As I write this message we have had to cancel the Certified Energy Manager (CEM) course that we had scheduled for June due to a conflict in schedule with the room that we had reserved. We are currently looking at the 2nd week of August to hold the class in Austin. We apologize for any inconveniences that this change has created.

We are constantly providing exciting programs at our monthly meetings that are directed at improving our knowledge in the energy conservation arena. The March Presentation was title: "From Baselines to the Bottom Line: Why Most Energy Projects Are Never Approved". Noesis’ 2013 Project Survey revealed that only about 25% of proposed energy projects actually get approved. It focused on why building owners are hesitant to commit to efficiency improvements, even when the project has compelling economics. They addressed the concerns of facility stakeholders through simplicity, trust, and financing solutions. Today we have the most modern tools available to solve the difficult solutions, but are we always communicating with all of the parties involved in the project successfully. Unfortunately, "Engineers" is not a universal language that is easily understood by all.

Are we on target or have we lost our audience. Our monthly program, on May 27th, is on the “Human Dynamics in an Engineering World". Our speaker has spent a professional lifetime studying and learning by his mistakes, the valuable lessons of Human Behavior. He is here to assist us with these valuable lessons so that we may be more successful in our daily communications. I am looking forward to this presentation to increase my value added in interfacing with others.

We have submitted 2 names to the National Office for AEE Scholarships to be awarded in August. They are: M.A. Moonem who is a Ph.D. at UT San Antonio for the Al Thuman award of $2,000 and Mohsen Babazedeh who is a Ph.D. at UT Austin for the Konstantin Lobodovsky award of $1,000. They are both strong candidates. We must now patiently wait until August to find out the results.

Please send me any suggestions that you may have for future programs and /or tours of company facilities that you may have.

See you at the meeting on May 27th and have a great month.

Thanks for supporting AEE.

Bill
William Wassberg
Chapter President
May Speaker

Charles W. Wassberg, CIC  
Senior Vice President, Retired  
Central Insurance Companies

Chuck Wassberg is a 1970 graduate of Michigan State University with a bachelor’s degree in Risk Management and Insurance. Chuck spent his entire career with Central Insurance Companies. During his tenure he had various responsibilities, but his first love was Selling. When he retired in 2008, his region held every major Production and Profit record within his company. His sincere love of people, along with being an ardent student of Human Behavior, drove him throughout his entire career. He also has had a career as an instructor for many Professional Insurance Organizations in the areas of technical issues, selling and management. In 2009 Chuck published a book titled, Building Insurance Agency Value.

May Presentation

Human Dynamics in an Engineering World

Today Energy Engineers possess the technical knowledge and have the most modern tools at our disposal, but do we know how to increase the odd of selling our answers to others? Unfortunately, “Eng neese” is not a universal language that is understood by all. We will learn useful tips of Human Behavior in presenting our responses to others. In addition, these Human Behavior tools will assist us in reading the body language of others to know if we are on target or have lost our audience. As the old saying goes, “Do not oversell your product so that you end up buying it back”. Said another way; “Don’t let better become the enemy of good enough”.

Our speaker has spent a professional lifetime studying and learning by his mistakes, the valuable lessons of Human Behavior. He is here to assist us with these valuable lessons so that we may be more successful in our dealing with others.

Can’t Make The Meeting?

If you can’t make it to the meeting, not to worry….At 11:45 am, please call in at: 1-213-342-3000, participant access code 157500 #

Meeting ID: 738-215-805

If you attended remotely, please email Linda.Rickard@AustinEnergy.com to let her know you attended the web presentation. She will add your name to the roster.
Our April 2014 meeting was held at Logan’s Roadhouse in San Marcos, Texas. George Hartmann of the Texas Board of Professional Engineers presented “Engineering Ethics”. As an added benefit, those in attendance also received a fashionable TBPE pocket protector! Thank you George for your insightful presentation!

The photo below is of the special BOD meeting held 1 April to discuss the CEM training and exam. Please follow the development of this valuable training and certification opportunity through this publication and chapter website.
Do you know of a technology or a tour that would be of interest to our chapter membership? The board of directors welcomes your ideas and thoughts as they begin to develop the 2014 meeting calendar. Our chapter is only as good as the membership makes it...it is your chapter, please participate and provide input into the selection of presentations and tours!

Contact Program Director Adam Jalani ajilani@clearesult.com with your ideas!

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**May Meeting Location:**

Sea Island Shrimp House
8223 Agora Parkway
Selma, TX 78154
210-658-1100

http://www.schrimphouse.com/menus-sea-island.html

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**2014 Calendar**

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<thead>
<tr>
<th>Month</th>
<th>Subject</th>
<th>Location</th>
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<tbody>
<tr>
<td>May</td>
<td>Human Dynamics in an Engineering World</td>
<td>San Antonio, TX</td>
</tr>
<tr>
<td>June</td>
<td>Pending</td>
<td>TBD</td>
</tr>
<tr>
<td>July</td>
<td>Pending</td>
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Understanding Engineers...Take 5

**Pilots and Engineers...**

My brother-in-law, a pilot, related this incident between a fellow pilot and an engineer/mechanic at the airport...These two chaps were forever squabbling and trying to drive the other one nuts. The pilot once turned a plane into the shop with a complaint that read “Unfamiliar noise from engine.” The next day, the plane was ready for him. The engineer’s logbook entry read “Ran engine continuously for four hours. Noise now familiar.”
Our Mission:

- Advance the professional careers and the common purposes of its members. Facilitate networking, social exchange and training.
- Present and discuss energy, environmental topics, and members’ ideas. Stay abreast of fast changing developments. Anticipate their future.
- Disseminate information to the trade and to the general public via meetings, publications, trade shows and presentations.
- Build an exciting, expanding chapter
- Cooperate with other AEE chapters and related organizations.
- Promote energy efficiency.
- Promote renewable resources

2014 Officers

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Email</th>
</tr>
</thead>
<tbody>
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<td>William Wassberg</td>
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<tr>
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<td>Historian/Photographer</td>
<td><a href="mailto:miles99@gmail.com">miles99@gmail.com</a></td>
</tr>
</tbody>
</table>

www.txaee.org

We’re On The Web!!

Join Us at Our Next Meeting!

Date: 27 May 2014
Time: 11:30 - 1:00
Location: Sea Island Shrimp House
8223 Agora Parkway (Forum Shopping Center)
Selma, TX 78154
210-658-1100
MEMBERSHIP INVOICE
Austin/San Antonio Chapter of the Association of Energy Engineers
http://www.txaee.org

___________________
Date

Local Chapter Dues for 2014 $ 30.00

☐ New Member  ☐ Renewal  ☐ Discount AEE International
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E-mail Address: ______________________________________________________

Suggested Speaker Topic or Tour: __________________________________________

Chapter meetings typically are held the 4th Tuesday of each month at 11:30 a.m. Location
for the meetings is posted on the Austin/San Antonio AEE Web Site
http://www.txace.org/calendar.htm. Look forward to informative, professional, and
educational presentations in the energy field, plus field trips to various locations in Austin
and San Antonio.

Remit to: Austin AEE
PMB 287
815-A Brazos Street
Austin, TX 78701-2509

For inquiries regarding this invoice please contact:
Karma Nilsson at 210-353-2815 or knilsson@cpsenergy.com

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