

In this issue:

- **CNA Acquisition Expands Service Portfolio and Mid-Atlantic Market**
- **Automation Services Team Integrates Systems to Optimize Production**
- **EN Engineering Helps Operators Enhance Assets and Reduce Emissions**
- **Electrical Distribution System Upgrades Seek to Modernize Distribution Lines**
- **Did You Know?**

CNA Acquisition Expands Service Portfolio and Mid-Atlantic Market

EN Engineering's acquisition of CNA, Inc. in June has expanded the firm's geographic footprint in the Mid-Atlantic region and provided an expanded market opportunity. With expertise in civil engineering, environmental science, surveying, geotechnical engineering, and mining engineering, CNA's services complement the EN Engineering portfolio and create an additional channel for new business.

"We're excited about this new partnership and confident we can successfully expand our service offerings and create increased opportunities for growth," stated Steve Nolan, President, CNA. Vice President Doug Kopeck agreed that it's a great match, "On the utility side we are very strong in electric, but EN Engineering has been stronger in gas, so this expands the market and opens up the east coast corridor," he explained. "Prior to the acquisition, EN Engineering did not offer land development services, so our environmental services, such as geotechnical services, permitting, land development plans, and site plans for utility stations, can now all be handled in-house."

CNA works on a variety of projects, including commercial/industrial, residential, multi-family, environmental, and mining. Recent projects include a stream restoration project for Baltimore Gas & Electric and full engineering construction drawings for the multi-million dollar Harford County Public Airport expansion project. "In each of these projects, we started with 'raw' land concepts and were involved all the way through construction," said Kopeck.



Over the past two years, CNA has completed more than 30 exposed main stabilization projects.



Field Services
& Survey

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With an office in Forest Hill, Maryland, at the top of the Chesapeake Bay, CNA serves key clients like Baltimore Gas & Electric, and is entrenched in the Baltimore utility market, which is a desirable location for expansion. “Our location is unique because we have the ability to serve the Washington, D.C., New York, and Philadelphia areas and help the company grow and reach new clients in the northeast region,” Kopeck commented. “We are impressed with the company’s vision and excited to be a part of the EN Engineering team.”

Resource:
[CNA web site](#)

Automation Services Team Integrates Systems to Optimize Production

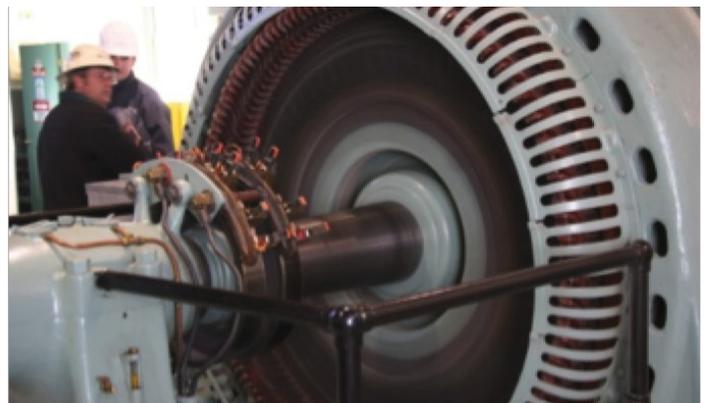
Chances are, the last time you bit into a delicious, cream-filled snack cake you weren’t thinking about the engineering that went into its mass-production, but someone has to. EN Engineering’s Automation Services group has the sweet task of designing controls and integrating systems to optimize production for snack cakes, dog food, and virtually anything that requires automation.

“We are one of the top systems integrators nationwide. Automation customers are looking for skilled system integrators, and we’re one of the best in the country,” stated Dustin Butler, Vice President. “The majority of our clients are in the oil and gas industry, but we operate and maintain production lines across many different industries and help clients continually upgrade their systems and controls.”

According to Butler, the popular snack cakes consumers purchase off grocery store shelves have been made much the same way for the past 50 years. “These production facilities have a lot of older lines,” he explained. “So we are working with a nationally-known client to improve their capabilities and enhance their quality control.” The multi-year project for an iconic snack cake company involves installing a quality control system and manufacturing execution systems (MES) software designed around batching, recipe management, and quality control. “In later phases we will be doing even more to optimize their processes and add displays to their production lines so line workers can see key performance indicators (KPI) and quality control data in real time.”



Hydroelectric power plant and generator in the Sierra Nevada mountains



The team is performing similar services for a glass manufacturing plant in the Midwest. “We are converting their existing Human Machine Interface (HMI) visualization software to a common application across the plant,” stated Butler. “We are also configuring and installing two servers and 13 desktop computers as part of the HMI conversion and converting all aspects of the existing HMI over to the new HMI platform,” he explained.

Although the group's primary market is oil and gas, their work with other industries is growing. Currently, one-third of their projects come from the food and beverage, transportation, and other industries that utilize industrial controls. Another potential growth market is power generation. The team worked on a hydroelectric power generation project in the Sierra Nevada mountains of California. The client, a large electric company, contracted EN Engineering to perform the control system upgrades for their hydroelectric power plants. "The original plants were commissioned in the early 1900s, and we were told that the original units were brought in by horse-drawn carriage," Butler laughed. "It was an exciting and very picturesque project."

The Automation team's value proposition centers on quality. "We focus on optimizing systems, not just making them work," Butler explained. "We don't want automation to be a commodity. If all we do is put a system in, there's no reason for a client to come back. Our extension beyond generic control systems into back office systems, such as SAP, and optimization of systems is what sets us apart. Our team is skilled to do all of these services because of our breadth of experience," he concluded. "That is where we shine."

A white icon on a dark blue background showing a vertical line with a crossbar, a vertical line with a crossbar, and two umbrella-like shapes, representing automation or control systems.

"We focus on optimizing systems, not just making them work...Our extension beyond generic control systems into back office systems, such as MES, and optimization of systems is what sets us apart."

Automation

Resource:
[Automation brochure](#)

EN Engineering Helps Operators Enhance Assets and Reduce Emissions

Due to recent EPA rulings aimed at curbing emissions of methane, smog-forming volatile organic compounds (VOCs), and toxic air pollutants from new, reconstructed, and modified oil and gas sources, many natural gas transmission compressor station operators have recognized the need to enhance their assets to reduce emissions. Companies are considering two options for addressing the new regulations; weighing the cost of purchasing and installing new units and/or upgrading their existing facilities.

"There has been increased attention from regulators in certain states," noted Jesse Rodriguez, Vice President, Transmission. "We are hearing from operators who are interested in proactively meeting these requirements and looking to either upgrade or replace their systems." According to Rodriguez, operators are also looking to install continuous emissions monitoring systems (CEMS) to help improve their monitoring abilities and meet the new requirements.



"We are hearing from operators who are *interested in proactively meeting the new EPA requirements* and looking to either upgrade or replace their systems."

Rodriguez and his team have extensive experience with compressor stations, including the design and installation of emission reduction systems, as well as the associated facility modifications. They have performed on-skid upgrades and modifications, completed a number of projects involving the installation of various Selective and Non-selective Catalytic Reduction (SCR) systems on legacy turbine-centrifugal packages, and worked on dry seal gas conversions and auxiliary system analyses and modifications. “We offer a full complement of engineering and design capabilities to install more efficient units or upgrade and retrofit existing units to help clients meet the new EPA emissions regulations,” Rodriguez concluded.

Resource:

[Emissions Reduction Services cut sheet](#)

Electrical Distribution System Upgrades Seek to Modernize Distribution Lines

With an ever-growing demand for electricity, electric utilities face the challenge of networks that were not designed with modern loads in mind. Combined with the deterioration of outdated infrastructure, it becomes clear that utilities have a growing demand for network conversion projects. Converting old distribution networks to higher voltages not only increases the reliability of the network, but also brings the infrastructure up to date with today’s standards. This means that future upgrades to the system will be less costly and more efficient. Higher voltage systems can be very beneficial to utility companies because they deliver more power to a wider range of customers.

“Upgrading the voltage of a system allows customers to have a more reliable network with less power loss,” explained Patrick Carr, Project Manager. “Most of these conversion projects are upgrades from 4kV to 12kV systems, and although distribution networks can be up to 35kV, higher voltage systems are costlier to implement. 12kV systems provide a solid balance between cost and efficiency,” he added.

EN Engineering’s focus on maintaining open lines of communication and building long-term customer relationships helps ensure the team meets all project standards and expectations. “We understand the unique challenges our utility customers face and are ready to help them upgrade their networks and modernize their distribution lines,” Carr concluded.

Resource:

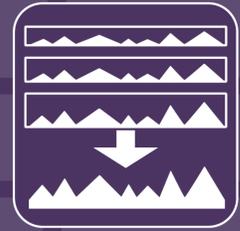
[Electrical Design Services cut sheet](#)



“We understand the unique challenges our utility customers face and are ready to help them upgrade their networks and modernize their distribution lines.”

Did You Know...

EN Engineering is now a member of the Esri Partner Network, a global community of companies that deliver cutting-edge geospatial solutions and services based on Esri technology. Esri and its partners collaborate to support end users through successful GIS implementations and solutions. Members of the Esri Partner Network receive a wide range of resources and benefits, including marketing, training, sales, technical expertise, and support designed to help them serve end users. These benefits allow EN Engineering to provide high-quality geospatial solutions to our clients.



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