

Capabilities Overview



ABS INDUSTRIAL WATER TREATMENT

ABS WATER TECH INDIA PVT LTD.,

ABS ENVIRO TECH INDIA PVT LTD.,

LUBECK SPECIALITY CHEMICAL I PVT LTD

AQUA BEST SOLUTIONS

Expertise / Solutions / Sustainability

INTRODUCTION

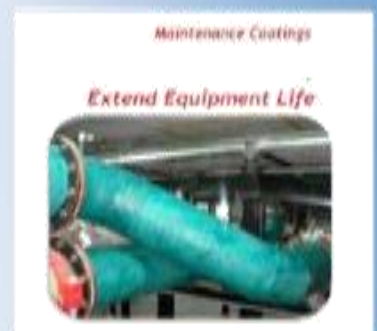
ABS can provide the following services to your plant or facility

Industrial Application Chemicals:

- ⇒ Raw Water Treatment
- ⇒ Boiler Feed Water Treatment
- ⇒ Condensate Water Treatment
- ⇒ Open & Closed Cooling Water Treatment
- ⇒ R.O Antiscalant for normal & high silica water
- ⇒ R.O. Membrane Cleaning Chemicals
- ⇒ Softener Resin Cleaning Chemicals
- ⇒ Descaling/Degreasing Chemicals

On site work carried out by ABS

- ◆ On line Precleaning for Open & Closed Loop Systems
- ◆ Fills Cleaning & Replacing and Cooling Tower Maintenance
- ◆ Pre Treatment Plants—Media Replacement
- ◆ Condenser / Heat Exchanger / Boiler descaling Works
- ◆ Cooling Tower Revamping
- ◆ AHU Coil Cleaning Chemicals & Jobs
- ◆ R.O Membrane Cleaning & Maintenance
- ◆ Condenser/Boiler Retubing
- ◆ FRP Coating / Chiller Insulation
- ◆ STP/Swimming Pool/WTP—Annual Maintenance
- ◆ Regular Onsite Servicing by an Experience Technical Persons
- ◆ Technical Support & Solutions for Water Related Issues
- ◆ Training for Industrial Water Treatment—Awareness Creation Program
- ◆ Ongoing Report and Feedback on Industrial Water Treatment
- ◆ Advice on Improvement to the Water Management and Equipment Efficiencies



ORGANIZATION PROFILE

We **ABS WATER TECH INDIA PVT. LTD.**, introduce ourselves as the fast growing specialty water treatment & maintenance chemicals and water treatment plants supplier in South India. We are also Authorized Dealers for Poly Electrolyte of BSAF Products.

We are providing custom designed programs that solve water treatment problems and make boiler, cooling, and process water systems more efficient. Our success is on our Total System Approach to water treatment.

Our Total System Approach to water treatment allows ABS to identify opportunities to improve system reliability, efficiency, and safety that others might miss. It helps us to find opportunities to improve our customer's profitability. It allows ABS to be a valuable business partner.

Above all, ABS is committed to providing water treatment solutions that give healthy equipments, low operating costs, and continuous energy savings. Our mission is to provide water treatment solutions that deliver value far beyond the price of the chemicals.

Comprehensive, Taylor made programs, products, equipment, and services that address the unique mechanical, operational, chemical, and people requirements of each system.

Water Treatment Service works in conjunction with our Steam business to provide problem solving, technical backup and project design for steam system and cooling water customers. Our core water treatment focus is in the management of safe, cost-effective, energy efficient industrial steam and cooling water treatment programs.

Quality and Experience — **ABS WATER TECH INDIA PVT. LTD.**, is an ISO certified company for Industrial Water Treatment.

You can be sure of our competence and experience to deliver value to your operation. ABS provides their range of Water Treatment services for well-known companies in the Food and Beverage, Paper, Pharmaceuticals, Packaged Foods and Chemical Manufacturing Industries, HVAC Industries, Cement Industries, Power Plants etc.,.

Key Personal - We are experts in the management of Steam Systems and the specific differences between water treatment regimes of cooling towers and boiler/steam systems. All ABS Water Treatment personnel are fully trade or degree qualified. We have a team of water treatment technicians that ensure your service requirements are met even when holidays are taken by your usual technician.



Management of Water Treatment Support

Customer Support Centre – Responsibilities

First Point of contact for all product supply, logistics & administrative matters

Field Service Technicians- Responsibilities



- * Routine Water Analysis , Chemical Program Control & Optimization.
- * Routine Sampling & Reporting and feed back of Operational Outages
- * Advice on Optimization of Product Utilization
- * Provide Guidance to the end users, subject to the requirements and to properly manage the Water Treatment Program.

Sales Representatives - Responsibilities

- ◇ Primary site contact
- ◇ Prospecting
- ◇ Initiate Contact
- ◇ Identify Needs
- ◇ Present offer
- ◇ Manage objections
- ◇ Close a sale
- ◇ Repeat sales and referrals



“Delivering EXTRA Special Customer Service”



HEALTH AND SAFETY



ABS Health and Safety

All our staff are trained in the health and safety aspects of their roles and have written procedures which are followed to ensure their safety and that of those around them.

As equally important, all our staff are required to follow the customer's health and safety procedures and policies while on their site, whilst incorporating ABS standards.



Chemical Packaging

The water treatment chemicals can be supplied in 20 Litre, 35 Litre and 50 Litre Jerry Carboys (Non Returnable.)

Environmental Commitment

We are committed to save Energy & Protect Environment . From the simplest steam trap to a complete heat recovery system to reduce fuel consumption and providing safer chemicals, ABS has the product range and the knowledge to improve plant efficiency.



Material Safety Data Sheets (MSDS)

ABS maintain and update compliant safety data sheets for all our chemical products. These are available on request from ABS. Our customers are routinely sent MSDS before the first chemical product delivery and they are readily available any time thereafter.

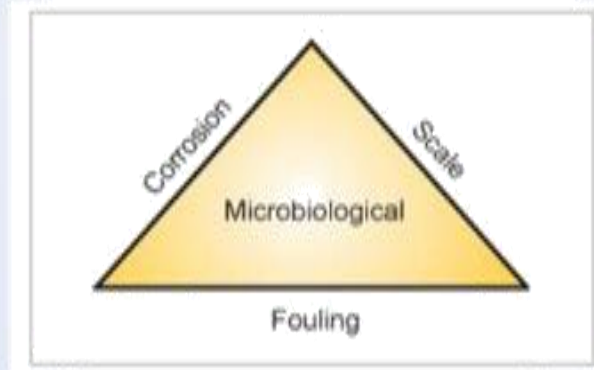


OUR APPLICATION AREAS

ABS has products to solve any kind of problem related to Cooling and Boiler water system

COOLING WATER SYSTEM

Generally there are three major problems encountered in an industrial cooling water system, viz Corrosion, Scaling and Microbiological growth.



Corrosion Inhibitors

These are multifunctional products mainly used for control of both corrosion and scaling in an Industrial cooling water system. It contains Organo-phosphonate Polymers, Azoles, and Molybdate with the combination of powerful dispersant depending upon the application.

Scale Inhibitors

ABS has a wide range of polymers in its product range. These are useful in controlling scale and deposition in applications where the cooling water has high hardness, high TDS level & high heat load. Dispersants also help in dispersing suspended particles, mineral salts and organic materials.

Biocides

We have Broad spectrum biocides to control microbial species like bacteria, fungi and algae by different mechanisms.



We are also involved in providing service for Descaling Cooling Tower And Condenser with our wide range of specialized descaling chemicals.

LEGIONELL CONTROL PROGRAM

ABS give priority is to ensure legionella control and provided that the cooling systems are properly designed and maintained, a professional water treatment service will ensure cost-effective operation. For example, a properly designed piping system with minimal or no dead legs will ensure adequate mixing and chemical distribution throughout the circuit to ensure microbial growth protection. However, if chemical treatment is used to solve problems which could be solved by proper mechanical engineering, this will be an expensive solution. ABS will consider the Total System, both engineering and chemical aspects, ensuring an effective regime using less chemicals and requiring less maintenance.

By having an effective automated method of adding chemicals such as biocides, anti-corrosive additives and biodispersants to the water can significantly affect the overall risk of microbial growth, corrosion and scale in cooling systems.

Conductivity and ORP probes, without moving parts and modern electronic controllers are more reliable resulting in less cooling tower downtime. Combine this with a well maintained cooling system and chemical treatment plant, corrosion tracking, all correctly engineered, and the benefit will be a reduction in maintenance costs. Online monitoring can also be implemented to enable timely and remote access to control parameters thus ensuring rapid response time when required.

Make-up water contains dissolved solids. During evaporation, the concentration of total dissolved solids (TDS) within the cooling tower naturally increases. The level must be contained within limits to ensure scale formation on heated surfaces and piping is prevented. Automatic TDS control allows the tower to be operated near to maximum recommended level. This saves on cooling tower chemicals and water that would otherwise be lost through excessive bleed.

Water saving plans

ABS understands that your processes should be as environmentally responsible and cost effective as possible. We can tailor Water Savings Plans into the water treatment operation of your entire steam and condensate loop.

AUTOMATIC DOSING, pH, TDS & ORP CONTROL SYSTEM



Our priority with your cooling water system

We can provide an initial review of the cooling water treatment system to:

- Ensure your operating and state/federal regulatory requirements are being met and,
- Suggest, if appropriate, adjustments to your treatment regime to improve your cooling system longevity, efficiency and minimize your costs i.e. Provide solutions for the optimization of chemical use together with effective microbial control and corrosion tracking for best practice
- Recommend suitable chemicals and dosing equipment to maintain your equipment/ system under efficient monitoring and control.
- Review chemical inventory stock levels, calibrate instrumentation and controllers where required, monitor and adjust dosing systems, check and install corrosion coupons and replace items as required.
- Routinely test your cooling system water and provide you with a written report advising you of the quality of water and any changes we have made to the treatment program.
- Monitor Key Performance indicators.
- Troubleshoot issues associated with out of specification key performance indicators and advising of or performing corrective actions required to rectify the problem.

Key Control Parameters Cooling Tower

To achieve the maximum benefit from any chemical program, regular testing is required to maintain the chemicals at the correct levels. To achieve this, we test the water at the agreed frequency and recommend/carry out adjustments necessary for the Cooling Tower.

Remedial Action

Immediate Action will be taken by ABS in the event of abnormal test results. We also ensure that the reporting is maintained and any mechanical or electronic outages that may affect the key performance indicators will be communicated to the site representative.



BOILER WATER SYSTEM

In process plants, steam boilers need to be managed to maximize the efficiency of the boiler and minimize problems associated with scaling, foaming, corrosion and water carry-over from the boiler into the plant.

Provided that the steam and condensate systems are properly designed and maintained, then a professional water treatment service will ensure cost-effective operation.

Significant developments have taken place in recent years improving the standards of safety and reliability of boiler control equipment and associated plant. Level probes, without moving parts, and modern electronic controllers are more reliable resulting in less boiler downtime. Combine this with a well maintained and operated steam system and chemical treatment plant, all correctly engineered, and the benefit will be a reduction in maintenance costs.

Condensate treatment is an essential aspect of boiler system maintenance. Successful treatment prevents the corrosion that typically results from carbonic acid and oxygen pitting and minimizes corrosion products returning to the boiler. Once again, a well-engineered system with appropriate venting and chemical treatment will ensure maximum productivity and efficiency at minimum overall costs.

Our priority with your Boilers and Steam System

ABS can provide an initial review of the boiler water treatment system to ensure that the best results from the boiler house will be obtained and that the complete feed, steam and condensate system are integrated together, complemented by a professional water treatment service. Our boiler house treatment service provides a unique single supplier to take care of:

- Your operating requirements are being met by providing a pro-active review of the effectiveness of the treatment regime with regular reporting.
- All aspects of the steam distribution and condensate return systems to ensure operation at maximum efficiency, productivity and safety levels.
- Providing solutions for the optimization of chemical use to maximize boiler protection
- Recommending suitable chemicals and dosing equipment to maintain your water treatment under efficiency and control.
- Monitoring chemical inventory stock levels, calibrating instrumentation and controllers where required
- Re-educating your boiler operators in the performance and recording of daily tests and understanding the results
- Regular testing for all pre-treatment, feed water and internal boiler conditions to include raw water, softened water, feed water, boiler water and condensate where available
- Agreeing and monitor Key Performance Indicators .
- Troubleshooting issues associated with out-of-specification Key Performance Indicators and advising of or performing corrective actions required to rectify the problem

To achieve the maximum benefit from any chemical program, regular testing is required to maintain the chemicals at their correct levels. To achieve this, we test the water at the agreed frequency and recommend/carry out adjustments necessary for the Boiler.

Antiscalant for R.O. System

ABS has developed a comprehensive product in R.O. application. It is a polymer-based product mainly used to prevent membrane fouling from deposit forming species and increase plant run length and hence increase membrane life by reducing cleaning frequency.



METAL CLEANING & PRESERVING

Cleans and etches to prepare metal surfaces for coating. ABS 201 lifts away rust and corrosion from metal surfaces and also microscopically etches to hold and absorb protective coatings.

OIL AND DEGREASING

Deep penetrating action of Power clean penetrates grime and strips away heavy build-ups of grease, soot, oils, dirt, and road film without harming glass, aluminium, or painted surfaces. It is also effective and safe on rubber, synthetic materials, and polished and anodized aluminium surfaces. Surfaces can be painted immediately. It contains bio degradable surfactants and is non flammable.

ENGINEERING

We design and manufacture the Reverse osmosis plant and softeners according to the need for tap water, brackish water & sea water applications. The production range starts from 100 LPH (Liter per hour) to 100 M³ per hour for 400 TDS to 45,000 TDS.

- Produce high-quality de-mineralized water
- Most modern membrane technology
- Modular design
- Low water-rejection rate

Low operational and maintenance costs

We design the plant according to the need for tap water, brackish water & sea water application. Our production range start from 100 LPH (Liter per hour) to 1000 M³ per hour for 400 TDS to 45,000 TDS.



HOW WE ENGAGE WATER TREATMENT PROGRAM

Our Approach:

Our Strength and Growth has been built on long term customer relationship. ABS supports the customer's objective for their Industrial Water Treatment Programs through working together, building trust, which results in finding the correct solutions.

Our customers are a testament to high level of satisfaction, however, we are never complacent and continually evolve our services to meet our customers' ever changing needs.

- ◆ Process Audits
- ◆ Product Sizing and Selection
- ◆ Prompt Delivery
- ◆ Certifications and other Documentations
- ◆ Commissioning Product / Package Performance.
- ◆ Product Quality Identify opportunities for Efficiency Gains.
- ◆ Technical Data Sheet / MSDS
- ◆ Installation
- ◆ Service / Maintenance Contracts.
- ◆ Fault Finding and Rectification
- ◆ Energy Audits
- ◆ Comprehensive Product Stock
- ◆ Help is only a phone call away to our Customer Support Center



Implementation

An outline of the implementation program will be as follows:

STEP 1	Where requested, conduct on site operator health and safety education for all ABS chemical handling procedures – (Note education is provided as part of our service and therefore at no cost to customers).
STEP 2	Supply and install all dosing, chemical handling or storage equipment, Optional.
STEP 3	Conduct operator water treatment education and supply full documentation including Water Treatment Manual, Test Methods Manual, Product Data Sheets, MSDS, Log Sheets.
STEP 4	Transition ABS product implementation and its impact on key control parameters and key performance indicators.
STEP 5	Setup and schedule on-going performance monitoring.

Education

As part of our services, if requested, we will provide an education session which will involve a 1-2 hour basic water treatment seminar, covering aspects of boiler water and cooling water treatment that is related to your site. The education will include instruction for site representatives on how to perform any regular water testing needed under the program. Ongoing education will be provided on a regular basis as required. All education is provided at no charge.

Documentation Provided

Service call reports

Incident forms

Test Reports



Water Treatment Manuals

A site-specific water treatment manual and test methods manual is supplied. Successful implementation and ongoing management of the water treatment program depends on site operators and management, along with ABS support. These manuals, in conjunction with training sessions, are a major part of the service program to insure effective water treatment programs. The manuals would be placed in key locations around the site with ready access for information and guidance to your water treatment programs. Manuals contain;

- ⇒ The water treatment program;
- ⇒ Contingency plans;
- ⇒ Health and Safety
- ⇒ Outline of each product and function;
- ⇒ Test methods;
- ⇒ Product data sheets;
- ⇒ Material safety data sheets;



Onsite service frequency

As required

Onsite Testing

Water Analysis : pH, Alkalinity (Phenolphthalein & Methyl Orange), Chloride, Total Hardness, Phosphate, Sulphite, Nitrite, TDS, FRC and Dip Slides for Bacterial Contamination for Boiler Feed Water, Condensate Water, Blow Down Water, Makeup Water & Circulations Water. MLSS for STP water.

Dosing Equipment Check

Check and verify that dosing equipment is working correctly.

Stock Check

All of the stock is checked at each visit and site staff advised if they need to order.

Written Field Service Report

The written service report is the documentation for our service visit. The service report shows test results including any results out of range, reports any observations, describes changes made, problems seen and any further recommendations. Action required will be highlighted to site personnel along with the reason for the recommendation.

The service report will be discussed with site personnel so that everyone understands what was reported and how to correct problems. Site personnel will be given the opportunity to ask any questions or make comments on the program or operations.

Independent Laboratory Testing

To ensure independence, we utilize an external specialty water testing laboratory which is NABL accredited.

ABS has an arrangement with recognized independent water testing laboratories for the testing of both boiler water and cooling tower water.

We collect samples at the agreed frequency, complete the required laboratory documentation and submit the samples for testing on your behalf. Results are received in report format and are forwarded on to you for your records.

We also have access to a range of other specialized laboratories and consultants to provide test results on an ad-hoc basis or for project work.



Company Profile

ABS WATER TECH INDIA PVT. LTD.,

New No:6 , Old No:17,1st Floor, 2nd Cross Street,
Defence Officers Colony, Guindy
Chennai – 600 032.

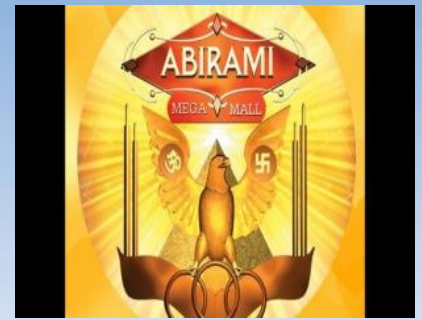
E-Mail: abswatertech2009@yahoo.com Web: www.absgroups.in

Phone:044-/22310124/22322025.Mobile:07299968600

Customer Oriented Customization Specialists



PARTIAL LIST OF OUR CUSTOMER



PARTIAL LIST OF REFERENCES

<u>Industries</u>	<u>Site Details</u>
Srikalakasthi Pipes Ltd – Chittoor	WTC & WTP& O&M
Brakes India ltd – Sholinghur	WTC & WTP& O&M
Motherson Ford Supplier Park	WTC & WTP , O & M
Mother son –Automotive technologies and Engineering – (MATE) Groups	WTC & WTP , O & M
Gala foods – Chittoor	WTC & WTP& O&M
Amararaja Batteries- Groups	WTC & WTP
Forge 2000 specialty core division – Sholinghur	WTC & WTP
Timken India Manufacturing Pvt Ltd- Mahindra World City	WTC & WTP
Voltas India Ltd – Teynampet	WTC & WTP
Par Active Technologies Pvt Ltd- Alanthur	WTC
Sumika polymer compounds India Pvt Ltd – Oragadam	WTC
Calsonic Kansei Motherson Auto Products Ltd – Oragadam	WTC & WTP
<u>Theatres & Malls</u>	<u>Site Details</u>
Abirami theater – Purasaiwakkam	WTC & WTP
Express Avenue – Royapettah	WTC & WTP
SPI Cinemas – Chennai & Nellore	WTC & WTP
<u>Software Company</u>	<u>Site Details</u>
Infosys – Groups	WTC & WTP
TATA Consultancy Service Limited (TCS) – Groups	WTC & WTP
HCL Technologies Limited – HCL Groups	WTC & WTP & O&M
Indus Teqsite Pvt Ltd – Sirusery	WTC & WTP, O & M
GKS Tech Park- Porur	WTC & WTP
Analog Devices – Bangalore	WTP
IGGGL- Thoraipakkam	WTC
Chennai Metro Rail Limited- (CMRL) Koyambedu	WTC
Ananda vikadan publication – Ambatur & Mount Road.	WTC & WTP
TIDC- Ambattur	WTC
SundaramDynacast- Ambattur	WTC
The Accord hotel-Chennai & Puducherry	WTC O & M for Swimming pool
IIFL (CBRE Group) – Sholinganallur	WTC &
Rasi graphics – Poonamallee	WTC & WTP
<u>Hotels</u>	<u>Site Details</u>
The Residency- Groups	WTC & WTP
The Accord Metropolitans hotel -Groups	WTC & WTP
Checkers Hotel – Little Mount	WTC & WTP
Radha Reagent – Arumbakkam	WTC
LBR Hotel- Sholinganallur (Taj Group)	WTC , & WTP & O&M
Park Plaza - OMR	WTC & WTP
Radha Raja Lakshmi Hotel Pvt Ltd -Porur	WTC & Swimming pool maintenance

THANK YOU!!!