



Previously we have completed a project with one of our customers. In the following we would like to share with you the good parts - and the unavoidable problems that will always occur.

Bringing Down Emission

Investing in air pollution control equipment is a substantial investment project that takes time, effort and money. Most frequently a decision making process will take months, if not years, and a number of people will be involved in the process. Thus, when investing in something as large scaled as this, you want to feel reassured:

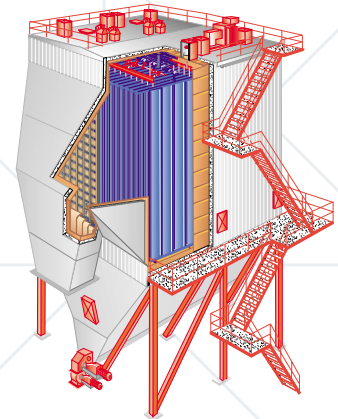
- that the supplier has the necessary experience and knowledge
- that he will provide you with the latest technology and the best quality
- that your down time period is as short as possible and
- that he will not leave you to your own devices as soon as the contract has been signed

In other words: *trust is everything.*

Recognition of the Problem

In the summer of 1994 ENCI realised that they needed new additional air pollution control equipment as the existing ESP was obsolete and corroded and the electrical installation was no longer reliable. Furthermore, the capacity was too low, thus action was necessary in order to stay within the legislation limits for emission.

ENCI ended up choosing a new large four field electrostatic precipitator from F.L.Smith Airtech for dedusting of the kiln and dryer. The contract was for a turnkey delivery and included all connecting ductwork, supports, dust transport equipment etc.



Electrostatic precipitator from F.L.Smith Airtech.

ENCI Technical highlights

- Working below 5 mg/Nm³
- PIACS Expert System
- Turnkey supply

The Decision-Making Process

Originally, ENCI asked 10 suppliers for quotations, but quickly ended up with just 3 suppliers before the final decision was taken to go with F.L.Smith Airtech.

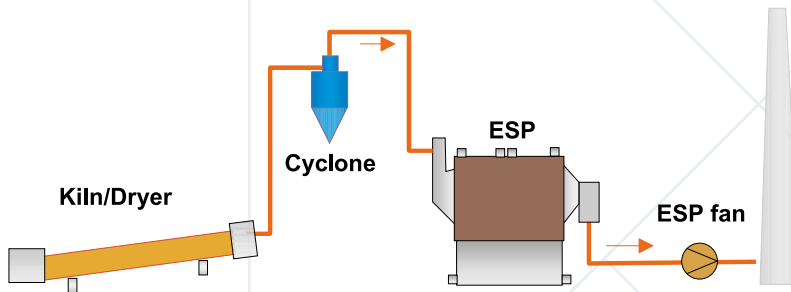
Mr. Wim Heldens, Senior Project Engineer, at ENCI says about the decision-making process: "When choosing between suppliers we had several important demands for the potential supplier. The technical performance had to be good, the presentation material had to be clear and professional and the personal relationship had to be excellent, as we were going to work closely together for quite a while. We found that F.L.Smith Airtech was the best in these areas of all the companies who sent in quotations. Moreover, we have really appreciated the fast response time from F.L.Smith Airtech whenever we have had questions in the process."

The Product and the Technical Solution

The ESP is guaranteed for an emission of max. 5 mg/Nm³ dry gas, but it is operationally well below that level. Some years ago it was believed impossible for an electrostatic precipitator to reach emissions below 10 mg/Nm³ dry gas, but F.L.Smith Airtech has, with our latest ESP technology, proved we can reach emissions well below this level.



ENCI is one of the biggest cement plants in the Netherlands. The installation of the large four field electrostatic precipitator was finalised in 1999.



The electrostatic precipitators are renowned for their high efficiency and low operating costs.

The Implementation Period

During the implementation of the project some problems did arise as will always be the case. ENCI experienced challenges within the training sessions of the personnel mainly because of the language barrier. The biggest issue in the implementation period was probably difficulties with dust transportation. The hoppers clogged with dust and ENCI had to dismount the air sluices. Together we overcame those problems rather fast and with no major difficulties.

Mr Wim Heldens from ENCI concludes on the problems:

"F.L.Smith Airtech had a good project team with a professional Project Manager and a Dutch speaking Site Manager. When problems occurred the reaction time was fast and most importantly the personal relationships were excellent."

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F.L.Smith Airtech and the cement industry The main equipment supplied by F.L.Smith Airtech to the cement industry is: Electrostatic precipitators • FabriClean pulse-jet fabric filters • Gas conditioning towers • Desulphurization systems • COROMAX pulse systems • PIACS microprocessor controllers and other advanced electrical control systems • Dust transport and storage equipment • All kinds of auxiliary equipment like fans, flue gas ducts, cyclones etc. • We supply new equipment or upgrading of existing equipment – no matter whether the existing equipment is supplied by us or not.

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