



## Developing Economies Program

Save time. Transfer online.  
[ashrae.org/smartstart](http://ashrae.org/smartstart)

### What is the SmartStart program?

Simply put, it's the best way for ASHRAE Student members to receive the many benefits of Associate grade membership after finishing college. SmartStart is a 3-year program that allows Student members to transfer to Associate grade membership at a rate that is recent-graduate friendly.

#### Price

SmartStart pricing structure for developing economies is based on a gradual increase in membership dues to assist those just starting out, like yourself.

**First Year: \$15**

**Second Year: \$45**

**Third Year: \$60**

#### Why Transfer to Associate membership?

- Take advantage of the networking and professional development opportunities offered through Young Engineers in ASHRAE (YEA)
- Tremendous networking opportunities at the Chapter, Regional, and Society level
- The ASHRAE Handbook — the indispensable, industry-wide resource for all HVAC&R professionals
- ASHRAE Journal — this monthly resource is the most trusted technical magazine in the HVAC&R community
- High Performing Buildings — the quarterly magazine for innovation in building technology design and operation
- HVAC Industry News — a weekly news resource keeping ASHRAE members up to date with the latest industry news
- Access to more than 300 of the industry's leading technical publications
- Access to online education, conferences and professional development opportunities

### why transfer?

**real students.  
real reasons.**

#### William Mak

Chicago, Illinois

B.S. in Architectural Engineering,  
Milwaukee School of Engineering

#### Why an engineering career in HVAC&R?

I wanted to pursue an industry that related energy usage, buildings and people.

#### What has ASHRAE meant for your career?

Through ASHRAE, I have developed valuable connections with people in the field locally and the technical database that comes with membership is priceless. In addition, by getting involved with Young Engineers in ASHRAE (YEA), I have been able to network with other people in the industry in my age group and at a similar place in their career.

#### Advice to students

Take advantage of resources, discover what you are passionate about and get outside of your comfort zone once in a while. The more you get involved with ASHRAE, the more you will get back in return.

Visit [ashrae.org/yea](http://ashrae.org/yea) for more information.



By submitting this application you are agreeing to abide by the ASHRAE Code of Ethics, found at [ashrae.org/codeofethics](http://ashrae.org/codeofethics).

**1. Contact Information.** Member Number: \_\_\_\_\_ \*Birthday (required) \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
 (Month) (Day) (Year)

Name \_\_\_\_\_  
 (First) (Middle) (Last) (Designation)

Primary Address This is a  Home  Business Alternate Address This is a  Home  Business

Company Name \_\_\_\_\_ Company Name \_\_\_\_\_

Address \_\_\_\_\_ Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ City \_\_\_\_\_ State/Province \_\_\_\_\_

Zip/Postal \_\_\_\_\_ Country \_\_\_\_\_ Zip/Postal \_\_\_\_\_ Country \_\_\_\_\_

E-mail \_\_\_\_\_ Alternate E-Mail \_\_\_\_\_

Telephone \_\_\_\_\_ Cell \_\_\_\_\_ Preferred Chapter  Home  Business  Other \_\_\_\_\_

**3. Areas of HVAC&R Interest.**  
 Enter the code for your 1st, 2nd and 3rd area of interest from the list below:

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

- General Areas**
- 1- Controls/Instrumentation
  - 2- Heat Transfer Fluid Flow
  - 3- Pipes, valves, fittings
  - 4- Refg. & Lubrications
  - 5- Sound & Vibration
  - 6- Insulation
  - 7- Energy Recovery
  - 8- Food Application
  - 9- Health, Safety
- Ventilating & AC**
- H- Air Cleaning
  - J- Industrial
  - K- Clean/Computer Room
  - L- AC Equip. <20 tons
  - M- AC Equip. 20-200 tons
  - N- AC Equip. > 200 tons
  - P- Air Handling Systems
  - Q- Evaporative Coolers
  - R- IEQ
- Heating**
- A- Hydronic
  - B- Forced Air
  - C- Steam
  - D- Process
  - E- Service Water
  - F- Solar
  - G- Radiant
- Refrigeration**
- S- Unitary Refrigeration
  - T- Commercial Refg.
  - U- Industrial Refg.
  - V- Process Refg.
  - W- Low Temp (<60F)
  - X- Refg. Components

**2. Career.** Please answer the questions by entering the codes in the space provided.

Which best describes your firm? \_\_\_\_\_

11- Consulting Eng.	43- Utility
12- Architectural & Eng	51- Manufacturer
15- Design/Build	61- Manufacturer's Rep.
21- Contractor	62- Sales Engineering
26- Property Mgmt & Dev.	71- Wholesaler/Dist.
31- Industrial Facility Mgt.	83- Library
41- Commercial Facility Mgt.	84- Association
42- Gov't, Healthcare, Education	91- Other

Which best describes your title? \_\_\_\_\_

A-Coporate Level	L- Proj./Application Eng.
AA-Engineering Mgmt	O- Facility Eng./Mngr.v
B- President	P- Research/Devlpmnt.
BB- Engineering Staff	R- Sales Engineer
C- Partner	S- Purchasing Agent
D- Associate	T- Draftsperson
E- Owner	U- Estimator
F- Vice President	W- Technician
G- VP/Chief Engineer	X- Professor
K- Design Engineer	ZZ- Other

Which best describes your function? \_\_\_\_\_

1- Design/Application	6- Research
2- Manufacturing	7- Teaching
3- Maintenance Operations	8- Other
4- Management	
5- Sales	

**4. Handbook Preference.**  
 The Handbook is made available annually in June and is accessible through the ASHRAE Technology Portal.

**6. Privacy Notice.** If you DO NOT wish to receive 3rd party PHYSICAL mailings, please check here:

**5. Signature.**

\_\_\_\_\_

sign

\_\_\_\_\_

date

**7. Payment.**  \$120 (3 years: \$15-\$45-\$60)  \$15 (First year only)

Visa  Mastercard  Amex  Diner's Club  Check/money order\*\*

Card # \_\_\_\_\_ CVV \_\_\_\_\_ Expiration Date \_\_\_\_\_ / \_\_\_\_\_  
 (MM) (YY)

Total Amount: \_\_\_\_\_ Signature \_\_\_\_\_

**Checks accepted in US and Canadian funds. Credit cards accepted in US funds only.**