

Operational Improvements Save Money – Services that Protect Vital Water and Air Resources

a report by
Nalco

An Introduction to Doing Business with Nalco

During the past century, Nalco as a company has grown from a fledgling water treatment business to a leading provider of integrated water treatment and process improvement services for industrial and institutional applications.

Over 10,000 of Nalco's employees work with more than 70,000 customers in 130 countries in industry, government and institutions to solve and prevent problems, to help reduce customer total cost of applications (TCO), to maintain asset reliability and at the same time protect the environment.

Water and Air Are Vital Resources – But They Do Come with a Health Risk

A demanding and tough business environment is an ever-present factor today and it does not get any easier. Business is looking to increase profit by attracting more customers and improving product and company brand differentiation and recognition. At the same time, reducing operational costs is a key priority for all, whether in the private or public sector.

Water and air are vital resources for these companies but they do come with a health risk such as Legionnaires' disease, 'sick building syndrome' and other air quality conditions. Each of these carries a significant risk to health, which can lead to an unpleasant and dangerous environment for everyone who is working in, staying in or visiting an establishment.

Water Services

We offer a portfolio of services to address concerns about waterborne pathogens. We have developed a model that first identifies and quantifies risk, develops an action plan and employs remediation when needed. It then holds the gains through monitoring and control and pathogen analysis, followed by periodic reviews, including re-assessment of risks, with people in your organisation.

Air Services

Our hygiene specialists are committed to providing indoor environment quality (IEQ) solutions that reduce the risk of airborne pathogens, contaminants or other environmental hazards. We carefully monitor air particle, energy consumption and efficiency goals in order to provide performance documentation that highlights your total operational cost savings.

"We Offer a Portfolio of Services to Address Concerns about Waterborne Pathogens"

The Environmental Hygiene Services team comprises highly trained specialists who concentrate solely on providing services that reduce risk in customer facilities. They look beyond your cooling tower to help pinpoint potential pathogen risks from all water sources. This translates into a more productive work environment for your employees.

Backing our specialists is a team of researchers and technicians who have studied the issues related to pathogens. Using their global expertise, we have developed a service program that can be customised to reduce risk and potential liability from water and air systems. No two problems or solutions are identical and we know that, for each of our customers' specialist needs, we can deliver specialist solutions.

Lowering Expenses by Identifying the Issues

The largest costs and consequently greatest savings will come through real operational improvements that can affect water consumption, energy conservation, labour allocation, capital utilisation and risk management.

Nalco engineers conduct facility surveys, identify problem areas and provide solutions that can minimise exposure to government regulations and lower overall operating budgets.

Total Dedication to Safety

Nalco's customer surveys indicate that time and time again our main reason for doing business with us is our total dedication to safety.

Through regular employee training to specific government requirements, service engineers are sufficiently trained to be respectful of all customers' operational safety criteria. This awareness saves time, as well as increasing their confidence in Nalco's capabilities on their site. In addition to the well-being

of individuals, the improvement in safety will also benefit the bottom line. The results are clear to see with fewer sick days, fewer occupant complaints, fewer environmental issues and less negative publicity. ■

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