



CSM

Worldwide

CSM Taps Unused Energy Source

Brian Senyk, CSM Project Engineer, has recently completed significant projects providing Second Heat Recovery to Bakeries through Waste Heat Recovery - saving the bakery a lot of money - particularly with the recent significant increases in natural gas prices. For this reason, David Brady Marketing Consultant for CSM Worldwide, interviews Brian in an effort to relate his role in this innovative and rewarding project.



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David: Brian, CSM Worldwide is the major supplier of CatOx to bakeries with over 100 oxidizers operating around the world. This experience has positioned CSM as the industry

leader in the design and application of catalytic oxidizers of all sizes. You've been personally involved in a unique application to recover oxidizer waste heat as an energy savings.

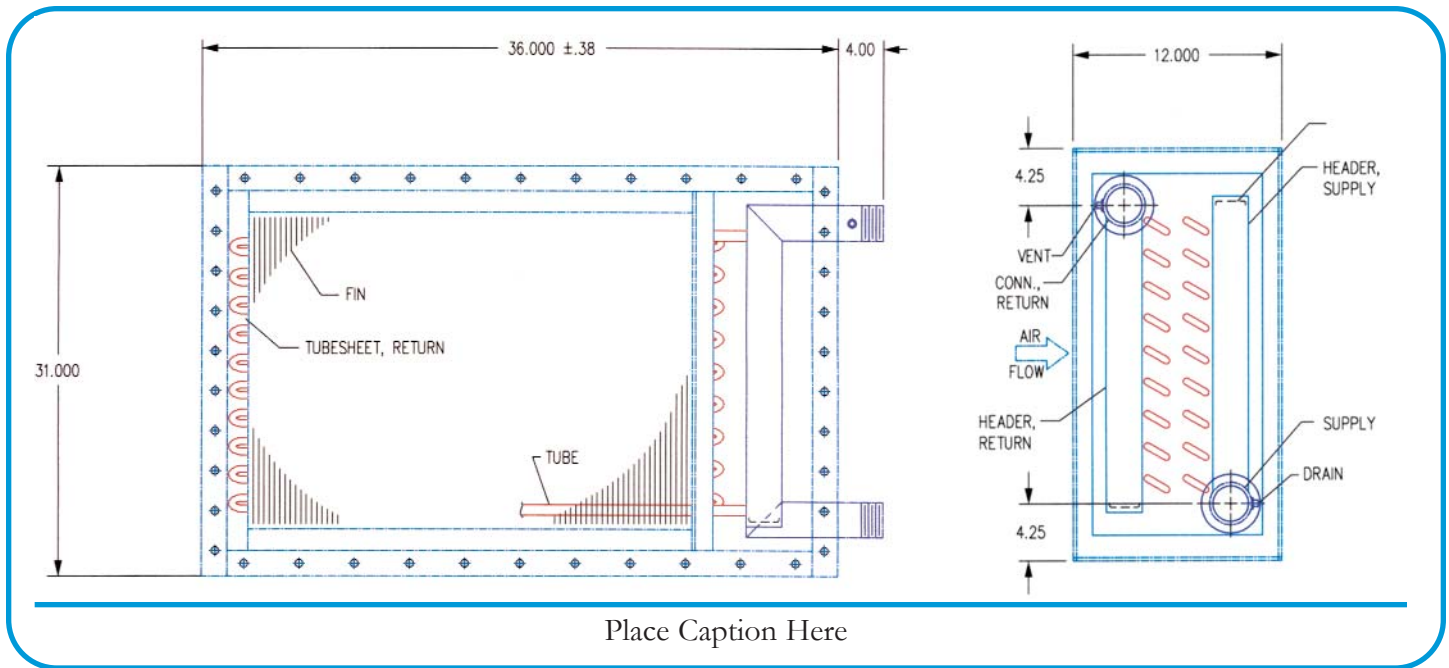


Brian Senyk CSM's Project Engineer

Brian: That's correct. This application has been used in the chemical and petroleum processing industries for years, but never applied to the commercial baking industry until CSM developed this unique application of waste heat for use in commercial bakeries. It was our idea to offer this glycol heat exchanger coil to the bakers. After all, it makes sense to take advantage of this previously untapped resource.

David: I agree, it does make a lot of sense to use the energy that already exists in the CatOx

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exhaust. Are these designs available only to new oxidizers or can you retrofit to existing units as well?

Brian: Good question, and one that's asked all the time. It is a very simple and cost effective process to install the heat exchanger glycol coil in any oxidizer, regardless of size or location.

David: Speaking of costs, just what is the return on investment for a glycol heat exchanger coil?

Brian: On an average, about one year. And sometimes even less. Clearly, ROI depends on the current cost of natural gas. And with the current trend of natural gas pricing, the ROI is getting better and better.

David: That's exceptional. What are your customers saying about this?

Brian: Naturally, they are very happy and quite a bit relieved. After all, they're facing incredibly high bills for natural gas on a monthly basis. This way, they stop wasting the heat going up the stack. This is a money saver. Any time money can be saved; it gets people's attention.

David: With such success in the bakery industry, does CSM plan to apply this technology to other core businesses?

Brian: Yes, of course, because no industry is exempt from today's high priced fuel. We are now approaching all of our customers to offer this glycol heat exchanger coil technology.

David: When you have a good thing, why not spread it around?

Brian: That's the position we're taking.

In today's energy environment with the price of energy and in particular natural gas being adversely affected by the world economy, it is imperative to conserve! It is no longer acceptable for plants to direct heat laden exhaust to atmosphere without first reclaiming a significant portion of that energy. CSM Worldwide has taken the initiative to help our customers by providing a cost effective solution to this critical waste heat recovery. The ROI is right, the capital expenditure is right, and the time is right.....it the right thing to do!

