

# GEC FOCUS



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- Wilden Pro-Flo X Technology
- Case Study
- New Service Manager in Syracuse

## Glauber Equipment Turns 50!

2010 marks a major milestone for Glauber Equipment Corporation as we celebrate our 50<sup>th</sup> year in business. We would like to thank all of you who have made our continued success possible. Glauber Equipment was founded in 1960 by Paul Glauber and Bob Schaefer. Glauber-Schaeffer served as a distributor for Worthington Pumps in Erie County. For the first two months the company was based out of Schaefer's garage but soon moved to a small converted gas station at the corner of Broadway and St. John's Place in the Village of Lancaster, New York. Eventually Schaeffer left and Paul took over the helm of the fledgling company.

Prior to founding the company Paul served in the Navy for two and a half years and was commissioned an Ensign through Northwestern University's Midshipmen's school. While serving his country he was assigned



to an AK-119 style transport ship and an LST. After being discharged Paul went to work for Worthington Compressors. Here is where he first met Bob Schaefer and developed the

friendship that ultimately became Glauber Equipment Corporation.

Glauber Equipment started out with \$90,000 of business in its first year and has grown into the statewide distribution and repair center that it is today.

Our continued success is due to the dedication of our employees and the vision of our founder Paul Glauber. Paul says that he definitely needs to thank his wife (Catherine) for putting up with all the time he spent working and helping him raise their 8 children; and now 23 grandchildren.

- G. Glauber

## Case study for Pulse Purge Regeneration - J. Kellner

In January of 2008 a chemical plant in Lockport, NY purchased and installed a Pneumatech model PE-2100 regenerative, externally heated dryer with pulse purge regeneration. The dryer was purchased to replace a competitor's heatless dryer of similar size. The customer has a total of three compressors - (2) 150 HP load/no load compressors and a 100 HP compressor retrofitted with a variable frequency drive. Pneumatech also supplied a Conservair K-2600 intermediate control and a SM-812 sequencer to control the compressors based on the projected lower requirement for compressed air. Two receivers - a 2200 gallon wet air re-

ceiver and a 6000 gallon dry air receiver completed the project. Although the projections focus on just the PPR the dryer was also ordered with dew point demand controls. The result of the installation was a massive reduction in the amount of air and energy used in the compressor room. The dryer is cur-

rently running 61% in demand mode and the heater run time is 15%. This results in an actual, realized savings of \$40,841.61 annually when compared to the heatless dryer. Also due to the lower demand, the customer was able to shut off one of the 150HP compressors. This saved an additional \$68,000 per year.

	Heatless Regenerative	Externally Heated Regenerative	Externally Heated W/ PPR 147**	Blower Purge 15 HP
Purge Flow Control Power (watts)	315	147	85	85
Heater	N/A	24*	24*	50*
Hours Per Day	24	24	24	24
Purge Loss/Blower HP	1409.94 KWH/24 hrs	657.97 KWH/24 hrs	328.99 KWH/24 hrs	268.56 KWH/24 hrs
Control Power Heater	1.2 KWH/24 hrs	1.56 KWH/24 hrs	2.04 KWH/24 hrs	2.04 KWH/24 hrs
Total KW Consumption/ 24 Hours	1,411.14	1,019.53	492.31	900 KWH/24 hrs
Total Annual Energy Costs	\$51,506.61	\$37,212.85	\$17,969.32	\$42,726.90

\* 62.5% heater run time, based on field observations  
 \* 28% heater run time, based on field observations  
 \* 75% heater run time, based on standard theory of operation

\*\* The totalized average purge flow is HALF of this number because of PPR. However, for compressor sizing, use this number.

Table 1 - Energy Consumption and Operating Costs Comparison, Regenerative Dryers

## New Syracuse Service Department Manager

Glauber Equipment is ringing out the old and bringing in the new when Dale Burgess takes over the Service Department at the East Syracuse facility. He is stepping in to replace John Jarmacz who is retiring and hopefully planning a lot of fishing trips.

John has been with GEC since 2002 and has worked with Dale on a constant basis. Specifically, he and Dale developed PPM services and conducted various training seminars on compressed air. All of us at GEC wish John a long and happy retirement.

Dale also started with GEC in 2002. He comes from a background in heavy equipment and taught diesel mechanics in the 1980s. Starting in

1990 he has worked with and on Atlas Copco equipment, performing air audits and compressor maintenance. Since joining GEC, Dale has worked with service, field sales and the technical solutions group. In his personal life, Dale is a volunteer firefighter and has been elected for 3 terms as Fire

Commissioner. Everyone at GEC looks forward to Dale's continued service and wishes him good luck in his new position.

The picture below shows John Jarmacz on the left passing the "sharp stick" to Dale Burgess on the right.



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**Wilden's Pro-Flo X  
Technology gives a new  
level of control and  
performance to your  
Wilden pump.**

## Wilden Pro-FloX Technology

The new Wilden Pro-FloX™ technology gives a new level of control, flexibility and performance to your Wilden pump. The integrated Efficiency Management System (EMS™) allows each pump to be finely tuned by adjusting the air volume at the pump inlet with a variable control dial. This Pro-FloX™ technology makes the previously restrictive rules for Air Oper-

ated Diaphragm Pump use obsolete. The Pro-FloX™ dial allows you to maximize the rate of flow to get a job done quicker, or maximize the pump's efficiency to reduce your process costs. This new Wilden innovation features the same reliability that Wilden has come to be synonymous with, without breaking the bank.

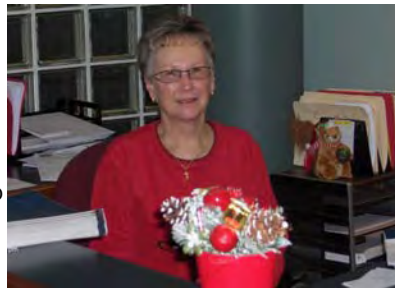
For more information about

the Wilden Pro-FloX technology please contact the Glauber Equipment sales department.  
1-888-452-8237 or  
716-681-1234



## Fay Charette is Retiring

I will be retiring from Glauber Equipment on December 31, 2009. I have been at Glauber for 3-1/2 years, made many good friends and have enjoyed working for the Glauber family. I want to thank everyone for the kindness shown to me in my time at Glauber. Now I will have more time to spend with my husband, Norm, and we are planning a trip to Aruba in the next few



months. Also I will be flying to California to see my daughter and her family, and will be able to enjoy more time with my son and his family in Hamburg, NY. I will probably drive my husband crazy. Again, thank you to everyone, especially the Glauber family, for making my 3-1/2 years at Glauber so special. I will miss everyone but will return to go to lunch at Linguine's.—Fay

*GEC is one of 150 organizations in New York State to receive a grant under the Building Skills in New York State program*

## GEC Receives a Training Grant

GEC has received a \$28,560.00 grant from the New York State Workforce Investment Board. Through the "Building Skills in New York State" program, the Board provides New York State businesses with opportunities to upgrade the occupational skills of its workers and maintain its competitive edge. GEC is one of 150 organizations in New York State to receive a grant under the Building Skills in New York State program. Glauber Equipment is using the grant funds to train employees in several areas of Lean Enterprise Training. The training is currently underway at GEC's Lancaster office and is being conducted by University at Buffalo, The Center for Industrial Effectiveness.

The core principles of Lean Enterprise Training are:

- 1) Specify value in the eyes of the customer
- 2) Identify the value stream and eliminate waste
- 3) Make value flow at pull of the customer
- 4) Involve and empower employees
- 5) Continually improve in the pursuit of perfection

Three departments at GEC, the Packaged Systems Design Group, Receiving Group and Sales Group ( totaling forty-four employees), are being trained in Value Stream Mapping and Kaizen. Value Stream Mapping is a paper and pencil tool that helps the participants see and understand the flow of material and information as a product or

service makes its way through the value stream. Kaizen teaches a collection of Lean improvement tools to achieve four customer priorities: quality, delivery, cost and innovation.

The grant is especially valuable to GEC and its employees because it enables GEC to continue its commitment to Lean Enterprise thinking and employee learning and improvement. Before receiving the grant, GEC employees had been trained in an overview of Lean Enterprise and Business Management System (BMS). With the addition of the grant funds, GEC is now able to provide additional training to its employees that will benefit the individual participants as well as GEC as a whole. - W. Glauber

## December Compressed Air Seminar Photos



## Atlas-Copco Joins The US Green Bldg Council

In March 2009 Atlas Copco Compressors joined the US Green Bldg Council. (USGBC) The USGBC is a non-profit organization committed to expanding sustainable building practices. USGBC is composed of more than 15,000 organizations across the building industry that are working to advance structures that are environmentally responsible, profitable and healthy places to live and work. Membership includes the whole spectrum of building owners and end-users,

designers, architects, engineers, general contractors and government agencies.

USGBC's mission is to transform the way buildings and communities are designed and built, enabling an environmentally and socially responsible quality of life. The USGBC is responsible for LEED certification.

The LEED Green Building Rating System is a voluntary, consensus based national rating system for developing

high performance sustainable building. LEED addresses all building types and emphasizes state-of-the-art strategies for sustainable site development, water savings, energy efficiency and resource selection. It is a practical rating tool for green building design and construction that provides immediate and measurable results for building owners and occupants.

-From the *Industrial Air News*



**GLAUBER EQUIPMENT**

Corporate Office:  
1600 Commerce Parkway  
Lancaster, NY 14086

P716-681-1234

Syracuse Branch:  
23 Corporate Circle  
East Syracuse, NY 13057

**Glauber Equipment** is the premier supplier of pumps, compressors, blowers, after-market parts and other services in New York State. Founded in 1960 by Paul Glauber we have years of experience in designing and building custom fabricated packages, pump systems, compressed air systems and more. It is our mission to be the outstanding blower, compressor and pump resource in New York State. We believe the best way to achieve that goal is to provide exceptional service and value to our customers.

www.aodparts.com is Glauber Equipment's tool for providing customers with an easy interface to order after-market pump parts. To help celebrate another year of success with our aodparts website we would like to offer 5% off any purchase of \$50 or larger through the website interface. When placing your order in the comments section include "parts2010" and we will deduct 5%



**For a limited time only!**

*5% off any purchase over \$50.00 from our aod parts website*

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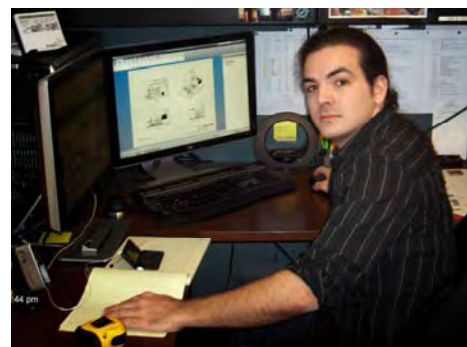
**Letter from the Editors**

Hello There! Thanks for reading the second Issue of the GEC Focus. Big things have been happening around Glauber Equipment recently as we enter into our 50th year. All departments have been addressing ways to improve efficiency and customer service. New standards are being outlined to help ensure top quality service. Our ISO9001 compliance process is on-going. There are exciting opportunities available working with Atlas Copco, Wilden Pumps and the Pentair Pump Group. From everyone at Glauber Equipment to all our customers and suppliers we would like to wish you all a very Merry Holiday season and the happiest of New Years.



**New Focus Team Member**

The GEC Focus is pleased to welcome Chaz Vance to our team of GEC Focus Editors. Chaz primarily works as an Industrial Designer at Glauber Equipment. He holds a Bachelor of Science in Industrial Design Technology from the Art Institute of Pittsburgh where he graduated in 2007. His expertise in Adobe Photoshop and artistic flare will bring a unique angle to future GEC Focus issues.



Next Quarter preview:

- More Case Studies
- Equipment News
- Service Hints
- Have a Happy New Year!