From:	WESTERSUND Joe
To:	FELDON Leah; PALERMO Jaclyn; DAVIS George; KAUTH Dave; GRUNOW Greg; GARRAHAN Paul; JOHNSON Keith
Cc:	artglass2016
Subject:	FW: cost estimate for baghouse leak detection system install
Date:	Wednesday, August 10, 2016 9:36:04 AM

FYI- cost estimate for baghouse leak detection system install: $2k-$3k

-Joe

From: Earl Parker [mailto:eparker@auburnsys.com]
Sent: Wednesday, August 10, 2016 9:16 AM
To: 'WESTERSUND Joe' <joe.westersund@state.or.us>
Subject: RE: Auburn Systems - Bag Leak Detection System Discussion

Joe,

There are of course a lot of factors that can come into play that can vary this type of work.

You could use this scenario:

Welding $350/ Wiring 30 – 40 feet – 2 guys one day $1200 / Man lift and materials - $1,000

$2,550

So you could give it a range: $2,000 - $3,000 Longer runs and tough to get to places can affect the pricing – any special material requirements – but this gives you something to go on.

Hope it helps.

Regards,

Earl Parker
Auburn Systems
978-777-2460 ext. 102
781-727-7221 (cell)

From: WESTERSUND Joe [mailto:joe.westersund@state.or.us]
Sent: Monday, August 08, 2016 3:02 PM
To: Earl Parker
Subject: RE: Auburn Systems - Bag Leak Detection System Discussion

Hi Earl,

Do you have an estimated cost for installation and setup? It would help me to have an all-in cost

number that includes purchase + install of a BLDS.

Also, is there a document about the setup / calibration process that you could point me to? One of my coworkers asked whether a source test is necessary for calibrating it.

Thank you for your help,

-Joe

From: Earl Parker [mailto:eparker@auburnsys.com]
Sent: Monday, August 08, 2016 5:25 AM
To: 'WESTERSUND Joe' <joe.westersund@state.or.us>
Subject: RE: Auburn Systems - Bag Leak Detection System Discussion

Joe,

The costs you and I talked about were hardware/equipment costs. It did not include installation.

With regard to our sensors – we provide the mounting hardware – but they need to be installed on the duct – this involves, welding a coupling onto the duct and providing the power wiring and signal wiring which can be different depending on the unit and the power needed. However, you should probably include needing both power and signal wiring for a worst case scenario budget price.

Regards,

Earl Parker
Auburn Systems
978-777-2460 ext. 102
781-727-7221 (cell)

From: WESTERSUND Joe [mailto:joe.westersund@state.or.us]
Sent: Friday, August 05, 2016 12:47 PM
To: Earl Parker
Subject: RE: Auburn Systems - Bag Leak Detection System Discussion

Hi Earl,

A followup question:

During the call you helped me get an idea about the costs for a baghouse leak detection system. Based on my notes, you said that the cost for a 'continuous data output' type system is about $2,500 per sensor. If they don't already have a data logging system for other parts of their factory, it could be an additional $5,000 to set up a PC and get that connected to the leak detector.

Is that approx. cost for the hardware and software, or would it include installation and setup too?

-Joe

From: WESTERSUND Joe
Sent: Thursday, August 04, 2016 3:28 PM
To: 'Earl Parker' <eparker@auburnsys.com>
Subject: RE: Auburn Systems - Bag Leak Detection System Discussion

Hi Earl,

Thank you for our phone conversation and for your email below. This has been very helpful and I may have followup questions to contact you about.

-Joe

From: Earl Parker [mailto:eparker@auburnsys.com]
Sent: Thursday, August 04, 2016 1:39 PM
To: WESTERSUND Joe <WESTERSUND.Joe@deq.state.or.us>
Subject: Auburn Systems - Bag Leak Detection System Discussion

Joe,

It was a pleasure speaking with you this afternoon. I will be happy to assist with this project regarding colored glass manufacturers in your state.

Per our discussion, I explained that Auburn Systems offers a triboelectric style monitor from either simple stand-alone units with a relay contact, to monitors with a continuous 4-20 mA output, all the way to complete monitoring systems that bring in multiple parameters as well as provide software for data management and reporting.

I have attached a document that comes from one of the US EPA MACT standards so that you can look at the definition of a Bag Leak Detection System (BLDS). I highlighted the portion that contains the definition. You should also find the word “detection” and you will find many other pertinent areas to review.

Please feel free to reach out if you have any further questions, or if you would like me to review any direct application information from the plants that may be useful for the rule formulation. I am happy to help!

Best Regards,

Earl Parker
Executive VP, Sales and Operations
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978-777-2460 ext. 102
781-727-7221 (cell)

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