



# Predictive Solutions™

*Wishing you and yours Happy Holidays &  
a Happy New Year!*

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4th Quarter  
2016  
Newsletter

## 2017 Outlook for CMC Solutions

### News Spotlight:

*Check out our  
website!*

[cmcpems.com](http://cmcpems.com)

*Come see CMC  
Solutions at the  
following trade shows:*

- ◇ **EUEC** (February 8-10) in San Diego, CA
- ◇ **Food Processing Expo** (February 8-9) in Sacramento, CA

CMC Solutions has had an exciting 2016, and our growth has continued to be steady and persistent. CMC delivered PEMS in Abu Dhabi, the Kingdom of Saudi Arabia, Malaysia and across the United States this past year. We have added additional staff during the year in support and engineering. These resources are dedicated to providing our customers with best-in-class support. Repeat customers and customer referrals continue to be one of our key strengths, however, expanded marketing in 2017 promises to bring new challenges to the CMC team.

In the past two years, we have delivered our first PEMS for an offshore oil drilling platform, our first small turbine (Solar Taurus) PEMS certification, and our first virtual process analyzer product. The large U.S. market for industrial boilers is one of our main sources of business, as well as the replacement of aging CEMS with our PEMS under both the 40 CFR Part 60 and Part 75 regulations. Many of the new boilers installations are specifying PEMS as the preferred option for continuous compliance monitoring. The word is out now and the market is strong for CMC PEMS that can be certified in the U.S. and abroad using 40 CFR Part 60, PS-16 and Subpart E of 40 CFR Part 75.

We look forward to this New Year. 2017 will no doubt, be busy and full of surprises. We are looking forward to the release of our second-generation product line this quarter. CMC Solutions will introduce the latest version of SmartCEMS product line including Data eElement, our new integrated data acquisition and handling system with advanced graphical user interface to the PEMS market. This product takes advantage of the latest tools and application development environment that is flexible and configurable.

CMC continues to seek out new customers, applications, and regions to apply our proven technology. CMC has implemented a new customer relationship management application with integrated help desk response and customer support portal. The new product and tools should improve our efficiency and respond time to your needs. We hope to see each and every one of you in the upcoming very exciting New Year that is upon us.



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*Brian L. Swanson*

[WWW.CMCPEMS.COM](http://WWW.CMCPEMS.COM)

## Employee Spotlight

Tze Chien (Jason) Wong is a Project Engineer who has been with CMC Solutions since May of 2016. Originally from Miri, Malaysia, he graduated from the University of Michigan in December 2015 with a Bachelor's Degree in Mechanical Engineering.

Jason has completed several RAAs for CMC and is currently working on the installation of PEMS in both Domestic and International projects. Away from work, he likes to cook, swim and bike.



**Jason Wong**  
*Project Engineer*

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## 2017 Schedule

### Quarter 1

Release of SmartCEMS with Data eElements. Customer upgrades will be taking place into the second quarter. All sites will be upgraded to the latest version of SmartCEMS. CMC will attend the **EUEC conference** February 8-10 in San Diego, CA and exhibit at the California **League of Food Processors conference** February 8 and 9 in Sacramento, CA.

### Quarter 2

CMC will attend **Electric Power conference** April 10-13 in Chicago, IL. The first week of May holds one of our key events, the **CEM EPRI conference** in Dallas, TX from May 10-12. CMC will have a booth, present a paper, and provide training for any representatives that attend. In addition, CMC plans to attend the **Big Ten and Friends conference** as CMC looks to expand our efforts to convert University facility managers from CEMS technology to PEMS where they are combusting primarily natural gas.

### Quarter 3

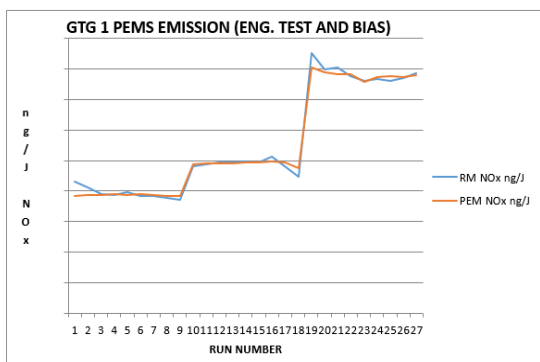
CMC plans to attend and exhibit at two international conferences in the third quarter of 2017. From September 26-28, CMC plans to be in India for the **CEM India conference**. CMC has recently signed up **Chemtrols** of India as a representative and partner. On October 10-12, CMC will be attending **ISA in the Kingdom of Saudi Arabia**. CMC has continued to do business in Saudi Arabia during the past decade and has brought on board a new partner in the Kingdom, **Select Q**.

### Quarter 4

**The Power Generation conference** will be held December 5-7 this year in Las Vegas, NV. CMC Solutions plans to exhibit and attend PowerGEN 2017. This conference will provide CMC with a platform to communicate with customers and network with partners, representatives, and suppliers. CMC is planning a product roll out along with representative training during this conference.

## CEM EU 2016—Gas Turbine PEMS in KSA

In the Kingdom of Saudi Arabia, environmental pollution is an important concern of the Royal Commission for Industrial Cities. The RC regulates emission sources in the industrial cities of Yanbu and Jubail where CMC Solutions has installed PEMS. RC mandates monitoring similar to the U.S. EPA of nitrogen oxides (NO<sub>x</sub>) emission rate from gas turbines of nominal size. Following promulgation of Performance Standard 16 (40 CFR Part 60 Appendix B), a predictive emission monitoring system (PEMS) may be utilized as an alternative to continuous emission monitoring systems (CEMS) in the United States. This alternative is available also in the Kingdom of Saudi Arabia. If applicable, a PEMS may be certified by RC under U.S. 40 CFR Part 60, PS-16 or Part 75, Subpart E.



NO<sub>x</sub> Prediction Accuracy Results Throughout Model Development Process

PEMS may be used for determination of emission compliance on an ongoing basis, providing the installed PEMS meets the applicable performance specification criteria and the site performs ongoing quality assurance tasks such as periodic audits with portable analyzers and annual relative accuracy testing.

## Chemical Engineering Spotlight: CMC Solutions, LLC

In the December issue of **Chemical Engineering**, CMC Solutions' President Brian Swanson speaks with Chemical Engineering about Air Emissions & Monitoring Systems. *"If you look at monitoring systems, there are costs associated with the initial purchase price, with maintenance and repair of each instrument and its support systems and with calibration and quality assurance, as well additional costs related to sample transport and handling. Our solutions, the SmartCEMS-60 PEMS (predictive emissions monitoring system) and the SmartCEMS VPA (virtual process analytics), are software solutions."*

To view the article, please visit [cmcpems.com](http://cmcpems.com) and click on **Company News**.

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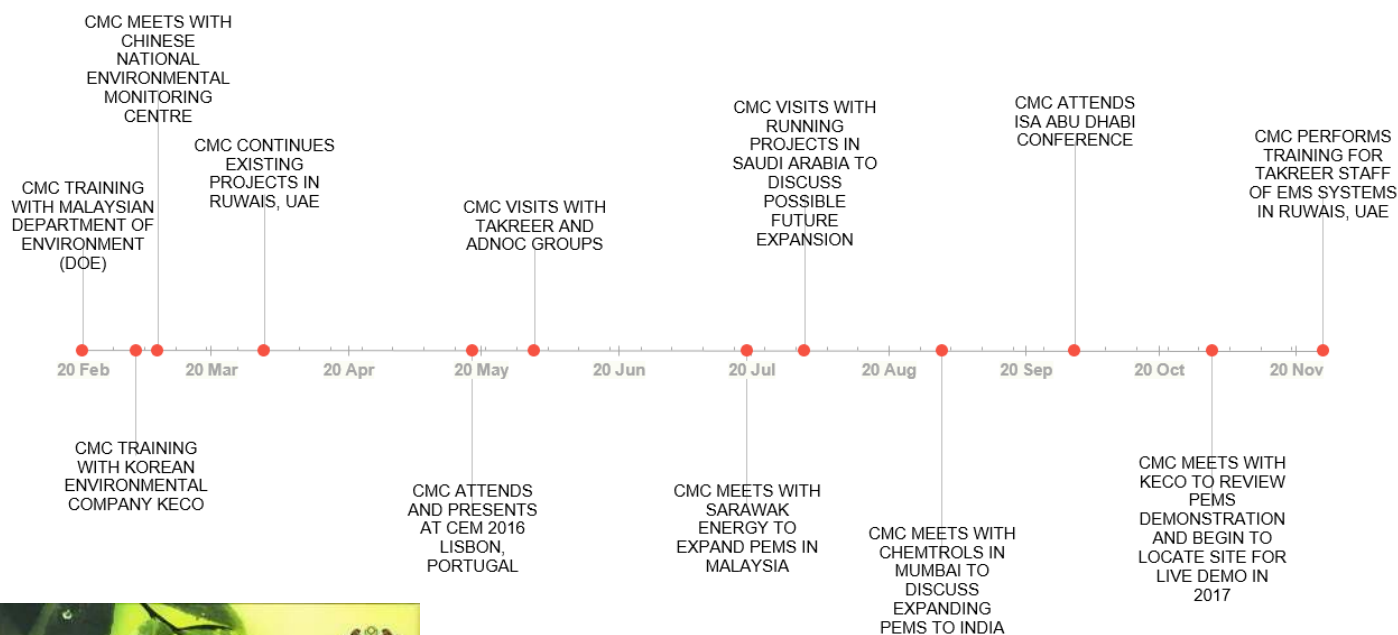
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## International Spotlight: 2016 Year in Review



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