



## ETTER Engineering

# A Simple Guide to Natural Gas Conversions

THINKING OF  
CONVERTING FROM  
**OIL TO**  
**NATURAL GAS?**



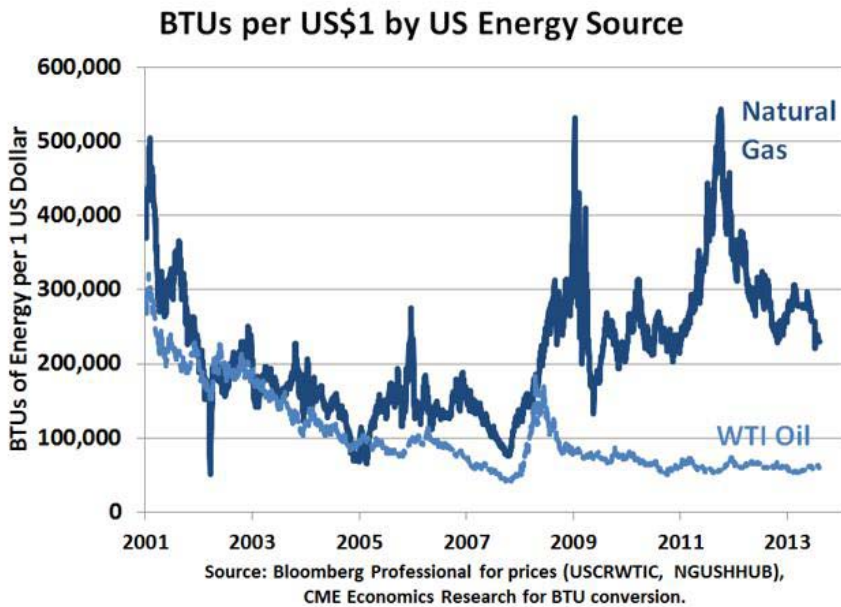


## The Case for Conversion

Energy continues to be a significant portion of any facilities operating expense. Keeping abreast of the changing energy landscape is an essential function of any plant or building manager. Most companies have evaluated or are considering converting from oil to natural gas. The economic case for an oil to gas conversion is easy to quantify – in addition to the savings in energy consumption, buildings that use No. 2, No.4 or No.6 fuel oil will continue to incur maintenance costs of equipment as well as the impact to the environment through harmful emissions of burning oil.

In a recent case study prepared by the Environmental Defense Fund, a building in Queens, New York converted their two boilers and burners from No.6 oil were replaced with units using natural gas. The conversion resulted in annual energy savings of over \$100,000 which allowed the company to recover the capital investment in just over three years.

In 2013, ETTER worked with a Bakery in Westchester County on the conversion of the bakery from oil to gas. The conversion was funded by Hess Energy through a procurement contract, saving the bakery tens of thousands of dollars a year, without incurring any capital expenditures.





## Selecting an Energy Efficiency Partner

Selecting the right company to manage your energy efficiency and upgrade project is critical. You must consider the following factors when choosing your energy efficiency partner:

1. **Understanding of Energy Efficiency Projects** – Your partner should have significant energy engineering experience, coupled with a keen understanding of the financial relationships that are needed to complete a project.
2. **End to End Project Management Capabilities** – Your partner should be able to manage the entire process – from evaluation of the savings from conversion, managing the conversion process, procuring the right equipment, working with the utility companies on rebates, selecting the best procurement deals and bringing the right financial partner to the table, your partner needs to have experience and capabilities to manage the process from end to end.
3. **Deep Relationship with Suppliers** – Your partner should long term relationships with equipment, energy and financial suppliers to ensure you are getting the best deal possible. Access to multiple companies in each area is critical to ensuring that you get the best deal for your project.
4. **Extensive General Contractor Experience** – In many cases, a project includes the coordination of sub-contractors to complete your project. Your partner must have experience managing conversion projects and managing sub-contractors closely to ensure that the project is completed on-time.
5. **Innovative Financing Arrangements** – Your partner should have access to utility rebates, procurement companies and other payment options that are available that will not require you to invest your own capital or pay any up-front costs associated with your project.



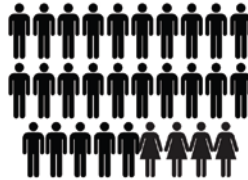


## Overview of ETTER

### Fast Facts:



Founded in 1940



29 Team Members



Nationally Recognized



Located in Bristol, CT



Privately Held



Solid growth



Family Owned

Founded in 1940, ETTER Engineering is a leader in the Combustion and Process Heating Industries. We are experts in solving complex combustion challenges and we work closely with our customers to ensure that we deliver outstanding products and excellent customer service. At ETTER, we don't want customers; we want to create raving fans!

ETTER offers our products, solutions and services through our 5 company divisions;

**ETTER** ETTER Products – We manufacture and sell our own line of ETTER products. These products are developed through our ETTER Innovations process, where we identify customer challenges and develop innovative products. Our product lines and current product offerings are detailed in this catalog.

**ETTER** ETTER Energy – We work closely with our customers to reduce expenditures on energy related upgrades and conversions, reduce energy expenditures through our network of gas, electric and biofuel suppliers and to obtain funding for capital projects with procurement companies.

**ETTER** ETTER Solutions – We custom engineer and manufacture combustion and process heating products in our facility. From building furnaces, refurbishing ovens and furnaces, to building complex burner systems, we put our extensive combustion experience to work.



**ETTER** ETTER Service – With our 5 full time service team members, we have over 80 years of experience on staff. From annual combustion service audits, emergency and scheduled repairs, equipment upgrades and field problem solving, our team will get you up and running and keep your production lines well maintained. We are the team you call when others can't get it done!

**ETTER** ETTER Distribution – We are the proud distributors of Hurst Boilers in CT, Webster Burners in CT and Western MA, and we distribute Siemens Combustion Controls, Cain Industries, Hauck, Kromschroder, Sensus and Honeywell, and Bryan Donkin, as well as a variety of other parts. A detailed list is included in the ETTER Distribution section of our catalog.

We are deeply rooted in our history and proud of our recent growth. As a 3<sup>rd</sup> generation, family-owned manufacturing company located in Connecticut, we are extremely pleased with our selection to the INC 500|5000 fastest growing companies in America for 2013 and 2014. Our team has worked hard to diversify and grow our company and to create jobs and opportunities for growth in a challenging business economy. Our team at ETTER is our strategic difference in the marketplace and we continue to live and work by the ETTER Way.

The ETTER Way:

1. Make it bETTER.
2. Drive and embrace change.
3. Be focused, accountable and disciplined.
4. Put the team first.

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