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

Stop Burning Cash!



Summer is here, and with it comes many businesses annual shutdown period. During this period, "fixing what's broke" is a given, but what about giving all your equipment the old "once over?"

If your business uses combustion equipment - burners, boilers, ovens, furnaces, etc., then you know how expensive energy bills can be. You may be able to realize a noticeable reduction in your energy bill simply by having your equipment serviced.

Over time, all combustion systems become less efficient, and even little degradations in efficiency can add up quickly - just a 4% improvement in efficiency for a 16 MMBTUH system that uses \$500,000 in fuel each year comes out to annual savings of almost \$20,000!

ETTER Engineering's Service Technicians have been working on combustion equipment for decades, and can come to your facility to inspect, service, and maintain your equipment this summer. They can also suggest ways to modify or upgrade your current equipment in order to achieve greater efficiency - saving you valuable money in the long run!

Along with Service, we also conduct NFPA-86 [Combustion Safety Audits](#).

To schedule a service call and start saving money Today, call us at 1-800-444-1962!

DECREASE DOWNTIME WITH PLC TOUCH SCREEN CONTROLS

Everyone knows production downtime costs money. When activity has to be stopped to troubleshoot a system failure, every

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Smart Business Tip:



Too Poor to Buy Cheap...

In this economy, it's natural for clients and prospects to look to inferior products from competitors because they offer a "better price."

As a wise grandmother once said, "We are too poor to buy cheap!" In other words, if you're going to buy something, it should be of the highest quality so it will last a long time.

Next time you're talking to your clients about price and they want a discount, tell them of the lesson Grandma taught us. Most people understand that buying quality the first time is really the best way to save money.

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

minute counts, which is where PLC touch screen based control systems really shine.



First and foremost, a PLC touch screen eliminates a lot of signal lights and push buttons. Everything you need and need to know is displayed on the screen - from the status of every interlock, to the flame signal strength, and even specialized production machine data can all be displayed.

With First Outage Annunciation, the cause of any shutdown is clearly displayed, and this information is logged and retained in retrievable memory. When the fault is cleared and the system restarted, the time and date is once again logged. No more excuses from the maintenance department!

Learn more about PLC Touch Screen Control Systems by reading [ETTER's Tech Tips](#) on our website.

or paullavoie@actioncoach.com.

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ETTER's Begun Blogging!



That's right, the guys and gals at ETTER have decided to jump on the blogging bandwagon and start sharing our thoughts with the world online.

Initially, we'll be waxing poetic on industry-specific topics like new technologies, customer success stories, current news items, and how our communities benefit from the products and services we sell. Of course, we'll also be delving into more broad subjects such as life in a small business, the economy, and anything else I (the marketing guy/editorial guru) think we can even loosely connect to the world of Process Heating & Combustion.

The hope is that the ETTER Blog will allow us to interact on a more casual level with our colleagues, customers, and friends, while also allowing us to showcase our individual personalities. So if you read something that strikes you, don't be shy - drop us a comment and get the dialogue started!

The new ETTER Blog can be found by pointing your browser to www.etterengineering.com/blog.

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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