 to 6:30 p.m. and will feature displays of HD products, tools and services as well as food and refreshments.

Saturday, September 23 Certificate Programs

Certificate programs and testing will take place on Saturday morning.

The Conference Hotel is the Embassy Suites Buffalo and room rates are \$142 per night plus taxes. Valet parking is available for \$12 per night. Breakfast is served daily from 6a.m. - 9:30a.m. Monday through Friday and Saturday and Sunday from 7a.m. -10:30 a.m. includes scrambled eggs, bacon, sausage, fruit, cold and hot cereal, made to order omelets, French toast, pastries, Danish, muffins, bagels and beverages

Hotel Guest Reception is from 5:30pm-7:30pm every day, complimentary drinks and light snacks. All rooms are suites, with sleeper sofas with either two queen beds or king.

[To register, click here.](#)