



**LIPTEN**<sup>TM</sup>  
ENERGY SOLUTIONS

*the* **LIPTEN**<sup>TM</sup> *advantage*

1st Quarter, 2016 Newsletter

## HISTORIC QUOTES:

"Nothing can stop the man with the right mental attitude from achieving his goal; nothing on earth can help the man with the wrong mental attitude."

- Thomas Jefferson

"Since this is an era when many people are concerned about 'fairness' and 'social justice,' what is your 'fair share' of what someone else has worked for?"

- Thomas Sowell

"If at first you don't succeed,

## Why Consider an EPC Contractor?



At the end of Lipten's newsletters, you'll find the statement "Lipten is a Engineering, Procurement and Construction (EPC) firm that specializes in Central Energy Plant (CEP) design and construction." But what does this mean and what are the benefits?

try, try again. Then quit. There's no point in being a damn fool about it.

- W. C. Fields



-A major chemical manufacturer has hired Lipten to supply engineering procurement and construction services to reactivate a powerplant utilizing four watertube boilers that have been laid up for several years.

-For another major chemical manufacturing firm Lipten has been contracted to retrofit three boilers with our CombustionPacXLT boiler control system.

- After successfully upgrading the controls on two boilers at a major automotive manufacturing plant, Lipten has been awarded a contract extension to upgrade two

Let's take a look- There are different routes to building or refitting an energy facility. The three main components are:

- Engineering - Designing the work and specifying products and materials
- Procurement - Purchasing the various equipment and materials
- Construction - Hiring the labor and managing the installation and erection of the equipment

A facility owner can elect to source these activities separately; hire an engineering firm to specify and design the facility, purchase the equipment using internal resources and hire contractors to perform the installation. Or, the owner can elect to hire one EPC firm to do all three. What is the advantage of EPC? The EPC firm provides a single point of responsibility, whether it be the design, the schedule or the cost. The typical EPC contract defines a fixed completion date, a fixed completion price, performance guarantees, and probably most importantly, minimizes the owner's risk. If any issue arises, be it design, cost, or schedule, the owner only needs to look to one party. There is no finger pointing of the installing contractor to the engineer, or the engineer to the equipment vendor, with the entire mess left for the Owner to resolve. With an EPC firm, risk and resolution falls on the EPC. There are added benefits in that an EPC contract usually includes responsibility for start-up, commissioning, training, and single

additional boilers at the same facility. These will also use Lipten's CombustionPac boiler control systems.

point warranty support, regardless of the particular supplier or manufacturer of a failed product.

Speaking of products, the EPC contractor typically purchases in large volumes giving them greater buying power. The owner, being only an occasional buyer typically cannot command substantial discounts. The EPC contractor can source products at much lower cost, affording overall cost savings on the project. Also, the typical EPC contractor maintains a regular staff of project managers, schedulers, engineers, buyers, construction managers and a balance of support staff to ensure the project proceeds smoothly when it comes to getting the work done.

What is distinctive about Lipten Company is that we specialize only in energy center related projects. Whether entirely new construction or refitting an existing facility, we can determine exactly what you need and how to get it done right.



## Did you know ...



The American Boiler Manufacturer's Association (ABMA) was founded in 1888 and is the oldest nonprofit manufacturing association in the United States. It has over 100 member manufacturers and suppliers are dedicated to the safe supply of steam and hot water to the public.

---

## Spotlight on Lipten's Morgan McGuffie



If you think you have been hearing a new voice when you call Lipten it is because Morgan McGuffie has joined the team. Morgan is working the reception desk and helping the Lipten office manager, Caryn, with her day-to-day duties. In her free time Morgan enjoys spending time rescuing and rehabilitating animals, reading whatever she can get her hands on and baking desserts.

---

## Lipten Racing Update



Eric Filgueiras and Spencer Racing will continue their relationship in 2016 and step up to the Cooper Tires USF2000 Championship Powered by Mazda National Class for a full season campaign in the Mazda Road to Indy.

This confirmation follows a successful debut into professional racing for both Eric and the team in the SCCA Pro F2000 Championship in 2015 where Filgueiras ended the season second place in the point standings.

"I'm extremely excited to be back with Spencer Racing," explained Filgueiras. "This team is my home. After such a great season last year we decided collectively after many discussions and weighing different options that it made the most sense to join the USF2000 National Class competition. With so much knowledge gained last year, we're taking our experience into this series and will be expecting to fight for the championship in our class."

The USF2000 series will take the team to new and exciting venues like the Indianapolis Motor Speedway, Road America, Mazda Raceway Laguna Seca, and the streets of Toronto and St. Petersburg, Florida.

In addition to this news, the team is also pleased to announce an

association with Verizon IndyCar Series team KV Racing Technology and team owner Jimmy Vasser with support on the technical side of the team's at track operations.

"Jimmy has been my hero since I was a child and someone I've looked up to my entire life. To be associated with him and his team is a dream come true and I can't wait to learn everything I possibly can from their entire organization," added Filgueiras.

You can read more about all the events and team here:

[www.usf2000.com](http://www.usf2000.com)

[www.ericracing.com](http://www.ericracing.com)

[www.teampencerracing.com](http://www.teampencerracing.com)

---

## **Lipten is Hiring!**

Lipten is looking for experienced power plant mechanical engineers, project managers, software developers and service technicians.

If you're interested in a dynamic career with a healthy, growing firm, you've come to the right place. Lipten Company offers competitive salaries and a comprehensive benefits package including medical, dental and 401(k) as well as three weeks paid personal time off in addition to ten paid holidays. Lipten is an equal opportunity employer

[Click here](#) to see if you are interested in potentially being part of the Lipten winning team.

### **Lipten Mission Statement**

*Lipten will make "power" a source of value for our clients by providing superior engineering, procurement and construction of steam, hot water, compressed air, chilled water and electrical*

*systems. Lipten operates profitably throughout the world in an ethical, environmentally sensitive and socially responsible manner while focusing on the core principals of systems' safety, reliability and efficiency. Essential to achieving our goals is our dedication to maintaining a positive working environment.*

---

**Please [Click Here](#) to view newsletters and more on the LIPTEN website.**

Lipten is an Engineering, Procurement and Construction (EPC) firm that specializes in Central Energy Plant (CEP) design and construction. Lipten also has a controls group that provides standard and custom control solutions.

Lipten provides steam generation, power generation, chilled water systems, compressed air systems, water treatment systems, controls and related Energy Center equipment and services. Lipten's level of support can vary from an advisory role to complete turn-key facility construction. Services include: design, engineering, drafting (CAD), equipment specifications, procurement, installation, construction management, site audits, start-up, operator training and maintenance.

