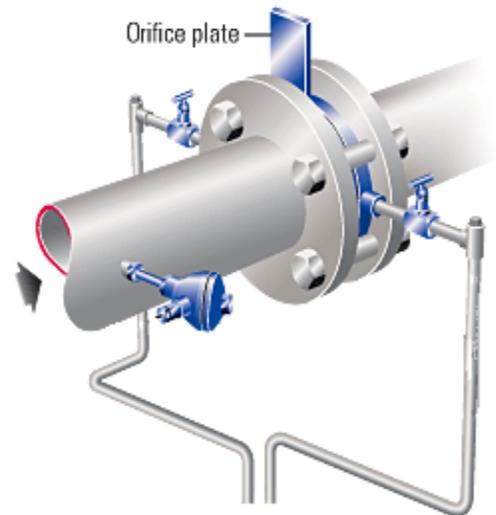


# Do You Know How Efficient Your Steam System Really Is...?

Most boiler manufacturers and service companies can provide you with combustion, heat transfer, and fuel-to-steam efficiency measurements. These measurements are a snapshot of a particular moment in time, under a controlled set of circumstances, and do not really reflect your cost of producing steam for your process. Cannon Boiler Works, Inc. can offer a *REAL* look at your overall plant efficiency—and in most cases our customers find that their plant is not near as efficient as they thought.

Cannon's *In-Service Efficiency Study* gives customers the most accurate actual steam plant efficiency readings available in today's energy-conscious market. We achieve these accurate readings by installing equipment in your fuel and steam lines, and connecting them to our state of the art data acquisition system. We then measure your fuel and steam usage during your plants actual operating conditions (*i.e. start-ups, high loads, low loads, standbys, etc.*) over the course of a few weeks, collect and analyze the data, and provide a report of your plant's actual operating efficiency. The benefits of having this service performed are:

- **Benchmarking your cost of steam production**
- **Identifying potential energy savings**
- **A step toward becoming *GREEN* - Efficient use of fuel means lower emissions**
- **Protecting equipment from possible harmful operation**
- **Identifying how well your equipment is performing**
- **Finding out whether or not you are wasting precious natural resources**
- ***INCREASING YOUR PROFITS!***



In today's economy, saving money on fuel is as important as ever. Equally important is reducing the use of fossil fuels, therefore reducing harmful emissions to our environment. Our *In-Service Efficiency Study* can help steam plants achieve the most economical and environmentally friendly operation possible.

*Contact us today to see how you can benefit.*

## CANNON BOILER WORKS, INC.

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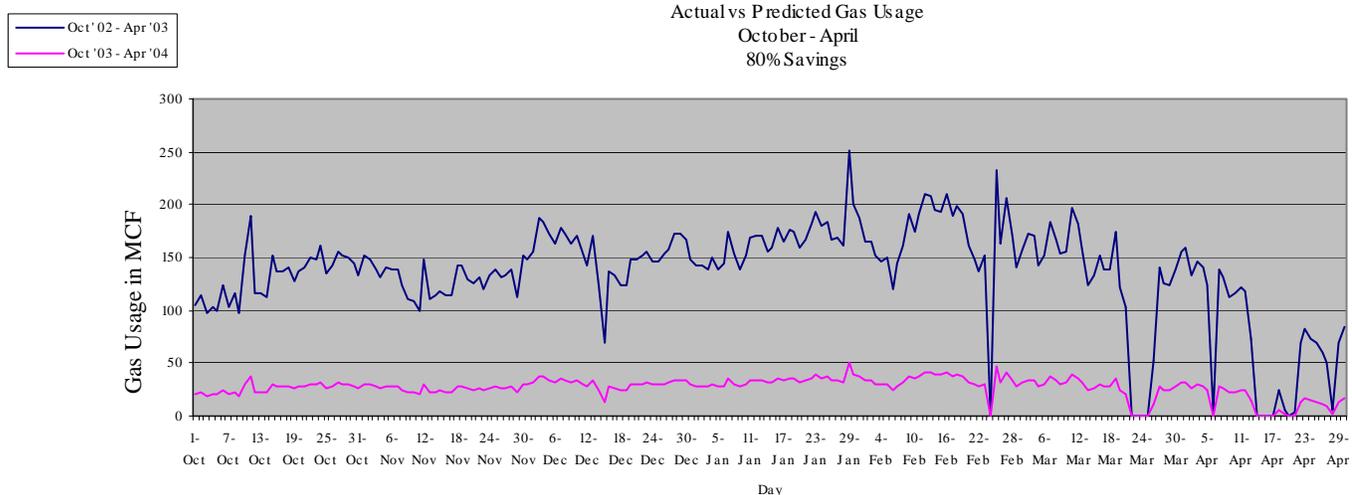
# Is There Money In Your Boiler Room?

According to the US Department of Energy, over 45% of all the fuel burned by US manufacturers is consumed to raise steam. A typical industrial facility can realize 20% savings on fuel costs through improvements to their steam system.

Although there are many areas where Cannon Boiler can assist you with identifying and implementing cost saving programs for your system, we have seen a growing potential for major savings in re-sizing boiler systems to meet current production needs. Whether through downsizing, or more efficient use of process steam, we have been involved with a number of companies who are using boilers much larger than needed to meet actual steam demand. This is an extremely inefficient process which results in large amounts of wasted fuel.

## CASE HISTORY

A Cannon Boiler Works, Inc. customer had a 100 year old plant was using an old 500HP firetube boiler, year round, to supply loads that were identified as less than 100 HP in summer and less than 200 HP in the winter months. These loads resulted in cyclic operation of the boiler, basically keeping the large volume of water in the old boiler hot enough to produce steam when needed. That customer turned to Cannon and Miura Boiler for properly sized replacement units. The Miura boilers, with their high in-service efficiency, are expected to produce a 20% fuel savings over comparably sized firetube boilers, and the expected savings when compared to the oversized boiler were even greater. Two new Miura boilers were installed, an LX 100 HP for summer and an LX 200 HP for winter, covering their operating loads and giving them a 100 HP (operating both boilers) cushion for future expansion if needed. The customer's data acquisition system collects information on both steam use and gas consumption. The chart below (provided by Armstrong) shows a comparison of the actual fuel consumed by the old system the year before it's replacement and the new system for the year after it's commissioning.



In this age of rapidly rising fuel and production costs, any savings in your operating costs can translate into big dollars to the "Bottom Line"

While we can't promise the 80% savings realized above on every project, we can work with you to find the money in your boiler room.

**Contact Cannon Boiler Works today to see how we can help you.**

**CANNON BOILER WORKS, INC.**  
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