

THE IR&G Connection

INSIGHTS IN INDUSTRIAL REFRIGERATION AND GAS

VOL. 2 SUMMER 2018

Value of BioGas Conference

In late March, the Canadian Industrial Team participated in the Value of Biogas Conference in Gatineau, Quebec. Over the two-day conference, the team participated in many discussions regarding RNG applications, financing approaches and policy development.

At the conference, Emerson displayed and showcased many Biogas solutions, including the industry-leading single screw compressor for natural gas compression.

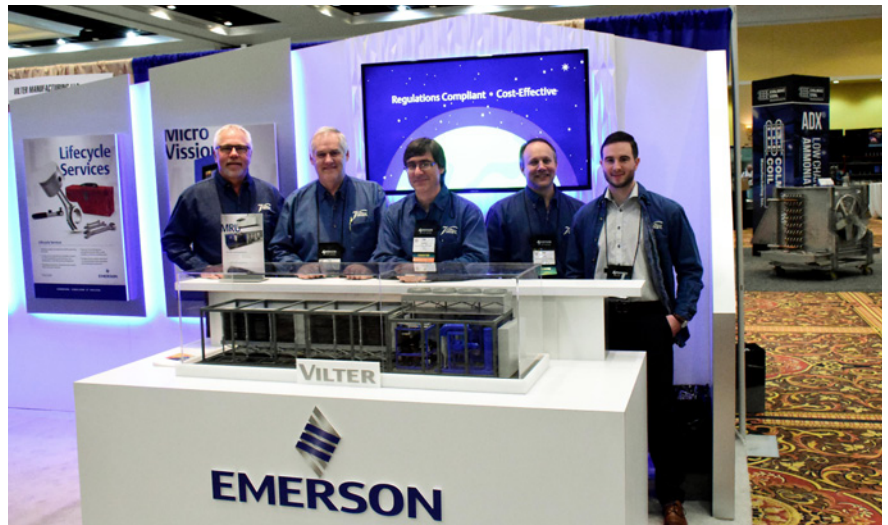
For information on Emerson's gas compression solutions (Biogas, Landfill, Waste-Water Treatment, Combined Heat & Power), please reach out to Sebastien Lee: Sebastien.Lee@Emerson.com



EMERSON INDUSTRIAL TEAM, LEFT TO RIGHT: Craig Hasler, Sebastien Lee, Shawn Goggins

VILTER™

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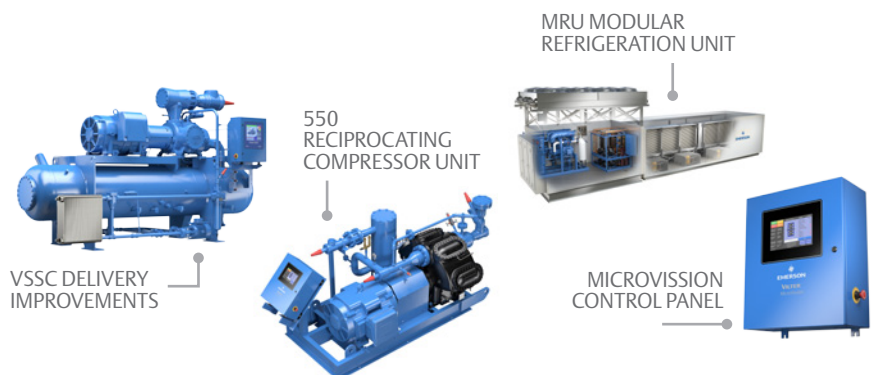


PICTURED LEFT TO RIGHT: Nelson Schellenberg, Jim Dick, Alwyn Conquest, Alan Simchick, Craig Hasler

IIAR 2018

From March 18 to 21st, 2018, the Emerson Canada Industrial Team participated in another successful IIAR Conference and Expo. Hosted at the Broadmoor Hotel & Resort in Colorado Springs (USA), the conference was a great opportunity to continue to build relationships and share knowledge regarding the changing trends within the refrigeration industry.

Vilter also displayed a few innovative solutions (to be released in 2018 and 2019). Thank you to everyone who helped make this IIAR especially successful.



For more details contact Alwyn Conquest at: Alwyn.Conquest@Emerson.com or Alan Simchick at: Alan.Simchick@Emerson.com

Ahead of the Curve

MICROVISSION

Simplifying Remote Monitoring and Control

Vilter will soon be introducing the MicroVission panel, a premier controller for reciprocating compressors with advanced communication features.

This controller is compatible with all reciprocating compressors. The expandable I/O will be capable of adapting to customers' future expansion. Web accessibility provides full control and monitoring from a remote PC as though you were standing in front of the compressor. Configurable and expandable — even with multiple compressor sequencing, the MicroVission is still easy to use.

Vilter continues to evolve and add intelligence to both the MicroVission and Vission 20/20 for seamless and complete integration of all Vilter panels.



Focus on Technology

HEAT PUMPS

How it Works

Industrial processes consume considerable energy from two primary sources. The mechanical refrigeration used in the processing and preservation of products consumes electrical energy, while the hot water used for clean-up, cooking and process heating employs mostly fossil fuels. The considerable energy absorbed by ammonia in industrial refrigeration is usually discarded into the atmosphere as wasted heat. This rejected heat has the potential to significantly offset and reduce the quantity of fossil fuels required to produce hot water in the plant.

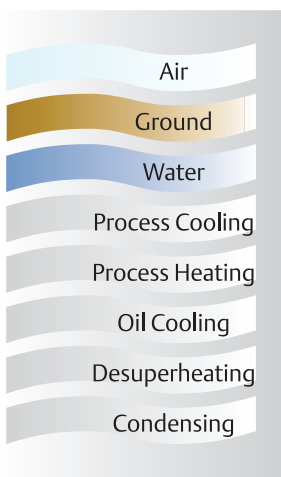
With a growing interest in conserving energy and water, industrial processors are enhancing the use of their refrigeration system's wasted heat by employing the latest innovations in compressor technology and optimizing their resources. Facilities are realizing the powerful potential of applying industrial heat pumps to their processes and converting their waste heat into useable heat through the use of the high pressure capabilities of single screw compressor technology.

BENEFITS OF HEAT PUMPS

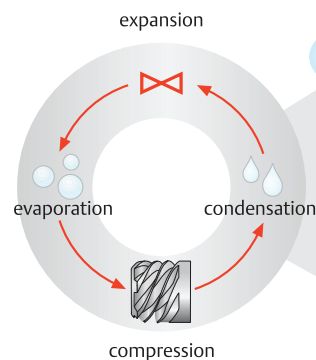
- Significant cost savings: water savings, higher efficiency and heat recovery
- Automatic controls: panels are mounted directly on system
- Space savings: compact design allows for smaller mechanical equipment room design
- Mobility: equipment mounted on a single base which allows for movement as a single skidded package



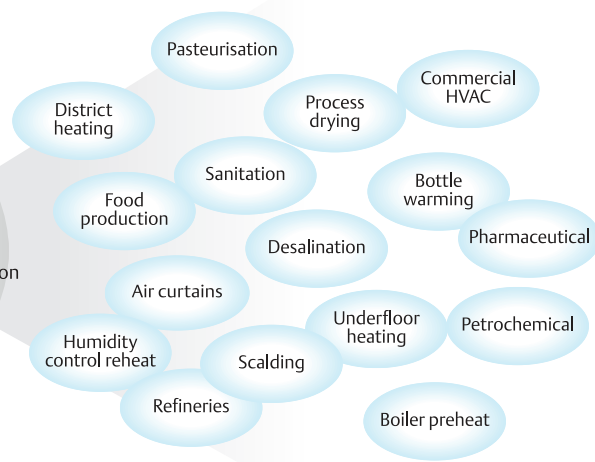
Examples of Heat Sources



Heat Pump Refrigeration Cycle



Examples of Applications



Get to Know

SHERRY TAMILIA, SERVICE ADMINISTRATOR

CREDENTIALS:

24 years of customer service experience

FAVOURITE TASK:

Customer Engagement & Communication



Q: *What was the most rewarding moment you have had in your job?*

A: Since I am new to the Industrial category there is a lot of opportunity each day for learning, meeting new customers and gaining more product and product application knowledge. These are all very rewarding aspects of my work.

Q: *What do you find most challenging in your role?*

A: The learning curve on product application can be steep at times. The first key challenge I faced across the entire scope of the business was deadlines and timing. This can be daunting during peak business periods. That said, keeping step with client expectations and perfect coordination is a challenge I'm definitely up for.

Q: *What changes with VILTER have you most excited in your role?*

A: Another exciting aspect of my work with Vilter is the ongoing blending and integration of newer employee

talent with the more seasoned and experienced personnel. Emerson is really doing an amazing job of balancing veteran knowledge and expertise, best practices and vertical integration to the employee base across all levels and departments within the organization. We are effectively growing, evolving and creating a training cadence that allows us to remain competitive and relevant in an aggressive marketplace.

Q: *How have you helped the industry embrace recent changes with the industrial refrigeration and gas landscape?*

A: My hope is that I have altered the overall expectations on delivery of customer service. I believe that our customers should always feel important, valued and heard. In my role, I'm not necessarily providing Industrial parts and compression units, I am providing a customer experience and raising the bar on expectations. My goal is to provide nothing short of a world class service experience.

Industrial Refrigeration & Gas Solutions Key Contacts

TECHNOLOGY INTEGRATION



Alwyn Conquest, P Eng.
INDUSTRIAL APPLICATIONS SPECIALIST
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T 1-519-379-5293

Alwyn is responsible for integrating Emerson technology and solutions into large industrial refrigeration and heat pump systems, and contributing to break-out technology development efforts. Alwyn has 22 years of experience in heat transfer and industrial refrigeration, including mechanical design and costing.



Shawn Goggins
INDUSTRIAL GAS COMPRESSION SPECIALIST
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T 1-414-403-3752

Shawn specializes in the integration of Emerson oil and gas compression solutions for a variety of applications including hydrocarbon processing, gas production and transportation, biogas and fuel gas. Shawn has 22 years of experience working with end users, consultants, engineering firms, and utilities.



Alan Simchick
INDUSTRIAL SALES MANAGER (WESTERN CANADA)
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T 1-414-403-0557

With 24 years of experience in the industrial refrigeration industry, Alan brings a wealth of knowledge regarding Emerson technology. Servicing the Western Canada region, Alan is proficient in assisting clients integrate Emerson solutions into large industrial refrigeration and heat pump systems.



Nelson Schellenberg
BUSINESS DEVELOPMENT SPECIALIST
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T 1-306-914-4522

Based out of Saskatchewan, Nelson is responsible for providing technical support to contractors, consultants and engineering firms. With 29 years of experience in the refrigeration industry, Nelson has a tremendous knowledge of refrigeration system design, engineering and controls, including the installation and service aspects.



VILTER™



PROJECT EXECUTION



Dominique Monney

SOLUTIONS & TECHNOLOGY INTEGRATION DIR.
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Dominique specializes in the development of Emerson's low GWP industry global strategy, and channel training for Emerson's refrigeration systems. He possesses 14 years of contracting, manufacturing, engineering, sales, and technical service experience working directly with end users, OEMs, consultants, government, and utilities.



Lauren Lint

OPERATIONS COORDINATOR
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For equipment orders, Lauren manages all operational aspects of the order process and works with customers to ensure project timelines and logistical details are communicated. She is also the point of contact for warranty inquiries.



Craig Hasler

INDUSTRIAL BUSINESS DEVELOPMENT MANAGER
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Craig is responsible for working with various members of the industrial ecosystem to identify opportunities for Emerson solutions and connect those members with appropriate internal Emerson specialists.



Sebastien Lee

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Sebastien supports the development of Emerson solutions within the energy and renewables market. He is involved in all stages of project management and works to ensure that customers receive support from Emerson technical specialists.

LIFECYCLE SERVICES



Jim Dick

INDUSTRIAL SERVICE SPECIALIST
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T 1-905-351-2144

Jim is responsible for start-up, service and warranty of the Vilter Refrigeration and Gas Compression products at Emerson Canada. Jim is a licensed Refrigeration Mechanic with over 25 years experience in the industrial refrigeration field. He has extensive experience in large ammonia refrigeration systems, being involved in start-up, service and automation.



Alain Mongrain RSE

CONTRACTOR BUSINESS DEVELOPMENT MANAGER
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With 33 years of industry experience, Alain supports contractors in the field with the implementation of new technologies and retrofit solutions. He educates partners on the benefits and value that can be derived from a total Emerson solution.



Sherry Tamilia

SERVICE ADMINISTRATOR
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Sherry is responsible for providing lifecycle services support. She manages all preventative maintenance programs for gas projects, and assists customers with the identification and order processing of industrial refrigeration parts.



Jessica Hardy

CUSTOMER COMMUNICATOR
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Jessica is responsible for communicating details regarding all parts inquiries and orders.