INNOVATION: Establishing a New Normal

The past two SEI newsletters have addressed SEI’s commitment to innovation with regard to its technologies and construction techniques. We find that SEI is setting the standard for the **NEW NORMAL**. SEI has led the charge with utilization of high frequency power supplies, managed air flow, innovative material handling, rapping and particulate control with its ESP and baghouse technologies.

SEI has now performance tested its most recent commercial development with ESP plate spacing at 18 inches (457 mm). Eighteen inch plate spacing has not been commercially deployed on an active coal fired unit in North America until now. With this development comes the opportunity to retrofit, upgrade and extend the lives of many ESPs on coal fired applications.

The potential for economic benefit is considerable when applying this technology to the US coal fired fleet.

INNOVATIVE HAPPENINGS

@Southern Environmental

- S\(^3\) technology deployed at 18 inch plate spacing for a Major Midwestern Utility
- Membrane WESP entering its second year of operation on a coal unit
- S\(^3\)-a technology deployment on a recovery application
- Membrane WESP in horizontal configuration on a coal unit
- Extreme fast track EPC projects
SEI Welcomes Scott Huber to the Team

SEI is excited to welcome Mr. Scott Huber to our Team as Midwest Regional Manager. Scott has spent the past 20 years designing and constructing environmental projects of various types. As an operations manager for Bowen Engineering, Scott spent 7 years building and managing a thriving office which completed power plant construction projects for this country’s largest electric utilities. His experience includes the design and construction management of water and wastewater facilities throughout the Midwest. Scott has both a Bachelor’s and Master’s degree in civil engineering from the University of Illinois where he taught CPM scheduling and researched anoxic treatment of industrial waste. He maintains a Professional Engineer’s license in the State of Indiana.

Scott Huber  
Midwest Regional Manager  
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SEI Announces the Promotion of Nicholas Linck

SEI is pleased to announce that Mr. Nicholas Linck has been promoted to Western Regional Manager. Nicholas was hired by SEI in December of 2014 and started in the Aftermarket Department under the direction of Ms. Shana Serwack. He quickly made the transition in June of 2015 to Sales Engineer under the direction of Mr. Charles Hayes and has continued to grow within SEI.

Nicholas graduated from the University of West Florida and came to SEI with a strong background in direct sales of equipment and construction services. Please congratulate Nick on his advancement.

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Western Regional Manager  
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SEI Core Products

- Dry ESP
- Wet ESP
- Fabric Filter
- DSI and ACI
- Construction
- Replacement Parts
SEI was recently awarded a large piping project by Santee Cooper in support of its CCR/ELG compliance efforts. SEI demolished and installed thousands of feet of pipe over a three month period for this project.

SEI also completed the engineering, supply and installation of a major duct and piping project for Weyerhaeuser. As a design build mechanical contractor SEI was engaged to interface with Weyerhaeuser and its technology provider to install a new APC System for their Sutton Facility. The project was fast track, being awarded and executed inside a 9 month window. It was a great opportunity to highlight SEI’s ability to execute complex projects in a short time frame.

SEI recently completed the third unit in a series of ESP upgrades for a major Midwestern utility. The projects were valued in total at more than $75 million and represented a resounding success for SEI’s S³ technology.

Have R Stamp, will travel: SEI is a licensed contractor operating in 48 US states. The traveling R Stamp is just one of many credentials that SEI brings to its clients as they embark on maintenance and capital intensive projects. If you have requirements for a licensed contractor credentialed to make modifications or repairs to pressure piping, then SEI can serve your needs. SEI has extensive experience upgrading, suppling and maintaining the following:

- Air pollution control systems
- Material handling systems
- Piping
- Duct
- Structure
Success usually brings more success as people continue to innovate, develop and grow. The same holds true for companies. Change, research, development, and innovation are all words that describe those that are game changers. Calculated risk, evolutionary, and revolutionary are terms that describe those same people and companies. Over the years certain terms have become cliché, such as “think outside the box”. Sometimes we have to redefine the box.

It is imperative as an organization that the people within that group step back to evaluate their skills and their environment and determine if they are progressing in the best manner possible.

**DO WE NEED TO REDEFINE THE BOX? SHOULD IT EVEN BE A BOX?**

This internal assessment should take place at every level and in every facet of the organization. Are we as good as we could be and how do we do it better, faster, more efficiently? How do we meet our client’s needs in a more effective manner?

How do we reach across our borders more effectively? Are we investing in the right tools?

**SEI TECHNOLOGY CREATING THE NEW NORM**

SEI’s culture embraces the courage necessary to redefine our situations. As an illustration, SEI recently completed a project which will revolutionize the next decade of ESP design. Our client, a Midwestern utility, had the courage to engage SEI and SEI had the courage to deploy an ESP design that is new to the North American coal fired utility market. Value creation through intelligent and dynamic engineering is integral to SEI’s success.

Innovative growth comes to those who persevere and have the courage to see the next horizon. I look forward to joining our clients as we move into 2017 as a team, developing and executing the next round of projects that make our companies great.

**Michael R. Johnson**  
Director