



Subject: Maine Army National Guard Burner Booster 2013 - 2014 Results
(UNCLASSIFIED)
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Date: Thu, June 05, 2014 4:24 pm
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Classification: UNCLASSIFIED
Caveats: NONE

To whom this may concern,

In November 2013 we purchased two Burner Boosters (BB). One BB was installed in a Northern Armory in Houlton, Maine with an average of 7,175 Heating Degree Days (8,387 HDD for 2013-2014) and the other BB was installed in a southern Armory in Sanford, Maine with an average of 7,000 Heating Degree Days (7,895 for 2013-2014).

We are pleased with the savings in both locations. In the Sanford Armory we saved approximately 2,500 gallons of fuel oil (20% savings) and in Houlton we saved approximately 6,650 gallons (36% savings) based on our seven year average fuel consumption for both facilities.

We did experience a few technical issue throughout the heating season, although none were insurmountable. In Houlton the main issue was non-response from the contractor who won the bid. They were certified by Burner Booster as a reseller/installer, but as we all found out they did not have a oil burner mechanic on staff and was over 250 miles from the site. Therefore, we had our in-house Maine Army National Guard burner technicians from Augusta respond (~200 miles one way) with Eric Lavoie to correct the burner/flame issues. Eric made the necessary modifications to the BB in Houlton to our satisfaction. In Sanford, Eric also respond to a couple burner "no heat" issues one being a transformer issue and the other a stuck pressure gauge which had nothing to do with the BB. In the later case Eric "walked" the sergeant on site through a troubling shooting procedure that identify a stuck pressure gauge that was subsequently repaired by the Maine Army National Guard.

Going forward, we are currently evaluating the potential of Burner Boosters in other facilities. We will have a tighter scope of work that will require a Maine qualified burner technician to install any future Burner Booster along with required subsequent service calls two and four weeks after install and monthly thereafter for the winter season concluded by a shut down and cleaning and they will have to be able to respond within an half hour.

Our projected savings that was used for our pay back analysis for the two Burner Boosters was based on an estimated savings of 15% or approximately 4,500 gallons.

We exceeded the initial estimate by over 100% with over 9,150 gallons of fuel oil which equated to 30% savings between the two Armories during one of the coldest winters over the last 10 years. Again we are pleased with the savings and we are currently evaluating the potential of Burner Boosters in other facilities.

Best Regards,

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