

WARE

Powerful solutions...
Extraordinary results.

The GRIME

June and July 2012 Newsletter

WARE partners with Canadian-Russian company to expand business outside of the U.S.

WARE, a long-time leader in the boiler and chiller industry, has entered into a partnership to manufacture containerize boilers for businesses in the former Soviet Union.

The partnership is with Canadian-Russian AMELIN Group, a major international manufacturer of hi-tech, cutting-edge equipment and materials.

AMELIN brings to the table their extensive contacts in Russia and their sales force already in place there. WARE brings the quality equipment and the top-notch customer service.

"We assessed the competition in this industry and we chose to partner with

"The biggest factor was their integrity. WARE promises less and delivers more in a first-class way."

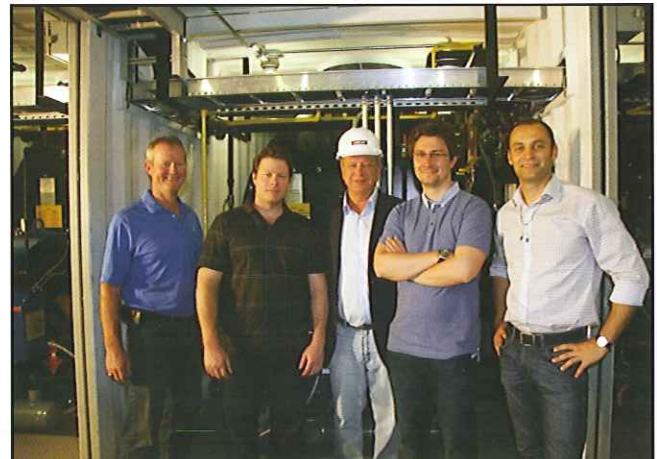
The idea of the partnership began as WARE worked with AMELIN for the past seven years building containerized boilers for their customers. The latest job included four containers that provided 20 net tons of steam to a refinery in Russia.

AMELIN is an engineering firm that has been in business for 20 years. They specialize in heat and power engineering and have completed over 200 projects in that time. The containerized boilers will have all types of applications from small to large operations including industries like chemical manufacturing, steel process-

AMELIN pursues opportunities to develop and to implement state-of-the-art processes, to promote innovative solutions for the manufacturing industries of developed nations. This pursuit matched well with WARE's innovative "plug and play" containerized boilers. The system can be set up and immediately start providing steam.

AMELIN will oversee the design and selection of the materials and WARE will implement the specifications and manufacture the containerized systems.

WARE rebuilt four 45' containers for the boiler "room". Portions of the walls were knocked out and the containers



Ware because of their tremendous integrity and professionalism and their knowledge of the process," said Michael Elinson, president and CEO of AMELIN.

ing, food and beverage manufacturing, mining and even residential applications for high-rise buildings.

are bolted together to make one large "room". It is cleaned, painted and filled with everything a boiler room needs.

continued on pg. 2

"If you stand inside the containers, it looks like any other boiler room in a plant," said Steve Taylor, director of sales for WARE.

After completion and testing, the boiler room's connecting equipment is packed into four containers and shipped to the customer in Russia. The supply chain begins with a two-day truck drive to Baltimore, where it is loaded onto an ocean liner and the 30 day trip overseas begins. Once it arrives in Russia, it takes about two weeks to reassemble. Professionals from WARE will be on site to make sure the start-up goes smoothly.

In this new partnership, which is a multi-year agreement, AMELIN will promote and sell the boiler solutions in Russia and WARE will continue to assemble and test them in their facility in Louisville.

"These containerized boilers have a multitude of uses from providing steam for housing complexes to chemical plants," said Taylor. "This new partnership is WARE's first venture outside of the country and we expect it to provide about 10% growth for our company this year."

Elinson says this is a new and exciting untapped market. "We are looking forward to expanding this partnership over the long term," he said.

Inspect and repair steam traps to save energy

Steam traps are tested to determine whether they are functioning properly and are not allowing live steam to blow through. It is important to establish a program for the regular, systematic inspection, testing, and repair of steam traps.

Use documentation of the testing and inspection in order to make sure the testing is done thoroughly and to provide a way to document energy and dollar savings. In order to quickly identify steam loss trends, consider online monitoring of the most important steam traps or those associated with the most important processes.

Example of cost savings

In a plant where the value of steam is \$10 per thousand pounds (\$10.00/1,000 lb), an inspection program indicates that a trap on a 150-pound-per-square-inch gauge (psig) steam line is stuck open. The trap orifice is 1/8th inch in diameter which has an estimated steam loss of 75.8 pounds per hour (lb/hr). After the failed trap is repaired, annual savings are:

$$\text{Annual Savings} = 75.8 \text{ lb/hr} \times 8,760 \text{ hr/yr} \times \$10.00/1,000 \text{ lb} = \$6,640$$

Steam Trap Testing Facts

If a steam system has not been maintained for three to five years, it is possible that 15% to 30% of the installed steam traps may have failed. This failure allows live steam to escape into the condensate return system. In systems with a regularly scheduled maintenance program, leaking traps should account for less than 5% of the trap population. If the steam distribution system includes more than 500 traps, a steam trap survey will probably reveal significant steam losses.

There are four basic ways to test steam traps:

- Temperature
- Sound
- Visual
- Electronic

It is recommended that steam traps are tested using the following Intervals:

- High-Pressure (150 psig and above): Weekly to Monthly
- Medium-Pressure (30 to 150 psig): Monthly to Quarterly
- Low-Pressure (below 30 psig): Annually

Information for this tip was taken from The National Board of Boiler and Pressure Vessel Inspectors. More information can be found at www.nationalboard.org.



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Equipment List

All equipment listed is for sale or lease and is subject to availability

Unit	HP/PPH	Year	Manufacturer	Fuel	Type	Pressure	Controls
767	75,000	2011	Victory Energy	G/#2	Steam/SH	750/750	IRI
747	75,000	2000	B&W (Low NOx)	G/#2	Steam/SH	750/750	IRI
750	70,000	1996	Nebraska (Low NOx)	G/#2	Steam/SH	750/750	IRI
752	60,000	1980	B&W	G/#2	Steam	750/750	IRI
709	60,000	1979	Zurn (Low NOx)	G/#2	Steam	500	IRI
741	60,000	1979	Zurn	G/#2	Steam	550	IRI
SB79	40,000	1986	Cleaver Brooks	Gas	Steam	260	IRI
SB80	40,000	1986	Cleaver Brooks	Gas	Steam	260	IRI
615	40,000	1975	B&W	G/#2	Steam	325	IRI
SB29	1,200	1990	Johnston (Low NOx)	G/#2	Steam	200	IRI
496	800	1990	York-Shipley (Low NOx)	G/#2	Steam	200	IRI
634	800	1972	York-Shipley	G/#2	Steam	150	IRI
SB150	800	2011	Victory Energy (Low NOx)	G/#2	Steam	300	IRI
SB123	600	2008	York-Shipley	G/#2	Steam	150	UL/CSD1
SB149	500	2011	Victory Energy (Low NOx)	G/#2	Steam	250	IRI
SB139	500	2001	Cleaver Brooks		Steam	150	
SB63	500	1985	Superior	G/#2	Steam	150	IRI
SB152	400	2011	York-Shipley (Low NOx)	G/#2	Steam	150	UL/CSD1
SB138	350	1994	Cleaver Brooks		Steam	150	
SB137	250	1994	Cleaver Brooks		Steam	150	
415	250	1980	Eclipse	#2 Oil	HT/HW	954	IRI
719	250	1987	Superior	G/#2	Steam	150	IRI
SB148	200	1995	Kewanee	Gas	Steam	325	IRI
SB146	200	1995	Kewanee	Gas	Steam	325	IRI
SB147	200	1995	Kewanee	Gas	Steam	325	IRI
SB170	250XID	2012	York-Shipley	G/#2	Steam	150	UL/CSD1
SB172	175XID	2010	York-Shipley	G/#2	Steam	150	UL/CSD1
SB166	175XID	2010	York-Shipley	G/#2	Steam	150	UL/CSD1
RB769	150	1998	Precision	Electric	Steam	150	UL
SB163	150	2001	Miura	G/#2	Steam	170	UL/CSD1
SB164	150	2001	Miura	G/#2	Steam	170	UL/CSD1
SB132	100	2003	Johnston	Gas	Steam/HW	15/30	IRI
SB131	100	2003	Johnston	G/#2	Steam/HW	15/30	IRI
SB178	100XID	2011	York Shipley	G/#2	Steam	150	UL/CSD1
SB177	100XID	2011	York Shipley	G/#2	Steam	150	UL/CSD1
SB165	70	2011	York Shipley	G/#2	Steam	150	UL/CSD1
SB167	50	2011	York Shipley	G/#2	Steam	150	UL/CSD1
SB145	50	2001	Cleaver Brooks	Gas	Steam	150	IRI

Request a quote on-line at www.wareinc.com or call 800-228-8861

WARE buys used boilers

All equipment listed is for sale or lease and is subject to availability

Unit	Size	Manufacturer	Voltage	Type	Year
RC-24	30 Ton	Mc Quay	480 v	3 ph	2000
RC-21	40 Ton	Mc Quay	480 v	3 ph	1999
RC-1	60 Ton	Mc Quay	480 v	3 ph	1995
RC-2	60 Ton	MC Quay	480 v	3 ph	1995
RC-13	60 Ton	Trane	200-230 v	3 ph	1989
RC-5	95 Ton	Mc Quay	480 v	3 ph	1995
RC-6	105 Ton	Mc Quay	480 v	3 ph	1995
RC-8	155 Ton	Mc Quay	480 v	3 ph	1995
RC-10	195 Ton	Mc Quay	480 v	3 ph	1995
RC-11	195 Ton	Mc Quay	480 v	3 ph	1995
RC -25	300 Ton	Mc Quay	480 v	3 ph	2003

NEW YORK SHIPLEYS AVAILABLE

Unit	HP/PPH	Year	Manufacturer	Fuel	Type	Pressure	Controls
SSB12	50 hp	2011	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB16	70 hp	2012	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB19	100XID	2012	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB18	150	2011	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB20	175XID	2012	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB6	250XID	2011	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB14	300XID	2011	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB8	400XID	2011	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB15	500XID	2011	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB17	600XID	2012	York Shipley	(Low NOx) G/#2	Steam	250	UL/CSD-1
SSB11	800XID	2011	York Shipley	(Low NOx) G/#2	Steam	250	UL/CSD-1

Ware's 2012 Annual Partners Conference

Ware just held its annual Partners Conference. There were 24 representatives in attendance from 18 companies.

The Partners were treated to dinner Friday night at Eddie Merlots in Downtown Louisville.

A business meeting was held on Saturday with awards given out at the conclusion of the meeting.

Partners receiving awards were:

The 2011 Ignition award (Partner with the best start) went to: Mr. John Kelly of Innovative Boiler Systems.

The Main Flame Award goes to those partners that have reached their budgets.

Partners reaching their budgets for 2011 are: Mr. Tim Powell of Hughes Machinery,

Mr. David Owens of LWT, Mr Tim Carberry, PBBS Equipment Corp., Mr. Mark Hulihan of Troy Boiler Works, Mr. John Kelly Innovative Boiler Systems, Mr. Gary Jarrell of Valley Boiler & Mechanical.

The High Fire Award.

This award goes to the Partner with the highest revenue generated. This award

went to: Mr. Tim Powell, Hughes Machinery.

Ware entertained their partners at the 3rd largest Air show in North America. Then at dusk, they experienced North America's largest Firework show, "THUNDER OVER LOUISVILLE". A great time was had by all the attendees.



Part of Ware's presentation was done in their new maintenance facility to showcase all Ware's capabilities.

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www.youtube.com/user/wareboilers



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Ware donates all net proceeds from the sale of Steamware T-shirts to Kosair Charities. Where health care is provided to Children when there is no one else to turn to. Check it out on www.4steamware.com

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The HeatSponge Sidekick

The HeatSponge Sidekick is a stainless steel external condensing economizer designed specifically for hot water boilers.

Sidekicks allow new or existing conventional boilers to be retrofitted to condensing efficiency.

As every commercial boiler installation is unique all Sidekicks are custom-engineered, estimated, and priced in real-time for each inquiry by "Bruce", our state-of-the-art on-line sales engineer.

Conventional boilers can realize efficiencies nearly the maximum theoretically possible when boilers are run at higher supply temperatures, something condensing boilers cannot do.

A simple Thermostatic Bypass Valve protects the conventional boiler from shock and condensation.

There is nothing a condensing boiler can offer that a conventional boiler equipped with a Sidekick cannot do more efficiently and at a lower price.





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