



E-News

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SOLUTIONS...To ALL Your Process Heating & Combustion Needs!



Gear Up For the Fall!

With the busy fall season fast approaching, now is the time to get all your regulator and metering needs taken care of. ETTER Engineering stocks a full line of regulators and meters from companies like Bryan Donkin USA, Sensus, Siemens and Maxitrol.

METERS

Whether you deal in Natural Gas, Liquid Propane, Oil, Water, or Electric, ETTER has a meter to suit your application. As part of our value-added services, we offer complete In-Plant Sub-Metering, Data Acquisition, and Station Design & Build as well!

REGULATORS

For Natural Gas, Liquid Propane, and other gases, ETTER offers an array of regulators and options. From Industrial to Combustion, Low, Intermediate, and High pressures and flows, and specialty regulators including Ventless, OPCO, UPCO, and Thermal Trip, we can work with you to ensure you'll be purchasing the right piece of equipment each and every time you call!

Bryan Donkin USA Announces FM-Approval of 590 Rollchek Check Valve

As the [Bryan Donkin USA](#) Regional Master Distributor for New England, New York, and New Jersey, ETTER Engineering is excited to announce that Bryan Donkin USA's [590 Rollchek](#)



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Smart Business Tip:



3 Secrets to Success in Sales...

Secret #1 - STOP SELLING. Ask people if they like to be sold to.....In my research, I've found that 99% of people HATE TO BE SOLD TO, but 100% of people like to buy stuff. Stop selling and make it easy to buy. Not a subtle difference....

Secret #2 - FORGET ABOUT YOUR QUOTA. Quotas are outputs. You can't manage outputs. You can manage inputs and the process. So, what is your sales process? Sales Activity Scorecard? Manage the activity and the results will be there...

Secret #3 - ACT STUPID AND LEARN. Great sales people know that they can always be smarter and can learn more from listening than speaking. Don't

Check Valve has obtained FM-Approval!

Offered in 2" and 3" screwed versions as well as 3", 4", and 6" flanged versions, the Bryan Donkin 590 Rollchek Check Valve will be a great fit for a variety of applications, including gas and air piping systems, gas booster projects, and many types of industrial and commercial applications.

When compared to the competition's check valves, the 590 Rollchek Check Valve has a positive seal, higher flows*, a higher pressure range**, integral inlet/outlet pressure taps, and an inlet straining screen to help protect equipment.

*Max flow capacities range from a low of 4,150 SCFH for the 2" model up to 36,000 SCFH for the 6" model.

**Maximum pressures are 100 PSIG for all models.

ETTER's New 2009 Line Card



ETTER Engineering's new Line Card has arrived! It's chock full of goodies, from the many combustion parts we stock to our line of UL-Listed ENGB natural gas boosters, as well as the variety of value-added services ETTER has to offer.

[For more information, download a copy of our new line card today!](#)

Inside the Job - Boston Fish Pier

Our newest idea (the creative juices have been flowing like crazy around here lately!) is "Inside the Job," an in-depth look at a particular job we'll be writing about each month. The inaugural installment focuses on the ENGBP gasPOD™ installation ETTER provided for the Boston Fish Pier as part of a larger project financed in part by the Massachusetts Department of Environmental Protection.



For all the details, visit the Information section of our website and click on "[Inside the Job - Customer Case Studies](#)"

show up and throw up... Ask questions, listen and learn. Then, you become smarter than the next guy. Don't try to act smart and impress me. (That's selling!)

Business tips provided courtesy of Paul Lavoie, Business Coach with ActionCOACH Business Coaching. Paul can be reached at 203-954.0035 x 11 or paulavoie@actioncoach.com.

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About ETTER Engineering:

ETTER Engineering has been serving the Process Heating & Combustion industries since 1940. With over 100 years of combined combustion experience on-staff, ETTER is **THE ONE STOP SHOP FOR ALL YOUR COMBUSTION NEEDS!** From Custom Engineered Systems to parts and service, ETTER is ready to assist you in completing your next project on-time and under budget.

Thank you for your continued business. We are here to be your partner in all your combustion related projects!

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