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From the Phoenix Business Journal:

<http://www.bizjournals.com/phoenix/print-edition/2015/06/26/entrepreneur-ecm-develops-energy-solution-for.html>

Entrepreneur: ECM develops energy solution for industrial boilers

🔑 **SUBSCRIBER CONTENT:** Jun 26, 2015, 3:00am MST

Energy Conservation Management Inc. is making energy technology more efficient by innovating machinery of the past.

The company was founded in 2012, and its main product is a regulator to reduce fuel consumption and emissions from industrial boilers. Industrial boilers serve a range of uses, including ethanol production, cooking and sanitation.

Tyson Foods Inc., one of the world's largest chicken processing companies, is one of ECM's clients. The Scottsdale company also has installed regulators for Dignity Health and Plymouth Energy, and recently signed a deal for a pilot installation for paper producer Kimberly-Clark.

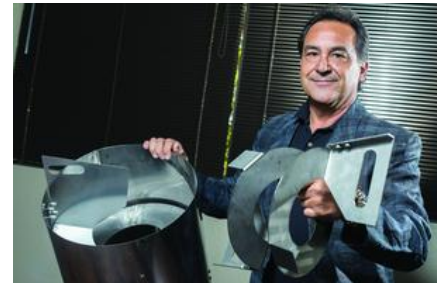
ECM co-founder and CFO Tom Lagerhausen said while boiler regulators have been around for more than 100 years, the company's director of engineering, Edward Sanchez, believed the model could be improved. The regulator took the company a year to create from concept to final product.

ECM claims its regulator can reduce a boiler's fuel consumption by 4 to 15 percent.

While many boilers come from the same manufacturers and have guaranteed outputs, no two are the same because of architectural factors and climate differences after installation, Lagerhausen said.

"Each one needs to have adjustments once it's been installed," he said.

Inefficiencies can arise from the height of the flue stack, the chimney that releases product gases such as steam and carbon dioxide, which is not taken into account when the boilers are



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Edward Sanchez, director of engineering for the Scottsdale based Energy Conservation Management company, displays the internal mechanism that allows for more efficient boilers.

manufactured, according to Lagerhausen. Additionally, cooler climates can affect a boiler's ability to retain heat.

In the movement toward environmental solutions, Lagerhausen said his company's greatest obstacle is cutting through the noise of others offering "green" solutions. He said ECM is overcoming skepticism by signing large clients.

So far, the startup has been self-funded. The company has received help in resources for marketing and business from the Center for Entrepreneurial Innovation in Phoenix.

ECM isn't currently looking for investors who require equity. The company has generated more than \$1 million in revenue to date, according to ECM.

"The question is not whether or not we will be successful, but the rate or speed of our success," said CEO Tommy Andrews.

Cassidy Trowbridge
Editorial Intern
Phoenix Business Journal

