

Bonus Section....

BIO-WIN -

Biological Treatment Process Simulation and Analysis

PMSL employs BioWin by EnviroSim which is used world wide in the analysis



and design of wastewater treatment plants.

In the hands of our PhD level environmental engineers BioWin is skillfully applied to:

Accurately model and predict the anticipated operating parameters and effluent results at the design phase.

Explore the feasibility of re-rating an existing plant to postpone the need for immediate expansion.

Provide the foundation for process guarantees.

Call Today!

1-800-956-4937

How Cold Can A Cold Call Be?

*Chris Hastings
General Manager
PRTST Division*

During the Winter of 2006 / 2007 we made some special weather related Cold Calls and just like the Spring brings relief from the bitterness of the Winter so orders were received from these coldest of cold calls.

A couple of notable success stories we would like to share with you started in North Dakota back in October and concluded in January with our representatives **GPM, Inc.** A major pipeline operator had been using Jensen Mixers for many years. Our initial meeting was to thaw the desire to stay with the same brand; using our computational fluid dynamics presentation we gradually awakened the prospect to the process performance of the Philadelphia Cutlass Mixer. The development of the computational fluid dynamics presentation as an educational tool has made the sales effort much easier, as the prospect was able to see a clear comparison between us and the competition. Our tank cleaning success stories also helped convince this customer. Congratulations to **Dick Steffek of GPM Inc.** in landing this project.

Snow & Ice has followed me throughout this winter season so it was no surprise that at the end of February when our Canadian representatives Pronghorn Controls Limited set up the coldest call yet at minus 16°C, with an additional wind

chill and still snowing. A few weeks prior our representative was out at a tank farm to discuss tank inventory measurement and noticed a tank in an API 653 turnaround, this tank was undergoing extensive repair. So he inquired further and was given the name of the Project Integrity Engineer back in Calgary. So he set up a meeting during the week of the Canadian Above Ground Storage Tank Conference. During the meeting we learned that there were many problems associated with this tank (and others) and within the pipeline system, we were able to talk confidently about why they were experiencing these upsets in operation and provide reasonable solutions. The prospect later involved their Tank Consultant and they confidently endorsed Philadelphia Mixing Solutions for this project, furthermore they informed us that they would consider us for other projects. Congratulations to Colin Robertson of Pronghorn Controls Limited in seeking out this opportunity and converting it into a PO.



Moral of these stories: get out there in the field, pursue opportunities no matter what the weather, even if you are from Texas. He who stays at home will catch a cold, what persuasion are you – the go getter or the stay at homer.....?