

2013 History Paper

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Mississippi Chapter ASHRAE

Norman L. Ford

Norman Ford was born February 19, 1937 in Utica, MS, a small southwest of Jackson. Norman has been involved in the HVAC industry since 1963 after starting work as a draftsman for a local mechanical engineering firm. Norman has held a number of positions in HVAC sales and management over the last 50 years. At age 76, Norman still enjoys staying active in the business as a part-time sales support person for Airflo Sales, Inc., a manufacturer's representative firm that he helped start.

Norman started school in Jackson, MS. He graduated high school in 1955 from French Camp Academy, in French Camp, MS. French Camp Academy, at the time, was known as a boarding school for troubled youth. After high school, he attended Copiah-Lincoln Junior College in Wesson, Mississippi and graduated in 1957 with an AA degree in Drafting Technology. Shortly after graduation, he enlisted in the Army and service 3 years mostly in France and Germany. Because it was a peace time military period, Norman was able to visit some of the most iconic and memorable places in Europe such as the Eiffel Tower in Paris, the World's Fair in Brussels, Oktoberfest in Munich, skiing in Garmish and Fashing in Frankfort (similar to Mardi Gras), to name a few.

After discharge from the Army in 1960, Norman returned home in Jackson. His first job as a draftsman was with Lester Engineering Company (Civil Engineers). Lester Engineering Company was the lead firm on the design of the Pearl River Valley and the Ross Barnett Reservoir. In 1963, Norman joined A.H. Walters Mechanical Engineering firm as a draftsman. He had several different employers over the next decade without ever leaving his drafting table (Walters & Associates, William Touchstone PE and Walters & Busby).

Without any prior sales experience or sales training (and very little sales ability, according to him), Norman was given a big break when Lennox hired him in 1973 as a sales trainee. Norman became a Territory Manager for Central Mississippi and later a Branch Manager for Alabama, Mississippi, West Tennessee and the Florida panhandle. The highlight of Norman's 11 years with Lennox was when he received the prestigious "L" Award for the top salesperson in the eight-state Southeast Division. Other HVAC employment include nine years with Carrier as Territory and Branch Manager, Jackson Supply Company, Apex Supply, Gene Payne Associates, and Watts Engineering Sales.

Norman has been a member of ASHRAE since 1973. Norman has served as Chairman of most of the committees in the Mississippi Chapter and has served as an officer in each position and finally as Chapter President in 1990-1991. Norman's Chapter Presidency coincided with the Society Presidency of David Butler, a late member of the Mississippi Chapter members and Past Chapter President. During Norman's tenure as Chapter President, the Chapter the Star Presidential Award of Excellence, RP Honor Roll, Special Citation and High Five Award for Research and the History Gold Ribbon.



Norman and his wife Shirley have been married for 52 years. They have two sons, Chuck & Paul, and four grandchildren, Taylor, Sydney, Luke & Nolan.

Norman is a member of Relate Church in Byram where he serves as an usher and is a Board member.

Norman enjoys playing golf and watching his grandchildren play soccer and baseball and growing up.

Norman is a faithful and regular attendee at local ASHRAE meetings and fund raising golf outings. The Mississippi Chapter is truly fortunate and proud to have such distinguished members like Norman who are still participating in activities and so committed to principals that ASHRAE stands for.

