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FIRE UP

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Don't Forget!!!

- Schedule your FREE energy audit .
- Schedule your steam trap survey so you can start saving \$\$!
- Call Greg Seifert today to find out if a Preventative Maintenance plan is right for you!

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A Few Words from Doug...



Doug Tyger, PE, President

Hello Everyone!

Thanks for taking a few minutes to read this Spring Edition of "Fired Up".

Katrina and Rita's fury as well as other economic problems have affected all of us in one way or another, but it's obvious that we were hardest hit at the pump. Fuel costs rose dramatically in the days following the disaster and have continued to rise over the winter months. We continue to see increased oil costs as well as a 31% increase in natural gas prices in the northeast according to the Energy Department. It is important, now more than ever, to take steps to ensure maximum performance of your boiler/HVAC systems to enhance your overall

total energy usage. One means to accomplish this would be to take advantage of our Free Boiler Room Energy Audit. An enormous amount of energy is wasted in stack gasses, blow down water and single speed electric motors. Our audits typically result in an annual savings of 10 to 15 percent. This means paybacks of less than 1 year including installation.

Also in this newsletter our Service Manager, Greg Seifert addresses the issue of Boiler Water Chemistry and how it effects overall boiler performance.

In closing, I would like to note that during the events of the past year, I am reminded of how much I am blessed with family, friends, colleagues, and clients. With that being said, I would like to thank you for your continued loyalty and patronage.

Thanks again for keeping on top of what's new at CSI.

Best Wishes for a Happy and Healthy Summer.

Douglas J. Tyger



Welcome to CSI Service



Client Showcase: The Hershey Company

The Hershey Company is the largest producer of confectionery products in North America.

CSI is pleased to announce it's pick for the Client Showcase this quarter—The Hershey Company.

About The Hershey Company

The Hershey Company (NYSE: HSY) is a leading snack food company and the largest North American manufacturer of quality chocolate and non-chocolate confectionery products. With revenues of over \$4 billion and more than 13,000 employees worldwide, The Hershey Company markets such well-known brands as *Hershey's*, *Reese's*, *Hershey's Kisses*, *Kit Kat*, *Almond Joy*, *Mounds*, *Jolly Rancher*, *Twizzlers*, *Ice Breakers*, and *Mauna Loa*, as well as innovative new products such as *Take 5* candy bars and *Hershey's Cookies*. In addition to its traditional confectionery products, Hershey offers a range of products specifically developed to address the nutritional interests

of today's health-conscious consumer. These products include sugar-free *Hershey's*, *Reese's* and *York* candies, and *PayDay Pro* energy bars. It also markets *Hershey's* cocoa, *Hershey's* syrup and other branded baking ingredients, toppings and beverages.

Hershey has been a terrific client of CSI for a number of years. CSI has replaced all the boilers in the Corporate Center. Recently, CSI engineered, built, and installed heat exchanger and chiller application solutions at the Jolly Rancher facility. CSI's famous Energy Audits and subsequent equipment installations are continuing to enhance energy efficiency at many of Hershey's facilities. Autoflame retrofits, automatic surface blow down heat recovery units and stack economizers are just a few of the enhancements planned for the future.



Boiler Water Chemistry

What does it mean to you?

Boiler Water Chemistry

Is water chemistry important to the daily operation of my boiler? How many times is this question asked at your facility? Or, is the subject just not mentioned? The world of water chemistry is a mystery to some, and a maintenance that should not be handled by unqualified personnel.

While CSI is not a water chemistry provider or boiler chemical supplier, our techs do know the importance of this field. Here are some of the most important questions you can ask yourself about your program:

Do we use a water softener and is it maintained and sized correctly? A water softener that is not properly maintained will do little for your boiler. A simple test by your water chemistry contractor will check for water hardness and can signal that your water softener may be failing. Also, your company personnel should be checking the softener every day. An incorrectly-sized softener also will have a negative effect on your system. Remember, a water softener is just the first step in a water chemistry program. If it does not work, the entire water chemistry program will fail to protect your boiler and system.

Do we have a chemical provider? If you do not have a contracted provider for your company's water chemistry, you are playing with disaster. Your chemical provider should be there to test the boiler and return system water as needed. Every system is

different and may require more or less attention. A representative from your water test and treatment contractor should also be present during boiler inspections. Most boiler inspectors expect a chemical representative to be present during an inspection.

Do I have trained staff to monitor my water chemistry program? Some facilities rely only on a monthly visit from "the chemical guy" for water testing. Even if you are operating a heating system only, you are still taking a chance that your equipment may be damaged by poor water chemistry. At minimum, staff should be trained to take daily tests and monitor water chemistry. With process systems, plant staff should be trained on testing, monitoring and adjusting chemical treatment.

Do we maintain records? Water chemistry records are important in order to monitor trends in treatment and blow down schedules. This information is helpful in the event of a system failure.

Do we complete required blow downs? Low water cut-out should be blown down every 24 hours of operation at minimum. Bottom blow downs should be scheduled by water chemistry supplier guidelines. Surface blow downs should be done as needed. A sure sign that blow downs are not occurring is when a build up of sludge is found in your boiler. If surface blow downs are not performed, conductivity will increase and cause a surging in the boiler – which can lead to service calls. This condition can lead to carry-over into your steam system, which can lead to

CSI can offer preventative maintenance contracts custom tailored to fit your company's needs and production schedule.

Boiler Water Chemistry cont:

costly repairs and lost production time.

An important, and often overlooked, part of water chemistry is extended boiler shutdown. Many facilities do not properly lay-up their boilers. If your boiler will be down or offline for an extended period, it should be placed in some type of lay-up. Your water treatment provider can help you decide the best course of action for your boiler. They may recommend a wet lay-up or dry lay-up; this will be determined by duration of shutdown and condition of the boiler's waterside.

When your boiler is brought back in service, care should also be taken that it is properly treated for start up. Your boiler water chemistry program begins on the first day the boiler is fired. A boil out is performed to clean out oil, slag, and residue on the waterside of the boiler. This boil out is performed with the recommendation of your water chemistry provider.

CSI Services will work closely with your water chemistry contractor to ensure your boiler performs at its peak and lasts as long as possible

without major waterside failures. CSI is not in the business of water test and treatment, but we do support and recognize the importance of a sound and complete water treatment program for each facility. We also realize a good program can be very costly and in this age of ever tightening budgets this is often an area overlooked by facilities to save money. However, talk to a facility that has had to re-tube a boiler or replace a tube sheet, or has had a major boiler incident because of improper boiler water test and treatment, and you'll find that this proactive approach is relatively inexpensive compared to the cost of boiler repair or replacement.

Now is as good a time as ever to review your current boiler water chemistry program so that you can begin planning for your next shutdown or inspection. If you have any concerns or questions about how CSI can help your boiler maintenance program, please contact me at (717) 767-6984 x 125 or e-mail me at gseifert@csiservice.com.

Employee Showcase: Bill Shue



Bill Shue, Operations Manager

The employee in the showcase this month is Bill Shue, Operations Manager.

Bill started with CSI in October 1988. As Operations Manager Bill is in charge of all installations that are sold at CSI that pertain to boiler, air compressor chiller, fabrication of heat transfer packages, and revamping all types of piping systems in plants. Once the project is sold, Bill communicates directly with the customer to schedule the project. He orders all the miscellaneous material, designs the piping layouts. Once on the job site, Bill reviews the layout with the assigned resources and begins the installation.

Some of Bill's more recent projects include a vacuum project for Cummins Wagner. Additionally he worked on two separate projects at Motts. One project was to do a boiler room energy upgrade. This included installing VFD drives on existing motors, a blow down heat recovery unit, and stack economizers to their boilers.

The other project at Motts consisted of installing new steam driven pump traps to collect and pump condensate to the condensate receiver.

Large scale past projects include:

Warner Lambert—Installation of three 1000 ton chiller cooling towers and new chilled water piping in the plant. This involved installing 17 pumps and 6000 feet of pipe.

Motts—Installation of a new boiler room, complete with new boilers, water softeners, blow down unit and 4000 feet of steam, gas, and condensate piping.

Landis Tool—Installing steam, condensate and air piping from their boiler room to their machine shop. Each pipe run was approximately 700 feet

On the personal side Bill is coming up on his 40th anniversary with his wife Phyllis. He and Phyl have a daughter and son in law, Melissa and Jim, who have two children, both of which are keeping Bill and Phyl young trying to keep up.

In addition Bill has the following things to his credit:

Army National Guard—8 years—Platoon E7

Eagle Fire Company—President—25 years

Manchester Ambulance Club—EMT—5 years

Mount Wolf Boro Council—6 years

Active member at of his church at St. Johns Lutheran

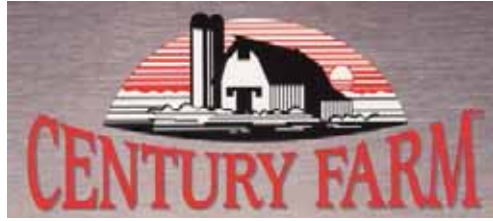
“Phyl and I both love the ocean. We have a place on the bay and like to fish. This is where we like to relax and enjoy life. The grandkids keep us young”.

Project Showcase

Cargill Taylor Beef

This month's project showcase is Cargill Taylor Beef. CSI's professional installation team supplied a 1000 HP Johnson boiler, along with the Limpsfield burner that can handle natural gas, several different concentrations of bio-gas, #2 fuel oil and even beef tallow. This system allows Cargill Taylor maximum flexibility to take advantage of all energy options available to them at any given time. CSI was responsible for the complete system design while also assuring that all the equipment supplied met or exceeded all State environmental guidelines. CSI also provided the mixing skid necessary for proper blending of natural and bio-gas.

Cargill Taylor Beef produces high quality products specializing in custom-made ground beef, which is sold in both chub and case-ready packages. It operates cow slaughter, processing, grinding and case-ready facilities in Pennsylvania, Wisconsin, and California. The business serves retail grocery and foodservice companies. The products pro-



duced at the Taylor facility are marketed under the Taylor, Century Farm and Excel brands.

It also is the largest collector and processor of nature-fed veal and box veal calfskins in North America. Taylor's Wyalusing facility also has a modern rendering facility producing beef tallow, beef and bone meal and blood meal which are utilized as ingredients by pet food, animal feed, soap, chemical, and organic fertilizer manufacturers.

Taylor's mission for over 60 years has been to provide safe, wholesome, quality products to their customers while offering stable, attractive employment opportunities. In accomplishing its mission, Taylor strives to preserve and protect environmental resources and contribute in a meaningful way to the community. Taylor is designated as a Star Site in OSHA's Voluntary Protection Program (VPP). The VPP is an elite group of companies who partner with OSHA to be the benchmark of an outstanding safety program.



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