

Inside this issue:

<i>New Engineer</i>	2
<i>Lipten Spotlight</i>	2
<i>Did you Know ...?</i>	2
<i>Project Financing</i>	3

News Bits:

Lipten has been awarded a contract to provide three new burners at Oakland Community College, Orchard Ridge Campus. The work includes new controls.



Lipten was contracted to provide gas turbine control upgrades for a General Motors Plant in Warren, MI.



Lipten has received an order to provide a new firetube boiler and fuel oil tanks at the Allentown State Hospital in Allentown, PA.



*And it keeps on going!
See more new contract news on page 2.*



Powerhouse Upgrades

Rockford, IL. —

Lipten Company, furnished a new **COMBUSTION PAC** PLC based boiler control panel for an existing Cleaver-Brooks watertube boiler at Rockford Drop Forge and Machinery Company. The control system combines a Fireye E-110 burner control for the Burner Management System with an Allen-Bradley SLC 5/04 programmable logic controller (PLC) to provide the combustion control. Operator interface is provided through an EZAutomation color touchscreen display panel.

For the past 15 years, Lipten has been at the forefront in applying PLC based controls on boiler applications. In this application, the Fireye unit provides the burner ignition, flame monitoring, and flame safety functions. The PLC

provides parallel positioning air/fuel controls and boiler water level control.



CombustionPac Touchscreen Display

Boiler operation and alarms are provided by the touchscreen display. The system was commissioned in early July.



Thermal Oxidizer Installation

Detroit, MI —

Lipten Company is in process with the installation of a new thermal oxidizer at the Owens Corning - Trumbull Asphalt Division plant in



Detroit. The new thermal oxidizer (manufactured by PCC) will support increased production at the facility. Despite several challenges including

an early bout of cold winter weather, the installation of the unit along with



pouring a new concrete support pad has proceeded smoothly. We expect to have the unit fully operational by spring.



New Engineer

Wixom, MI — Lipten is please to announce the addition of Rajesh Soni to it's engineering staff in the position of Control Systems Engineer. Working at Lipten's main office in Wixom, his responsibilities will include control systems engineering and development. You can read more about Rajesh in the Spotlight section.



More Contract News!

Lipten has been contracted to provide controls and fuel train upgrades for two boilers at the General Motors Assembly Plant in Arlington, TX.

For Owens Corning's Trumbull division, Lipten is upgrading the controls on a thermal oxidizer and boiler at their Summit, Illinois plant.

Lipten has started engineering for a new heat exchanger and new controls for a Rose Acre Farms egg processing facility.

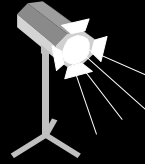
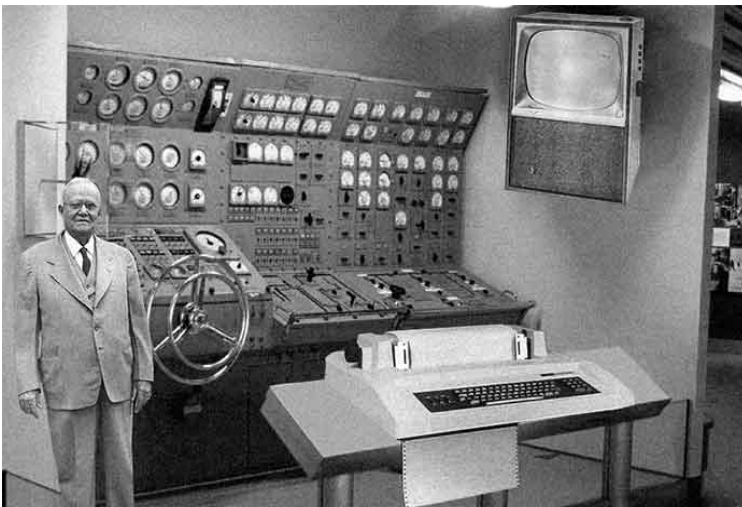


Did you know ...



Back in 1954, scientist at the Rand Corporation built a model of what they envisioned a "home" computer would look like in the year 2004.

Looks like they got the monitor and printer right, but I'm sure glad the mouse won out over the steering wheel!



Spotlight On ...

Rajesh Soni



Rajesh is Lipten's latest team member. He specializes in the design and development of logic programs for programmable logic controllers, factory information systems and human interfaces devices such as touchscreens and video

displays. Rajesh brings 18 years of controls system experience to Lipten's staff. His professional accomplishments include:

- Instrumentation and Computer based Process control projects for the Water pumping station, Water Treatment plant and Wastewater treatment plant for the City of Detroit
- Instrumentation and Computer based control system for the water, wastewater treatment plants and remote pumping stations for the City of Ann Arbor
- HVAC control systems for General Motors

Education / Training

Bachelor of Science in Physics and Chemistry
University of Gujarat, India

Associate Degree Electrical/Electronics Technology
Wayne County Community College

Employment History

The Benham Companies, LLC
Systems Engineer

Arcadis-FPS

- I&C Specialist
- Controls Engineer

Metco Services

- Project Engineer
- Chemist

Personal

A devoted father, Rajesh and his family reside in Westland, MI. In his spare time Rajesh enjoys spending time with his family, cooking, and working around the house.



Financing Capital Projects

by Jim Spencer

Wixom, Michigan –

Today's rapidly changing business environment, accelerated by global competition, creates new challenges. One such challenge that has rapidly evolved over the past few years is the execution and financing of utility projects in the industrial sector. Fortune 500 companies of the past had central engineering staffs and plenty of appetite for debt. Today's market leaders utilize specialized contract labor, strategic alliances, and off balance sheet financing to accomplish the capital expansion of its steam and power utility infrastructure.

In recent years, monies earmarked for capital budgets have been channeled into economically attractive business expansion projects that have a quicker return to the bottom line. Consequently, the steam and power utility infrastructure of today's institutional, industrial and municipal facilities have become aged and in dire need of repair and improvement.

Lipten Company is currently executing several projects that utilize unique approaches, allowing the end user to amortize the capital needed for constructing new steam and power facilities. These plans consist of various forms of financing and leasing.

Equipment is provided under a general lease agreement with options for end-of-lease buyouts. This methodology makes it very simple for the facilities to secure capital funding for projects if they meet certain predetermined financial criteria.

The lease approach provides capital for the design/build of a new installation under a financing or operating lease structure that allows the existing facility to continue operating and maintaining the utility assets under its direct control. This integrated approach of executing the total project requirements, including design, procurement, construction, and financing under one entity, reduces the overall cost.

If your facility is in need of improvements, expansion, or compliance with new environmental regulations, and if capital is limited and/or your company is reluctant to incur additional debt, Lipten can assess the economics and provide financing for your project. The bottom line objective is to increase your operating cash flow by redirecting capital to projects that generate returns in excess of the lease payments.

If you'd like additional information on how Lipten can assist you in financing your next project, contact any of our sales offices or home office.



Quick Turnaround Financing

Lipten just completed the final phase of project financing for a large powerhouse upgrade project in Pennsylvania. The financing of the project presented several complexities including:

- *Leasing to a State Government*
- *Emergency status of the project*
- *Involvement of multiple State agencies*
- *Tax exempt status*

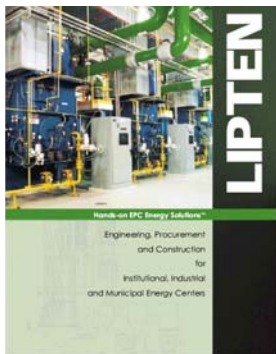
Faced with these challenges, the Lipten team went to work, and within one week of notification, Lipten presented the customer with a complete financing package.

This was where Lipten's teamwork, experience and diligence paid off. Along with the hard work and dedication of our local representatives, Bemark and Associates, we were able to finalize the lease agreement and move forward with the boiler replacement project now underway.

LIPTEN COMPANY

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Learn More ...



Learn more about Lipten's full range of services. Contact any of our offices or representatives for a copy of our full line brochure.

Also available is our new brochure on Lipten's *Combustion Pac* Boiler Control System. This PLC based system represents the latest trend in utility plant control.



LIPTEN

Hands-on EPC Energy Solutions

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