

## Grimwood Achievements in Hazardous Area Heating

So what makes Grimwood different?

There are two fundamental points of difference; lead-time and engineering.

Often major projects overlook the need for heaters until they are on the critical path. Grimwood has repeatedly saved the day for project engineers when they suddenly realised that their multimillion (multibillion?) dollar project is rapidly going down the gurgler because they made some assumptions about what they thought was a simple thing like a little electric heater.

From compressor station fuel gas heaters on natural gas pipelines through to off shore platforms, Grimwood has supplied complete heater packages including the pressure vessel and control panel, through to just the element bundle to get these projects back on schedule. Sometimes replacement element bundles are required for existing applications, but the original manufacturer is no longer in business, or unable to help. Grimwood will make a replacement unit, either on a like for like basis, or may even redesign the element bundle for improved performance and controllability.

The other aspect of the Grimwood value proposition is their capability to take on technically challenging design tasks. Grimwood has successfully completed jobs for government and university research projects by designing and building heaters to cope with multiple process fluids with widely divergent thermodynamic and transport properties. Projects have included highly explosive gases at very high temperatures requiring exotic alloys including careful calculation of electrical enclosure stand-off distances and radiant heat shield design.

Associated with ensuring that the customer gets what they need, not just what they think they want, Grimwood has provided on site commissioning assistance in remote locations, control panels with SIL2 and SIL3 functional safety, and fully compliant installations to rectify uncertified patch-up jobs undertaken by suppliers not fully understanding the process or code requirements.

As the only southern hemisphere manufacturer with IECEx Certificates of Conformity for flanged immersion heaters, Grimwood can keep you out of hot water and recover your project schedule!

