



**ANALYTICAL & COMBUSTION SYSTEMS, INC.  
CORPORATE PROFILE  
March 2018**

**A) OVERVIEW:**

Analytical & Combustion Systems (ACS) was founded in 1989 as a Manufacturer's Representative Organization and Service Group. Our headquarters are located in New Milford Connecticut, and we are within a short drive from our customer base in the states of:

- New York
- New Jersey
- Connecticut
- Massachusetts
- Eastern Pennsylvania
- Delaware

The company focus is Performance and Technology Improvements for:

- Medium to large commercial heating plants
- Industrial Powerhouse
- Utility powerhouse/cogeneration facilities.

The company represents a complete line of power plant equipment manufacturers as listed below. Capabilities include our Performance Projects Group which provides

- Full system evaluation
- Procurement
- Installation supervision and startup.

ACS possesses the expert knowledge / equipment to maintain / upgrade boilers, burners and boiler controls from simple heating plants to fully metered combustion controls with SCADA systems. ACS' Fuel Oil handling expertise ranges from simple boiler and generator fueling systems to large data center applications with advanced SCADA systems.



## ANALYTICAL & COMBUSTION SYSTEMS

Unit 93 – South End Plaza

New Milford, CT 06776

Tel: 860-210-7932

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With headquarters' proximity to the major CT/ NY / NJ / PA / MA metropolitan areas, our highly-qualified Sales/ Service Engineers are just minutes away from assisting you with all your plant improvement and service needs.

The primary area of coverage is the States of Connecticut, New York, New Jersey, Massachusetts, Eastern Pennsylvania and Delaware. For the greater New York City Metropolitan area, we include all of New York City's Five Boroughs, Long Island, Westchester, Orange, Rockland, Ulster, Dutchess, and Putnam & Sullivan Counties in New York.

ACS personnel possess Mechanical and Electrical Engineering degrees and the knowledge to design boiler installations, controls retrofits and fuel oil systems. Capabilities include: AutoCAD design/drafting, Configuration of Combustion Controls (Preferred Instruments, Rosemount, Moore Products/Siemens, Hays Cleveland...and others). PLC experience includes Allen Bradley, Control Microsystems, GE Fanuc, PLC Direct and others. SCADA Software experience includes: Intellution, Wonderware, Iconics, and Emerson Management Software and others.

Our Team within ACS can also assist you with project development and cost-effective ways to achieve your project goals. In working with our manufacturers and engineering talent, we have helped our customers work within their budgets to achieve their target goals and project needs.

We are very active on social media and our website, and post regular updates on our activities and ongoing projects for our manufacturers.

For additional information and updates on current projects and case studies, please visit our website, LinkedIn and Facebook pages as listed below. You may also email us at

- [acssales@acs-ny.com](mailto:acssales@acs-ny.com) and [acsparts@acs-ny.com](mailto:acsparts@acs-ny.com).
- Website: [www.acs-ny.com](http://www.acs-ny.com)
- Visit our [LinkedIn](#) Page
- Check us out on [Facebook](#)



## B) MANUFACTURING REPRESENTATION:

ACS proudly represents the following Manufacturers:

- Johnston Firetube Boilers- [www.johnstonboiler.com](http://www.johnstonboiler.com)
- Preferred Utilities Fuel Handling, Pump Sets, Burners, Controls, Instrumentation- [www.preferred-mfg.com](http://www.preferred-mfg.com)
- Babcock and Wilcox Package and Industrial Watertube Boilers – [www.babcock.com](http://www.babcock.com)
- Zeeco Power Ultra Low NOx Gas and Oil Burners and Ancillaries- [www.zeeco.com](http://www.zeeco.com)
- Camus Hydronics – [www.camus-hydronics.com](http://www.camus-hydronics.com)
- Nationwide Boiler Rentals & SCR Systems - [www.nationwideboiler.com](http://www.nationwideboiler.com)
- & [www.catastak.com](http://www.catastak.com)
- De Dietrich Condensing and Near Condensing Cast Iron, Stainless Steel and Aluminum Boilers - [www.dedietrichboilers.com](http://www.dedietrichboilers.com)
- Cain Industries Heat Recovery and Economizers- [www.cainind.com](http://www.cainind.com)
- Johnson Low Emission Gas and Oil Burners- [www.johnsonburners.com](http://www.johnsonburners.com)
- QEL Gas Detection- [www.qelsafety.com](http://www.qelsafety.com)
- Industrial Steam Deaerators and Surge Tanks - [www.industrialsteam.com](http://www.industrialsteam.com)
- LES Scotch Box Boiler - [www.lesboilers.com](http://www.lesboilers.com)
- Chiminee Liners and Breeching- [www.chemineelining](http://www.chemineelining)
- Brugg Pipe Systems – [www.bruggpipe.com](http://www.bruggpipe.com)



### C) SALES AND ENGINEERING PERSONNEL:

ACS has expert knowledge / equipment to upgrade boilers, burners & boiler controls from simple heating plants to fully metered combustion controls with SCADA systems. Acs' fuel oil handling expertise ranges from simple boiler / generator fueling systems to large data centers:

Grant Bowman has over 34 years of experience as a sales/project/service engineer in the area of boilers, burners, and combustion control systems. Mr. Bowman spent (15) years with Preferred Instruments, and then spent several more with ABLE Co, of Milford CT, and Miller Proctor Nickolas Inc., before joining ACS in 1997. Notable projects include Low NOx burner conversions and control retrofit projects at Co-Op City in the Bronx, Columbia Presbyterian Hospital, St. Barnabas Hospital, Parkchester Houses, Lehman College, and City College of NY. Mr. Bowman has a BBA degree from Western CT State College, and a BSME degree from Fairfield University.

Mike Beatty has over 35 years of experience as a sales/project/service engineer in the area of boiler plant projects. Mr. Beatty joined ACS in 1998. He was previously the national sales manager for Preferred Instruments of Danbury, CT., and a sales engineer with Miller Proctor Nickolas, Inc., of Tarrytown, NY. Notable projects include combustion control and SCADA system installations at Starrett City in Brooklyn, Manhattan and Creedmore Psychiatric Centers, The State Office Campus powerhouse in Albany, NY., and over 100 boilers retrofit in the NYC Housing Authority. Mr. Beatty has an ASME degree from Waterbury Technical College.

John Haber has over 29 years of experience as a sales engineer designing fuel oil handling systems for mission critical life support/data centers, boiler loops, backup generators, flue gas pipe systems and generator exhaust systems. Notable projects: World Trade Center Tower 3, PATH Hall and 911 Memorial, LIRR, Grand Central Terminal, United Nations, Madison Square Garden and Fox News. Mr. Haber has field experience in startup and troubleshooting fuel oil pumping, filtration, multi-tank and distribution systems. Previously Mr. Haber worked for Preferred Instruments of Danbury, CT and Miller Proctor Nickolas, Inc., of Tarrytown, NY.



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Ed Twiss has over 24 years of experience in design/ startup of control systems and project management. His experience includes single/multi loop controllers, PLC's and SCADA systems. Mr. Twiss previously worked for International Paper, Infinity Control Systems, PCI Ozone and Control Systems and Union Carbide. Notable projects include: Croton Water Filtration Facility Central Heating Plant, Combustion Controls upgrade at Eastern Correctional Facility, and Central Heating Plant at Greystone Park Psychiatric Hospital. Mr. Twiss has a MS degree in manufacturing engineering, a BS degree in electrical engineering, a graduate certificate in project management and is a NY state licensed Professional Engineer.

Jeff Maxson has over 10 years of product experience with Analytical and Combustion Systems. Jeff joined ACS after 25 years of business management and ownership of a privately held commodity products business in Connecticut. Jeff currently manages our gas detection product line and also assists with our business development for our fuel oil forwarding products.

Rich Calcavecchio has 5 years of product experience with Analytical & Combustion Systems after a joining ACS with 27 years of business administration experience in modeling & trading convertible securities in the financial services industry and holding directorship positions in municipal finance, accounting and operations management. Mr. Calcavecchio has a MBA in Banking Finance & Investments from Hofstra University and a B.S in Business Administration from SUNY College at Fredonia. Rich is also a PADI Certified Scuba Diver and a charter member of the Woods Hole Oceanographic Society. A consummate professional and team player, Rich is assisting in the development of our financial and business models for new products and aftermarket services.



## D) SERVICE PERSONNEL

Mike Toussaint has over 28 years of experience as a combustion engineer designing and commissioning combustion control strategies for microprocessor based single-loop controllers, PLC's, and PC-based SCADA systems. Typical applications include fully metered cross-limited combustion control with oxygen trim for use on large watertube boilers. Mr. Toussaint previously worked for Preferred Instruments of Danbury, CT. Mr. Toussaint has an ASEE degree from Waterbury Technical College and is a licensed Stationary Engineer in the State of CT. He has certification for service on Allen Bradley PLC's, Bristol Babcock PLC's, Autoflame Controls, Preferred BMU's, and Preferred PCC-III combustion controls.

+Keith Beatty has 10 years of experience as a service technician tuning firetube boilers. He is licensed in the State of CT Heating Ventilating & Cooling program. He is OSHA certified, and has factory training, certification and field experience on the Autoflame products, Preferred BMU Controller, and on Preferred Fuel Oil Systems.

Jeff Carorossi has 11 years of field experience as a startup technician working on fuel oil pumping and management systems, plus full commissioning on our gas detection systems. In addition, he worked at Preferred Utilities Manufacturing Corporation for 8 years as a fuel oil systems design engineer. He is OSHA certified, and has certification on Preferred Fuel oil management systems.

Mike Martin joined ACS in 2016 as a service technician with focus on firetube boilers, fuel forwarding systems plus commissioning on our gas detection systems. Mr. Martin has a BS in business administration and is currently pursuing a BS in mechanical engineering.



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### E) PRODUCTS

| The products ACS provides are as follows:  | ACS Represents the following Principals:  |
|--|---|
| <ul style="list-style-type: none"><li>➤ Watertube Boilers</li><li>➤ Firetube Boilers</li><li>➤ Ultra-Low NOx Gas / Oil Burners</li><li>➤ Combustion Control &amp; BMS</li><li>➤ SCADA Systems</li><li>➤ Condensing / non condensing boilers</li><li>➤ Boiler Feed and Surge Tanks</li><li>➤ Oil Pump Sets</li><li>➤ Underground Piping Systems</li><li>➤ Double Wall Above Ground SS Piping</li><li>➤ Deaerators</li><li>➤ Heat Recovery Systems</li><li>➤ Gas Detection Systems</li><li>➤ Lining and Breeching Systems</li><li>➤ Rental Boilers</li><li>➤ SCR and Multi-Pollutant Solutions</li></ul> | <ul style="list-style-type: none"><li>➤ Johnston Boiler</li><li>➤ Preferred Instruments</li><li>➤ Preferred Utilities</li><li>➤ Camus Hydronics</li><li>➤ Babcock and Willcox Boiler</li><li>➤ Nationwide Boiler</li><li>➤ Nationwide Environmental</li><li>➤ De Dietrich Boilers</li><li>➤ LES Boiler</li><li>➤ ST Johnson Burner</li><li>➤ Zeeco Power Burner</li><li>➤ Industrial Steam</li><li>➤ Cheminee Lining</li><li>➤ QEL Gas Detection</li><li>➤ Cain Industries</li><li>➤ Brugg Pipe Systems</li></ul> |



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***YOUR SOURCE FOR INTEGRATED  
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BOILER, FUEL OIL AND PLANT  
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IMPROVEMENTS AND COST EFFECTIVE UPGRADES -  
BURNER MANAGEMENT / COMBUSTION CONTROL SYSTEMS / SCADA -  
EMERGENCY GENERATOR FUEL OIL SYSTEMS - FUEL OIL SYSTEM UPGRADES -  
FUEL CONVERSIONS - FIELD SERVICE / COMMISSIONING -  
PDH TRAINING SEMINARS**

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### Representation, Sales and Service for the following manufacturers:



Fuel Forwarding / Filtration / Tank Monitoring Systems, Ultra Low NOx Gas / Renewable Fuel Oil Firing Systems, Boiler Instr. & Controls



Johnston Firetube / Waste Heat Boilers, Hot Water / Low and High Press Steam to 2500 HP, Wetback designs, Multi-Fuel



10 to 600 KPPH Gaseous / Liquid Fired Package / Industrial Watertube Boilers, Waste Heat Recovery Systems



Ultra Low NOx Power Gas/Oil Burners, Duct Burner Systems, Class 1/2/3 and Special Ignition Systems, Scanners



Watertube / Firetube Rentals and Sales, Ultra Low NOx capable, CataStak SCR systems, Boiler Sales



Gas fired residential, commercial and industrial high efficiency, condensing, and non-condensing boilers & hydronic water heaters.



Horizontal and Vertical Hot Water and Low Pressure Steam Boiler, Gas / Oil Fired, Packaged Systems



Boiler Condensing / Non Condensing Economizers, Gas & Diesel Co-generation Systems



Gas Detection Systems, Carbon Monoxide / Combustible Gases for Schools / SCA / Parking Garages / Boiler Rooms



GT Series Cast Iron 4-Pass Eutectic Dual Fuel Boilers, Enerpro SS / Absolute Aluminum Condensing Boilers



Gas / Liquid Burners, Low NOx, New and Retrofit Systems



Industrial Steam Deaerators, Surge and Blow Downs Tanks, Continuous Blow Down Heat Recovery Systems



Factory Designed Breeching, Chimney Liners and Stacks, Single / Double Wall and Special Gas Vent



Double Wall Stainless Steel Pipe for Above Ground, Below Ground, Marina and Commercial Fuel Systems

SERVING NYC AND THE TRI-STATE AREA SINCE 1989

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