



It's All About DATA

Data has turned into a very important piece of the puzzle in nearly every Commercial and Industrial Process. Uses of data include monitoring productivity, inefficiencies, highlighting areas where improvements can be made, and aiding in troubleshooting.



ETTER Engineering has solutions for every need for data and data acquisition - from logging energy usage for rebate programs, to monitoring multiple series of limits for a first outage annunciation purpose. By logging number of pieces processed in production, actual attributed cost from energy and labor can be applied to determine down-time effects. Remote monitoring for maintenance and service requirements can be viewed over the internet, or sent to your smart phone. ETTER has worked with systems logging pressures, flows, temperatures, and events. Nearly any detail you are interested in, we can provide in the format that fits your needs!

Recently, government and utility rebate programs have become available to make plant and process upgrades vastly more affordable for many of our customers. The one thing these programs require, however, is accurate logging of data in order to provide proper statistics for calculating ROI, increased efficiencies, and decreased environmental impacts.

With this in mind, ETTER Engineering launched the [SPECTRUM Program](#) in 2010. SPECTRUM focuses on improving efficiency and productivity while increasing profits. One of the ways ETTER can help is by providing your business with a baseline that highlights current fuel or power usage, along with suggestions as to how to cut those numbers.

To learn how ETTER Engineering can help you with your data acquisition needs, call us at 1-800-444-1962 to talk to an engineer today!

Connecticut Industrial Energy Rebates

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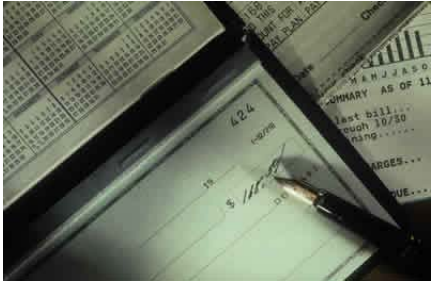
Product Spotlight



Did you know ETTER Engineering is now the official Northeast Representative for The [Hauck Manufacturing Company](#)? Since 1888 Hauck has manufactured the most reliable industrial burners for global combustion applications including solutions for the asphalt, glass, brick, metal, and drying industries. For more information on Hauck, contact us today!

Tech Tip:





The Connecticut Gas Companies, [Southern Connecticut Gas](#), and [Connecticut Natural Gas](#), have been working on some very aggressive Energy Rebate programs for Commercial and Industrial equipment. ETTER

Engineering has been working on several customer projects that would allow the customer to obtain rebates covering upwards of 40% of the conversion costs to higher efficiency industrial process heating equipment. These projects include upgrading burners, controls, and valving, to satisfy current codes, improve productivity, and of course reduce energy consumption.

One example is a customer that has multiple (14) small furnaces that have standing pilots. While the pilots are small, they are running 24/7/365, and have no attributable value to the process. By changing the burners and flame safeties, and adding electronic ignition, they are able to save, just on small 15,000 BTU/Hr pilots, **over 18 Million cubic feet of gas per year**. This savings alone will allow the customer to qualify for a \$64,000.00 rebate, to cover the cost of the conversion. Additionally, the customer will save that energy usage, year after year, of over 18,000 therms annually. At today's energy rates, that is another **\$18,000.00 saved every year**. Keep in mind energy rates will be going up every year as the world demand keeps growing, and the world's supply keeps shrinking!

Another example is a customer that originally was upgrading several older furnaces, for improvements in productivity and reliability, as well as code compliance. As a result of working with ETTER Engineering and the local utility, they have now added a feature called Pulse Fire Control to their project. This process allows multiple burner furnaces to cycle burners from High Fire to Off, rather than modulate them. This keeps the burners running "On-Ratio" at all times, and maximizes heat transfer by keeping any airflow into the system at the highest velocity. Sluggish excess air is removed from the system. Documented studies have shown up to 10+% energy reduction for this type of upgrade. Over the course of a year, this customer will save enough energy to cover nearly 20% of the upgrade, and will save the customer, over the course of a year, nearly **\$15,000.00, every year**. That's real money!

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.

Why Should You Upgrade Your Burners?

If we take a typical burner at 5 MM Btu/hr, running 16 hours a day, and replace it with a new burner with an increase in efficiency of five to seven percent, this is what happens: The annual operating costs of the burner, at \$10.00 per Deca-therm, goes from \$230,400 per year to \$207,360 per year. That's a savings of \$16,000 per year! [Read more...](#)

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

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