

"I now realize that the
**MECHANICS OF THE
EQUIPMENT**
are not as complex as we
often think they are.
**BURNERS ARE THE
PERFECT EXAMPLE."**

– Maurice Clark, M S Clark, Albany, Georgia

aspects of fixing a burner is diagnosing where the problem is. To help simplify and greatly speed up the troubleshooting process, Allison demonstrated a new product that will be entering the market in 2012 – the Burner Diagnostic System. "It all stemmed from me remembering what I did when my burner didn't work back when I was cleaning in the field, and what I did to fix it," Allison explained. "I've decided it's time to bring that solution to market."

Envirospec's new Burner Diagnostic System attaches to the burner and has three lighted buttons, each indicating a potential problem:

- The blue button checks the flow or pressure switch
- The green checks the thermostat
- The red checks the hi-limit.

By simply pushing each of the buttons, the controller lets the contractor know within seconds which part of the burner is not working, saving contractors time, heartache, and ultimately, money.

"I plan to buy one of those next year," said McGowan following the demonstration. "In fact, I have a list two miles long now of things I want to buy, but that is at the top of it."

Of course, diagnosing the problem is only part of the fix. Contractors need to learn how to repair the problems as well. In the class I attended, participants watched Allison diagnose and repair the problems, but future classes will take a more hands-on approach – similar to the pump class.

By the end of the day, all attendees that I interviewed said they had learned at least something worthwhile, with several feeling significantly more comfortable working on their own equipment.

"Before, I would make small repairs and have the larger repairs done at a local repair shop. After



the class, I will make all of the pump, burner and unloader repairs myself," said Lamb. "I'm confident that I can make any repairs on my system except major engine repairs."

Styles, who felt very uncomfortable with the idea of fixing his pump before the class, concluded the day by saying, "There's really nothing to it."

In fact, it became clear to many how they had paid exorbitant prices to their local service providers for what was actually a simple fix. "Everybody who takes this class is going to look back and realize how they've been ripped off by their repair guys," laughed David Sturgues of Cedar Savers in Kansas City.

Others told stories of simply throwing out pumps and other parts when they went down rather than trying to get them repaired.

But, as Allison pointed out, these contractors were losing more than money on broken parts. They were risking losing clients when down equipment prevented work from being completed on time.

"I DON'T WANT
to make a lot of money,
but I DO WANT
the people who buy from us
to GET A BARGAIN."

– John Allison, Envirospec