

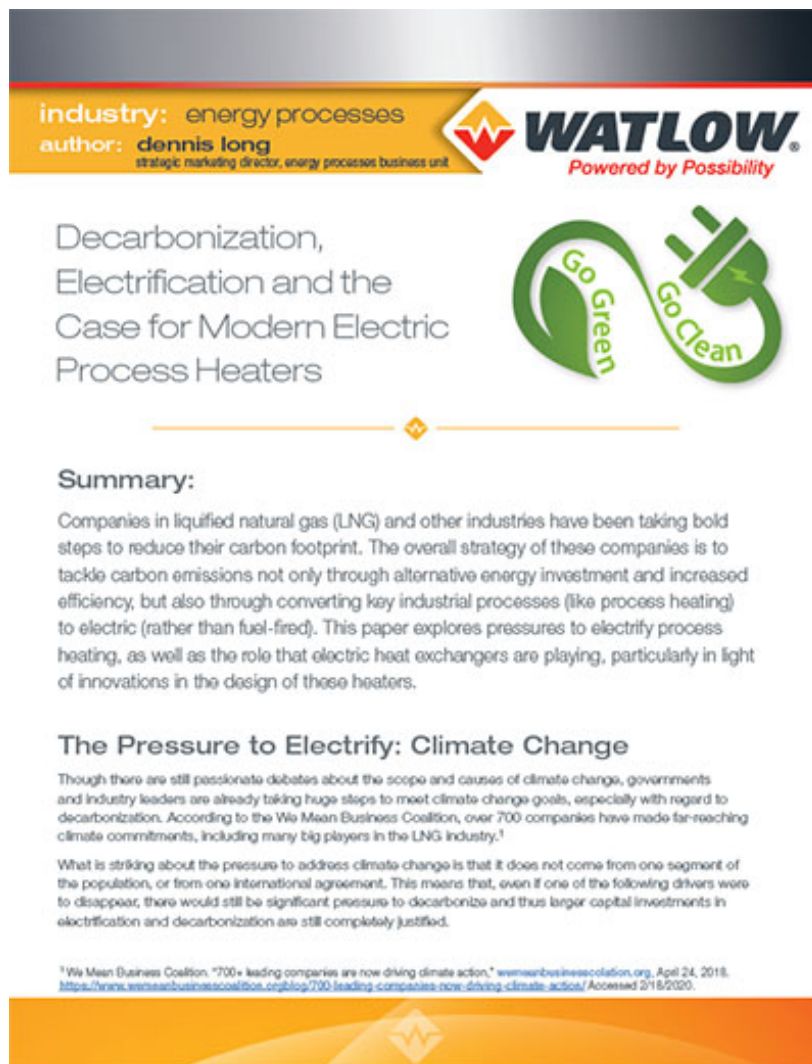
# WHITE PAPER: Decarbonization, Electrification and the Case for Modern Electric Process Heaters

By: - April 17, 2020

## Summary

Companies in liquefied natural gas (LNG) and other industries have been taking bold steps to reduce their carbon footprint. The overall strategy of these companies is to tackle carbon emissions not only through alternative energy investment and increased efficiency, but also through converting key industrial processes (like process heating) to electric (rather than fuel-fired). This paper explores pressures to electrify process heating, as well as the role that electric heat exchangers are playing, particularly in light of innovations in the design of these heaters.

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The image shows the cover of a white paper. At the top, there is a dark blue header. Below it, a yellow banner contains the text: "industry: energy processes" and "author: dennis long, strategic marketing director, energy processes business unit". To the right of this banner is the WATLOW logo, which consists of a stylized 'W' in a diamond shape followed by the word "WATLOW" in bold, uppercase letters, and the tagline "Powered by Possibility" in a smaller font below it. The main title of the white paper is "Decarbonization, Electrification and the Case for Modern Electric Process Heaters", displayed in a grey, sans-serif font. To the right of the title is a graphic featuring two green circular icons: one with a leaf and the text "Go Green", and another with a plug and the text "Go Clean". Below the title and graphic is a horizontal line with a small diamond-shaped icon in the center. The word "Summary:" is written in a bold, grey font. The main body of text is in a smaller, grey font, summarizing the paper's content. Below this is a section titled "The Pressure to Electrify: Climate Change" in a bold, grey font, followed by more text in a smaller, grey font. At the bottom of the page, there is a small footnote in a very small font, and a dark blue footer bar with a white diamond-shaped icon in the center.

industry: energy processes  
author: dennis long  
strategic marketing director, energy processes business unit

**WATLOW**  
Powered by Possibility

Decarbonization,  
Electrification and the  
Case for Modern Electric  
Process Heaters

Go Green  
Go Clean

**Summary:**

Companies in liquefied natural gas (LNG) and other industries have been taking bold steps to reduce their carbon footprint. The overall strategy of these companies is to tackle carbon emissions not only through alternative energy investment and increased efficiency, but also through converting key industrial processes (like process heating) to electric (rather than fuel-fired). This paper explores pressures to electrify process heating, as well as the role that electric heat exchangers are playing, particularly in light of innovations in the design of these heaters.

**The Pressure to Electrify: Climate Change**

Though there are still passionate debates about the scope and causes of climate change, governments and industry leaders are already taking huge steps to meet climate change goals, especially with regard to decarbonization. According to the We Mean Business Coalition, over 700 companies have made far-reaching climate commitments, including many big players in the LNG industry.<sup>1</sup>

What is striking about the pressure to address climate change is that it does not come from one segment of the population, or from one international agreement. This means that, even if one of the following drivers were to disappear, there would still be significant pressure to decarbonize and thus larger capital investments in electrification and decarbonization are still completely justified.

<sup>1</sup>We Mean Business Coalition, "700+ leading companies are now driving climate action," [www.wemeanbusinesscoalition.org/blog/700-leading-companies-are-driving-climate-action/](https://www.wemeanbusinesscoalition.org/blog/700-leading-companies-are-driving-climate-action/), April 24, 2018. <https://www.wemeanbusinesscoalition.org/blog/700-leading-companies-are-driving-climate-action/> Accessed 2/18/2020.

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