



## ECTO // VendorHub for CEMS

**The Environmental Compliance Training Organization (ECTO)** is the nation's leading event coordinator for CEMS and Process Control workshops and training. *We are changing the game by getting more face-time between end users and CEMS suppliers.* Participating CEMS vendors receive the following services:



### **VendorHub Training Club**

*We are your booking agent!* ECTO provides industries *free* CEMS and Process Control training seminars across the U.S. The vendors co-sponsor the events, and the end-users supply the plant personnel. ECTO handles all the logistics! See example on page 2



### **VendorHub for CEMS Mobile App**

*We are world's only CEMS mobile app!* We connect top tier vendors and service providers to thousands of CEMS personnel. Your company will have it's very own interactive app within the free VendorHub for CEMS app. Our mission is to provide instant product support for all CEM personnel 24/7. See example on page 3



### **BidWatch**

*Our service scans hundreds of bid sites each day with your keywords!* We use keywords for your products and services, and immediately report bid opportunities to you. See example on page 4

### **What's the cost?**

\$600/yr. Includes: Membership to VH Training Club, VH CEMS App and BidWatch service

VendorHub will quickly bring your app to life and made available for free on:



We market your company directly to analyzer techs, I&E/I&C supervisors, engineers, environmental managers and process control specialists

### **Ready for instant Return on Investment?**

Contact: Michelle Graybeal

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# Recent Training Club Events for CEMS

9 Utilities, 13 Plants in attendance

9 Utilities, 17 plants in attendance



Region 4 CEMS Meeting  
Tues April 12, 2017

#### Hotel & Event Info:

Courtyard Marriott Evansville East, 8105 E. Walnut St., Evansville, IN, 812-424-4242  
Room Rate: \$129/nt.  
CEMS Training Location: Acorn Room

#### Participating Utilities

Duke, AEP, AES, OMU, Big Rivers, IP&L, Vectren, Hoosier, OVEC

Expected Turnout from Utilities: 30-40

Professional Development Hours (PDHs): 6.0hrs

#### Tuesday, April 11th - Evansville, IN

Vendor/Utility Evening Social Event: Bar Louie, 7700 Eagle Crest Blvd (a few blocks from hotel)  
5-9pm

#### Wednesday April 12th - Evansville, IN

##### Courtyard Marriott / Acorn Room

8:30-9:00a.....Registration and Coffee  
9:00-9:45a.....Best Practices for CEM Analyzer Compliance and Maintenance, *STI CEMS*  
9:45-10:30a.....Gas Sampling System Maintenance - Best Practices, *M&C Tech Group*  
10:30-11:15a.....Advances in Sorbent Trap Sampling & Analysis // Monitoring  
for Hg, HCl, NH<sub>3</sub>, SO<sub>3</sub>, HBr, Selenium, Arsenic and more.. *Ohio Lumex*  
11:15-11:30p.....Break  
11:30-12:00p.....Mercury CEMS Panel: Lessons Learned, *Tekran and Utility Personnel*  
12:00-12:45p.....LUNCH  
12:45-1:15p.....Considerations for Best SCR Catalyst Performance, *Cormetech*  
1:15-1:45p.....HCl CEMS for MATS Compliance, *Mechanical Systems Inc.*  
1:45-2:15p.....Maintaining and Specifying CEM Umbilicals, *Dekoron Unitherm*  
2:15-3:00p.....Open Roundtable Discussion, Q&A  
3:00-3:30p.....Optional Level 1 CEMS Test: 30 Questions, Multiple Choice Format



Region 7 CEMS Seminar and Roundtable  
Tues Sept. 19, 2017

#### Meeting Location:

Cabela's – The Bears Room  
10300 Cabela Drive, Kansas City, KS, 66111  
913-328-0322

#### Recommended Hotel:

Hampton Inn – Village West  
1400 Village W Pkwy, Kansas City, KS 6611  
(913) 328-1400  
Request the "Cabela's Rate": \$94/King, \$119/Dbl

#### Participating Utilities

Ameren, Kansas City Board of Public Utilities, Empire District, Kansas City Power & Light, Associated Electric, Westar Energy, Sunflower Electric, Nebraska Public Power, City of Springfield

Expected Turnout from Utilities: 50

Professional Development Hours (PDHs): 6.0hrs

#### Monday, Sept 18<sup>th</sup>... 5-7pm

Social Event: Yard House, 1863 Village West Parkway, Kansas City, KS (a few blocks from Cabela's).

#### Tuesday September 19<sup>th</sup>... 9:00a – 4:00p. *Cabela's doors don't open until 9am!*

##### Cabela's – The Bears Room

9:00-9:30a.....Registration and Coffee  
9:30-10:15a.....Best Practices for CEM Analyzer Compliance and Maintenance, *STI CEMS*  
10:15-10:45a.....Gas Sampling System Maintenance - Best Practices, *M&C Tech Group*  
10:45-11:00a.....Break  
11:00-11:45a.....Advances in Sorbent Trap Sampling & Analysis // Monitoring  
for Hg, HCl, NH<sub>3</sub>, Selenium and more.. *Ohio Lumex*  
11:45-12:30p.....LUNCH  
12:30-1:00p.....Maintaining and Specifying CEM Umbilicals, *Thermon*  
1:00-1:30p.....PM CEMS Challenges, *Mechanical Systems Inc*  
1:30-2:00p.....Remote Operation and Control of CEMS, *AirTox*  
2:00-2:30p.....Mercury CEMS Panel: Lessons Learned, *Tekran and Utility Personnel*  
2:30-4:30p.....Region 7 Roundtable Meeting (Utilities Only)

# CEMS Mobile App: Your company's interactive App extension



MAIN



CEM CATEGORIES



VENDOR SELECTION



VENDOR APP PAGE

- Quick links to your most popular CEM products

- Phone and email to Parts Department.
- Embedded parts lists and diagrams.

- Phone and email to M&C Service Department
- Service scheduling

- Regional Managers with direct links to cell numbers and emails

- Phone and email links to tech support.
- Embedded installation + troubleshooting guides

- Phone and email links to M&C Training Department
- On-demand training videos

- Events Calendar
- News & Updates
- Lunch n Learn request button

The VendorHub™ App. Utility CEMS vendors. Working smarter.





# BidWatch: Examples of CEMS Opportunities

Portable Dynamic Dilution Calibrator	1/31/2017 MI	State of Michigan
86297 Continuous Emission Monitoring System (CEMS) Calibration Gases	11/29/2016 FL	JEA
RFQ - Vehicle Emission Testing	2/13/2017 GA	Real Estate and Asset Management
Vehicle Emissions Testing	2/10/2017 GA	Fulton County
Thermocouple, Flue Gas Analyzer and Calibration Gas Dilution Systems	4/25/2016 CA	City of Los Angeles
Emissions Testing Ref #: 2770-YAC16661	5/5/2016 TX	Texas Commission on Environmental Quality
CC 16034 Emissions & Safety Inspection	2/3/2017 CA	South Coast Air Quality Management District
SCR E. Selah Hot Mix Asphalt	6/1/2016 WA	State of Washington
Epa Protocol Calibration and Audit Gases for Cems and Accessories	3/11/2016 UT	City of Riverton
Manufacturer Guarantee Emissions Testing of Incinerators	4/1/2016 WA	State of Washington
2017-030 Sale of Emissions Analyzers	10/19/2016 CA	County of Orange
BAR-97 Emissions Inspection System	12/1/2016 TX	Bexar Met Water District
GC/GCSM and Purge and Trap System PM and Service	7/29/2016 VA	Fairfax County Govt. FAIRFAX GOVT.
Catalytic Filter Clamp and 8)	10/28/2016 TX	Tarrant County
County Wide Emissions Testing Program	10/18/2016 CA	State of California
GP&L - Continuous Emission Monitoring System Gas Analyzers	11/22/2016 KY	Department for Environmental Protection
Chemical Dilution Supplies & Hand Soap	9/16/2016 NY	State of New York
SCR White Pass Hot Mix Asphalt	4/12/2016 IA	University of Iowa
Conduct Air Emission Inventory & Survey	10/5/2016 UT	Salt Lake County
Conduct Air Emission Inventory & Survey and Accessories (CEM) and 8)	11/23/2016 TX	City of Garland
Field Emission Scanning Electron Microscope	3/8/2016 KY	Jefferson County Schools
116-073 Emissions Testing for LAX	4/1/2016 WA	State of Washington
Contract - EEM	8/23/2016 WA	State of Washington
116-073 Emissions Testing for LAX	8/24/2016 WA	Office of Minority & Women's Business Enterprises - OMWBE
Chemical Dilution Supplies & Hand Soap #7233	12/1/2016 TX	San Antonio Water System
Aftertreatment Device Scr 67/6800's (cummins)	10/11/2016 CA	Transportation Corridor Agencies (TCA)
Emissions Stack Testing at HWPCF and EHWPCF	3/22/2016 IA	University of Iowa
Emissions Stack Testing Services Contract	9/14/2016 MO	University of Missouri System
Emissions Stack Testing Services Contract	9/16/2016 CA	Los Angeles Department of Personnel
Emissions Stack Testing Services Contract	2/1/2017 VA	Hampton Roads Sanitation District
Appendix B- Work	9/16/2016 CA	LOS ANGELES BUSINESS ASSISTANCE NETWORK - LABANN
2017 Zero Emission Electric Motorcycle	3/8/2016 KY	Jefferson County Public Schools
Diesel Emissions Reduction Retrofit Services	11/1/2016 MO	St. Louis Metro
BW Technologies Single Gas and Multi-Gas Detectors and Accessories	9/15/2016 CT	Metropolitan District Commission
Phase 1 Toll Booth Removal - CEM Services	12/4/2016 VA	Hampton Roads Sanitation District
Aftertreatment Device Scr 67/6800's (cummins)	12/19/2016 VA	Hampton Roads Sanitation District
C01057C16: Elliott West Sodium Bisulfite Dilution Installation	11/8/2016 FL	JEA
RFP 3239 Zero Emission Vehicle Support Contractor	1/1/2017 CA	City of Santa Rosa
RFQ for Greenhouse Gas Emissions Inventory Consulting Services	2/2/2017 AZ	Maricopa County
86297 Continuous Emission Monitoring System (CEMS)	12/2/2016 TX	San Antonio Water System
	9/8/2016 CA	Transportation Corridor Agencies (TCA)
	8/15/2016 MO	St. Louis Metro
	6/3/2016 WA	King County
	4/11/2016 NY	State of New York
	11/23/2016 TX	City of Garland
	4/5/2016 FL	City of Boynton Beach
	10/21/2016 FL	JEA