

## Endress+Hauser

A reliable partner for federal  
government processes



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# Our National Business Development Manager – Federal Government

Sean Winter



**Sean Winter** is a U.S. Air Force veteran and business leader with experience in project management, operations, analytic outreach, systems engineering and business development. He is passionate about serving the nation, adding value to organizations and leveraging his innovative spirit to tackle customers' challenges.

At Endress+Hauser, Sean is a National Business Development Manager, bringing the company's instrumentation solutions and capabilities to federal government entities. Before his move to the private sector, Sean served on active duty in

the U.S. Air Force, leading teams that ranged from 10 to 40-plus operators and analysts executing 24/7 global missions in air and space domains. In addition to his current work in the private sector, Sean continues to serve his country as a Major in the U.S. Air Force Reserves, supporting the Indo-Pacific Command (INDOPACOM). Sean's intelligence systems and engineering expertise have helped him meet national defense priorities worldwide.

Today, Sean remains committed to excellence, leadership and innovation, hoping to continue serving the nation even outside of the Air Force.



Sean Winter, LinkedIn



# Our capabilities

Endress+Hauser manufactures flow, level, pressure, temperature, liquid and optical analysis products and has a complete network of sales and service representatives to support products wherever they're installed. To support customers' project needs, the company offers engineering and project management services. Endress+Hauser is a complete process automation partner.

## Presence in the U.S.

- 2023 sales in U.S. \$648.59 million
- 363 Endress+Hauser USA employees
- Production in the U.S. for flow, level, pressure, temperature, and liquid and gas analytics
- 11 PTU® (Process Training Units) for hands-on training in a mini-plant environment
- Partnerships with local manufacturers' representatives to provide sales support for our customers locally
- Network of Authorized Service Providers for local support

## Supporting the U.S. Army Corps of Engineers

Endress+Hauser offers support to the U.S. Army Corps of Engineers in monitoring and managing more than 700 waterways and dams across the nation. Whether it's flood risk management, water storage or environmental stewardship, Endress+Hauser can assist the USACE with its country-wide initiatives.

The company's support of the USACE is led by its instrumentation and remote monitoring solutions, predictive maintenance, safety and compliance, and training and support.



Endress+Hauser has various sales and service representative partners nationwide.



Find the representative partner  
closest to you





## Fuel monitoring

Fuel monitoring remains crucial for various reasons, but efficient fuel usage is imperative for cost-effective operations as fuel costs increase

Today, fuel monitoring is as significant as ever with an additional emphasis on environmental regulations to reduce emissions and increase efficiency.

To achieve fuel monitoring goals, four critical questions should be asked:

- How much fuel is currently being used?
- What was the historical fuel consumption?
- What is the quality of the fuel in use?
- Are there any fuel losses?

By answering those questions and focusing on fuel monitoring solutions and capabilities, federal government customers can save significant costs on fuel usage and minimize CO<sub>2</sub> emissions.

# Fuel monitoring

## Key product offering



### Proline Promass F 300 Coriolis flowmeter

- Highest process safety – immune to fluctuating and harsh environments
- Fewer process measuring points – multivariable measurement (flow, density, temperature)
- Space-saving installation – no in/outlet run needs
- Full access to process and diagnostic information – numerous, freely combinable I/ Os and Ethernet
- Reduced complexity and variety – freely configurable I/O functionality
- Integrated verification, monitoring and diagnostics with Heartbeat Technology®



### Absolute and gauge pressure Cerabar PMP71

- Best accuracy, reproducibility and long-term stability
- Highest safety due to gas-tight feedthrough with capabilities up to SIL2/3, certified to IEC 61508
- Easy menu-guided commissioning via local display, 4 to 20mA with HART, PROFIBUS PA, FOUNDATION Fieldbus
- HistoROM data management concept for fast and easy commissioning, maintenance and diagnostics
- Overload-resistant and function-monitored from the measuring cell to the electronics
- Available with mounted manifolds: always fit, constantly tested for leaks
- Seamless and independent system integration

# Bulk storage of fuels

Efficient bulk fuel storage can be essential for government entities.

Optimizing storage and consumption is crucial as fuel costs fluctuate, and accurate monitoring helps effectively manage these expenses. Again, as more emphasis is placed on environmental regulations, proper monitoring can help reduce emissions and ensure compliance.

Regularly tracking fuel levels helps prevent unnecessary shortages and excesses, ensures adequate replenishment and

avoids disruptions. Furthermore, contaminated fuel, leaks, spills and corrosion, can result in significant challenges.

Proper bulk storage of fuels is necessary to optimize cost savings from fuel loss or damages caused by inadequate monitoring. It's also a critical component in lowering emissions and responsible resource management.



# Bulk storage of fuels

## Key product offering



### Proline Promass Q 300 Coriolis flowmeter

- Secured measuring quality – unmatched accuracy of mass flow, volume flow, density
- Optimized performance for liquids with entrained gas – MFT (Multi-Frequency Technology)
- Fewer process measuring points – multivariable measurement (flow, density, temperature)
- Space-saving installation – no in-/outlet run needs
- Full access to process and diagnostic information – numerous, freely combinable I/Os and Ethernet
- Reduced complexity and variety – freely configurable I/O functionality
- Integrated verification, monitoring and diagnostics with Heartbeat Technology



### Servo tank gauging instrument Proservo NMS81

- Hardware and software developed according to IEC 61508 up to SIL3 (in homogeneous redundancy) for a high level of safety
- Maximum reliability through accuracy up to  $\pm 0.4\text{mm}$  ( $\pm 0.02\text{''}$ )
- Developed according to international metrology recommendations such as OIML R85 and API MPMS
- Local and country-specific certifications like NMI or PTB for custody transfer applications
- Superior corrosion resistance with 316L materials in the process compatible with sour applications such as crude oil
- Measurement of interfaces between up to three liquid layers, tank bottom, spot and profile densities
- Best fit for LNG/LPG applications without the influence of DC value or boil-off gas



### Average temperature measurement Prothermo NMT81

- Precise asset management
- Corrosion-resistant process parts
- Minimize tank construction cost through 1-1/4" sized nozzle
- Easy installation
- Waterproof and dustproof housing
- Reduced downtime because of redundant RTDs processed by a software algorithm



### Micropilot FMR60B 80 GHz radar sensor

- Simplified, intuitive operation and wizards, for commissioning and verification
- Reduction of systematic errors through guided SIL-locking, verification and proof testing
- IReactive, preventative and predictive diagnostics and condition-based monitoring with Heartbeat Technology



### Tank gauging Tank Side Monitor NRF81

- Intrinsically safe power supply and communication for Micropilot and Levelflex radar level devices
- Simplified installation and trouble-free operations due to easy connection to major DCS systems via open protocols
- Approved for use in explosion-hazardous areas





## Energy efficiency

Like most facilities, heating and cooling systems are essential in federal government buildings.

The optimal efficiency of these facilities is essential for cost savings and energy conservation. Endress+Hauser's energy monitoring measurement instrumentation empower federal government entities to move forward confidently with their processes and operations.

Precise measurements are needed to assess performance and improve output. Boilers and furnaces may equate to energy loss because of inefficient combustion, incorrect operation or poor maintenance. Efficiently measuring these processes can help reduce energy consumption by up to 55%. Tracking fuel consumption, air combustion, flue gas temperature and thermal energy transmission is key for:

- Identifying and quantifying energy loss
- Assessing and optimizing boiler efficiency and consumption
- Minimizing maintenance costs and downtime
- Implementing improvement measures

Cooling energy production accounts for nearly 10% of electricity consumption in many facilities and even the smallest of energy reductions can lead to cost savings. Maintenance measures include measuring flow, minimizing leaks, preventing deposit buildup and analyzing water chemistry. However, systems can be tailored to specific federal government needs.

# Energy efficiency

## Key product offering



### Proline Prowirl F 200 vortex flowmeter

- Easy energy management – integrated temperature and pressure measurement for steam and gases
- Reliable, secure measurement technology – compliance with international Vortex standard ISO 12764
- Same accuracy down to Re 10 000 – most linear Vortex meter body
- Long-term stability – robust drift-free capacitive sensor
- Convenient device wiring – separate connection compartment, various Ethernet options
- Compliance to API Ch. 14 Sec. 10
- Integrated verification, monitoring and diagnostics with Heartbeat Technology



### TH13 Modular RTD thermometer

- High flexibility due to modular assembly with standard terminal heads and customized immersion length
- World-class transmitter with integrated sensor offering for heavy process industry applications
- Improved galvanic isolation on most devices (2 kV)
- All iTEMP® transmitters provide long-term stability  $\leq 0.05$  % per year
- Fast response time with reduced/tapered tip form
- Head transmitter with easy selection: Analog output 4 to 20 mA, HART, PROFIBUS PA or FOUNDATION Fieldbus



### EngyCal RH33 BTU meter

- Transparent energy consumption helps save on energy costs
- Calibrated, electronically paired temperature sensors ensure the highest accuracy and enable the replacement of individual temperature sensors even for certified devices in the field (without reapproval)
- Tariff counter for requirements-based billing
- Detailed data logging of current and counter values, error messages, off-limit conditions and changes to operating parameters
- Standard models are suitable for connecting and supplying all common volume flow transmitters and temperature measuring points
- Remote readout via Ethernet and Fieldbus
- Verified and certified reliability and accuracy

# Support and training from Endress+Hauser

Endress+Hauser provides customers with around-the-clock service support



Everything from online tutorials and premium training is also available through a PTU (Process Training Unit) with full-scale, working process skids with online instrumentation and controls. Customers can gain hands-on experience with the types of operation, diagnostics and troubleshooting found in real-life process plants. This goes beyond what classroom-only style training can provide. These “mini process plants” feature Endress+Hauser instruments integrated with the PlantPAx process automation system from Rockwell Automation.

Customers’ instruments are vital to the safe operation of their processes, which is why Endress+Hauser provides its customers with around-the-clock support. With a technical support team, Endress+Hauser offers customers timely assistance from in-house specialists.



Promass Q in the PTU (Process Training Unit)

[www.addresses.endress.com](http://www.addresses.endress.com)

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