



SEVCO'S 4 - PHASE STEAM PROGRAM

A comprehensive program designed to meet the needs of all industries in improving plant efficiency and profits.



WATCHING YOUR "BOTTOM LINE"

SEVCO offers a steam trap and steam energy conservation program. Our *4-Phase Steam Program* combines steam trap, steam system education and awareness with complete data gathering of the installed trap population to aide you in reducing your steam system's inefficiencies.

Phase 1 EDUCATION

In-plant steam trap and system seminar.

Tailored to meet your company's specific needs, this relaxed seminar offers ample opportunity to discuss and often solve steam and condensate problems related to your specific process. "Knowledge is Power" — after our seminars your employees will be better equipped to understand and troubleshoot steam trap and system problems.



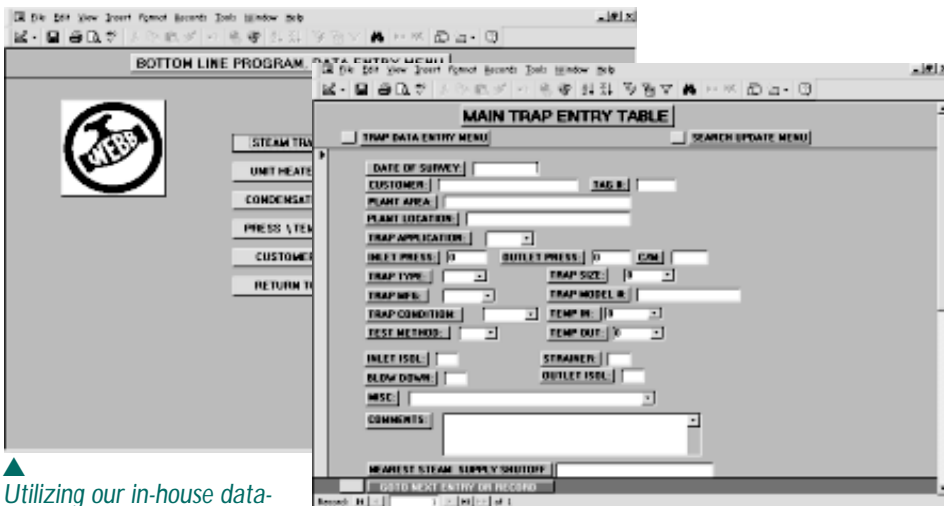
“One on One” or in a group setting, we get down to basics with a no nonsense and unbiased discussion of your specific plant needs.

This outline is typical of the content discussed in our seminars. It can be tailored to reflect specific questions or problems pertaining to your plants' operation. Starting with the fundamentals, we build upon them to trap sizing, selection and troubleshooting techniques that can be used for your system.

Phase 2 FIELD SURVEY

Complete survey of your installed trap population.

With eight trained technicians on staff, Sevco stands ready to handle all aspects of the field data collection with minimal interference to your plants' operation. Steam traps, unit heaters and condensate pumps can be surveyed. Utilizing visual, ultrasonic and temperature test methods, we test each trap to determine its' operating condition and record that data for computer entry. Along with steam trap condition, we determine if they are properly piped and identify any other system deficiencies.



Utilizing our in-house database, the field data is entered for use in the 3rd phase of our program.

Steam Trap and Utilization Seminar Outline of Topics and Discussions

- | | |
|---------|---|
| Time | |
| 10 min. | 1. Introductions and Housekeeping |
| 30 min. | 2. Saturated Steam Table Review |
| | A. Temperature vs. Pressure Relationship |
| | B. BTU's, Valuable Heat Energy |
| | C. Flash Steam |
| 10 min. | Break |
| 45 min. | 3. Steam Traps |
| | A. Function of Traps |
| | B. Types of Traps |
| | C. Advantages & Disadvantages |
| | D. Applications for Various Styles |
| | E. Failure Mode |
| 10 min. | Break |
| 45 min. | 4. Piping and Hookup |
| | A. Strainers |
| | B. Isolation Valves |
| | C. Dirt Legs |
| | D. Piping for Visual Testing |
| 10 min. | Break |
| 15 min. | 5. Auxiliary Equipment |
| | A. Air Vents |
| | B. Vacuum Breakers |
| 45 min. | 6. Sample Sizing Exercises |
| | A. Constant Pressure |
| | B. Modulating Pressure |
| | C. Effects of Back Pressure |
| 10 min. | Break |
| 15 min. | 7. Cost of Blowing Traps |
| | A. Modified Napier Formula |
| 25 min. | 8. Trap Testing Techniques |
| | A. Visual |
| | B. Audio |
| | C. Temperature |
| | D. Mechanical |
| 15 min. | 9. Open Discussions, Questions and Answers |



WATCHING YOUR "BOTTOM LINE"

Phase 3 REPORT GENERATION

A report of the survey results.

Reviews of your overall trap population, piping, applications, condition and a ROI analysis are covered in our comprehensive reports. Data can be output into various formats for your use. Printed reports, Excel files or Access files are all options available to you.

We take time to review all aspects of our reports with you. This assures that you receive a clear understanding of the financial savings that can be derived with implementation of the improvements recommended.



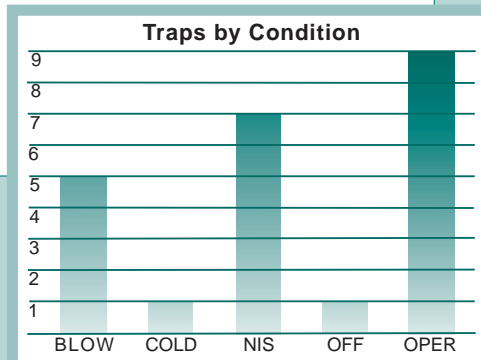
Phase 4 IMPLEMENTATION

Sevco offers a variety of options in managing or maintaining your trap population.

Available is maintenance history reporting, internet access to your data, full stand alone databases for your information systems, or contracted installation and repairs. We stand ready to assist you in whatever method you wish to implement our recommendations.

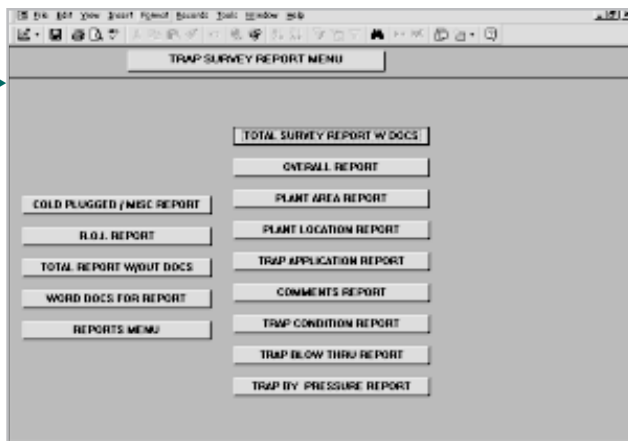
OVERALL SURVEY REPORT												
ABC Company												
TAG#	PLANT AREA	PLANT LOCATION	TRAP APPLICATION	INLET PRESS	OUTLET PRESS	C/M	TRAP TYPE	TRAP SIZE	TRAP MFG	TRAP MODEL#	TRAP CONDITION	TEST METHOD
001	BOILER ROOM	#1 BOILER	DRIP	125	0	C	INVB	0.75	AMW	800	BLOW	S

SURVEY COMMENTS REPORT											
ABC Company											
TAG#	PLANT AREA	PLANT LOCATION	INLET ISOL	STRAINER	BLOW DOWN	OUTLET ISOL	MISC	COMMENTS			
001	BOILER ROOM	#1 BOILER	Y	Y	N	Y	BLOD	ADD STRAINER AND BLOW DOWN VALVE			
002	BOILER ROOM	#2 BOILER									
003	BOILER ROOM	PRV STATION									
004	BOILER ROOM	HOT WATER STORAGE TANK									

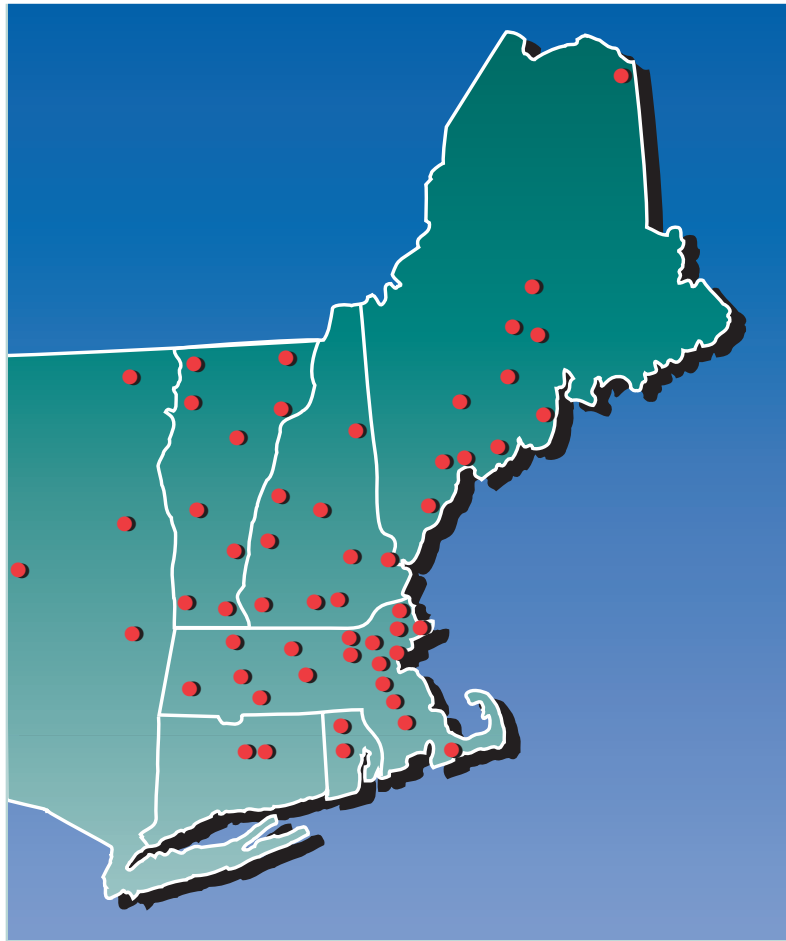


Clear and concise reports let you look at your data. These reports allow you to plan and act on critical problem areas first to maximize returns on investment.

Either specific or global reporting is made available to you once the data has been collected and entered into our system.



OUR 58 CONVENIENT LOCATIONS



For additional information on Sevco's 4-Phase Steam Program, please contact your Sevco or F. W. Webb Company sales representative or contact Daryl Schoellkopf at: 1-800-452-1928.

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Printed in the USA
BR0013 SFI5,000 10/99