



Winter Fuel Prices

It is that time of year again when the reliability and efficiency of your plant should not be overlooked along with the routine testing of your back up fuels. Do not leave it too late.

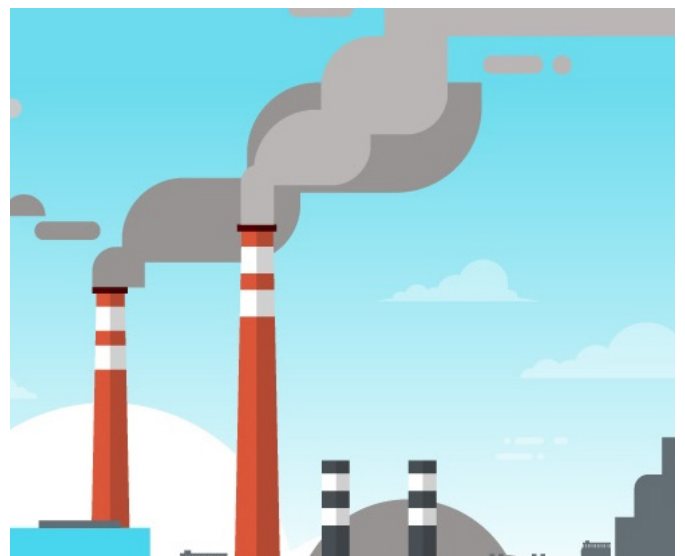
Remember, lowering the O² concentration by 2% can save 1% in fuel costs.

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MCPD - The next Stage

With 2025 fast approaching, especially with the need to make CAPEX preparations in advance, the next stage of the Medium Combustion Plant Directive, MCPD, will soon be upon us. To continue reading, turn to page 3 to find out more how we can assist you.



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UK Welcome New MD

As the UK team gathered to say a final goodbye to Kristian Sumfleth, Managing Director of SAACKE Combustion Services Ltd. for 5 years, it was time to welcome our new Managing Director, Jose De Almeida. Jose has been with SAACKE Combustion Services Ltd. since the beginning of October 2022. Prior to joining SAACKE Combustion Services Ltd., Jose worked for 15 years in a UK company in the field of low carbon heating and ventilation technologies as General Manager.



Jose De Almeida, new MD for SAACKE Combustion Services Ltd., (centre) pictured with former Managing Director, Kristian Sumfleth, (left) and General Manager, Phil Kemp (right)

One of the main tasks as Managing Director of SAACKE Combustion Services Ltd., will be to develop a national sales strategy with a particular focus on new equipment. Jose commented that “In doing so, my primary goal is to lead my team through a time of change, growth and innovative solutions for the benefit of our clients and stakeholders.

Benefitting from Portuguese and South African citizenship, my background gives me a perspective and a deep appreciation for diversity in all its forms. I value an inclusive workforce that reflects our society and believe in the power of allowing people to be empowered so they can grow and develop professionally and personally.”

Customer Comments

The project scope of works was to upgrade our controller due to obsolete equipment needing replacement. Our SAACKE S320 controller was upgraded to a SAACKE SCanView control panel with the addition of O² trim. It has most definitely made a substantial difference to the operation of our plant and breakdowns are now a thing of the past. The work was carried out timeously and communication was great during and after the project with the local RSM keeping us up to date. Andy Gale was instrumental in getting the project delivered on time and went beyond what was expected. Great teamwork made the project run smoothly. The quality of the work was up to standard and care was taken to accommodate us in challenging conditions. The product knowledge of the SAACKE engineers is outstanding and there is a great back up service. We are very happy with the installation.

Dan van Aswegen, Engineering Manager
ForFarmers UK Ltd

Great service. Polite and well presented engineer who solved the problem quickly. You can't ask for more.

Chris Hunt,
Hollingsworth & Vose

Thanks to you and your team for the brilliant support given to us over the weekend.

From taking my call late on Friday afternoon to having the boiler back on line mid afternoon on Sunday is a fantastic result.

We always receive good service from your Field Engineers but I have to say that your engineer was exceptional today. He was very professional, knowledgeable and approachable and completed the repair with a smile on his face despite the long travel on a sunny Sunday. He is a credit to your business. Thank you also for your continued support. It is very much appreciated.

Thank you so much to all of you who have taken the time to fill in our customer service questionnaires. We really do appreciate it and your feedback helps us to improve. Please keep letting us know how we are doing!

Medium Combustion Plant Directive

With 2025 fast approaching, especially with the need to make CAPEX preparations in advance, the next stage of the Medium Combustion Plant Directive, MCPD, will soon be upon us.

Adrian Rowsell, National Sales Manager for SAACKE Combustion Services Ltd., is a regular speaker on this topic, having gained many years of expertise in this field. Adrian regularly engages with staff from DEFRA and the Environment Agency to provide technical support and advice on how best to implement the MCPD.

The important dates for this legislation are:

- 20 December 2018:**
 All new plant from 1MWth net heat input to 50MWth net heat input must comply with the Emission Limit Values, ELV's, of the MCPD, for new plant
- 1 January 2025:**
 All existing plant from 5MWth net heat input to 50MWth net heat input must comply with the ELV's of the MCPD, for existing plant
- 1 January 2030:**
 All new plant from 1MWth net heat input to 5MWth net heat input must comply with the ELV's of the MCPD, for existing plant.

The ELV's are such that it may not be necessary to make any major changes to your plant, but you are responsible to ensure you are compliant.

SAACKE Combustion Services Ltd., can visit your site with calibrated and compliant monitoring equipment to check your combustion, and provide advice on how to move forward. This could be as simple as a service and resetting of combustion. There are additional parts, specifically designed for NOx reduction, that can be used to convert some burners to improve their emissions; we could add the proven NOx reduction technique of flue gas recirculation or replace the burner should it be required.

If you are currently operating a burner with cam and linkage/ cable control these will need to be updated to electronic controls as you will not be able to guarantee consistent emissions and therefore the equipment will not comply with the Directive.

For further advice, come and talk to the experts at SAACKE Combustion Services Ltd. We have been representing burner users for many years with government bodies to ensure that legislation is achievable.

Reduced emissions - High efficiency

SAACKE Combustion Services Ltd., recently completed an installation of the boiler plant in a new energy centre in Lancaster.

Said Tim Fellows our Regional Service Manager,

“This was a big challenge with many stakeholders working together on the project. We supplied and installed the boilers: (3 x off 6ton Danstoker Steam boilers), 3 x off SAACKE TEMINOX GL50-15 burners plus all access for the boilers, the sequencer, gas booster, control panels and oil systems.”

With the Medium Combustion Plant Directive in place, new plants must now comply with 100mg/nm³ NOx emission limit for natural gas firing - making Emissions Limit Values a critical factor for those considering new boiler plant projects - SAACKE Combustion Services Limited achieved less than 60mg/nm³ at Lancaster without flue gas recirculation, demonstrating the capability of SAACKE equipment.

Another advantage of our burner technology in these cost-conscious times is in the combustion efficiency our burners have, we averaged 3% O₂ across the range with the TEMINOX burners meaning the plant realises both high efficiency and low emissions.

Every SAACKE Combustion Services Ltd. installation is fully supported in-house throughout the project by our team with full training provided to the customer by our engineers.



Green heat of the future: SAACKE combustion technology for the BMW Group plant in Leipzig



Source: BMW AG

At the end of October, an important milestone was reached at the BMW Group plant in Leipzig, Germany on the way to decarbonizing the production of the future. At the GREEN DAY event, under the scrutiny of international media, the car manufacturer pulled the lever, making the switch from natural gas to 100% hydrogen operation. One of the topics of this event was the potential of hydrogen as an energy carrier as a substitute for fossil fuels, which was presented based on concrete projects in production and logistics.

Simple H² conversion thanks to decades of experience:

The modern firing technology with an output of several 100 kilowatts is to be used in the paint drying line as well as the thermal afterburning and finally also in the boiler house. "SAACKE benefits here from decades of experience in the development and manufacture of hydrogen burners and was therefore able to convert proven firing systems of the SSBG micro type to H² operation and the significantly smaller output range, which deviates from the usual portfolio, with little effort," explains Dr. Ronald Wilhelm, SAACKE Project Manager in the Product Management division.

"This makes us the first in the world to have developed an H² burner in this small output size and shows once again that green heat is feasible."

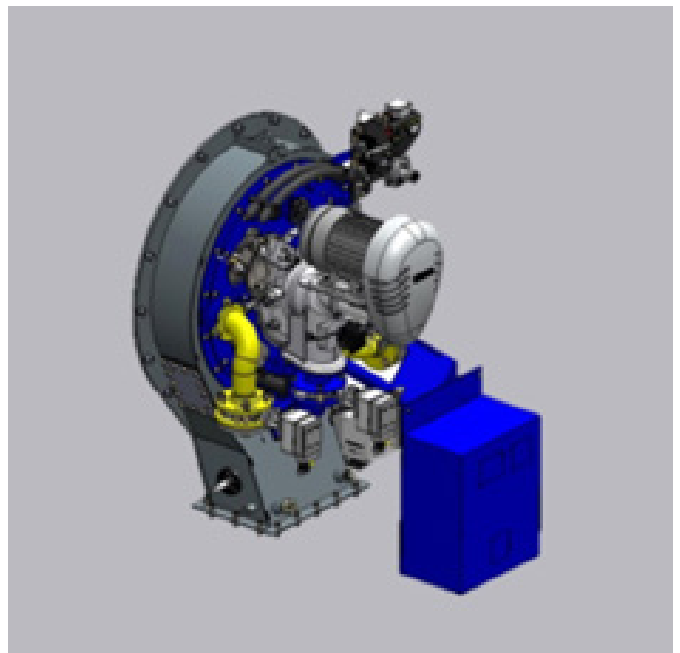
Therefore, the entire industry is also watching the pilot project of a "green factory" launched by BMW with bated breath, because in principle the technology could be used in all car plants. "BMW in Leipzig commissioned us in 2021 and within a few months we developed a burner that is precisely tailored to the requirements on site," reports Martin Gerspach, Head of Thermo-Process Plants at SAACKE. "Over the next few years, further H² burners are to be successively installed at the site."



SAACKE to launch ROTONOX

In the course of streamlining the SAACKE product range, efforts have long been made to combine the advantages of the previous construction programmes, such as customer-specific adaptability on the one hand and standardisation on the other, also in the rotary atomizer models. This means replacing products that have grown over a long period of time. This is not an easy step, but it is necessary now because our manufacturing structure is being rebuilt and line production is no longer compatible with SKVG's previous manufacturing strategy.

The new rotary cup atomizer will fully cover the core business models of its predecessors. To this end, in addition to a wide output and control range, it also offers a comprehensive selection of fuels: from natural gas and light oil to hydrogen and biogas, as well as bio-oil and animal fat, and various special gases and oils.



With the name ROTONOX, we have deliberately decided not to continue using the old "SKV..." designation, but to place the product in a series with the ATONOX and TEMINOX. The distinctive "SAACKE egg" as a symbol for our innovative and reliable solutions for firing technology, will be retained.

At the beginning of 2023, the ROTONOX will be introduced to the market - the next step in SAACKE's future. More details to follow.



Source: BMW AG

Plant Leipzig is the first in the world to pilot a fuel-flexible hydrogen-capable burner for paint dryers. The newly developed technology will be able to run on green hydrogen as well as natural gas.

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Congratulations

Mihai Sisu who will celebrate 12 years with SAACKE Combustion Services Ltd., on 4th January 2023

Andy Gale, Service Engineer, South who celebrated his 6th anniversary on 01 December 2022

David Eckersley, Service Engineer, North, who will have been with the company for 11 years on 16th January 2023

Duncan Hansard, Service Engineer, North, for 4 year's service on 21st January 2023.

Welcome

We are pleased to welcome on board:

Marcin Pudo,
Service Engineer, North

Connor McPherson,
Applications Engineer, Havant

Alin Gusa, Storesperson, Havant

Linda Bailey,
Marketing Administrator, Havant

Joining us in February 2023 are:

James Davies,
Service Engineer for Scotland

Tanya Machinjike,
Sales Engineer, Havant

Kat Salmon,
Spares and Service Administrator,
Havant.

We wish them every success in their new roles.

UK Team Snippets

New Promotions:

Congratulations to:

Mark Badger - Operations Manager and H&S Officer, Havant.

We are delighted to announce that Mark has now been promoted to Operations Manager and H&S Officer, Havant. Mark has been working for SAACKE for many years starting out as an Apprentice Fabricator/Welder when he joined in 1983.

Moving into the office environment in 1995, his various roles have included shopfloor and project management, logistics, purchasing, quotations and project costing amongst others.

With the support of his team, he looks forward to building on the good practices already in place, whilst continually reviewing to ensure we operate effectively for the benefit of our external and internal customers.

As part of his transition into the H&S role Mark gained the IOSH Managing Safely accreditation last year.

Mark brings a wealth of expertise to the role and we wish him continued success.



Adrian Rowsell, National Sales Manager

After 27 years with SAACKE Combustion Services Ltd., Adrian Rowsell has been asked to take on the crucial role of National Sales Manager, with the focus to drive new equipment sales forward as well as providing vital support to the Regional Teams to ensure the continued development of the modernisation works. Adrian has spent some time with our Service Team but has predominantly been involved within a Technical Sales role for SAACKE Combustion Services Ltd. We wish him luck and look forward to future growth.



Adrian advising on MCPD legislation during a recent CEA Event in Edinburgh

Grant Smith, Regional Service Manager for the Midlands

Grant tells us that as the new RSM for the Midlands, he is involved in managing the Midlands team in the UK on a daily basis and planning ahead to meet customers' needs. Grant enjoys the interaction with customers and finding suitable solutions to their requirements.

In his spare time, he likes to tune cars and motorbikes and race them at Santapod so he's a bit of a 'petrol head'! Grant also enjoys spending time with his family especially at Christmas.



Grant pictured with wife, Demi-Leigh and daughter Lilah-Rae

UK Team Bid Farewell

Staff at Havant office were very sad to say farewell to Keith Tester Lead Stores/ Spare Parts Technician on his recent retirement and Andrea Leggett, Personnel Officer, who had worked together at SAACKE Combustion Services Ltd., for over 53 years between them.

We wish them all the very best on their new adventure in the Southwest.



Keith and Andrea (centre) pictured with some of the Havant team.

Congratulations on New arrivals:

Rob Chapman, Senior Mechanical Designer and his family on the birth of their first grandchild, Rosa, born on 11th August. Rob says, "She was about 5 weeks early. We think the early birth was brought on by her Mum paddle boarding the weekend before. Maybe Rosa enjoyed it and wanted to have a go herself! She lives close to the beach so I'm sure she'll be on the water as soon as she is able! She is developing well. She's already a little chatterbox and loves watching The Clangers TV program!"



Benn Taylor, (Service Engineer, North) and his wife Emma, on the birth of their son, Hudson who arrived on 17th December. What an adorable, early Christmas present!



Supporting Good Causes

Christmas Jumper Day 8th December 2022

Staff at SAACKE Combustion Services Ltd., put on their best Christmas jumpers in support of Save The Children Christmas Jumper Day appeal.

Staff showed off their creative flare with the addition of gongs, tinsel, flashing lights, reindeer and ribbons.

We were even supported by a local resident, Jean at Walberton Place Care Home, who made some lovely knitted embellishments. Jean, a former model back in her day, has always had an interest in sewing and knitting and was proud to help to our cause.

We raised £135 from employee donations so a massive THANK YOU to everyone who donated. The Company will double our donations making a total of £270.



New Charity Initiative 2023

With inflation at an all time high and a surge in oil, gas, energy and food prices, many households are struggling with an unprecedented cost of living crisis and some are now facing fuel and/or food poverty.

For this reason, SAACKE Combustion Services Ltd. has launched a food collection initiative in support of a local charity - Portsmouth Foodbank to support those struggling during these difficult times. Staff at our Havant office, have started collecting donations of much needed groceries and toiletries which will be given to the Portsmouth Foodbank to distribute to local people living in crisis.



foodbank@thekings.church
portsmouth.foodbank.org.uk

Registered Charity in England & Wales (1119653)



Staff news and snippets

Train Enthusiast finally rides the Footplate on the East Somerset Railway (E.S.R.)

Alister Linford, Spare Parts Co-ordinator, Havant Office



After many months of postponements following Covid, I was finally able to realise my ambition of driving a steam locomotive. The engine in question was an Ivatt Class 2 2-6-0, loco number 46447 originally built in Crewe in 1950 and rescued from Barry Scrapyard in the 70's.

After a brief safety chat it was onto the footplate for a day where I was able to drive the loco light engine and as part of a train, the short 2 ½ miles up and down the line from Cranmore to Mendip Vale. The term 'light engine' means just the locomotive on its own, it is only called a 'train' when it has rolling stock behind it - either carriages or wagons. It's not often one can say 'I've wheel spun a 47-ton locomotive' but they are powerful beasts and even just a few leaves or wetness can make you lose traction and that was just light engine!

Upon our return to the main station (Cranmore), I managed to stop the engine on my own without any guidance, bringing it to a gentle halt. The engine was then driven to and hooked up to the carriages by the driver for the first passenger run of the day. We proceeded to drive to either end of the line, unhooking the engine, driving forward changing the points so that the engine can 'run round' i.e. travel down a different set of tracks to another set of points where it is switched back onto the other end of the stock and hooked up again ready for the return journey. All the points are changed by ground levers as the signal box at ESR isn't connected to anything, so myself and the fireman had to walk down the track and pull a few levers to change the points. We repeated this a few times before I was allowed to drive the train (without passengers), in what is known as 'an empty coaching stock move'. I also had a go at adding coal into the firebox.

It was a great experience driving big trains as opposed to model ones (OO scale 1:76), but that's another story!

SAACKE Expert Class **New format for 2023**

Many of you will be aware by now that we have changed the name of our online events from 'Masterclasses' to 'Expert Classes' for 2021 and beyond. Following the success of the straightforward online format in the UK, this is now a SAACKE Group-wide offering and so we have streamlined the name. The sessions continue to provide useful, technical, legislative or customer relevant information, but we now aim to keep the sessions to around 45 minutes plus Q&A. Based on previous feedback, we will now run 2 sessions on each date in 2023 at new times – the first at 11am (fully live) and the second at 2pm (a recording but with a live introduction and live Q&A via the chat facility). We hope this will better accommodate potential attendees. Certainly, the feedback we have received so far has been very positive.

The first Expert Class for 2022 took place in November and was entitled 'Functional Safety for Combustion Systems'. The event, delivered by George Albery, Electrical Designer and Tomasz Skolubowicz, Controls and Systems Manager, was a great success. Attendees were introduced to the key concepts and requirements of functional safety based on the international standard IEC 61508 and 61511, and were brought up-to-date with the latest information and advice. We will continue to share our decades of expertise!

Invitations to register for our popular Expert Classes, are sent out by email. If you don't receive our emails but would like to, please contact Linda Bailey via email at: l.bailey@saacke.co.uk

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Staff Training

The SAACKE Combustion Services Ltd. Sales team came together for 5 days of training at the Havant offices to give some of our newer staff members a better understanding of our sales options and the sales processes that must be followed and the tasks expected of them.

“Strong input from the team and willingness to see the company succeed.”

The training covered areas including:

- SAACKE history of products supplied from the UK
- SAACKE Bremen products
- Control systems for modernisation or new plant sales
- Waste to Energy upgrade avenues (WtE)
- Principles of sizing the correct burner for a plant
- Systems to improve and develop the business further
- Planning and building on success and what makes for good customer experience
- Assessing current status with sales data and potential benefits of a new CRM system.

The benefits of the meeting were that the newer employees went away with a better understanding of the sales options, processes and expectations. The open discussions enabled the team to come up with different ideas to target and options of how to achieve our goals.

The sales training was brought to a close on the last day with a discussion and brainstorming session lead by Jose De Almeida on how to build on our strong foundation, past successes but looking forward to new opportunities, offering customers new technologies and solutions.

Attendees agreed that it was a very positive collaboration with strong engagement and feedback from the whole team and willingness to see the company succeed.

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Havant Office Staff's Off-site Training



As part of our continued CPD and Product Knowledge Training, office staff, headed up by Jose De Almeida, Managing Director and Adam Hartin, Customer Service Solutions Manager, visited Harvey & Son (Lewes) Ltd. The team viewed two SAACKE SKV dual fuel gas and oil burners, the first of which was installed back in the late 1970s (and still going strong). Boiler no. 2, which was installed around 2009 was fired up on arrival and staff witnessed the SAACKE burner and SCanView control system in full operation.

Engineers' Refresher Training

Meanwhile, SAACKE Combustion Services Ltd. Engineers from across the UK, recently met at our Havant office for refresher training as part of our company's CPD. Topics were wide ranging and were well received by the Engineers.

