

The IBDEA: A Family of Survivors

By Marv Howard
Executive Director, IBDEA



East Coast Networking Event

As I sat in the dark during Hurricane Sandy hoping that the power would come on before the sump pump filled up and created a flood in our basement, ruining my office, etc., I have to admit that I was thankful that we would only be on the periphery of the storm. Having once experienced Hurricane Agnes many years ago when we had a house actually moved on its foundation from the sheer power of a rising creek, I had an idea of what was to come for those in the hardest hit areas.

Well, it was bad. We've all heard the reports, seen the photos and the TV coverage and even watched as our Democratic President and the Republican Governor of NJ embraced each other. Fast forward to a Saturday night about 10 days later in a Manhattan restaurant where a group of IBDEA "family members" are gathered for our annual Open Forum and Cocktail Event. What I saw there was a group of friends, both new and long time, eating, drinking and talking about their businesses, their families and swapping "hurricane" stories. Front and center at this event were the Starmans, Ron and Roni, who have attended these events probably as long as anyone. They, who had to evacuate their home, lost cars, possessions and have to do some rebuilding were there with the "rest of the family." To paraphrase Uncle Ronnie, it felt so good to be around people who genuinely care about what happened and to be the recipient of so many good wishes, good thoughts, and offers of help from IBDEA members all over the country.

SURPRISED? Not really, that's what the IBDEA is: A Family of Survivors who has supported each other through both good and bad times during our 40+ years.





THANK YOU!

Our West Coast Networking Event was held in Anaheim on August 12, in conjunction with the Western Foodservice Show. Thank you **Automatic Bar Controls/Wunder-Bar, Pentair/Everpure/SHURflo,** and **McCann's** for sponsoring this event.

Thank you **Lemon-X and Pentair/Everpure/SHURflo** for sponsoring the East Coast Networking Event on November 10, in conjunction with the International Hotel/Motel & Restaurant Show. Thanks to **Ron Starman** for finding a great location and to **Andy Pincus** for facilitating our Open Forum.



THANK YOU to our volunteers for staffing the IBDEA booth at InterBev in October: **Aaron Damon, Lenette Egan, Laurie Irish-Jones, Brian Kint, Andy Pincus, Sandy Ray,** and **Michael Ray.**



IBDEA proudly held its 5th Advanced Troubleshooting School covering electricity and refrigeration in October at American Soda Fountain in Chicago, Illinois. Thanks to **Phil Schy** for hosting our school & to **Russ Prickett** for facilitating.

SAVE THESE DATES...

March 7, 2013

BOARD MEETING, Weston, FL

March 7 – 13, 2013

2013 ANNUAL CONFERENCE & PRODUCT FAIR, Weston, FL

March 10, 2013

BOARD MEETING, Weston, FL

April 29, 2013

ISBT, BevTech 2013, Ft Lauderdale, FL

May 18, 2013

NETWORKING EVENT

During the National Restaurant Association Show
Chicago, IL

May 19, 2013

BOARD MEETING, Chicago, IL

January 17-19, 2013



Beverage Dispensing Equipment School

Facilitated by Briant Kint of Kint Beverage Concepts,
Harrisburg, PA

Spring 2013



Beverage Dispensing Equipment School

Facilitated by Russ Prickett of Pricketts Distributing
Location TBA

Fall 2013



Advanced Equipment Troubleshooting School

Facilitated by Russ Prickett of Pricketts Distributing
Location TBA



Welcome New Members ASSOCIATE

Fruit Fly BarPro | www.fruitflybarpro.com

Contact Jeff McCoy at fruitflybarpro@gmail.com or 631-237-1414.

We are proud to have the only product in creation that completely eliminates fruit fly infestations. Once freed from its specially fabricated foil package, the exposure to air activates the key ingredients in Fruit Fly Bar Pro. Fruit Fly Bar Pro is not a 'fly trap' nor is it a form of 'sticky paper', but a silent, odorless, colorless killer that attacks and treats the problem area at its source and provides protection for bakeries, bars, cafeterias, catering facilities, delis, fast food establishments, groceries, hotels, pizzerias, and wineries.

Maine Root Hand Crafted Beverages | www.maineroot.com

Contact Mark Seiler at mark@maineroot.com or 512-517-3158.

For 7 years now, Maine Root's 100% FAIR TRADE CERTIFIED organically sweetened sodas have been thrilling fans from New England to Texas. We use Fair Trade Certified Organic Evaporated Cane Juice to sweeten our sodas. This sweetness is made by passing the whole sugar cane through a set of rollers, then drying the extract into crystals, no extra processing and no additives. Available bottled and in BIB.

REGULAR

The Draft Doctor

www.thedraftdoctor.com

1901 Cedarhurst Drive, Richmond, VA 23225

Contact Dennis Cullender at dcullender@thedraftdoctor.com or 804-986-6588.

Total Beverage Systems

1400 Chamberlayne Avenue, Richmond, VA 23222

Contact Chelsea Hutchinson at seahutchinson@yahoo.com or 804-359-0003.

SMARTWORKS

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For more information about SMARTWORKS visit www.everpure.com, contact your Everpure Master Distributor or send an email to info@everpure.com.

EVERPURE

'13 Conference Schedule

Thursday, March 7, 2013

8 am – 1 pm	Board Meeting
4 pm – 7:30 pm	Registration
6 pm – 7:30 pm	Welcoming Event

Friday, March 8, 2013

7:45 am – 8:15 am	Breakfast
8 am – 1 pm	Registration
8 am – 1 pm	Product Fair Set Up
8:15 am – 10 am	Workshop
9:30 am – 11 am	Spouse/Partner Acquaint & Reacquaint Time
10 am – 10:15 am	Refreshment Break
10:15 am – 11:45 am	Workshop
12 pm – 1 pm	Lunch
1 pm – 3:30 pm	Product Fair
3:45 pm – 5:45 pm	Fun Event
7:15 pm – 8:15 pm	Opening Reception
8:15 pm – 10 pm	Opening Dinner
10 pm – Midnight	Hospitality Suite

Saturday, March 9, 2013

8 am – 8:45 am	Breakfast
8:45 am – 9:30 am	Opening General Session, Welcoming Ceremony
9:45 am – 11 am	Keynote Speaker - Boaz Rauchwerger, Boaz Power
11 am – 1 pm	Product Fair
1 pm – 2 pm	Awards Luncheon
2:15 pm – 3:30 pm	Open Forum 1 Member Discussion Common Challenges & Issues
2:15 pm – 4:30 pm	Spouse/Partner Event
3:30 pm – 5:30 pm	Product Fair
4:45 pm	Refreshment Break
5:30 pm	Drawing For Passport Prizes
6 pm – 6:45 pm	Associate Member Meeting
Evening Free	No Scheduled Events
9 pm – 11:30 pm	Hospitality Suite

Sunday, March 10, 2013

7:45 am – 8:15 am	Breakfast
8:15 am – 8:30 am	General Meeting
8:30 am – 12 pm	Product Fair Tear Down
8:45 am – 12 pm	Workshop - Boaz Rauchwerger, Boaz Power
10 am – 11:15 am	Spouse/Partner Event: Yoga Session
10:15 am	Refreshment Break
12:15 pm – 1:15 pm	Lunch
1:30 pm – 2:30 pm	Regular Member Meeting
2:45 pm – 4:00 pm	Open Forum 2 Member Discussion Common Challenges & Issues
4:00 pm	Refreshment Break
4:15 pm – 5:15 pm	Board Meeting
7:00 pm – 8:00 pm	Cocktail Reception
8:00 pm – 10:00 pm	Closing Dinner, Entertainment, 50/50 Drawing
10:00 pm – 11:30 pm	Hospitality Suite

Monday, March 11, 2013

8:00 am – 2:00 pm	Golf Event
10:00 am – 12:00 pm	Alternate Activity
Afternoon Free	No Scheduled Events

Tuesday, March 12, 2013

Departures



Giving Your Success A Lift

By Boaz Rauchwerger

After doing a recent seminar in Columbia, South Carolina, I had the opportunity to interview the CEO of another company that is succeeding in the current economy.

I spoke with Buddy Smith, the CEO of CMH Services. They supply companies with a variety of forklifts.

The company was founded in 1968. For 42 years CMH has been a dealership that primarily represents gas and electric forklifts. They sell to commercial and industrial businesses, distribution warehouses, and manufacturing plants.

Although the company is doing very well now, it wasn't that way in the past few years as CMH struggled with the economy.

Buddy told me that, "Beginning in late 2008, and all through 2009, we saw a tremendous drop in demand for our services, as most of the country did. It was quite a tough time for 24 months or so."

When I asked Buddy what he did to move his company out of that challenging time, he said, "We did a lot of things. But, mostly what we did is we tried to stick real close to our numbers. We tried to stay ahead of this thing by forecasting where we thought our sales would be. We made some assumptions in terms of the drops in sales and we acted accordingly. That meant managing our expenses very aggressively."

When I noted to Buddy that I see many people getting in trouble when they don't lower expenses during challenging times, he related: "I think sometimes people are just caught off guard and it becomes too late to do anything when you get in a panic mode. We didn't want to do that. We saw this thing coming early. We began cutting non-essential expenses just as quickly as we could and, fortunately, we were able to stay ahead of it. In fact, we made more money in 09 than we did in 08."

When I walked around the CMH plant I felt a very special spirit among the employees. I asked Buddy about the secret to his success. He said, "**You want to get the right people on your team and put them in the right spots.** That's something I've worked really hard at doing during the last four or five years. We just have an excellent team."

Buddy told me that one of the things he did not want to do during this recession was cut people because he felt that, at some point, the economy was going to come back and he wanted his team to be in place and be able to perform when business did come back.

When I asked how much his positive attitude plays in helping his employees attitudes, Buddy related, "I think my positive attitude helps and my negative attitude hurts. So, I have to be careful. I'm trying to lead with confidence. I'm trying to portray a positive attitude even when things aren't going well because I know I'm being watched pretty closely."

If you're on the East Coast and you need a lift for your business, this would be it. You are special. You are unique. You are destined for greatness. Have a powerful day!

An Uplifting Affirmation

I lift my own spirits every day because I have a choice

Boaz will be the keynote speaker at the 2013 IBDEA Conference

Boaz Rauchwerger, whose parents escaped from Europe in the late 30's, was born in Israel. His family immigrated to the United States when he was 9. Although unable to speak the language at the time, he became a radio newscaster by the time he was in high school. Boaz has been a newspaper publisher, owned his own advertising agency, and has produced corporate films as well as a network television show. His Tiberias Success Formula has helped thousands of professionals, executives and employees to enhance and supercharge their careers and their lives.

Over a 25-year span, Boaz, author of *The Tiberias Transformation – How To Change Your Life In Less Than 8 Minutes A Day*, has conducted thousands of seminars internationally on goal setting and high achievement. He has taught over half a million people how to supercharge their lives, their careers and how to add Power to their goals. His innovative program, for individuals and corporations, is a simple and highly effective process for high achievement. Boaz's program is uniquely interactive, enthusiastic, fast-paced, humorous and applicable immediately!

Boaz produces a popular high performance newsletter that is e-mailed to thousands of people worldwide each week. and now it is an Internet TV Show - Boaz Power TV.

For more information about Boaz, please visit: www.boazpower.com

Potential Dangers of Carbonated Beverage Systems

By Gary Scribner, National Board Member,
National Board of Boiler & Pressure Vessel
Inspectors

Recent incidents involving high concentrations of carbon dioxide (CO₂) gases caused by improperly installed and poorly maintained carbonated beverage systems led to over a dozen hospitalizations in Pooler, Georgia, and Phoenix, Arizona, and identified the acute need to raise awareness of potential safety concerns related to these systems.

Currently, there are over 1,250,000 beverage systems that are filled on-site in the United States alone. Carbon dioxide liquid has an expansion rate of approximately 555%. Its vapor is 1.5 times heavier than air and displaces oxygen. The dangers associated with CO₂ exposure are based on the concentration percentage and amount of time a person is exposed.

The Occupational Safety and Health Administration's (OSHA) permissible exposure limit for an eight-hour time weighted average is only 0.5%. A 3% concentration results in deeper breathing, reduced hearing, headaches, increased heart rate, and has a short-term exposure limit of 15 minutes. Concentrations of 10% and greater lead to unconsciousness in under a minute, and death if no actions are taken.

TRANSPORTED CYLINDERS

Liquid carbon dioxide (CO₂) was developed in the early 1900s specifically for making carbonated beverages. Historically, cylinders are filled with liquid CO₂ at the distributors' facilities and transported to businesses for use in carbonated beverage dispensing machines. This method still exists today and utilizes cylinders ranging from 10 to 100 pounds of liquid CO₂. The cylinders are classified by the actual weight of liquid CO₂ used to fill them.

These distribution systems have a good safety record since the cylinders are filled off-site and are designed for a much higher working pressure than the ones at which they normally operate. Problems associated with this process typically result from improper handling and storage of the cylinders, as well as lack

of employee knowledge about the potential dangers of CO₂ systems. These cylinders fall within Department of Transportation (DOT) regulations since they are transported via roads and highways. Other than DOT regulations, few regulations exist for this type of process.

CYLINDERS FILLED ON LOCATION

Approximately 20 years ago the carbonated beverage industry developed a system to fill cylinders on-site at businesses that use carbonated dispensing machines, giving CO₂ distributors/suppliers the capability to service more customers less often by filling the larger storage vessels using tank trucks. Today, almost every gasoline station, convenience store, bar, and restaurant has a carbonated beverage system. Cylinders used in this system contain a much larger volume of liquid CO₂ and can range from 200 pounds to 750 pounds of liquid CO₂. The size of the storage cylinders is based on both the volume of beverages served at the location and the delivery frequency of the distributor/supplier.

Cylinders which are not transported are not DOT-regulated or -certified cylinders, and are designed for a working pressure from 300 psi to 350 psi and are double-walled. The inner vessel is the storage area while the outer area has a coil and is under a vacuum to facilitate the change of state from liquid to gas.

Most systems using these tanks utilize a fill box that is installed on the outside of the building. It should be noted that in some instances the owner of the building will not permit a fill box to be installed. In these cases, the distributor /supplier either disconnects the piping from the CO₂ cylinder or brings the fill hose inside the business to fill the cylinder. If a fill box exists, the box is fitted with a fill connection and a vent or relief connection, both of which must be properly piped out of the storage cylinder.

The internal pressure of these CO₂ cylinders varies based on the amount of liquid, ambient temperature, the vacuum in the outer vessel, and the volume of CO₂ changing state at that time. Cylinders may reach the maximum working pressure when being filled or immediately after high-usage times resulting in the excess pressure being vented through the safety relief circuit of the system. This creates the highest potential for risk of CO₂ to be released from the cylinder. Most cylinder

manufacturers are very explicit regarding the installation instructions for these systems and require the vent or relief circuits to be piped to a fill box installed at a safe point of discharge outside the building. Additionally, the location of the vent or fill box should not be below grade or in any enclosed area outside the building. Several incidents involving injury and even death have occurred when the vent circuit was not in a free air flow area outside the building.

These systems are seldom regulated by local jurisdictions. Lack of knowledge of how the systems function, lack of proper detection equipment, and change in environment between the time of incident and an investigation have led to the lack of reporting and/or misreporting of incidents and near misses.

The following are incidents directly related to carbonated beverage system malfunctions due to: improper installation and/or maintenance, renovation to rooms or areas where the systems were installed without an engineering evaluation of the effect on the systems, and/or lack of knowledge about the dangers of CO₂ gas:

- September 2011 – Ten people hospitalized, including two firefighters, and one fatality at a fast food restaurant in Pooler, Georgia.
- June 2011 – Evacuation of a fast food restaurant in Dorchester, United Kingdom.
- May 2011 – Three hospitalized, including two firefighters, at a fast food restaurant in Phoenix, Arizona.
- May 2010 – Evacuation of a movie theater in Des Moines, Iowa.
- July 2008 – Two hospitalized from an incident in a bar in Benson, Nebraska.
- April 2008 – One fatality in a hotel in Victoria, Australia.
- August 2007 – Fatality of a waiter at a restaurant in Coronado, California (DOT cylinder).
- January 2005 – Two fatalities, employee and delivery driver, outside a fast food restaurant in Sanford, Florida.
- March 1998 – Two hospitalized and two treated at the scene at a fast food restaurant in the US. Location unknown.
- 1996 – Fatality of a delivery driver outside a restaurant in Cincinnati, Ohio.

Continued on next page.

Potential Dangers of Carbonated Beverage Systems

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Some jurisdictions do require inspection of beverage systems that are filled on-site. Initial inspections revealed a violation rate of over 25% related to the safety/vent circuit installation statewide, with some isolated communities having close to a 100% violation rate.

Local considerations should be given as a means to detect carbon dioxide in businesses or places of public assembly that utilize bulk CO2 systems, and can include:

- Prohibiting CO2 systems of any type from being installed below grade.
- Prohibiting the filling of storage tanks inside a business and/or disconnecting any system piping to facilitate filling.
- Mandating posted signage warning employees, customers, and first responders of the utilization of CO2 and the potential risk and symptoms associated with carbon dioxide exposure.

Additional consideration should be given to CO2 awareness training for emergency responders, businesses, and places of public assembly utilizing CO2, as well as obtaining CO2 detection equipment for first responders.

The public and jurisdictional authorities should be aware that carbon dioxide exists and has many uses within industry, especially the food industry. The OSHA incident reporting system has 20 pages of incidents and fatalities involving CO2 exposure. Additionally, carbon dioxide systems (almost identical to the carbonated beverage systems) have recently been discovered being utilized with large swimming pools to control pH and is now being used as a refrigerant in what are advertised as "green systems."

Awareness and inspection of carbonated beverage systems is the key to ensuring the safety of emergency responders and the public.

For further information regarding CO2 systems, please contact the chief boiler inspector of your jurisdiction.

Gary is Deputy Chief of Boiler & Pressure Vessel Safety Unit of The Missouri Division of Fire Safety. This article was originally printed in the Summer 2012 National Board Bulletin of Boiler and Pressure Vessel Inspectors.



Thanks to **Bob Finnie** of Carbonic Systems in Michigan for submitting this article. Bob is an IBDEA Board Member and Safety Committee Chairman. Thanks also to the Safety Committee.

Special Occasions

October Birthdays

John Kinsella	Select Drink	October 1
Rogena Rice	Reliant Distribution	October 1
Michael Haddad	Master Draftsman	October 5
Eddie Garmon	Pentair/Everpure/SHURflo	October 6
John Pickin	Pickin's Co.	October 8
Paula Fitzgerald	Al's Beverage Co.	October 10
Marjorie Wood	Al's Beverage Co.	October 15
Bill Harris	Better Beverages	October 21
Paul Bynum	Beverage Control	October 27

Anniversaries

James & Paula Fitzgerald	Al's Beverage Co.	October 3
Ed & Lil Roviario	Swanel, Inc.	October 22
Mike & Michelle Smith	Pentair/Everpure/SHURflo	October 26
Thomas & Karen Durana	All-County Dispensers	October 27

November Birthdays

Philip Roviario	Swanel	November 6
Marian Howard	IBDEA	November 7
Pat Tierney	APEX	November 8
Lenette Egan	McDantim, Inc.	November 9
Brian Young	Beverage Control	November 9
David Erdman	Bar Controls of Florida	November 12
Marsha Erdman	Bar Controls of Florida	November 12
Justin Trafton	McDantim, Inc.	November 13
Jay Banninger	APEX	November 14
Kathy Sheeley	Sheeley Service	November 21
Chris Easton	Federal Beverage Control of CO	November 22
Juan Becker	Sodibar Systems	November 24
Sherri Iskra	Leonard's Syrups	November 30

Anniversaries

John & Linda Mutch	Whittle & Mutch	November 7
James & Mary		
Beth Marcus	Al's Beverage Co.	November 18

December Birthdays

Maribeth Niehaus	Nor-Cal Beverage	December 1
John Bartkowiak	Irish Carbonic	December 7
Amada Becker	Sodibar Systems	December 7
Alan Prickett	Pricketts Distributing	December 7
Bill Regan	Broward-Nelson Fountain Service	December 8
Casey Robinson	MainServe Install	December 8
Al Roviario	Swanel, Inc.	December 11
Ed Roviario	Swanel, Inc.	December 11
Martie Young	Beverage Control	December 13
Jean Ann Bugajewski	Leonard's Syrups	December 15
Connie Garmon	Pentair/Everpure/SHURflo	December 22
Linda Mutch	Whittle & Mutch	December 22
Cheryl Finnie	Carbonic Systems	December 23
Tony Wing	Cesco	December 25

Anniversaries

Nate & Sharon Katz	Philadelphia Extract Co.	December 2
Lenette & Matthew Egan	McDantim, Inc.	December 12
Martie & Jim Young	Beverage Control	December 13
Marv & Marian Howard	IBDEA	December 29



IBDEA CONFERENCE '13

Play & Learn

March 7-12, 2013

Our special rate with the Bonaventure Resort & Spa, Weston, Florida is \$189/night (includes resort fee and complimentary in-room internet). To make reservations by phone, call **800-327-8090** and reference International Beverage Dispensing Equipment Association. To book online, you can find the link in the Member's Only section of ibdea.org or go to:

<https://resweb.passkey.com/go/IBDEA2013>

Your registration includes admission to the Thursday Night Welcome Event, 3 Breakfasts & 3 Lunches, Opening & Closing Receptions and Dinners, Product Fair Exhibition, Workshops, Meetings, Keynote Speaker, Golf* & Alternate Activities*, Hospitality Suite and Spouse/Partner Events.

Social Registration includes admission to the Thursday Night Welcome Event, Opening & Closing Receptions and Dinners, Hospitality Suite and Spouse/Partner Events.



IBDEA
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IBDEA Connect.
Network.
Succeed.

Full refund if canceled in writing prior to 12/31/12. Cancellations received after 12/31/12 will be subject to a 50% penalty. No refunds will be made after 1/31/13.



The 2013 Conference will be held at the Beautiful Bonaventure Resort & Spa
250 Racquet Club Road
Weston, Florida 33326

Registration Form

Company Name

Address

Attendee 1 Name

Attendee 1 Email Address

Attendee 2 Name

Attendee 2 Email Address

Attendee 3 Name

Attendee 3 Email Address

Registration Fees

IBDEA Member Representative	\$595/person
SPECIAL-First Two Registrants**	\$995 total
Social***	\$295
Nonmember	\$1595/person

Number of Attendees

AMOUNT DUE \$

- Check Enclosed - make payable to IBDEA in US funds.
- Pay By Credit Card Visa Mastercard American Express

Cardholder's Name

Account #

Expiration Date

Billing Address

City, State, Zip

Signature

*Additional charges may apply.

**Any combination of members, spouses, etc.

***Accompanying Registered Member Attendee



PO Box 248
Reisterstown, MD 21136

**Remember
Your First
Time?**



The Excitement? The Anticipation? The Learning?

The IBDEA Conference is a great opportunity for employees to broaden their horizons, make new connections, and expand their knowledge. Now we're making it easier for your employees to take the plunge with our special

FIRST TIMER OFFER SAVE 50%!

We are offering a **50% Discount** for first time attendees to the 2013 Conference.

Take advantage of this special offer by contacting us and mentioning the First Timer Offer. **This offer is restricted to current employees of Regular Members and is limited to the first 8 registrants.**



INSIDE THIS ISSUE

Give Your Success A Lift, 2013 Conference Schedule, Conference Registration Form, Potential Dangers of Carbonated Beverage Systems, and much, much more!