

# HATFIELD AND COMPANY

## Energy & Safety Optimization



Hatfield and Company is a distributor and manufacturer's representative of leading technical products and solutions that help our customers improve efficiency and quality, and save money. We specialize in solutions for filtration, instrumentation, valves, safety, and other piping related products. We consider our customers to be our partners and we are committed to being fair, ethical, and honest... every time.

Hatfield and Company currently has Sales Offices located throughout the United States in Colorado, Illinois, Louisiana, Oklahoma, Pennsylvania, and Texas. We also service and provide technical products and solutions for customers in Alabama, Arkansas, Iowa, Kansas, Kentucky, Maryland, Michigan, Mississippi, New York, Missouri, Montana, New Mexico, Ohio, Tennessee, Utah, West Virginia, and Wyoming.

### **Corporate Office**

2475 Discovery Blvd  
Rockwall, TX 75032

972.288.7625  
800.879.9191

# MEASURE



Capture your data with SAGE® mobile app

## Steam System Survey:

Capture your steam trap performance with SAGE® by Armstrong mobile. Now you can own your data & manage your trap population.

**Thermal Survey:** Identify the need for safety & energy optimization.



## Steam Trap Tester:

the SAGE UMT™ wireless hand-held steam trap testing tool, connects to any smart phone or tablet, with built in RFID tag reader.

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# ANALYZE

## Steam Energy Analysis:

See your full steam system summary with SAGE® by Armstrong. Energy loss, hot water updates & alerts in real time.



Energy Survey Sample									
Presented By: Shannon Enterprises				Survey Date: 5/22/2018		Project Name: Sample Steam System			
Contact: Chuck Kozick				Proposed Date:		Product Specifications: 370 L7400TY			
Phone / Email: 0702-955-7024				Plant Cost (\$/InsBTU): 25.00		Insulation Thickness: 3.5" (Exhaust)			
Project Name: Sample Steam System				Payback Period: 1.5 Years		Payback Period: 1.5 Years			
Phone / Email:				Payback Period: 1.5 Years		Payback Period: 1.5 Years			
Shannon Eng. #:				Payback Period: 1.5 Years		Payback Period: 1.5 Years			

Energy Survey Summary									
Total Heatloss - Bare (BTU/Year):				3,277,993,669.42					
Total Heatloss - w/ Insulation (BTU/Year):				317,299,858.47					
Heatloss Savings - w/ INSULTECH® (BTU/Year):				2,960,693,810.95					
Total Annual Operating (Steam Cost) - Bare:				\$41,957.04					
Total Annual Operating (Steam Cost) - w/ Insulation:				\$4,061.44					
Annual (Steam Cost) Savings - w/ INSULTECH®:				\$37,895.60					
* Lifetime (Steam Cost) Savings (15 Yrs):				\$557,402.96					
Total Cost (INSULTECH® Blanket System):				\$26,231.01					
Installation (By Shannon):				\$4,800.00					
Total Cost:				\$31,031.01					
Payback (Months):				16					
Number of Fittings:				48					

ID	Description / Location	Qty	Unit	Material	Plant Cost (\$/InsBTU)	Insulation Cost (\$/InsBTU)	Insulation Cost (\$/InsBTU)	Insulation Cost (\$/InsBTU)	Insulation Cost (\$/InsBTU)
Main Boiler Room									
1	Valve, Gate, 150#	90	300	8760	21,808.00	\$1,881.66	3,334.91	\$236.62	
2	1" 200# Stop Check Valve	90	300	8760	30,403.20	\$4,424.80	3,473.51	\$289.46	
3	4" 150# Stop Valve (2" 150" Deep)	90	345	8760	189,201.00	\$13,132.40	10,681.76	\$1,294.21	
4	4" 150# Stop Valve (2" 150" Deep)	90	345	8760	189,201.00	\$13,132.40	10,681.76	\$1,294.21	
Steam Header									
5	Valve, Gate, 150#	90	300	8760	21,808.00	\$1,881.66	3,334.91	\$236.62	
6	Valve, Gate, 150#	90	300	8760	21,808.00	\$1,881.66	3,334.91	\$236.62	
7	Flange, 150#	90	345	8760	18,874.52	\$1,219.24	1,071.11	\$128.22	
Steam Tunnel									
8	Stop Joint, Single	90	342	18024	20,837.25	\$1,736.44	1,071.11	\$128.22	
9	Valve, Gate, 150#	90	342	18024	18,501.41	\$1,541.78	1,071.11	\$128.22	
10	Stop Joint, Single	90	342	18024	20,837.25	\$1,736.44	1,071.11	\$128.22	
PEV Station to Deaerator									
11	Stop Joint, Single	110	325	8760	2,219.84	\$1,881.66	1,071.11	\$128.22	
12	Pressure Reducing Valve, 150#	110	325	8760	4,120.20	\$1,881.66	1,071.11	\$128.22	
13	Valve, Gate, 150#	110	315	8760	3,070.00	\$1,881.66	1,071.11	\$128.22	
14	Flange, 150#	110	315	8760	2,784.00	\$1,881.66	1,071.11	\$128.22	
15	Valve, Gate, 150#	110	315	8760	3,070.00	\$1,881.66	1,071.11	\$128.22	

## Energy Survey Summary

Total Heatloss - Bare (BTU/Year):	3,277,893,469.42
Total Heatloss - w/ Insulation (BTU/Year):	317,299,858.47
Heatloss Savings - w/ INSULTECH® (BTU/Year):	2,960,593,610.95
Total Annual Operating (Steam Cost) - Bare:	\$41,957.04
Total Annual Operating (Steam Cost) - w/ Insulation:	\$4,061.44
Annual (Steam Cost) Savings - w/ INSULTECH®:	\$37,895.60
* Lifetime (Steam Cost) Savings (15 Yrs):	\$537,402.96
Total Cost (INSULTECH® Blanket, System):	\$26,231.01
Installation (By Shannon):	\$4,800.00
<b>Total Cost:</b>	<b>\$31,031.01</b>
Payback (Months):	20
Number of Fittings:	45

## Thermal Energy Loss Analysis:

Calculate energy loss and savings with reusable thermal jackets.

## Hot Water Monitoring:

Precision temperature control and monitoring with thermal flush programming. Complies with CMS mandate on Legionella.



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# OPTIMIZE

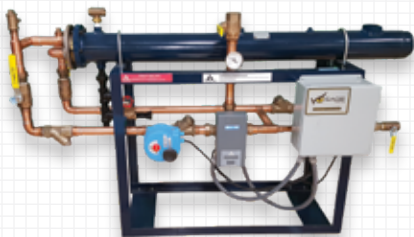


## **Steam Energy Optimization:**

Minimize your energy losses and optimize your equipment performance with 24/7 monitoring through SAGE® by Armstrong.

## **Veris Accelabar Flow Meter:**

Absolutely no straight runs required.



## **Hot Water Systems:**

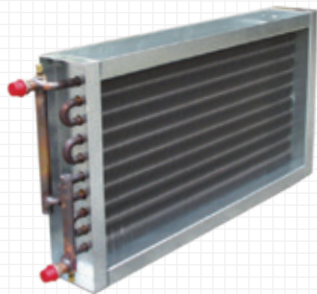
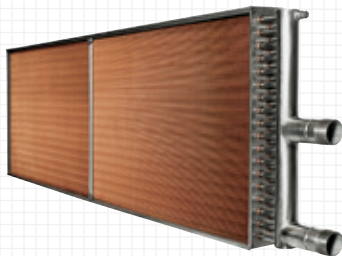
Customize a digital hot water generation system to meet your specific needs.



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# HEAT EXCHANGE & CONDENSATE RECOVERY

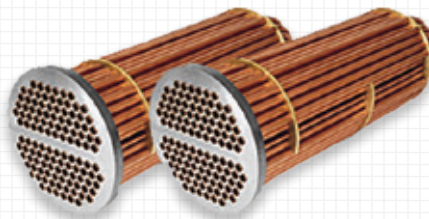


Coils

Optimize your system with custom heat transfer solutions tailored for your specific needs.

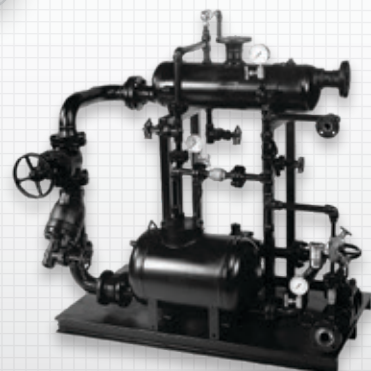


Plate & Frame Heat Exchangers



Shell and Tube bundles

Recovery systems to return your condensate efficiently.

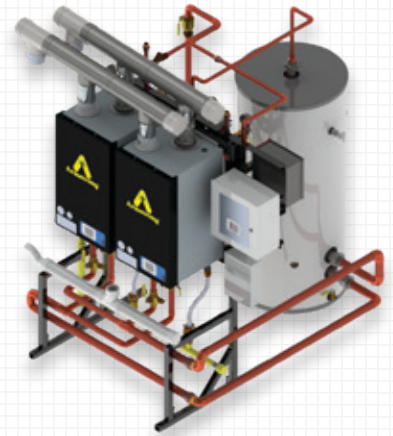


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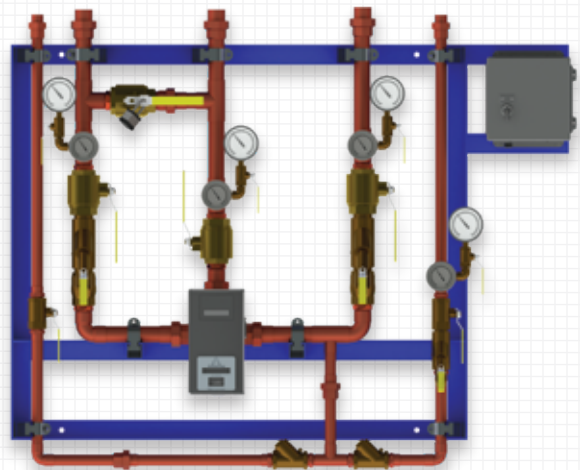
# GAS FIRED WATER HEATERS



ABH Hot Water Generation & Control Solutions



Water Temperature Control –  
Recirculation Systems



RADA Digital Faucets for  
every application