



cicsa
COMBUSTIÓN INDUSTRIAL Y CONTROL S.A. DE C.V.

Engineered Systems

LAR Training
May 2015

Honeywell



Industrial Combustion – Global Supply

▶ Maxon Brand - Regional factories supply LAR

- ▶ Factory Direct
- ▶ Regional OEMs
- ▶ Specification Driven – EPC or End User

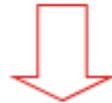




Industrial Combustion Overview

Configures offering

28 Industrial Markets



A Multitude of Heating Applications



ALSTOM



61+ Performance-Engineered Products



Hundreds of Individual OEM's



Customer specific product demands



"Build to Order" Burners, Valves and Combustion Systems

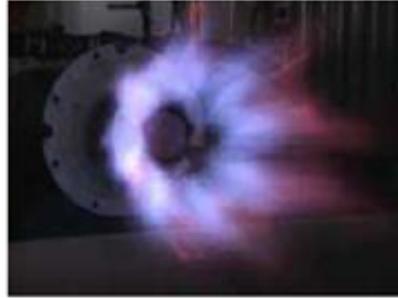
Market, Product and End-Customer Diversity



Maxon Brand - Product Offering



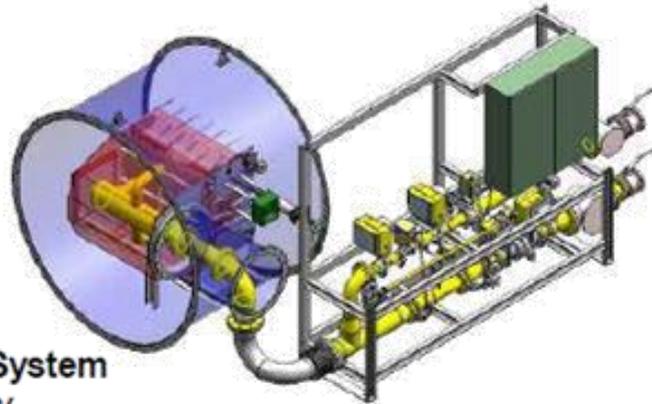
**Shut-Off
Valves
21%**



**Low
temperature
burners
19%**



**High
temperature
Burners
4%**



**Combustion System
Solutions 49%**



**Control Valves and
Ratio Control Systems
7%**

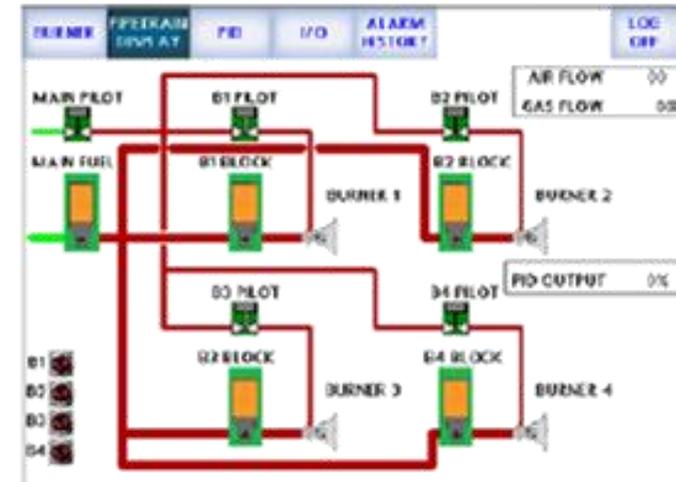
Diverse portfolio for the Industrial combustion market



Combustion System Solutions - ESG

Simple package over burner

Rack mounted pipe train & panel, HMI



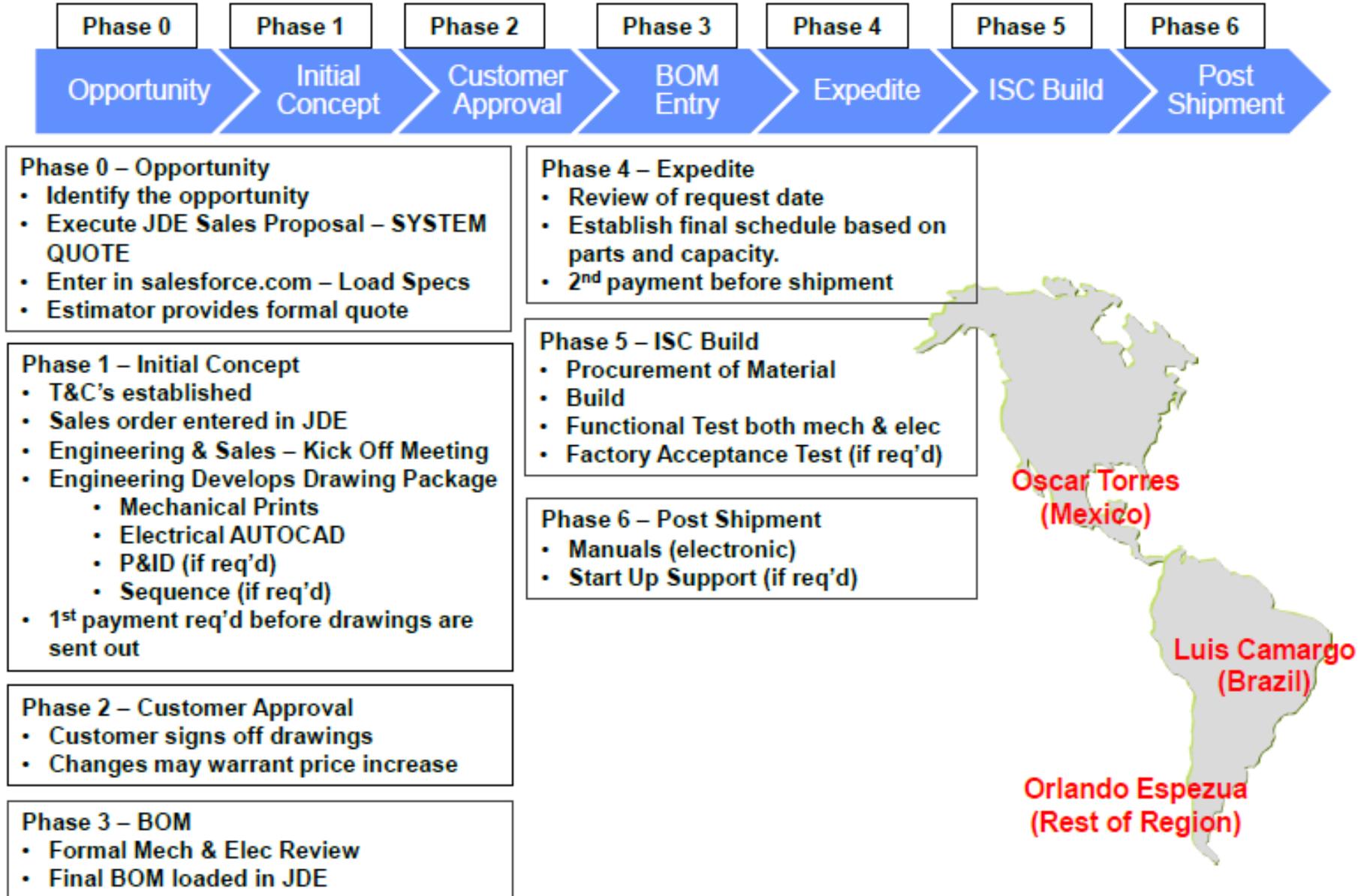


ESG Capabilities

- ▶ **Safety, Quality and Customer Experience** Design and build to customers specific requirements
 - ▶ ESG is an extension to our sales team
- ▶ **Robust Process from opportunity to post shipment**
- ▶ **Integrated Facility – Burners, Valves, Control – Tech Center**
- ▶ **Specifications** Installation Codes: NFPA 86, 85 and 87, API, CSA B149.3
 - ▶ ASME B31.1, B31.3
 - ▶ IEC 61508, 61511 Capable (SIL)
 - ▶ NACE MR0175
 - ▶ Hazardous Locations – Class I,II, III – Div 1 & Div 2
- ▶ **Mechanical Specific**
 - ▶ Welding and Material Certifications to ASME Sec IX
 - ▶ X-Ray and PMI
 - ▶ Ability to handle custom paint requirements
- ▶ **Electrical Specific** UL 508A Panel Shop
 - ▶ Standard BMS Panel Line
 - ▶ Hazardous Locations, Class I Div 1, Div 2
 - ▶ Programmable Logic, PLC & HMI
 - ▶ NPI Early Adopters - SLATE & SV2



Project Execution





JDEdwards - SYSTEM QUOTE

```
3294  Configured Item Specifications  Line Number  1.000

Configured Item . . . . SYSTEM QUOTE
                        CNFGD SYS QUOTE TOOL

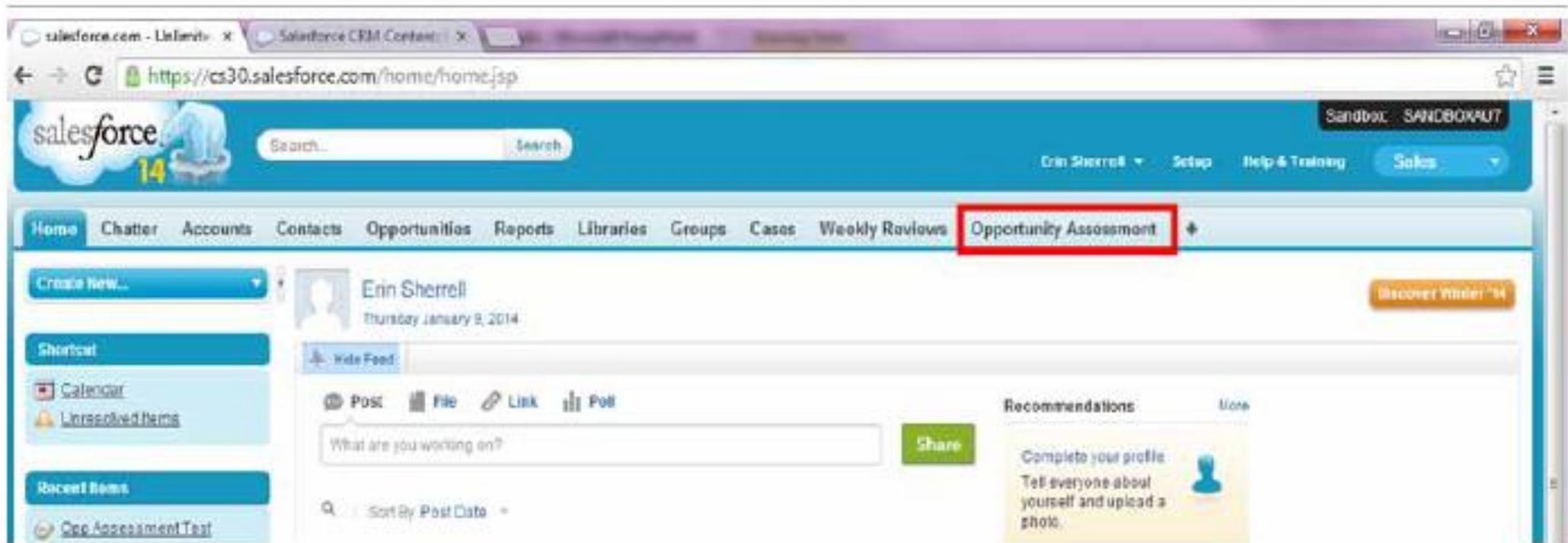
Seg  Description                                     R  Values
---  -
010  PIPE TRAIN REQUIRED..... R  M
020  PIPE TRAIN - CUSTOM..... R  N
030  RACK REQUIRED..... R  N
040  CONTROL PANEL REQUIRED..... R  NO
050  CONTROL PANEL - CUSTOM..... R  N
060  FUEL..... R  NAT
070  PST REQUIREMENTS..... R  0
080  SYSTEM NDE REQUIREMENTS..... R  N
090  PRIMARY CODE REQUIREMENTS..... R  4
100  SECONDARY CODE REQUIREMENTS... R  0
110  TERTIARY CODE REQUIREMENTS... R  0
120  P&ID REQUIRED..... R  N

..... F5=Levels ..... F12=Previous ..... F24=More Keys .....
```



How to Enter a Custom ESG Quote Request

- ▶ Click on the Opportunity Assessment Tab





Testimonial – Emerson & Petrobras

- ▶ (600) Series 8000 Valves & (14) PSCheck Panels - \$2.4M Win!!!!



"I would like to thank you and Maxon team for the partnership along these years. You were really committed with the solutions needed and also shown a high engineering understanding level. It was a pleasure work with you. If we had an Award Program, Maxon would win as the best supplier. Please send our congrats to Maxon team."

-- Project Coordinator, Emerson Process Management



ESG JDE Quoting Tool



January 17, 2014



SYSTEM QUOTE - Initial Screen

```
3294 Configured Item Specifications Line Number 1.000

Configured Item . . . . SYSTEM QUOTE
                        CNFGD SYS QUOTE TOOL

Seg  Description                                     R  Values
---  -
010  PIPE TRAIN REQUIRED..... R  M
020  PIPE TRAIN - CUSTOM..... R  N
030  RACK REQUIRED..... R  N
040  CONTROL PANEL REQUIRED..... R  NO
050  CONTROL PANEL - CUSTOM..... R  N
060  FUEL..... R  NAT
070  PST REQUIREMENTS..... R  0
080  SYSTEM NOE REQUIREMENTS..... R  N
090  PRIMARY CODE REQUIREMENTS..... R  4
100  SECONDARY CODE REQUIREMENTS... R  0
110  TERTIARY CODE REQUIREMENTS... R  0
120  P&ID REQUIRED..... R  N

      F5=Levels      F12=Previous      F24=More Keys
```



SYSTEM QUOTE - Initial Screen, page 2

```
3294 Configured Item Specifications Line Number 1.000

Configured Item . . . . SYSTEM QUOTE
                        CNFGD SYS QUOTE TOOL

Seg  Description                      R  Values
---  -
130  CERTIFICATION DOCUMENTATION... R  @
140  SYSTEM IO&M..... R  ELE
150  APPROVAL DRAWINGS..... R  N

..... F5=Levels ..... F12=Previous ..... F24=More Keys .....
```



SYSTEM QUOTE - Pipe Train

```
3294 Configured Item Specifications Line Number 1.000

Configured Item . . . . SYSTEM QUOTE
                        CNFGD SYS QUOTE TOOL

Seg  Description . . . . R Values
010 PIPE TRAIN REQUIRED . . . . R M
020 PIPE TR
030 RACK RE
040 CONTROL
050 CONTROL
060 FUEL . . .
070 PST REQ      _ H Honeywell Standard Train
080 SYSTEM      _ M Maxon Standard Train
090 PRIMARY     _ N No Train Required
100 SECONDA
110 TERTIAR
120 P&ID RE
      F5=Lev

3295 Segment Value Selection . . . Seg 010
PIPE TRAIN REQUIRED . . . .
Skip To Code . . . .
Default Value . . . M

Opt: 4=Selct Enter=Return Deflt F24=More
```



SYSTEM QUOTE - Custom Pipe Train

3294 Configured Item Specifications Line Number 1.000

Configured Item CUSTOM PT
CNFGD PIPE TRN CSTMZTN

<u>Seg</u>	<u>Description</u>	<u>R</u>	<u>Values</u>
010	PIPE SCHEDULE & MATERIAL.....	R	STD
020	FITTING CLASS & MATERIAL.....	R	STD
030	CONNECTION TYPE.....	R	STD
040	PIPE TRAIN SHAPE.....	R	STD
050	INSTRUMENT AIR TRAIN.....	R	N
060	SURFACE PREP & PAINT.....	R	STD
070	HAZARDOUS LOCATION.....	R	GP
080	FLOW MEASUREMENT.....	R	N
090	TRAIN TO BURNER DISTANCE (FT),	R	5

..... F5=Levels F12=Previous F24=More Keys



SYSTEM QUOTE - Control Panel

```
3294 Configured Item Specifications Line Number 1.000

Configured Item . . . . SYSTEM QUOTE
                        CNFGD SYS QUOTE TOOL

Seg  Description                      R  Values
010 PIPE TRAIN REQUIRED..... R M
020 PIPE TR
030 RACK RE
040 CONTROL          3295 Segment Value Selection... Seg 040
                        CONTROL PANEL REQUIRED.....
050 CONTROL          Skip To Code . . . _____
060 FUEL...          Default Value. . . NO
070 PST REQ         _ NO          No Panel Required
080 SYSTEM          _ PC          PC Panel Selected
090 PRIMARY         _ PI          PI Panel Selected
100 SECONDA        _ PM          PM Panel Selected
110 TERTIAR        _ SC          SC Panel Selected
120 P&ID RE        _ SI          SI Panel Selected
..... F5=Lev.     _ SM          SM Panel Selected
                  _ VC          VC Panel Selected
Opt: 4=Selct. . Enter=Return Deflt. . F24=More. .
```



SYSTEM QUOTE - Custom Panel

```
3294 Configured Item Specifications Line Number 1.000
```

Configured Item CUSTOM PNL
CNFGD PNL CSTMZTM

Seg	Description	R	Values
010	INCOMING VOLTAGE.....	R	115V60
020	CONTROL VOLTAGE.....	R	115V60
030	PANEL CODE.....	R	86UL
040	CUSTOM FLAME SAFEGUARD.....	R	0
050	TOUCHSCREEN DISPLAY (HMI).....	R	N
060	SCREENS.....	R	NONE
070	PLC TYPE.....	R	N
080	PLC NETWORKING.....	R	0
090	TEMPERATURE CONTROLLER.....	R	A
100	HIGH TEMPERATURE LIMIT.....	R	A
110	TRANSMITTERS.....	R	N
120	DATA RECORDING.....	R	N

F5=Levels F12=Previous F24=More Keys



SYSTEM QUOTE - Custom Panel, page 2

3294 Configured Item Specifications Line Number 1.000

Configured Item CUSTOM PNL
 CNFGD PNL CSTMZTN

<u>Seg</u>	<u>Description</u>	<u>R</u>	<u>Values</u>
130	CUSTOMER APPROVAL.....	R	NONE
140	IGNITION.....	R	1
150	START-UP REQUIRED (1 WEEK)....	R	N
160	C & E MATRIX.....	R	N
170	PANEL MOUNTING.....	R	L
180	PANEL AREA CLASSIFICATION....	R	GP
190	ENCLOSURE HEATING/COOLING....	R	N

..... F5=Levels F12=Previous F24=More Keys



SYSTEM QUOTE - Configurator Rules

```
3292W1          ..... Configurator Rules .....  
PRICING FOR TRANSMITTERS IS NOT INCLUDED; PLEASE CONTACT ESG.  
█  
  
..... F3=Return .. F8=Accept Optional Message .. F24=More Keys .....
```



Salesforce.com



January 17, 2014



Custom ESG Quote
Opportunity Assessment Training
Salesforce.com





Sales Operations Support Team

- ▶ Erin Sherrell (First Contact)
 - ▶ esherrrell@maxoncorp.com
 - ▶ Work: 765-254-1060

- ▶ Kathy Ecklund
 - ▶ Kathrine.ecklund@honeywell.com
 - ▶ Cell: 612-669-3478

- ▶ ECC Sales Operations
 - ▶ acseccsalesoperations@honeywell.com





What's Changing?

- ▶ **JD Edwards Pipe Train Configuration has new capability to handle MOST custom ESG system requests.**
- ▶ **Existing ESG Teamroom will be transitioning to SFDC!**
 - ▶ All existing Teamroom quotes will be finalized.
 - ▶ All new custom ESG quotes will be entered into salesforce.com.
- ▶ **New 'ESG Custom Quote Opportunity Assessment' will be required for all custom ESG quotes.**



Why is this better?

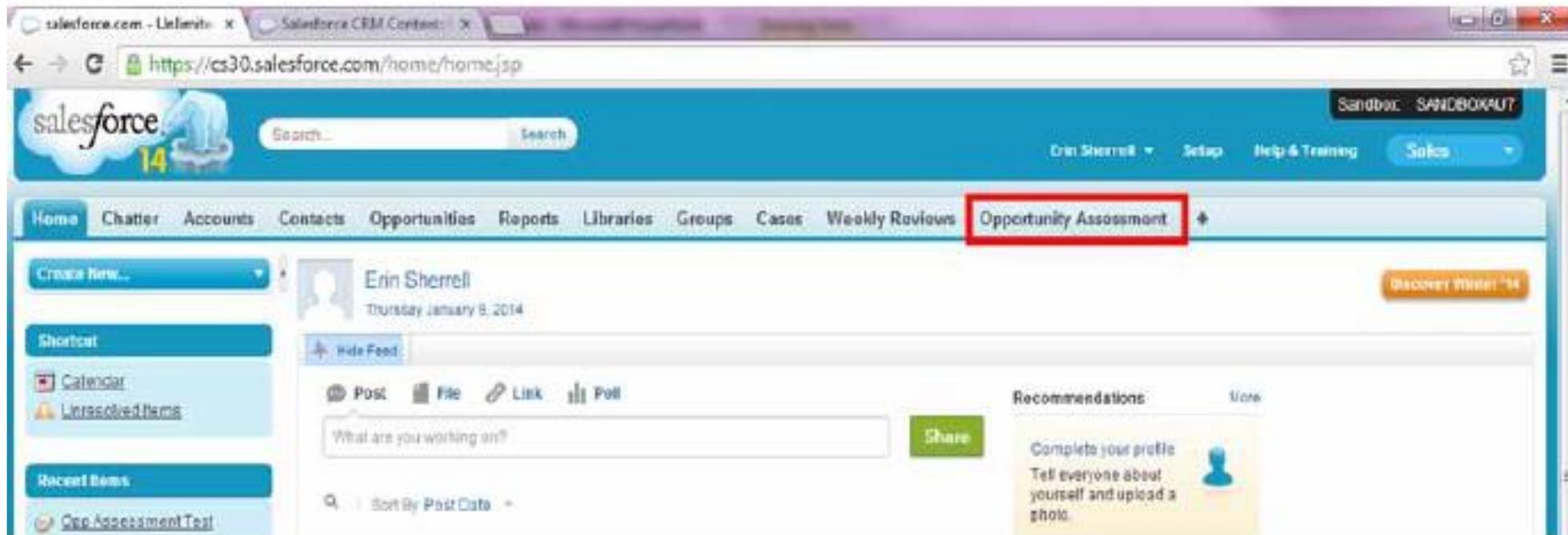
- ▶ ESG custom quote now linked directly to SFDC Opportunity!
- ▶ Reduce number of websites being used!
- ▶ Chatter shows changes and updates to custom proposal!
- ▶ Status of custom proposal automatically updated with opportunity updates!
- ▶ Link previous custom proposals to new requests!
- ▶ Simple and easy to use!





How to Enter a Custom ESG Quote Request

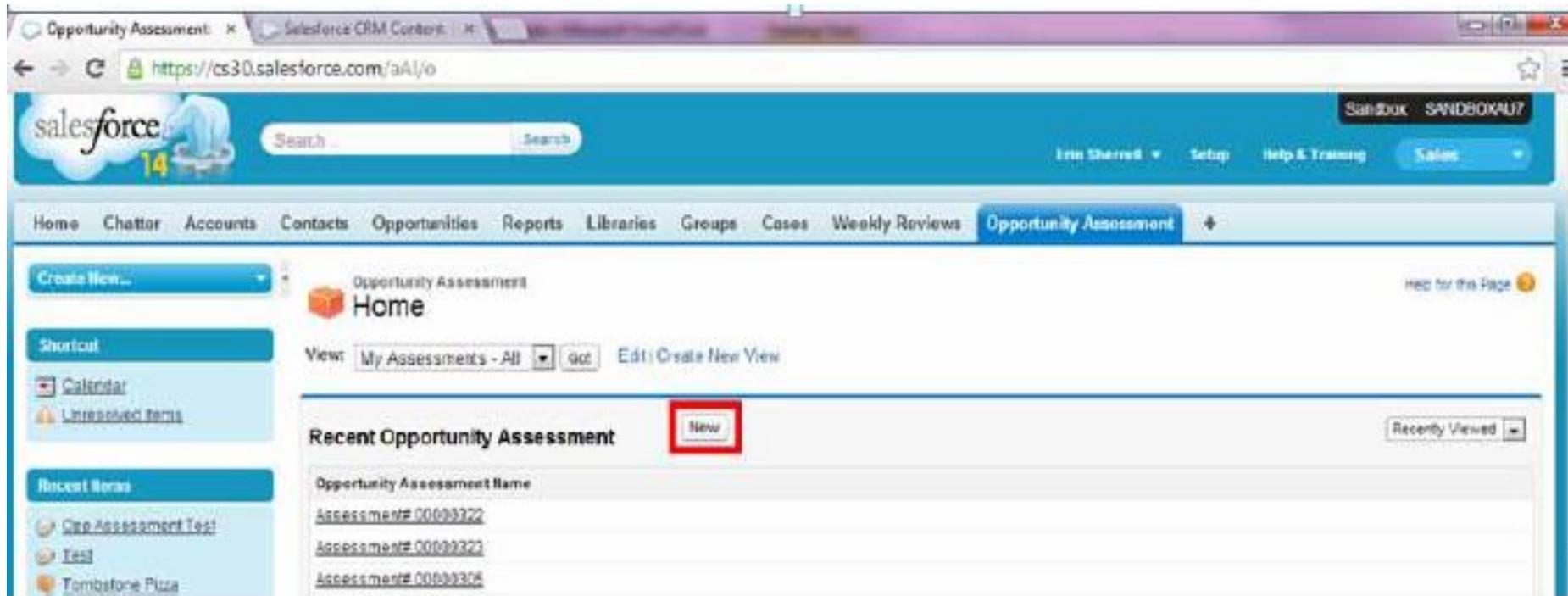
- ▶ Click on the Opportunity Assessment Tab





How to Enter a Custom ESG Quote Request

- ▶ Click on 'New'
- ▶ In the future there will be other Opportunity Assessment options, but right now the only choice is 'ESG Custom Quote' and it will open automatically.





How to Enter a Custom ESG Quote Request

- ▶ Another way to create a Custom ESG Quote request is to open the parent Opportunity and Click 'New Opportunity Assessment'

The screenshot displays the Salesforce CRM interface for an Opportunity. The main content area is titled 'Opportunity Detail' and contains the following information:

- Opportunity Owner:** Dan Stead (Chatter)
- Opportunity Name:** Opp Assessment Test
- Account Name:** Tomlinson Plaza
- Amount:** USD 25,000.00
- Stage:** Closed Won
- Probability (%):** 100%
- Close Date:** 10/2014
- Imp Date:** 4/30/2014
- City/State or Locat:** Other
- Area:** 001 - Chicago
- Product Description:** This opportunity is used to test the functionality of the ESG custom quote opportunity assessment object.
- Maxon Legacy Industrial Code:** 14 - Food Processing
- Product 1:**
- Product 2:**
- API Type:** PSTHIND000 values
- Primary Market:**
- Verifiable Business:**
- Win/Loss Details:** NO STRIPPED
- Competitive Strategy:**
- Proposal Number:** 75458
- W/L Rec'd:**
- FCC Opp Dashboard:** 0%
- Lead Recipient ID:**

Below the main details, there are sections for 'Additional Information', 'System Information', and 'Opportunity Assessment'.

The 'Opportunity Assessment' section contains a table with the following data:

Action	Opportunity Assessment Name	Assessment Status	Date of Assessment Submitted	Record Type
Edit Del	Assessment 00000001	Submitted		Custom ESG Quote
Edit Del	Assessment 00000004	Complete - Won (RFO Converted to Order)		Custom ESG Quote
Edit Del	Assessment 00000002	Submitted		Custom ESG Quote
Edit Del	Assessment 00000003	Submitted		Custom ESG Quote
Edit Del	Assessment 00000005	Submitted		Custom ESG Quote

The 'New Opportunity Assessment' button is highlighted with a red box. Below the table, there are sections for 'Open Activities' and 'Activity History', both showing 'No records to display'.



How to Enter a Custom ESG Quote Request

- ▶ Fill out the Opportunity Assessment information.

The screenshot displays the Salesforce 'New Opportunity Assessment' form. The page title is 'Opportunity Assessment Edit' and the main heading is 'New Opportunity Assessment'. The form is divided into several sections:

- Opportunity Information:** Includes fields for Opportunity Name, End User Location, Assessment Status (set to 'New'), Version (set to '1'), Record Type (set to 'Custom ESG Quote'), Price Group (with 'Available' and 'Chosen' options), ESG Quote CS Associated?, Deleted ESG CS Assessment, and Supporting Documents Attached.
- Project Timeline:** Includes fields for Quote Due Date (set to 1/30/2024) and Submission Date (set to 1/30/2024).
- Customer Critical to Quality:** Includes a Project Charter field.
- Custom Control Panel Requirements:** Includes fields for Panel System Requirements, Bureau Management System, and Process Control.

The left sidebar shows navigation options like 'Calendar', 'My Recent Items', and 'ECC America ESG SAP Information'. The top navigation bar includes 'Home', 'Chatter', 'Accounts', 'Contacts', 'Opportunities', 'Reports', 'Libraries', 'Groups', 'Cases', 'Weekly Reviews', and 'Opportunity Assessment'.



How to Enter a Custom ESG Quote Request

- ▶ Required Fields:
 - ▶ Parent Opportunity – This field is automatically filled if create the Opportunity Assessment from the parent Opportunity
 - ▶ Price Group – More than one can be selected
 - ▶ Supporting Documents – After the Opportunity Assessment is saved the original JDE proposal should be uploaded to the Opportunity Assessment
 - ▶ If there is a related Opportunity Assessment, the Assessment number is required
 - ▶ Quote Due Date – Basis for prioritizing which requests to complete first
 - ▶ Project Charter – Use to capture aspects of the customer's expectations that are undefined
- ▶ All Other Fields are optional and only need to be filled out if the request pertains to these areas.



How to Enter a Custom ESG Quote Request

- ▶ Now save the Opportunity Assessment.
- ▶ Notice that information from the parent Opportunity has been pulled into the Opportunity Assessment

Opportunity Assessment Detail Unlock Record Edit Delete Close

▼ Opportunity Information

Opportunity Name	Opp Assessment Test	Version	1
Opportunity Owner	Erin Sheenell	Record Type	Custom ESG Quote
Account Name	Tempslong Pizza	Price Group	10-10-2-3
Address	940 S Whalan, Medford, WI, 54451,	Proposal Number	754888
Estimated Revenue Value	USD 25 000.00	ESG Quote/CF Associated?	No
End User Location		Related ESG/CS Assessment	
Assessment Status	Submitted	Supporting Documents Attached	Yes

▼ Project Timeline

Quote Due Date	1/17/2014	Submission Date	
----------------	-----------	-----------------	--

▼ Customer Critical to Quality

Project Charter Customer chose Maxon based on PSTrend technology. This aspect of the equipment working correctly with the equipment indicated should be our primary objective.

▼ Custom Control Panel Requirements

Panel System Requirements Fancy HMI's, 380 VAC Power Supply

Burner Management System

Process Control

Miscellaneous Control Panel Requirements

▼ Custom Pipe Train Requirements

Pipe Train System Requirements

Pipe and Fittings

Pipe Train Design Standard 1/2" solid blue with red collar dots

Chat



How to Enter a Custom ESG Quote Request

- ▶ Upload the JDE proposal in Notes & Attachments and add any additional comments in the Chatter feed.

Opportunity Assessment
Assessment# 00000321

Hide Feed

Post File Link Poll

Write something... Share Follow

Show All Updates

Erin Sherrell
@Doug Sugai
The customer just provided the dimensions of the space they have to work with.
Please see document added to Notes & Attachments section.

Click to add topics: Notes & Attachments, Attachments Section

Comment Like Today at 1:15 PM

Notes & Attachments				
Action	Type	Title	Last Modified	Created By
Preview Download Del	Feed Attachment	ESG Custom System Request Form (for SFDC) rev2 - Help Text	1/3/2014 2:07 PM	Erin Sherrell
Edit View Del	Attachment	ESG Project Charter.docx	1/3/2014 2:01 PM	Erin Sherrell



Submit for Approval

- ▶ After saving and adding attachments and comments, submit the request for approval
- ▶ The approval process does not start until the request is submitted for approval!

The screenshot shows the SAP S/4HANA interface for an Opportunity Assessment. The main content area displays the assessment details for 'Assessment# 00000325'. The 'Submit for Approval' button is highlighted with a red box. The page also displays a list of recent items, a sidebar with navigation options, and a chat window.

Opportunity Assessment Detail Edit Delete Clone **Submit for Approval**

▼ Opportunity Information

Opportunity Name	Testing Testing 123	Version	1
Opportunity Owner	Richard Reyes	Record Type	Custom ESG Quote
Account Name	Tombstone Pizza	Price Group	1-1
Address	940 S Whalen, Medford, WI, 54451	Proposal Number	



How to Enter a Custom ESG Quote Request

▶ Approval Process

Approval History							Approval History Help ?
Action	Date	Status	Assigned To	Actual Approver	Comments	Overall Status	
Step: Evaluation & Quotation Approval (Pending for first approval)							⏸ Pending
	1/7/2014 11:10 AM	Pending	Doug Sugai	Doug Sugai			
Approval Request Submitted							
	1/7/2014 11:10 AM	Submitted	Erin Sharrell	Erin Sharrell			

- ▶ Doug will get an email telling him that a new Opportunity Assessment is awaiting his approval.
- ▶ When Doug completes his quote, he will upload it to the Opportunity Assessment and approve the request. The owner of the Opportunity Assessment will get an email.
- ▶ All correspondence regarding the request for quote should be posted to the chatter feed for easy reference later.
- ▶ Use @ to at mention someone and they will get an automatic email.



Opportunity Assessment Status Updates

- ▶ When the parent Opportunity status is updated to 'Closed Won', 'Closed Lost', or 'Cancelled', the status of the Opportunity Assessment will be updated automatically based on the status of the parent Opportunity.
- ▶ Once the Opportunity Assessment has been completed, after six months of inactivity, the status will be updated to 'Complete – Expired (RFQ Complete - Active for over 6 months)'.



Other Salesforce.com Topics

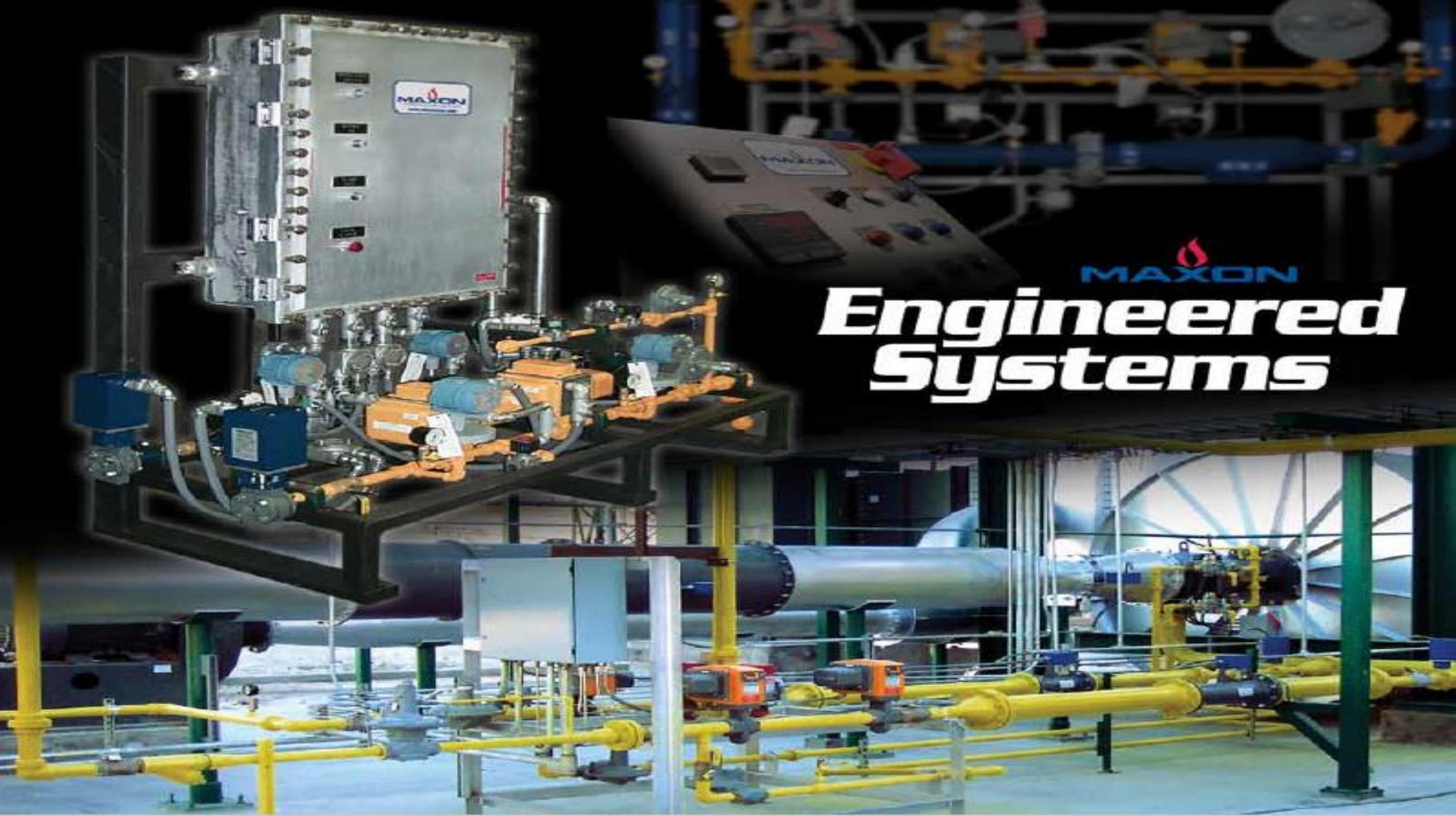
- ▶ Subscribe to the ECC NA C&IC Sales and Marketing Library
- ▶ Content Packs for all Maxon products
- ▶ Chatter
- ▶ Weekly Reviews

www.salesforce.com

If it is not in SF.com, it does not exist.

Photo Gallery

Back Up Information

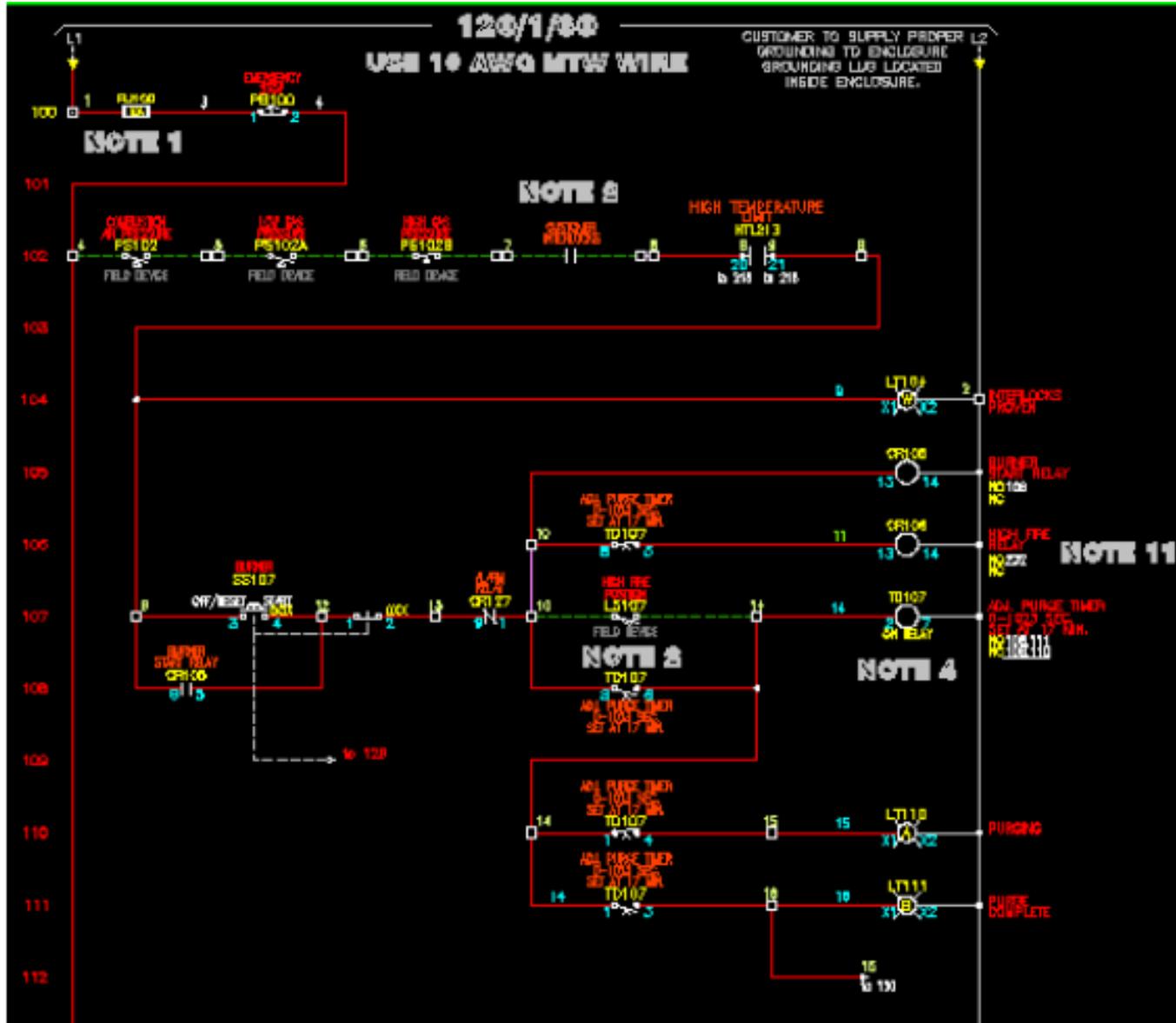


MAXON

Engineered Systems



Standard Prints





Typical HMI displays

Menu: AUTO | MANUAL BYPASS | PID | INPUTS OUTPUTS | MRY DISPLAY | TEMPS DISPLAY | AUTO MODE | BACK

Mode: SEQUENCING | PIPE TRAIN DISPLAY

Status: BURNER SEQUENCE STARTED
PURGING 0

Temperature Monitoring: T1 UR, T2 UR, T3 UR, T4 UR, T5 UR, T6 UR, T7 UR, T8 UR, T9 UR

Indicators: PURGE COMPLETE

Menu: BURNER | PIPETRAIN DISPLAY | PID | I/O | ALARM HISTORY | LOG OFF

Section: BURNER INTERLOCKS

Interlocks: COMB AIR PRESSURE, LOW GAS PRESSURE, HIGH GAS PRESSURE, HIGH TEMP LIMIT, CUSTOMER INTERLOCK, SMARTFIRE ENABLED

Status: BURNER 1 STARTED, BURNER 2 STARTED, BURNER 3 STARTED, BURNER 4 STARTED, BURNER SEQUENCE STARTED

Purge: SYSTEM PURGE COMPLETE, PURGE TIME 0, TIME REMAINING 0

Bottom Indicators: BURNER INTLKS FROZEN, BURNER MAIN PILOT ENERGIZED, BURNER MAIN VALVE ENERGIZED, BURNER 1 ON, BURNER 2 ON, BURNER 3 ON, BURNER 4 ON

Menu: BURNER | PIPETRAIN DISPLAY | PID | I/O | ALARM HISTORY | LOG OFF

Flow Indicators: AIR FLOW 00, GAS FLOW 00, PID OUTPUT 0%

Components: MAIN PILOT, MAIN FUEL, B1 PILOT, B2 PILOT, B3 PILOT, B4 PILOT, B1 BLOCK, B2 BLOCK, B3 BLOCK, B4 BLOCK, BURNER 1, BURNER 2, BURNER 3, BURNER 4



Typical HMI displays

A screenshot of an HMI display. At the top, there is a navigation bar with buttons: AUTO, MANUAL BYPASS, PID, INPUTS OUTPUTS (highlighted), ALARM HISTORY, MRV DISPLAY, and AUTO MODE. Below this is a sub-menu bar with buttons: DIGITAL INPUTS, DIGITAL OUTPUTS (highlighted), ANALOG I/O, and TEMPERATURES. The main display area shows a list of digital outputs from O:0/0 to O:0/11, each with a red indicator light icon and a text description. Navigation arrows are visible at the bottom left and right.

Output	Description
O:0/0	REQUEST FOR HEAT
O:0/1	PILOT GAS VALVES
O:0/2	PILOT OXY VALVES
O:0/3	MAIN VALVES
O:0/4	PERMISSION TO MODULATE
O:0/5	DRIVE TO HIGH FIRE
O:0/6	TRANSFORMER RELAY
O:0/7	DRIVE TO LOW FIRE
O:0/8	PURGING
O:0/9	PURGE COMPLETE
O:0/10	BURNER ON
O:0/11	FLAME SAFEGUARD ALARM

A screenshot of an HMI display. At the top, there is a navigation bar with buttons: AUTO, MANUAL BYPASS, PID, INPUTS OUTPUTS (highlighted), ALARM HISTORY, MRV DISPLAY, and AUTO MODE. Below this is a sub-menu bar with buttons: DIGITAL INPUTS, DIGITAL OUTPUTS, ANALOG I/O, and TEMPERATURES. The main display area has a red header bar labeled "ALARM". Below it, a list of alarm inputs from I:0/0 to I:0/11 is shown, each with a red indicator light icon and a text description. Navigation arrows are visible at the bottom left and right.

Input	Description
I:0/0	OXY LOW PRESSURE
I:0/1	LOW GAS PRESSURE
I:0/2	HIGH GAS PRESSURE
I:0/3	CUSTOMER INTERLOCKS
I:0/4	HIGH TEMP LIMIT
I:0/5	SMARTLINK GAS ENABLE
I:0/6	SMARTLINK OXY 1 ENABLE
I:0/7	FSG ALARM
I:0/8	MAIN GAS VALVES OPEN
I:0/9	MAIN OXY VALVES OPEN
I:0/10	SMARTLINK LOW GAS POSITION
I:0/11	PILOT VALVES ENERGIZED

A screenshot of an HMI display, similar to the previous one. At the top, there is a navigation bar with buttons: AUTO, MANUAL BYPASS, PID, INPUTS OUTPUTS (highlighted), ALARM HISTORY, MRV DISPLAY, and AUTO MODE. Below this is a sub-menu bar with buttons: DIGITAL INPUTS, DIGITAL OUTPUTS, ANALOG I/O, and TEMPERATURES. The main display area has a red header bar labeled "ALARM". Below it, a list of alarm inputs from I:1/0 to I:1/15 is shown, each with a red indicator light icon and a text description. Navigation arrows are visible at the bottom left and right.

Input	Description
I:1/0	PURGE JUMPER 1
I:1/1	PURGE JUMPER 2
I:1/2	PURGE JUMPER 3
I:1/3	OXY LOW PRESSURE RELAY
I:1/4	LOW GAS PRESSURE RELAY
I:1/5	HIGH GAS PRESSURE RELAY
I:1/6	CUSTOMER INTERLOCKS RELAY
I:1/7	HIGH TEMP LIMIT RELAY
I:1/8	FUEL/OXY VALVES CLOSED
I:1/9	MAIN FUEL VALVES OPEN
I:1/10	MAIN OXY VALVES OPEN
I:1/11	SMARTLINK GAS CONTROL ENABLED
I:1/12	SMARTLINK OXY 1 CONTROL ENABLED
I:1/13	SMARTLINK OXY 1 LOW POSITION
I:1/14	SMARTLINK OXY 1 HIGH POSITION
I:1/15	MAIN VALVE ENERGIZED



Standard Line panels/systems

- Relay Logic
- Easy Integration
- Hardwire connections





Custom panels/systems

- 1" insulation for -40°F
- (2) 800W heaters
- ControLogix PLC
- SMARTLINK MRV





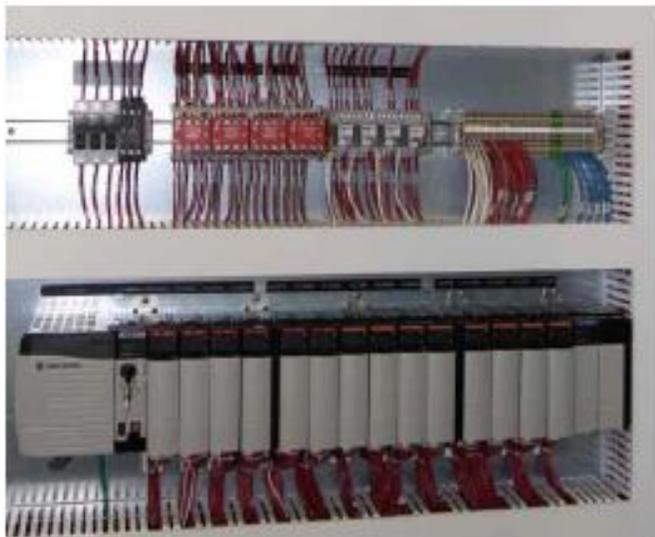
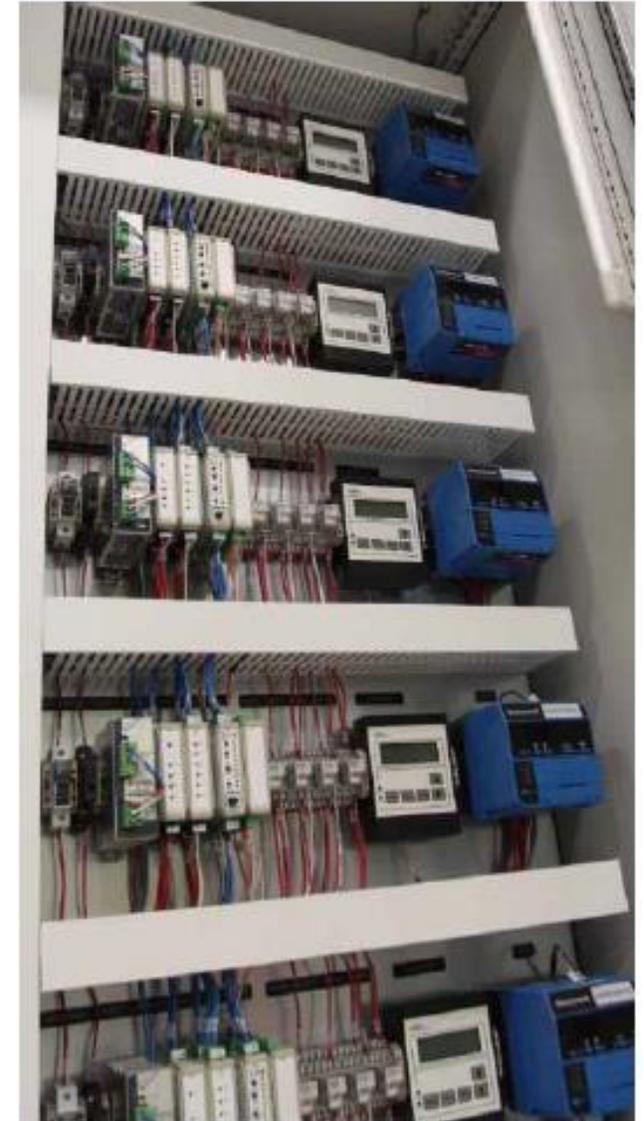
Custom panels/systems

- ▶ SMARTFIRE
- ▶ 800W heater
- ▶ ControLogix PLC
- ▶ Customer Spec'd Components





Custom panels/systems



- ▶ ControLogix PLC
- ▶ SMARTLINK MRV
- ▶ 10 Burner



Custom panels/systems

- ▶ Modbus mapped FSG & UDCs
- ▶ Ethernet





Custom panels/systems

- ▶ Oxy/Fuel skid – Located in Tech Center
 - ▶ HMI
 - ▶ PLC-based MRV
 - ▶ Dual-fuel gas train





Versatility in Programming

- ▶ Different Makes/Models
 - ▶ Honeywell (HC900, Masterlogic, SLATE)
 - ▶ Siemens
 - ▶ Modicon
 - ▶ Etc.





Small Custom Packaged Systems

- ▶ Compact Design
 - ▶ 7800 FSG Panel OR J-Box
 - ▶ Maxon & Honeywell valve train
 - ▶ Capacity up to 5M BTU/Hr
 - ▶ 2 to 15 PSI inlet pressure





Large Custom Inclusive Panel/Burner/Blower Systems

- ▶ .25" to 6" fuel skid designs
 - ▶ Blower & Motor Starter Panel Mounted
 - ▶ Instrument Air pipe and tubing
 - ▶ Multiple Fuel Systems
 - ▶ Portable Systems





Wide Range of Capabilities

- ▶ Engineered Systems
 - ▶ Specialty Coating (Paint / Galvanizing)
 - ▶ Lifting Lugs / Anchor pads
 - ▶ Hazardous Location
 - ▶ Components
 - ▶ Prewire (OCAL, Aluminum, Galvanized)
 - ▶ Enclosure (EP and Purged)
 - ▶ Cold Temp -50°F Systems
 - ▶ Material Certification
 - ▶ Canadian Registration Numbers

