

Steam System Services

Working in partnership to deliver
a cleaner more efficient future



Steam System Services

100 years of steam expertise across industry

We have been dealing with industrial markets and their total steam requirements for over 100 years, gaining considerable expert knowledge of steam engineering and steam systems.

It has been evident in recent years that our customers' requirements have changed due to the significant increase in fuel costs and environmental issues. In addition, many of our customers have been forced to make cost cutting exercises resulting in the reduction of maintenance teams and loss of steam engineering experience. This is where our Steam System Services have evolved to support you, by helping you to maintain performance and reduce costs, by working along side your maintenance teams to improve and sustain your plant's efficiency.

Our services are tailored and integrated to suit your resources, plant requirements and budget. Qualified and experienced engineers will work with you to implement the improvements to your system and then help you to maintain the resulting performance gains which usually give very rapid returns on your investment.

Audits

Problem & potential solution identification



Steam System Services



Installation and commissioning

Solution implementation



Service

Maintaining plant performance



Benefits to your business

Steam System Services can help to maintain your steam system at it's optimum level, ensuring that steam reaches the point of use at the correct quantity, quality and pressure.

Increased Turnover

Reduced downtime through preventative maintenance.

Reduced product rejects by ensuring steam reaches point of use at correct conditions.

Faster warm-up times through good engineering practices.

Increased Profit

Reducing energy wastage and emissions.

Reducing stock holding through rationalisation of steam equipment and using a single supplier.

Lower fuel bills through improved energy efficiency.

Reduced administration costs.

Accessing steam expertise through Spirax Sarco without the extra overhead.

Health and Safety

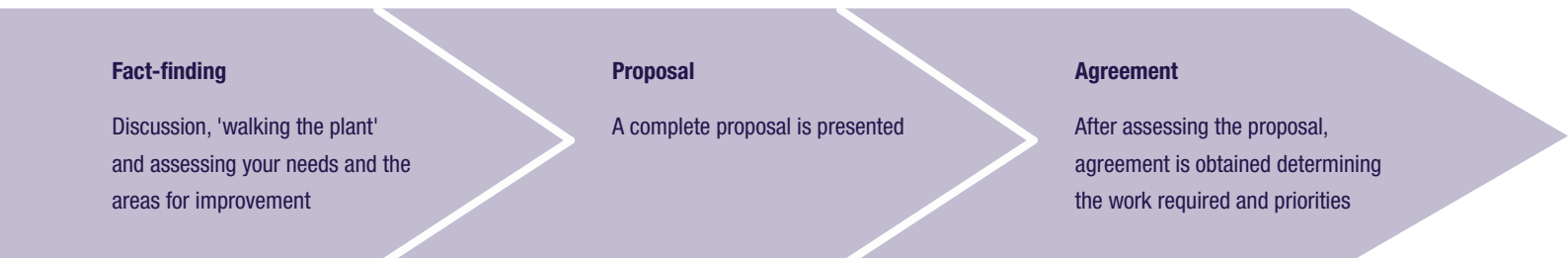
Helping you comply with regulations / legislation.

'Our aim is to reduce your total cost of ownership through improved efficiency of your steam system.'

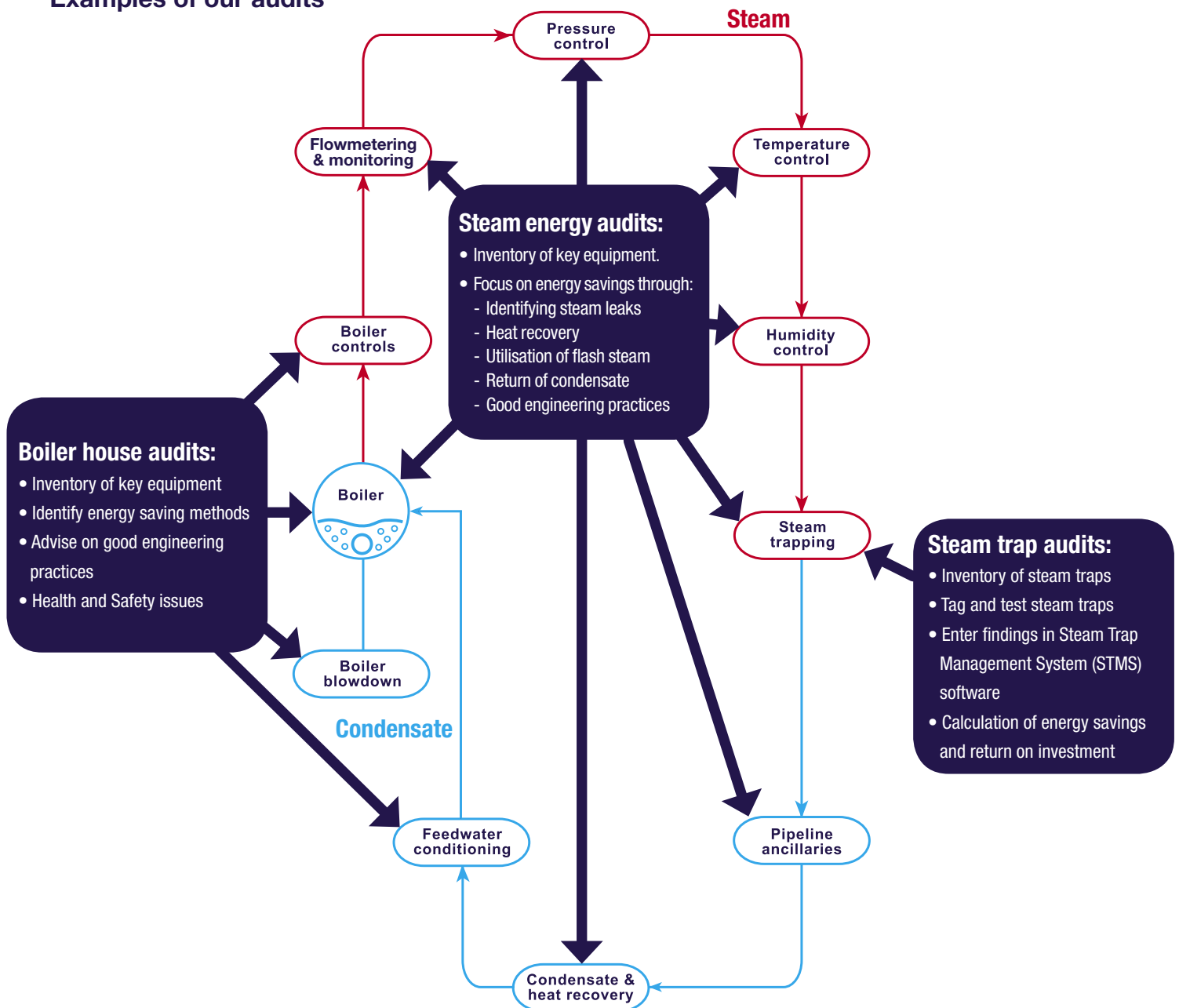
Audits (surveying for areas of improvement)

Spirax Sarco has the experience and expertise to identify areas in your steam system where improvements can be made. Through discussions and agreement, we will help you determine and prioritise which audit / audits are required to improve your systems' reliability, performance and cost effectiveness.

Our audits are designed around your needs



Examples of our audits



Audit deliverables

You will receive a written report, dependent on the audit, typically covering:

- Inventory of equipment audited.
- Description of problems identified.
- Recommendations aimed at improving:
 - Energy/emission losses.
 - Steam generation and distribution.
 - Engineering practices/correct applications.
 - Health and safety.
 - Heat recovery/return of condensate.
- Potential savings (the cost of doing nothing) based on:
 - Energy savings.
 - Water/effluent costs.
 - Production losses (where information is made available) based on improved warm-up times and reduced downtime by ensuring steam reaches the point of use at the correct quantity, quality and pressure.
 - Product rejects (where information is made available) resulting from steam/condensate problems.
- Cost of implementing report recommendations.
- Return on investment.



Business case: Nestlé, E. London (S. Africa)



Food manufacturer

Objectives: Reduce energy costs

Action: Spirax Sarco conducted a full steam audit.

Results: Improvements identified:

26% decrease in steam usage was realised after only 1 year.

Water consumption decreased by 18% due to better condensate return.

Payback period: 2 years



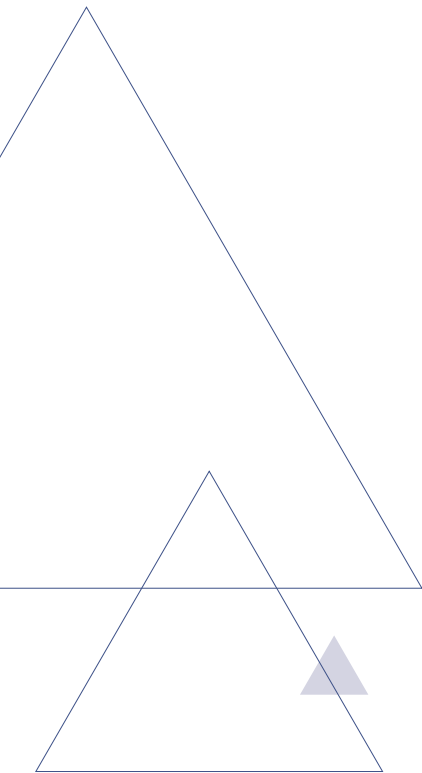
Installation and commissioning (solution implementation)

Whatever your need we can help you implement the improvements identified from an audit. Our team works with you to plan and execute the work that will bring your system to its optimum performance within your budget.

The faster the recommendations are actioned the sooner you will realise the benefits in your business, therefore minimising the cost of delay.

Installation and commissioning available

Implementation	Details
1. Project management	In many global areas, we offer Project Management services tailored to your specific requirements.
2. Full installation work	We can arrange for approved subcontractors to carry out the work required, which we can inspect as part of a Quality Assurance exercise following the installation.
3. Basic product installation	Our service engineers (dependent on Spirax Sarco company) can carry out installation of Spirax Sarco products.
4. Commissioning and start-up	Ensures newly installed equipment operates at its maximum potential.
5. Installation advice	Our sales and service engineers can advise your maintenance teams on good engineering practices and on the installation of Spirax Sarco products.



Benefits

- **Rapid implementation of audit recommendations:**
Avoiding the cost of delay.
- **Reduced risk:**
Installation handled by experienced specialists to avoid post installation problems.
- **Reduced time and cost:**
Experienced installation teams are used ensuring minimised downtime.
- **Capacity management:**
No need to take valuable team members off core functions to complete the installation.
- **Quality procedures:**
Spirax Sarco can perform quality checks as part of the installation so you have the reassurance that these procedures are covered and documented.
- **Clear reporting / accounting:**
The whole process is clearly and concisely documented for you.

Business case: Dreher Brewery, Hungary



Brewing industry

Objectives: Eliminate waterhammer in steam and condensate loop.
Reduce large volume of live and flash steam losses.
Reduce natural gas and steam consumption.
Elimination of operational problems due to wet steam.

Action: Spirax Sarco carried out a series of audits to identify problems and offer recommendations.

Results: Natural gas consumption before project.
11 691 900 m³

Natural gas consumption after first year
9 704 000 m³

Natural gas consumption after second year
1 739 600 m³

Payback period: 3.5 months



Service (maintaining your plants high performance)

Having invested in your steam system by bringing it up to its best operating efficiency, it makes economic sense to maintain it at that level, making life simpler for you and your team. This is where outsourcing the maintenance and service work offers the most cost effective solution. Our engineers will help you to put together an agreement that balances your maintenance/service requirements within your budget. You also have the reassurance that all our products come with a warranty and are supported by a global network of highly trained and experienced service engineers.



'Savings that go just beyond steam loss, one of the larger benefits we've been able to see is an increase in our production rate and being able to push more products through as a result of a better heat system.'

Mark Koehn, BP.

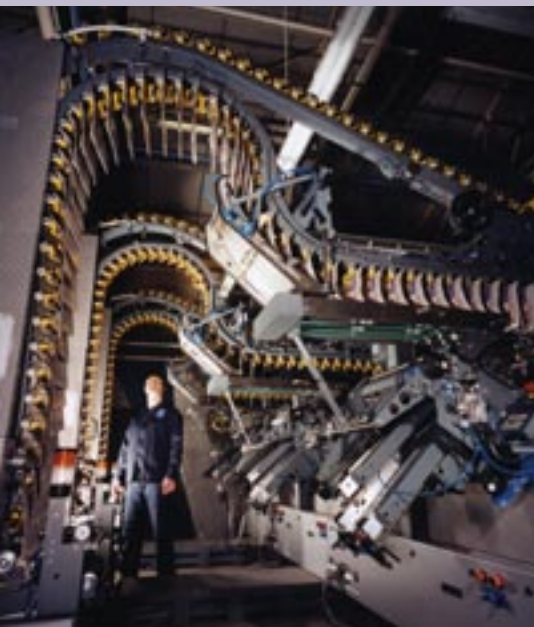
The range available

Service function	Details
Service agreements	<p>Many Spirax Sarco companies offer Service Agreements enabling you to focus on core business activities, while we focus on aspects of your steam system. Examples of Service Agreements include:</p> <ul style="list-style-type: none"> • The boiler house • Flowmetering • Controls • Steam trap management • Engineered systems
Recalibration	<p>Certain Spirax Sarco equipment such as flowmeters and control equipment requires regular calibration to maintain accuracy and correct control function.</p>
Repairs, breakdowns and trouble shooting	<p>Spirax Sarco offer repair services, either on site, or through our many service departments around the world. We have a team of Service Engineers who can rapidly respond to your requests, normally within 24 hours.</p>
Warranty	<p>All Spirax Sarco products come with a warranty. Any equipment found to be faulty through manufacturing defects will be replaced within the stipulated warranty period.</p>

Benefits

- Maintaining most efficient levels of plant performance.
- Preferential call out and repair service (if it is part of the terms of the Service Agreement).
- Preventative maintenance carried out at your convenience.
- Easier to budget through regular payments.
- Reduction in breakdowns and downtime.
- Savings and benefits become visible through monitoring and progress reports, leading to a reduction in Total Cost of Ownership.

Business case: Polestar, UK



Printing industry

- Objectives:** To provide a turnkey unmanned boiler house for the steam requirements of the printing presses.
- Action:** Spirax Sarco designed, supplied, and installed the boiler house ahead of schedule, and as a result were asked to undertake the steam distribution services.
- Results:** Spirax Sarco delivered the project within budget and three weeks ahead of schedule, and were also awarded the long term service agreement for the boiler house, steam distribution main and all ancillary items on the presses.

Spirax Sarco supporting your business and the environment

Spirax Sarco typically audit over 40 000 steam traps per year in the UK, identifying approximately 94 500 tonnes of steam wastage per annum, which in turn equates to a reduction of 15 000 tonnes of CO₂ per year.

Around the rest of the world we audit over 500 000 steam traps per year, where customers usually realise substantial savings far outweighing the cost of the audit and remedial work.



Business case: Sankyo Yuka Kogyo KK, Japan



Oil products company

Objectives: Reduce energy costs.

Action: Spirax Sarco, in conjunction with Nisseki Oil, carried out a turnkey project involving a steam trap and energy audit of the plant, supply, and installation of replacement steam traps.

Results:

Improvements identified: 30% of steam traps on site failed leading to significant losses.

Cost of equipment: (including installation) £135 000

Measured energy savings after one year: £100 000

Payback period: 1 year and 4 months



A sample list of customers we have advised:

BP	Pfizer	Heinz
AstraZeneca	Union Carbide	Dunlop
Mars (UK) Ltd	Kodak	Nestlé
DuPont	Cadbury Schweppes	ICI
Rolls-Royce	Coca-Cola	Glaxo Smith Kline Beecham
Unilever	Cargill	Bayer
Danone	Procter and Gamble	

Contact us

For more information or to contact your local Spirax Sarco company please visit our website at:
www.SpiraxSarco.com/sss

'With only about \$200 spent on materials we were able to save around a \$150 000 in material alone per reboiler. It's working, we increased the uptime, we reduced carbonic acid corrosion and the waterhammer.'

Vee Guidry, Ponchatrain Works

Group companies

Africa

South Africa

Americas

Argentina
Brazil
Canada
Mexico
USA

Asia

China
India
Japan
Korea
Malaysia
Singapore
Taiwan
Thailand

Australasia

Australia
New Zealand

Europe

Austria
Belgium
Czech/Slovak republic
Denmark
Finland
France
Germany
Italy
Norway
Poland
Portugal
Russia
Spain
Sweden
Switzerland
UK

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Kenya
Nigeria

Americas

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Venezuela

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Australasia

Fiji

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Croatia
Cyprus
Estonia
Greece
Iceland
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Lithuania
Malta
Netherlands
Romania
Serbia and Montenegro
Slovenia
Turkey

Middle East

Bahrain
Iran
Jordan
Kuwait
Lebanon
Oman
Qatar
Saudi Arabia
Syria



Not all associates can offer all services/solutions detailed in this sales brochure

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