



SHOP TALK

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Cleaver-Brooks Clear Fire Boilers

Clear fire Condensing Model CFC - premier condensing hot water boiler. Size range from 500-2500 MBH, no minimum return water temperature, efficiencies up to 99%, low NOx emissions <20 ppm, sealed combustion option and whisper quiet.

Clear fire Model CFV - Steam - Size ranges from 10-60 boiler H.P. A vertical steam boiler offering low NOx <30 ppm, 81% efficiency, premix technology, low noise <70 dBA, full modulation fire and ease of maintenance.

Clear fire Model CFH - Steam - a horizontal steam fire tube from 10-60 H.P. offering low NOx <30 ppm, 85% efficiency, premix technology, low noise <70 dBA, full modulation fire and ease of maintenance.

Hybrid Systems - Ideal for our climate!



A Hybrid System. A hybrid system utilizes both a Condensing Boiler and a traditional Hot Water Design Boiler in one system. When the temperatures are ideal for a condensing heating system the condensing boiler is utilized; all other times the system utilizes the non-condensing commercial boiler for the heating load. Creating a heating system that would use the model Clear fire (500,000-2,500,000 btuh) with one of the non-condensing products such as the Flexible Water tube (1.5 - 12 mbtuh). This would allow the end user to heat most efficiently in all temperature ranges. Modular design allows for great flexibility in



designing the heating system and adds in the availability of a knockdown Model Flex tube (where it can be assembled right in the boiler room) providing a win win for everyone involved in both new and retrofit applications. Cleaver-Brooks recent unveiled a new Wireless Intelligent sequencing control for hydronic heating systems called the CB-SystemMax ISD.

The control can handle multiple boilers, pumps, and dampers while calculating system load; adjusting boiler sequencing and firing rate based on real time variances from outdoor temperature, supply/return temperatures and flow. The control is designed to handle up to 16 boilers, pumps and dampers.

For more information on hybrid systems, condensing or non-condensing heating boilers, or the wireless control system — call one of our sales team.



Wow!!! What A Year!

Another year has come and gone and I am sure glad it is behind us.

There's an old joke about economists: Being an economist means you never have to say you're wrong; you've merely changed your outlook based upon further data.

That brings us to the current, very shaky state of affairs for the global economy. Six months ago, one very worried economist advised that the United States economy was on the brink of a depression. This left most Americans wondering, when will it end? While the 'depression' terminology may be pushing it, we have all seen recently, auto sales are down; manufacturing activity is down; housing starts are down, housing prices are down; and construction spending has tanked.

The well-publicized problems with the auto industry are of great concern. Can the big three survive? Which one is doomed to fail first? What is next? There are concerns that the current state of affairs is shaping up to be much worse than the technology bust of the late 1980s when the financial markets and the banks were in a crisis.

So what's happening now? Truth is, no one really knows but I am sure you ask yourself this question regularly. While we can't be certain, it is important that we maintain a positive outlook and continue to keep pressing forward.

While we are all facing challenges which directly affect our bottom line, we at Johnson Paterson are striving to provide our customers with superior

quality and savings during these tougher economic times.

As most of you remember, last March Johnson Paterson Inc. introduced a, "**Preferred Customer Labor Charge Rate**". This was as a result of the high Canadian dollar and the then economic slowdown in Ontario, coupled with the talk of a possible recession. Nine months later finds us in the midst of the forecasted recession and we remain committed to continuing on with our preferred customer labor charge rate.

At Johnson Paterson Inc. we are striving to do our part to help alleviate some of the financial difficulties faced by many of our customers by continuing to offer your organizations a preferred customer labor charge rate. We value your patronage. We appreciate your continuous support over the past 40-years in our growth and your continuing support for Johnson Paterson Inc as your preferred boiler service company. We want to acknowledge and continue to reward your loyalty. Our preferred customer labor charge will remain unchanged for a factory-trained, licensed boiler service technician.

We are very pleased to be able to continue to pass these savings directly on to your organization.

We look forward to continuing the long lasting relationship between our company and yours with service and integrity as its basis.

2009

Wow two thousand nine, the years come and Go, who ever said "they go faster as you get older" was definitely right. As the years go by some things do remain the same. Once again our newsletter is pertaining to the economic situation, saving money and survival. Seems like a broken record, but with all the economic turmoil going on around us some things need repeating.

Our focus is on the boiler room and ancillary equipment. We survived last year and managed to keep our preferred customer rates reduced while

maintaining the level of service our valued customers have come to expect. What more can we do to help reduce your operating cost?

Proper boiler maintenance is a good way to reduce cost. Spend a little, save a lot. When was the last time you had a tune up done on your boiler, had the combustion checked? Is your boiler running efficiently? Have you checked the water level today? Have you blown down your boiler- water column?

Checked for leaks? Treated your water? Had your water analyzed? Recorded and compared feed water pressure and temperature. How about your gas pilot pressure? Any unusual noise or vibration? Perhaps you need a cam update, maybe an update to a more efficient linkage less system, variable speed drives on your blower motor. Perhaps a conversion to dual fuel to reduce long-term cost. How about a preventative maintenance program?

What cost is there if your boiler goes down unexpectedly? Do you have your spare parts in

stock and available if the need arises. Being prepared is far less expensive than being reactive or requiring emergency service.

If you require spare parts or updates, PMP checks, maintenance, we at Johnson Paterson are ready and prepared to answer your every need. Please don't wait until you have no choice in the matter; take the time now to prepare for future problems that might occur. Think about it. Call the parts and service specialists at Johnson Paterson (905) 727-0084

The future is here "Happy New Year"

As we start to look forward to the things that a new year will bring to us we are also mindful of what is being call by our government a recession. We at Johnson Paterson have been aware of an economic slow down for some time now. This is precisely why we try our best to keep all of the equipment we work on running in tip top condition. When boilers are running efficiently and things are maintained every body saves by paying less in fuel cost and less for down time for your facilities.

Let us look back at last year for a minute; we started the year concerned at that time about the economy due to rising fuel costs and an economic slow down. We at Johnson Paterson have been preparing for this to happen but we have not seen it as of yet. By late 2008 we had an election (or did we?) well at least we had a new government or was it still the old one? I am very confused at this point because now I believe we do not have a government (or do we?) as I said I am very confused. As I see it now the so called election was money that could have been used just a little wiser, but I am not a politician. Please take heart in knowing we may have yet another election in early 2009.

We at Johnson Paterson are looking forward to this "new year" and are planning to keep doing the things we do well, with some improvements of course. We are planning to keep all of your equipment running in good order and continue to give you value added service as we save you money in energy cost along the way.

We want to continue to save your businesses money

so I want to bring back to your attention the parallel positioning for boilers which is a system that controls the firing rate of the boiler and maintains the proper levels of fuel and air to ensure the optimum levels are achieved. You may say we already have this at the moment and most of you would be correct however it is done by using a linkage system. Due to wear and tear over time this system allows for the fuel air conditions to change, however so slightly it does make a difference to fuel savings. The parallel position has been endorsed by Enbridge as they have said it will save you from 3 to 5% in energy cost. I have had the opportunity to speak with some of the minds that actually do these calculations and they are telling me it could actually be 7 to 8% savings. We at Johnson Paterson installed quite a few of these systems this past year and one of our clients called me up to tell me he had saved 12% in energy over a three month period, naturally I questioned this and he being an engineer himself guaranteed me this was correct. I of course am very pleased with this information and I am asking other clients if they have experienced the same savings.

If anybody would like to see a model of this system or, talk about these systems please do not hesitate to call; we will be happy to bring it to your facility to show it to you.

We at Johnson Paterson Look forward to working with you in the "new year" so please have a "HAPPY NEW YEAR" be well and stay safe.

Yours truly, Barry Keough



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Ten Years Ago Today

This is the 10th anniversary of the Shop Talk newsletter. When you start one of these things you never really know how long you will be able to keep it going and if the people you are sending it to, appreciate it or not. We get some feedback, but too little to form an educated opinion, however I think we'll continue anyway.

Most of the time I use this space to vent on my frustration with bad or indifferent service, but I think I'll take this issue to point out some of the changes I see happening in the marketplace today. First off the lack of skilled labour has never been so dire and it's not just the trades, even though that is a huge problem. But the difficulty manifests itself into the office and throughout the organization. I am polled regularly by Statistics Canada and even with state of the economy today, the #1 concern among CEO's across Canada remains "finding good people". We have been fortunate to attract and retain an excellent group of talented people here at Johnson Paterson, but we could always use a few more, as I'm sure you could. As things get strained around your place please don't hesitate to call upon our resources to ease some of your issues. More and more we are being asked by our customers to help them out in the areas of safety, rules and regulations as well as financial down loads in the way of bonding. We have the ability to address these areas and more to help you run your organizations more smoothly.

It's been an interesting 10 years to say the least, with a lot of changes affecting the industry and our companies in the process. We have seen the turn of a century, horrific acts of terrorism and natural disasters, too many changes in governments to mention, emergences of new super powers and faltering of the most powerful of all. We lived through Y2K and survived, unheard of oil prices, scandals and El Nino. We've gone Green and LEED and the Leafs still haven't won a Stanley Cup. As the Chinese proverb goes "my you live in interesting times". I'm not sure if it's a blessing or a curse. It's been a fun 10 years and I hope to continue writing here for another 10

I hope everyone had a healthy and prosperous 2008 and we will be here to assist you anyway we can to insure you repeat this in 2009.

Kerry Johnson