

Turbosteam
 161 Industrial Blvd
 Turners Falls, MA 01376
 413.863.3500



CLIENT QUESTIONNAIRE

Contact Name: _____	Company: _____
Contact Phone: _____	Contact Email: _____
Facility Address: _____	City: _____ State: _____
<input type="checkbox"/> End User <input type="checkbox"/> Sales Rep <input type="checkbox"/> Engineer/Developer/Other	

Description of Plant Process: _____

Steam Conditions: _____ psi Inlet Pressure _____ psi Process
 _____ °F Inlet Temperature _____ °F Process Steam Temperature
 _____ Steam Flow pph _____ Annual Operating Hours

What's the electric rate & cost trend? _____ ¢ per kWhr
 Up
 Down
 Flat

What is your boiler fuel & cost? Fuel: _____ Cost: \$ _____ per MMBtu
 If waste fuel, is there excess boiler capacity? _____ lbs/hr

What's your plant load? _____ MW

What is the plant power factor? _____ % Is there a penalty? _____

Are there electric interruptions? _____ How often? _____
 How do interruptions affect process? _____
 What do you think that costs? _____

How many hours of annual operation at the rated steam flow? _____

Is the ability to ride through outages advantageous to process? _____

Is reducing emissions and the environmental impact of the facility important? _____

Does this project currently have the support of plant management? _____

Do you know the hurdle rate or ROI needed for this project? _____

Do you have the internal resources to fully engineer this opportunity? _____

What is your timeframe for the project? _____

The last time you had a project like this, what was the approval process? _____

Are tax credits useful to the facility or owner? _____