STEAM LINK®

ADVANCED STEAM ENERGY SOLUTIONS

STEAM ENERGY - PROFESSIONALS

"PUTTING IT ALL TOGETHER"

EFFICIENT – EFFECTIVE – SUSTAINABLE

- **Maximise PROFIT**
- **Integrate OPERATION**
- **Assess INSTALLATION**
- **Identify PROCESS**

YOU

Achieve more >< with less

ENERGY – TIME – RESOURCES – EMISSIION

Manfred Schneider

Steam energy specialist
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STEAM LINK®

INDEPENDENT STEAM ENERGY PROFESSIONALS

MAXIMISING THE ECONOMICS OF YOUR THERMAL PROCESS SYSTEM

Call STEAM LINK to help you assemble the jigsaw pieces of your project by identifying the opportunities to improve your existing and proposed operations. We will optimise your equipment investment by helping you make the right choices. Choices that are directly relevant to your project and that fully meet your objectives, technically, operationally and commercially.

STEAM LINK presents their seasoned experts who will focus on maximising the production economics of your thermal process system. By drawing on our own know-how and those of our technical associates you will gain access to industry leading experts, with decades of experience in a whole range of thermal process projects, all having delivered Clients just like you, first rate solutions for optimising their processing lines

STEAM LINK® can help you:

- Diagnose existing steam systems.
- Design Project Scoping Plans.
- Equipment, Instruments, Material Selection Lists
- Build & compile major processing systems
- Prepare “best performance” **maintenance programs**

Reference Letter

- Summary of client testimony, find signed letter on www.steamlink.com.au

I recommend STEAM LINK, as we achieved substantial energy savings, plus improved plant performance, all adding up to a reduced production cost per unit.

Jamie Pacey, Maintenance Manager, JAMES HARDIE Australia Pty Ltd, Meeandah, QLD 4008

WHO ARE WE?

WE ARE SOLUTION DESIGNER

WHEN IT COMES TO PROJECTS INVOLVING STEAM ASSETS, STEAM LINK® IS YOUR STEAM TEAM

We have the runs on the board in optimising the economics of the following industries

- Abattoirs
- Autoclaves
- Bakeries and Biscuit Factories.
- Biomass Gasifiers
- Canneries
- Chicken Processing
- Commercial Kitchens
- Concrete Product Curing
- Cheese Making
- Dairies
- Drycleaners
- Fibrous Cement Industries
- Fruit Juice Concentrators
- Ginger Processing
- Horticulture and Nurseries
- Hospital Laundries
- Polystyrene Plants
- Particle Board Factories
- Pharmaceuticals and Essences
- Rubber Products Industries
- Smallgoods Manufacturers
- Sterilisers
- Stockfeed Manufacturers
- Timber Drying

In all cases,

STEAM LINK introduced innovations in technology and operational efficiencies which reduced their plant's whole of life, costs. After many years of service these plants are still outperforming similar plants that have not taken advantage of **our specialised services to help establish a plant performance baseline**. We work in partnership with our clients to identify opportunities and to provide that surety which comes when you know that STEAM LINK, the people you are dealing with are:

- Highly competent in their fields of expertise
- Understand your steam applications
- Have extensive experience in the steam process industry

Our team are all fully qualified professionals, we are not salesmen or unqualified spruikers out to flog you the company line. We begin by fully appraising your whole of process needs; then identify the areas of your project for which we are most competent to truly help you in achieving: **THE OPTIMAL ECONOMICS FOR YOUR THERMAL PROCESS SYSTEM.**

CRITICAL BASELINE STUDY

STEAM LINK® contends that a baseline study of the theoretical performance of the thermal process system be carried out before designs for new projects are finalised.

STEAM LINK® maintains that to make the right decisions about new plant selection and existing plant improvements a critical theoretical baseline should be determined. This is achieved by calculating the amount of thermal energy required to efficiently perform the process. Once the load is established the pipe circuits and valving are determined and from these figures' energy losses are calculated. These energy losses are added to the process requirements; the product of these calculations then determines the boiler size and operating costs. These figures now form the basis of the theoretical performance baseline.

IF YOU CAN'T MEASURE, YOU CAN'T MANAGE

Consistent with the well proven management axiom, STEAM LINK® maintains that to measure performance, a baseline is critical.

Remove the uncertainty associated with your new project. Engage **STEAM** LINK® to design and implement a baseline study for the section of your new project where thermal energy, materials handling and process procedures are integrated, to optimise the design and plant selection for the project.

This baseline study will then be used as a performance reference point throughout the life of the plant.

The benefit of the baseline study is that Production Managers and plant operators now have a point of reference from which to manage changes in performance over time and to adjust when necessary to bring the plant back to specification. Our experience is that this is not happening in most of the plants we visit; we can help you to be sure that it is not happening in your plan

Remove the uncertainty; put us to the test!

STEAM PLANT = ENERGY ASSET

In recognition to maintain the required payback period to recoup the initial substantial capital expenditure, of the steam plant investment, which includes Boilers and auxiliary equipment (steam generation), distribution pipes, control systems, plus to minimise the risk of production stoppage *as the result of any steam energy supply* interruption. It makes sound business sense that plant managers place the steam energy system and the efficient steam generation at the ***top of their list of priority assets.***

In former times the steam assets were maintained by experienced in - house maintenance staff. However, in current times these experienced staff members are retiring and are not being replaced by men who have been trained to take over.

The current trend sees a more mobile workforce which moves on before they have gained sufficient experience to expertly maintain your steam assets. In order to ensure their plant continues to operate Production Managers turn to outside contractors to perform the roles once performed in-house. However, most of the external contractors are not suitably experienced either, with the result that the operational efficiency of the thermal plant asset is severely compromised.

We at **STEAM LINK** understand their predicament and take great pains to work cooperatively with the Production Managers, to demonstrate our competence and the ability of our support teams to steer the process in the direction of our clients' best interests. We derive great satisfaction in gaining our clients trust and their recognition of our expertise in transforming and improving their production facilities, cost effective and sustainable.

STEAM LINK®
Advanced Steam Energy Solutions
www.steamlink.com.au

THE STEAM LINK® SOLUTION

STEAM LINK® understands the evolutionary path of steam technology.

We also understand the commercial pressures that a corporation faces with respect to costs and increased competition from imported products within the broader globalisation of trade.

STEAM LINK® itself is also a product of these circumstances. That is why we have developed our expertise and connexions with suppliers of the most advanced thermal processes to deliver cost effective solutions to you.

VALUE FOR MONEY

IN THE COMMERCIAL WORLD IT HAS BEEN REPEATEDLY DEMONSTRATED THAT THE LOWEST PRICE IS NEVER THE BEST VALUE FOR MONEY

Even if the lowest price is the result of an under-quoting error by a Supplier, it is NOT the best value-for-money because that Supplier will be reluctant to provide first-class service at that price! Thus, service failures are highly likely at the Client's expense due to disruption.

The fact of commercial life is that the price that represents **BEST VALUE-FOR-MONEY** will be in the lower quartile of prices. Therefore, the task facing the Client is to determine the relative **VALUE** of the prices and the content in the lower quartile of Offers received. And the BEST VALUE must be determined in relation to the **WHOLE-OF-LIFE COST** of the thermal asset.

Part of the **VALUE-FOR-MONEY SOLUTION** provided by **STEAM LINK** is to assist Clients with the methodology (used by major corporations, Governments, and the military etc.) for determining BEST VALUE. The methodology provides a complete audit trail of objective comparative reasoning that leads to a decision, or in the case of a major project, a recommendation to the Corporate Board of Directors.

STEAM LINK® Site specific support

STEAM LINK's policy is to work cooperatively with Production Management within a spirit of trust and good faith and to demonstrate the TECHNICAL VALIDITY and VALUE of our recommendations. STEAM LINK's support teams are included in and bound by this policy.

Our greatest satisfaction comes from making a real contribution to improving the technical performance, achieving broader sustainable profitability for our clients, and from the strong and productive inter-relationships that are developed.

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STEAM LINK® Technical solutions

STEAM LINK guarantees the competence of its.

- **Diagnostics of existing thermal process systems**
- **Equipment recommendations**
- **Installation and commissioning**

STEAM LINK provides experienced technicians to perform regular check-ups of your plant to ensure optimum performance and maintenance of your baseline.

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STEAM LINK® Awareness Presentation

1. **Maintenance / Production personnel**
2. **Engineering and Production support team**

We explain the functions, duty, and process integration of the on-site installed and in-house managed, steam energy supply circuit. Identify equipment and required performance. Theoretical presentation and actual site inspection, finishing up with Q & A time.

Time: approx. 4 hours on site, in training / meeting room & process plant
For more detailed information, availability, and cost, contact STEAM LINK
Email: steam@steamlink.com.au , leave your contact Details, Reference AWARENESS, we will contact you within 3 working Days.

www.steamlink.com.au