



UTILITY & TELECOM FLEETS

SEPT/OCT 2006 | VOL. 20 NO. 7

CELEBRATING 20 YEARS

INTERVIEW:

Dan Gabel

Manager, Fleet
Exelon Corporation



PLUS

**Braking System & Drivetrains
Winterizing & Cooling Systems
Oil & Lubricant Guide**

PRODUCT, EQUIPMENT & MANAGEMENT SOLUTIONS FOR THE UTILITY FLEET MARKET



Free shop heat...

FROM YOUR FLEET!

BY RON FOSKEY | PROVIDED BY REZNOR

Don't WASTE your Used OIL ... It's FREE HEAT

Considering heating costs, the uncertainty of fuel availability and haul-off costs, waste oil can be worth up to \$3.00 per gallon! Winter heating costs can be substantially reduced or even completely eliminated! Heat is heat, no matter how it is generated. The object is keeping the shop warm ... affordably. Traditionally, standard heating oils and natural or LP gas were the choices for shop heat. With the continuing increase

in fuel prices, many shops are turning down the temperature. This impacts employee comfort and productivity. There's a better way! Space heaters and ductable furnaces are available in various BTU ranges to fit the heating requirements of any shop. Similarly, boilers of varying capacities can provide hot water for radiant floor heating, ice/snow melt around the facility, process hot water for car washes and other hot water needs. All of these systems are fired on what has been tradi-

tionally referred to as "waste oil". However, in today's environmentally driven, conservative-minded markets, these high Btu fluids are recognized as used oils of significant value ... more like "liquid-gold"!

IT'S A WASTE... ONLY IF YOU CHOOSE NOT TO BURN

You may call it a waste but it's really a precious resource. What are "waste" or "used" oils anyway? Where do they come from? What are they worth? A

■ SPECIAL FEATURE

large percentage is drained from vehicle crankcases. However, transmission fluids, hydraulic fluids, #1 * # 2 fuel oils and other petroleum based, non-hazardous used oils (up to SAE 50 weight) may be burned in today's waste oil fired heaters and boilers.

Due to advances in atomizing burner technology, even heavier oils such as gear lube, may be burned when properly mixed with lighter oils. Substantial sav-

ings for facility heating can be realized when Natural Gas, LPG and standard heating oils are replaced with waste oil. Since each gallon of typical waste oil contains approximately 140,000 Btus, the savings can add up fast!

IT AIN'T WHAT IT USED TO BE

Firing heating appliances on waste oil goes back a long way. Traditionally, a shop's only choice for converting waste oil into heat was the pot vaporizer type

heater. These were dirty and required daily cleaning. Many shop managers tried it but turned away. Today, the industry has several options in dependable, affordable waste oil fired space heaters and boilers. Burning used oil for energy recovery is more popular and practical than ever due to the advances in burner technology and design features that make for dependable performance and significantly lower maintenance. Annual maintenance consists primarily of cleaning the combustion chamber as necessary and a basic annual tune-up of the burner, including cleaning or replacement of the nozzle and electrodes. Oil filters and screens need to be cleaned or replaced as required, based upon the quality and quantity of the waste oil being burned.

GOOD ENOUGH FOR THE EPA

The Federal EPA has fully endorsed the burning of used oils generated on-site as a recognized method of "recycling" the oil into energy. Consequently, the EPA has exempted the heaters and boilers from hazardous waste laws. This fits comfortably with FRCRA (Federal Resource Conservation & Recovery Act) guidelines for reducing wastes and reusing or recycling resources wherever possible. If you generate it, you are responsible for it ... forever! This "Cradle To Grave" liability is ever present. Now, more than ever, responsible fleet managers must be assured wastes generated in their facility are properly handled and disposed of. Generators are forever responsible for its proper disposal. There's a simple reason for the concern - water contamination. One gallon of waste oil, improperly discarded, can contaminate a million gallons of potable water. Shipping your waste oils off-site is a one-in-a-million chance you don't want to take! You don't have to worry about what happens to your waste oil if it's recycled on-site in state-of-the-art waste oil heaters and boilers. Advances in the science of waste oil combustion allow managers to provide their employees comfortable and productive work environments while eliminating haul-off costs and every risk of improper disposal of their waste oils.

CRIBBING PLATES



Made of
lightweight
plastic



- Lightweight: only 20% the weight of steel, only 65% the weight of aluminum.
- Dimensions from 18"x18"x1" to 48"x48"x3", square, 30" dia. to 48" dia., round.
- Custom sizes for fleets.
- No water absorption, no warping
- Square or round shape, many standard sizes
- Quality systems certified per ISO 9002

Dealerships Available — Call Ellsworth Lake, Sales Manager

Timco Inc. — Your Primary Source For Engineered Plastic Parts

TIMCO

1-800-792-0030

PO Box 2059, Peekskill, NY 10566

Tel: 914-736-0206 • Fax: 914-736-0395

E-mail: sales@timco-eng.com

www.timco-eng.com

BUDGET TIGHT? WHAT'S THE PAYBACK?

A tight budget is the best reason to buy now! Don't wait to start the savings! Payback is fast! Usually, a return on investment can be calculated with available heating and haul-off costs. Part of the equation is whether or not one has used oils available and in what quantity. If not, consider "On-Spec" lubricants, used oils that have been processed or cleaned, are available in many areas at a much lower cost than conventional fuels. These lubricants are no longer considered "waste" or "used" oils and are an excellent supplement for firms that do not produce enough used oils to justify a unit purchase. Even though these fuels are not "free", they typically can be purchased for about 75% the cost of standard heating fuels, depending on the quantities and the prevailing costs of standard heating fuels. Paybacks can still be very appealing, actually one year or less, depending on cost of standard fuels, used oil disposal and the actual hours of usage. With fuel prices soaring, every gallon of used oil or on-spec oil becomes increasingly more valuable.

CHOOSING WISELY

The typical maintenance facility is the perfect application for waste oil heaters. Most will have a ready supply of waste oil available from daily operations. Fleet Managers should only consider heavy-duty waste oil-fired heaters and boilers, designed for many years of dependable service and manufactured/marketed by companies with extensive experience in the heating products arena. Units should be designed for easy access and long-haul performance, backed by an extensive network of local distributors.

BOTTOM LINE?

Depending on the quantity of used oils generated at the location, fuel costs for heating can be completely eliminated or substantially reduced. Liabilities associated with haul-off of used oils are forever removed. Disposal cost of waste oils can be totally eliminated. A very quick return on investment is realized ... sometimes in one heating season.

The process is environmentally sound ... so much so that the Federal EPA has recognized that used-oil burners do not pose a threat to the environment and approved their use. ■

ABOUT THE AUTHOR

Ron has 24 years experience in the environmental industry, all centered on combustion products. Since 1990, his concentration has been

on energy reclamation from combustion of used oils with waste-oil-fired heaters and boilers, as Division Manager Waste-Oil-Fired Products Group / Thomas & Betts-HVAC (Reznor) - Memphis, TN and National Sales Manager / Shenandoah Manufacturing Company - Harrisonburg, VA. Additional positions include VP / George K. Moss Company - Birmingham, AL, a Cleaver-Brooks Boiler agency and Southeastern Marketing Manager / Atlas Incinerators - Minneapolis, MN.

CRAWLER CARRIERS



RENTALS AVAILABLE




Customized Units Available for Utility Applications

- **4 Models**
- **Low Ground Pressure**
- **A Wide Range of Attachments**
- **Payloads from 5,500 to 22,000 lbs.**

IHI Crawler Carriers are a tough and reliable transporter. The heavy duty track frame allows you to work in extremely rugged ground conditions while still providing very low ground pressure.



IHI Compact Excavators Sales LLC

202 Production Dr., Elizabethtown, KY 42702
Tel (800) 538-1447 Fax (270) 737-1857
www.ihcompactexcavator.com