Everest Automation secures order for the ACF5000 analyzer from a major cement producer in Canada

Due to an aging analyzer and an initiative to look at burning alternative fuels, one of the largest cement producers in the world, was looking to replace their existing CEMS with an FTIR solution.

Challenge
With tighter regulations, increasing energy costs and aging infrastructure, one of the largest cement producers in the world, introduced an initiative to replace some of their aging Continuous Emission Monitoring Systems (CEMS) across multiple locations with the first FTIR being installed at a plant in Ontario.

The ABB solution
After a thorough evaluation of various suppliers, the customer selected ABB’s ACF5000 analyzer solution. Some of the factors evaluated in their decision included:

- Unparalleled experience in FTIR analyzers offered by both ABB and Everest Automation
- Very large installed base domestically and globally
- Deep expertise in serving the cement industry
- Highly accurate component measurement allowing tighter tolerances in compliance with emissions monitoring
- The ability to provide quick initial technical support by using QR code diagnostic information and remote connectivity
Conclusion

Over the course of a 15-month pursuit, the Everest Automation sales team convinced the customer that ABB’s FTIR measurement technology was superior to all the others. Furthermore, with aftermarket support being one of the key elements in the customer’s choice of suppliers, offering a variety of additional support options such as remote connectivity, fully trained field service staff, and manufacturing support from the factory in Quebec City were very important factors in their final decision.

Want to learn more about ABB continuous emission monitoring solutions (CEMS)? Visit our website Gas Analyzers - Emission Monitoring | ABB.