

## Sales Territory Realignment - *New faces for some areas*

We have realigned our sales territories. We are pleased to announce our new sales representative, Paul Hamilton, for MA (Central MA, Metropolitan Boston, South Shore, Cape and Islands) and RI customers for ETA Associates. Paul comes to us with more than 20 years of experience. Most recently he was in the glove box industry. Paul can be reached at paul@etaassociates.com, office: (978) 532-1330 x 110 or cell: (508) 498-7781.

Joel Myerson has changed his sales territory to cover Western MA and VT. As president of ETA Associates, Joel may be familiar to many of you. In addition to his management duties here at ETA, he has also been active as a sales manager. He has extensive knowledge of solutions offered by our principals. He can be reached at joel@esafetyinc.com or at the office at (978) 532 1330 x 116.

Our other two sales territories remain the same: Bob Najjar covers ME, NH, and Essex county and portions of Middlesex county in MA. He can be

reached at bob@etaassociates.com or cell (603)828-1934, office (978) 532 1330 x 151. Steve Foster covers CT and can be reached at steve@etaassociates.com or cell (508)527-7225, office (978) 532 1330 x 150.

### Free Webinars

**September 15 & 17, 12 pm:**

*Steam Trap Surveys - Overview  
with Harold Gooding of iFacility Services*

To participate, [www.gotomeeting.com](http://www.gotomeeting.com),  
use code (9/15) 135-306-066 or (9/17) 535-303-834

**September 21, 12 pm:**

*Hazmat Suit Selection  
with Kappler*

To participate, [www.gotomeeting.com](http://www.gotomeeting.com), use code 316-812-339

**September 30, 12 pm:**

*Combustion Efficiency Basics  
with Ametek Thermox*

To participate, [www.gotomeeting.com](http://www.gotomeeting.com), use code 962-977-266  
Questions: [eta@etaassociates.com](mailto:eta@etaassociates.com) or call (978) 532 1330.

## Introducing iFacility Services - *A new company for facility services*

We have started a new sister company which will focus on facility services. The company will provide:

- State of the art surveys and preventive maintenance programs for heating and production steam traps using the latest ultrasonic and temperature differential testing tools.
- Compressed air system surveys as used in production lines, pneumatics
- Service, repair and calibration of portable and fixed instruments for industrial hygiene, safety, and environmental applications

One of the key assets of the new company is Harold S. Gooding, Senior Field Engineer who has over 20 years experience working with Steam Traps and other related steam components. He has a degree in Marine Engineering from the Mass. Maritime Academy and a complete understanding

of how to operate steam systems efficiently and safely. In the past he has worked closely with Trigen Boston Energy Group/Veolia Energy NA and their Boston area customers. His experience includes designing: open and closed loop water treatment programs, industrial preventative maintenance programs, and effective training programs for facility engineers and technicians.

This new company will allow us to increase our capabilities to better meet the needs of facility managers looking for a single service provider for various types of instruments.

Additional information on iFacility Services can be found on their website at [www.ifacilityservices.com](http://www.ifacilityservices.com) or they can be reached at (978) 532-9234

## ETA Associates

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## Steam Traps - *Surveys and savings*

The use of steam as a heat source has a long and diverse history, first applied to home heating as early as Roman times and are common today in large industrial settings. Steam systems account for more than 1/3 of all the fossil fuels used in US industry these days. Industry uses steam for a wide variety of purposes, including heating, drying or concentrating, steam cracking, and distillation. Steam traps are an integral portion of a steam system. Though they are often largely ignored, a malfunctioning trap can result in significant heat losses.

A simple program of checking steam traps to ensure they operate properly can save significant amounts of energy. If steam is used in a production, it can also reduce production downtime costs.

According to the Department of Energy, in steam systems that have not been maintained for 3 to 5 years, between 15% to 30% of the installed steam traps may have failed—thus allowing live steam to escape into the condensate return system.

Up to 20% of steam generated may be wasted through failed-open steam traps. One example is that a single failed-open 1/8" diameter orifice steam trap, operating at 150 psi with a cost of steam at \$15/1,000 lbs of steam can waste up to \$27.28/day or \$818.64/month or \$9,823.68/year.

Steam traps are mechanical devices that fail on average at 5 years of age. If a building has 500 traps,



with a low estimate of 10% of failing traps, that is a loss of \$491,184 annually in increased heating costs.

In systems with a regularly scheduled maintenance program, leaking traps should account for less than 5% of the trap population. If your steam distribution system includes more than 500 traps, a steam trap survey will probably reveal significant steam losses.

### Leaking Steam Trap Discharge Rate\*

Trap Orifice Diameter,	Steam Loss, lb/hr			
	Steam Pressure, psig			
(Inches)	15	100	150	300
1/32	0.85	3.3	4.8	--
1/16	3.4	13.2	18.9	36.2
1/8	13.7	52.8	75.8	145
3/16	30.7	119	170	326
1/4	54.7	211	303	579
3/8	123	475	682	1303

From the DOE: [http://www1.eere.energy.gov/industry/bestpractices/printable\\_versions/pdfs/steam1\\_traps.pdf](http://www1.eere.energy.gov/industry/bestpractices/printable_versions/pdfs/steam1_traps.pdf)

The DOE also suggests that steam traps be inspected more frequently as steam system pressures increase.

- High pressure (150 psig and above): 12 to 52 times per year
- Medium pressure (30 to 150 psig): 4 to 12 times per year
- Low pressure (below 30 psig): annually, once per year

Steam traps should be tested to determine if they are functioning properly and not cold plugging or failing in an open position and allowing live steam to escape into the condensate return system. There are four basic ways to test steam traps: temperature, sound, visual, and electronic.

Finally, the DOE recommends as a best practice that steam traps be tested primarily to determine whether they are functioning properly and not allowing live steam to blow through. They suggest establishing a program for the regular systematic inspection, testing, and repair of steam traps. And to develop a reporting mechanism to ensure thoroughness and provide a means of documenting energy and dollar savings.

For additional information on steam best practices please see the DOE website at [www1.eere.energy.gov/industry/bestpractices/steam.html](http://www1.eere.energy.gov/industry/bestpractices/steam.html).

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