



An Informational Service of Combustion Services

FIRED UP

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Don't Forget!!!

- Schedule your free energy audit in preparation for winter 2005.
- Schedule your steam trap survey.

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A Few Words from Doug...



Doug Tyger, PE, President

Hello Everyone!

I hope this newsletter finds you all healthy, happy, and enjoying this beautiful spring weather!

You may notice some differences as you read through this quarter's newsletter. We have been doing some updates to our newsletter to make it easier for you to read and to provide optimum information in regards to our products and services. I hope you find the newsletter to be informative and interesting. We welcome any ideas you have for improving our communications with you, be it via our newsletters, website, etc.

As the days start to get longer and the flowers begin to bloom again, heating our buildings is the farthest thought from our minds. But there is no better time than now to get your equipment in shape for the next heating season.

As the price of all types of fuel continues to skyrocket, companies are forced to consider alternatives for energy conservation. As much as 50% of a company's energy can be consumed in its boiler room.

But CSI offers more than just boiler sales and service. We can provide a complete energy audit of a boiler room to evaluate energy saving measures. An enormous amount of energy is wasted in stack gases, blowdown water, and single speed electric motors. We offer equipment that helps to recover wasted heat and conserve energy. Our audits typically result in annual cost savings of 10 to 15%. The audit report includes not only the annual fuel savings, but the installed price of the equipment as well. Our audits are offered at no charge to the customer.

Along with the energy audit for the boiler room, we recommend that customers consider regular inspections of their steam traps throughout their plants. Leaking or failed steam traps are an enormous waste of energy. CSI has the equipment to electronically test all types of traps and can offer this service as a low cost addition to the energy audits. The results of the steam trap survey are displayed in a sophisticated report that shows the condition of all the traps along with a cost analysis of the energy being wasted.

If you take steps now, you can ensure that your systems are running at maximum efficiency before next winter. Don't wait until the last minute—your dollars will go down the drain. Call our Sales Manager, Bill Jones, at extension #115 to schedule a time to see how you can start saving money in energy costs.

I wish you all a safe, happy, and healthy start to the summer season.

Douglas J. Tyger

Regards,



This equipment was chosen for its performance, reliability, ability to meet site emission requirements, and cost effectiveness.

Project Showcase:

HT Lyons Installs CSI Equipment for Major Pharmaceutical Co.

HT Lyons, a PPL subsidiary, installed CSI's Johnston Boiler/Limpfield Burners and additional boiler room equipment over the past several years as part of their contract to design, build, operate and maintain a Central Utility Plant for a major pharmaceutical company in NE Pennsylvania.

This equipment was chosen for its performance, reliability, ability to meet site emission requirements, and cost effectiveness.

HT Lyons installed 2 Johnston 800HP Boilers with Limpfield burners along with all the typical ancillary equipment at the facility in 2003. This included a deaerator, boiler feed system/condensate return, individual stacks for each boiler and a blowdown separator. They added 3 more complete systems in 2004. Other additional systems may be required in the future depending on the expansion plans and the loads of the site.

Consumers Urged to Help Reduce Energy Costs

Energy Prices are on the rise and commercial consumers felt the effects as they struggled to heat their facilities this past winter.

Many of us find ourselves wondering how long it will be until rates start dropping. According to State Representative Ron Miller, energy rates will continue to climb until the supply outweighs the demand, and we as consumers are affecting that outcome directly.

Government Help

"Pennsylvania passed an Alternative Energy Portfolio last year that requires a diversification of energy sources used to generate electricity. The first tier requires alternative energy sources such as wind and photovoltaic. The second tier allows for use of alternative energy sources such as waste coal and waste to energy facilities to meet the stated goals," Miller said. "The importance of this legislation is to diversify our energy sources thus reducing our dependence on foreign oil and helping to alleviate the impact of huge demand swings such as the one impacting natural gas costs."

But Representative Miller feels that regulating the energy companies will not control the high costs.

"Free market influences dictate the cost of energy through the laws of supply and demand. Regulations often contribute to rising costs," he said. "A current example has been the increase in natural gas costs. Emission regulations for electric power generating plants have forced the generating companies to choose between installation of costly emission control equipment, to reduce emissions from the use of coal or oil, or

switch to cleaner fuels such as natural gas. New natural gas fired electric generating plants help us address environmental concerns and avoid the opposition to nuclear plants. However, the increased demand for natural gas drives the cost higher and impacts traditional natural gas uses such as home heating," Miller said.

What can you do?

"Consumers control their own destiny in much of the energy cost issue," he said. "Drive less, moderate temperature control in homes and businesses, use energy efficient appliances and devices such as energy efficient light bulbs, and maintain energy consuming equipment so it operates at peak efficiency; and energy costs will decrease for the individual consumer through their conservation efforts. More importantly, demand will decrease and the law of supply and demand will kick in resulting in lower energy prices."

CSI Service Manager, Greg Seifert, agrees with Representative Miller on these energy saving tips. "We also recommend that you take advantage of our Steam Trap Surveys and free Energy Audits," he said. "The information and tips you receive from these two services will uncover permanent savings in energy costs year-round."

If you are ready to take the first step in controlling your energy costs and receive a Steam Trap Survey and/or free Energy Audit, contact Bill Jones at 717-767-6984 x115.

CSI Service Manager, Greg Seifert, agrees with Representative Miller on these energy saving tips. "We also recommend that you take advantage of our Steam Trap Surveys and free Energy Audits," he said.

Client Showcase: Knouse Foods

CSI is pleased to announce its pick for the Client Showcase for the 2nd quarter—Knouse Foods.

For more than 50 years, Knouse Foods has been a leader in providing high quality fruit products to their customers. They produce products under the label names of Musselman's, Lucky Leaf, Apple Time, Lincoln and Speas Farm.

Knouse Foods began in 1949 when five fruit growers realized the great potential opportunities available to them. They purchased 2 fruit processing plants and hired a leader, M. E. Knouse, a pioneer in the fruit processing industry. Knouse was intent on developing processes that would

preserve a high standard of quality of the fruit. He led the growers and their fruit on to a \$5 million introductory year.

Knouse Foods continues to be a leader in the industry today under the leadership of only their 3rd President since their inception, Ken Guise. Knouse is one of the world's largest apple producers with a staff of over 1500, and as their motto says, they are continually "Growing through Quality."

Please visit the Knouse Foods website at www.knouse.com for more information about the company, history, and delicious apple recipes!



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Employee Showcase: Greg Seifert



Greg Seifert, Service Manager

The employee in the showcase this quarter is Greg Seifert, Service Manager for CSI. Greg has worked for CSI since 1998 as a Service Technician until his recent promotion to Service Manager.

Greg graduated from Northern High School and has continued his education through training received in the Navy and through his various employers.

In the U.S. Navy Greg served for 4 years aboard the U.S.S. CARON. His main duty was the Gas Turbines System Technician. His other assignments included the Flight Deck Firefighting Team, Oil/Water King and Organizer of the Valve Repair and Rebuild facility in the New Orleans Ship Yard. Greg received many awards, including the Navy Achievement Medal, Meritorious Unit Commendation, Navy Unit Commendation, Coast Guard Meritorious Unit Commendation, Armed Forces Expeditionary

Medal, Navy Expeditionary Medal, Navy Good Conduct Award, Sea Service Deployment Ribbon, and the Sailor of the Quarter Award. He holds various Navy certifications including Basic Boilerwater/Feedwater Test & Treatment, Propulsion Engineering Basics, Gas Turbines, and Engineering Propulsion Fuels and Oils Shipboard, to name a few. He's also been trained in boiler and HVAC troubleshooting, theory, safety and maintenance, and he holds a Universal Technician certification for Refrigeration.

Besides working for CSI, Greg also has worked for Precision Components Corporation as the Supervisor for Buildings and Grounds, where he was responsible for boilerhouse and facility maintenance. He also worked for the York County Hospital and Home as a boiler operator.

In his free time, Greg enjoys spending as much time as possible with his wife of 12 years and his son and daughter, ages 9 and 5 respectively. He has a 4 year old rottweiler. His hobbies include fishing, boating, camping and spending time in the outdoors. He also is a den leader for his son's Cub Scout pack.

CSI feels privileged to have Greg on their team and they know he will provide valuable knowledge as their new Service Manager!

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CSI Launches New Website



CSI announces the launch of their newly redesigned website, www.csiservice.com. In an effort to expand the boundaries and reach a larger portion of their target market and provide better and more advanced services for their current clients, CSI hired Mirtech Consulting LLC, a technology consulting company in York, to redesign and develop their website.

“CSI Services hired us to enhance the visual effect and increase traffic to the site because they realized the importance of a professional looking and highly functional website.” says Thom Miles, Technical Consultant for Mirtech.

“CSI has experienced new sales, mostly in our parts division,” comments Bill Jones, CSI Director of Sales. “A company in Texas found our site, while seeking a part for their boilers. Even though there are companies in their immediate area they could have

utilized, I am convinced they chose CSI because of the look and ease of navigating through our new site.”

With the new website, CSI is capable of showing clients exactly what products and services they provide to enable them to comparison shop without leaving their desk, and allowing the CSI sales staff to reach customers that they wouldn't have been able to previously.

“We were so pleased with Mirtech, we decided to contract them to design and implement our new newsletters...CSI is emailing about 1,000,” said Bill. The newsletter will be available electronically on the website. CSI will also mail a few newsletters via snail mail, to the customers who prefer hard copies or do not have internet or email service. If you have any suggestions for services you would like to see on the CSI website, contact Bill Jones at bjones@csiservice.com.

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