

Water Treatment Process Optimisation Study



Introduction

Chemical Initiatives (Pty) Ltd is a wholly owned Chemical Services Limited subsidiary that seeks to provide maximum value to its customers that buy our products and services. Our expertise extends from the production of the chemicals through to the final use of our products in our customers processes. As part of our service we are constantly on the lookout for opportunities to optimise process efficiencies in terms of product quality, operating costs, safety and production capacity.

Chemical Initiatives (Pty) Ltd is currently supplying 98% sulphuric acid and aluminium sulphate to customers for their water treatment processes. As part of our service package we conduct an annual inspection of all our clients' sulphuric acid storage facilities and have identified an opportunity for certain customers to reduce their chemical and water consumption and reduce effluent volumes.

Proposal

Our proposal is to conduct an initial assessment of the clients' water treatment to identify opportunities for improving process efficiencies and thereby reducing chemical and water consumption and the associated effluent treatment costs. This assessment will ensure that you as the customer will benefit from our own in-house water treatment experience gained over many years.

The assessment will be conducted free of charge over a period of two days after which a comprehensive technical report shall be compiled, submitted and discussed with the relevant personnel (e.g. Technical Manager, Water Treatment Manager, etc).

The assessment will mainly focus on:

- Improvements on water efficiencies and water treatment regimes
- Investigating the possibility minimizing chemical consumption and creating a zero effluent discharge
- Demonstrating tangible cost savings in the annual operating costs of the water treatment circuit
- Providing a turnkey solution with the option of Chemical Initiatives offering a Build Own and Operate (BOO) service

Conditions attached to our offer

- As part of the proposal we would request that the client enters into a Non-circumvention Contract with Chemical Initiatives.
- Should the BOO option not be considered, and as our recommendations will invariably result in a reduction in the sale of sulphuric acid and other operating costs, we propose to enter into a gain sharing agreement whereby a percentage of the realized operating savings are shared between Chemical Initiatives and the client for a limited time period.

