



ACROSS THE POND

A new market, important for the future, and only a few reference projects with which you can prove your expertise on the ground: the pressure to succeed in this situation is huge. Scheuch not only rose to the challenge, it made a great success of it, as several projects go to show.

I“think we've come out of our baptism of fire really well,” says Scheuch USA Regional Sales Manager. The client for this important first order in the USA was Cementos Argos, a Columbian group of companies that Scheuch had already worked with on several successful projects in South America. This order once again allowed Scheuch to prove how it stands by its customers' side and supports them to enter new markets effectively.

Argos was searching for a replacement for its ageing electrostatic precipitators for its cement plant located in Newberry, Florida. The old precipitators were not capable of complying with the new legislated local NESHAP or CISWI standards that had recently been released. Scheuch provided bag filters featuring **emc** technology, which provide a high level of reliability. “The technological advances found in our **emc** technology were definitely instrumental in us winning the order,” says Project Manager Walter Hochhold. The plant availability achieved with **emc** filters is greater than 99%, which is above all due to

> the fact that small maintenance tasks can be carried out while the plant is operational.

Local standards present a challenge

Dealing with local standards and norms was not the only challenge Scheuch had to face, so was the installation of the equipment in the plant. It had been agreed with the customer that the bag filters were to be placed inside the existing electrostatic precipitator housings. Detailed on-site examinations of the housings were carried out to ensure the four filters – two kiln and two clinker cooler filters – could be optimally integrated into the existing plant. Thanks to the compact dimensions of the new bag filters, there were no problems with the structural design and everything went to plan. This new technology means the currently applicable limit values will continue to be met for the foreseeable future.

The first filters were put into operation one year after the project started. Scheuch dealt with design and equipment engineering, and supervised the installation work. Scheuch also took care of commissioning, although the customer was heavily involved here too. →

The Scheuch emc filter for the National Cement Company in Ragland, Alabama, comfortably meets the stringent new limit values prescribed by law.

At the same time as converting the electrostatic precipitators in the Argos cement plant in Newberry, Florida, Scheuch was also able to provide bag filters for the same customer in Harleyville, South Carolina.

"We scheduled the deliveries to coincide with Argos' production plan, which was a bonus for the customer," says Walter Hochhold. "The Newberry project was definitely a really important reference project for what we want to do in the USA. We can now build on the foundation of trust we've created."

Second proposal even before delivery was made

Argos showed just how solid this foundation is by placing another order even before the filters were delivered to the Newberry plant. Practically simultaneously, Scheuch was able to submit a proposal for another of the group's plants in Harleyville, South Carolina. This cement facility needed to be fitted with new bag filters.

Before the contract was concluded, Scheuch invited those responsible for it to come to the main workshop in Aurolzmünster, where they could get a picture of how production worked. Alois Hermandinger, then Head of the Industrial Minerals Industry division, took them on a tour through the facility at the head-quarters. They also visited several cement plants in Germany and Austria that are equipped with Scheuch filters. And these testimonials really did the trick: it was on the journey back to the USA that the decision was made to go with the pioneer in air pollution control from Innviertel, Austria.

One of the factors in this project was how to make best possible use of the available space. Everything had to be accommodated in very compact dimensions on a minimal footprint, while maintaining maximum accessibility. As with the plant in Newberry, a CFD simulation was performed in advance for



Harleyville too. The latter ensures that flow is optimized and pressure loss minimized. In addition to the bag filter, Scheuch also supplied a new fan and a complete dust conveying system. This project covered supervising the installation work and commissioning the system, again with input from the customer. Both cement plant operators are very happy with the solutions Scheuch delivered. Two follow-up orders are already in the cards for the Harleyville plant.

A kiln filter win

The third of the US customers is the National Cement Company (NCC), a member of the French VICAT Group. NCC operates a cement plant in Ragland, Alabama. They became aware of Scheuch due to the successful work the company had already done in the USA and invited the Innviertel Austrian firm to submit a proposal for a kiln filter. Scheuch really impressed, coming out on top against a dozen competitors. Once again, what was needed was equipment that could meet the stringent new limit values regulations.

Unlike with the Argos projects, Scheuch had a turnkey job to deliver for NCC: from design to engineering, installation and commissioning, everything was in safe hands with Scheuch. Alongside filters, a compressor station, electrical equipment, controls and a dust conveying system, Scheuch also delivered a powerful fan with a motor output of 1500 HP.

"At 15 days, the reconnection window including removal and re-installation of the crude and clean gas lines was very tight," Project Manager Melanie Hosner says. "What's more, there was little space available and we had to make

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— SCHEUCH USA

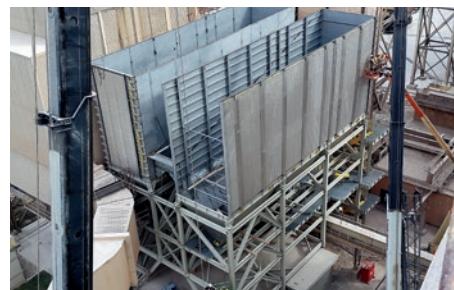
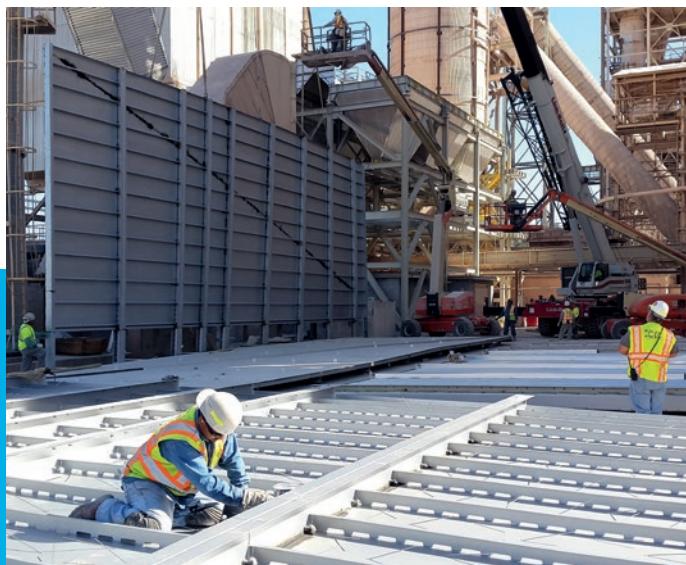
sure there would be no collisions with existing equipment when designing the layout."

Designed to a precise analysis

This was all the more challenging because there were hardly any drawings available. Consequently, Scheuch created a 3D scan of the existing plant, allowing it to identify potential problem areas in advance and take account of them in the design. Parts of the fans and filters were supplied pre-assembled.

Scheuch's **emc** technology was an important factor in winning the order from National Cement. The customer was looking for a solution that would ensure the plant would continue to run even with individual broken bags.

The fact that the project was such a triumph was in no small part to the excellent cooperation received from Jean Claude Brocheton, the Project Manager at National Cement. The entire order was completed in less than a year and the plant was successfully put into operation in February 2017. ■



Despite the tricky conditions due to the tight space available and the very short installation window, the **emc** filter for the National Cement Company was put into operation right on schedule.