

RELY ON THE HIRED HELP IN CHEMICAL DOSING

Although most water and wastewater businesses invest in their own chemical dosing equipment, there are times when hired systems are a welcome solution. **Kevin Wheeler**, managing director, WES Group, offers guidance on why, when and how hiring makes sense, and what to look for in a provider

Chemical dosing is a critical element of water and wastewater treatment. To maintain quality, manage costs and comply with regulations, it must be delivered precisely, consistently and controllably. This means effective and reliable dosing equipment is required, that meets process needs, day after day.

There are certain circumstances in which that becomes difficult, and in these situations, as detailed below, short-term or longer-term hire of a dosing system should be considered:

A. Your equipment suddenly stops working. In such an emergency, a hired system keeps your operation going and gives you time to identify the cause and carry out repairs.

B. You plan to shut down your dosing system for maintenance, refurbishment, upgrading or expansion. Again, hiring avoids interruption of your processes.

C. You want to test and evaluate new treatment strategies and processes, to meet more stringent regulations and reduce operating costs. Before spending on new equipment, use a hired system to carry out tests and field trials to make sure the changes will work in your operation.

D. Your demand or treatment requirements are subject to short-term changes. Hiring gives you the flexibility to adapt your site capabilities rapidly and cost-effectively.

E. You need to upgrade your treatment system, or build a new one, but your capital expenditure budget is insufficient. Hiring dosing equipment reduces the cost to a relatively low monthly payment under your operating expenditure budget.

F. You are short of in-house knowledge, skills and capacity to install and maintain dosing equipment. A standalone hired system, specified, engineered and tested by a specialist provider, can be supplied ready to install. The right supplier can also manage its installation, commissioning and maintenance, avoiding any risk of letting down your customers.

CHOOSE THE RIGHT PROVIDER

To maximise the cost-effectiveness and benefits of hiring, these are the questions

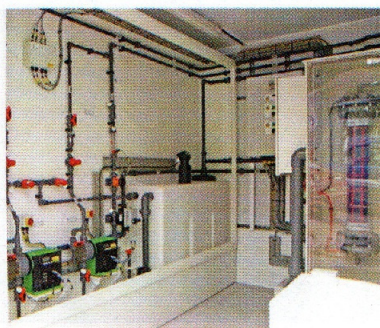


you should ask any potential provider:

1. What experience, equipment range and support do you offer? Look for proven expertise and a comprehensive portfolio of equipment and services that covers your industry sector's special needs.

2. Will your systems match the scale of our application? Chemical storage and dosing requirements vary enormously between sites and processes. Do you need a small system, or one with a tank capacity of up to 20m³? Do you normally fill by drum, IBC or tanker? Make sure the provider caters to your operation's size, procedures and supply chain.

3. Can your systems be easily adapted to our operational needs? Versatility is the key. For example, will the turndown ratio of the pumps supplied meet your flow and pressure specifications? Are the materials and layout of the pumps, valves and pipework compatible with the chemicals you use? Will the equipment allow simple setting and adjustment of timing and dosage parameters?



WES Group's systems are containerised for easy and fast transportation (above)

The containers are equipped with reliable and effective dosing systems (left, and below)

4. How quickly will your equipment reach us? In a breakdown situation, especially, you need to know that the system will be operating on your site very soon. Does the provider have a big enough fleet and an efficient logistics set-up?

5. Are your systems easy to move, install and commission? A good provider will do everything possible to speed things up. Is the equipment palletised or containerised for fast transport, and is it robust and weatherproof enough for deployment in any location? Are its components pre-integrated and pre-tested? In the case of a chemical tank, for instance, is it delivered with a suitable bund and with filling and safety systems?

6. Will your equipment integrate readily with ours? Check that the provider can make integration quick and easy. Will the system come with the right pipework and connectors for a straightforward link to your existing dosing lines, where appropriate, or to the lines supplied with it? Is there a choice between independently operating controls and linkage to your existing sensors and on-site or remote control systems?

7. Can we depend on you for expert equipment advice? Unless you already know exactly what system you need, and how to install and maintain it, you need a provider whose advice and support you can really trust.

8. Can you make the right combination of equipment and support available whenever we need it? Look for flexibility, responsiveness and a reputation for fulfilling customers' needs in both emergency and planned situations. You should also look for a provider who can supply you with a system that is compliant with safety and environmental standards.

Based on many years of researching the issues affecting customers, WES Group has launched a new hire service developed specifically to address each of the criteria above.

WES Group
www.wes.ltd.uk