CAPABILITIES

Trusted High-Performance Solutions for Industrial Water Treatment
Company Highlights

- Founded in **1968**
- Headquarters in **Richmond, Virginia**
- Manufacturing facilities
  - Ashland, Virginia
  - Eldridge, Iowa
  - Vernon and Fontana, California
  - Nederland, Texas
  - Nampa, Idaho
  - Bogota, Columbia
  - Santiago, Chile
  - Lima, Peru
  - Quito Ecuador
- **ISO 9001 and 14001** certified
- Acquired by **Danaher** in 2007
How ChemTreat is Unique

A business model like no other in the industry

Dedicated solely to industrial water treatment

One of the nation’s largest and fastest-growing companies in the water treatment industry
ChemTreat’s entrepreneurial spirit and relentless problem-solving approach have driven our business’ growth over the years.

The delivery of world-class products and services is what unites over 1500 associates in operations across North and South America.
The ChemTreat Advantage

Full product line of more than **1,200 products**

Advanced research & development laboratories, and **customized** analytical solutions

**Our Representatives**

- **Experienced** field engineers
  - Average of **over 25 years** water treatment experience
  - No “on-the-job” training in customer facilities

- **Stability** of representatives
  - Lowest sales representative turnover rate in the industry
  - Territories are managed at an accelerated staffing level to ensure quality service and growth are achieved
ChemTreat’s Support Structure

Corporate Technical Support Staff:

- Sales representative to corporate support personnel ratio of 8 to 1 —the most favorable in the industry
- Average of almost 30 years water treatment experience
- Organized into industry teams
- Over 70 percent of our total staff operates at the customer site
Sustainable Resource Management

Helping achieve **critical goals**:
- Increase overall operating efficiency
- Improve energy and water management
- Reduce water and carbon footprint
- Extend the life of capital assets
- Minimize maintenance expenditures

Offering a full line of **sustainability programs**:
- Water safety service and training
- *Legionella* training and monitoring
- Full range of water treatment training programs
- Performance verification and validation services
- Advanced monitoring and control equipment
Boiler Water Capabilities

- Full boiler product line including high-pressure/high-purity systems
- Chemical treatment specifications
- Feasibility and treatability studies
- Purity studies, including steam
- Corrosion studies
- Fuel conservation studies
Cooling Water Capabilities

- Biological studies
- Corrosion studies
- Advanced automation and control
- Pilot cooling tower studies
- Feasibility and treatability studies
- Chemical treatment specifications
Influent/Effluent Water Capabilities

- Streaming current detector for automated polymer feed
- Efficiency evaluations for on-site dewatering versus land filling
- Feasibility and treatability studies
- Fat, oil, and grease analysis
- System flow rate verification
- Heavy metals removal
- NSF approved potable products
Laboratory Services

Full analytical capabilities

- Micro bio analyses
- Microbiological characterization
- Infrared analyses
- Gas chromatography
- Ion chromatography
- ICP spectrometer
- Atomic absorption
- X-Ray fluorescence

Fastest analytical turnaround time in the industry!
Research & Development

Applications focused R&D strategy

New products and technology to allow our customers to operate their systems most efficiently

Customer technical support staffed with Ph.D.s, scientists, and technologists

Corrosion Coupon Spinner Baths
Scale Inhibitor Screening Tests
Heat Exchanger Modeling Systems
Evaporative Pilot Cooling Towers

Test Boilers
High Pressure Thermal Stability Reactor
Laboratory Retort Cooker
Laboratory Spray Water System
Environmental Commitment

Achieving environmental, health, safety, and regulatory compliance

**Customer assistance** and support for all EH&S needs and requirements

- Personalized EH&S training seminars
- NPDES discharge assistance
- On-site customer health and safety audits
Delivery Options

- 90% of orders ship within 36 hours, the rest within 72 hours
- Computerized Fairbanks Load Cells
- Computerized SPC monitoring programs

NEAT Delivery

- Complete Feed Stations
- Full Containment Flooded Suction
- All materials handled by ChemTreat
Field/Feed Support Equipment

- Staff of professional engineers and equipment specialists
- Full line of feed and control equipment
- Integrated automation capabilities

- Video probe
- Field scale monitors and Corraters
- Fouling and deposit monitors

- Sodium analyzers
- Doppler flow meters
- Haskins-Turner gauge
- Composite samplers
Training Services

On-site Customer Training
- Training manuals/site specific
- Safety training
- Customized operator training

Off-site Management Training
- 1 to 3 days
- Industry and systems specific
- Regional technical seminars