

The official News Letter of the AJM Environmental Services Group of Companies

A J M expands into Queensland

After achieving record sales in the last financial year and to better assist our ever growing client base in Queensland the AJM Environmental Services Group has opened up offices in Brisbane. , AJM Environmental Services (QLD) Pty Ltd commenced operation on the 1st of July 2001 and has already completed contracts for Amcor Beverages, Associated Oils and Snap Fresh. The Latter (pictured on the right during installation) was a complete design and construct package won by competitive tender and managed by Leighton Contractors. This facility owned by Qantas, being an entirely new operation, was designed based

on AJM's experience in the industry and expected data. The system which involves balancing and storage facilities, bulk chemical storage and dosing equipment, dissolved air flotation, sludge handling and disposal plant was designed to treat more then 20kL of water water per hour. The project was completed well ahead of schedule and all analytical results indicate the plant is achieving treatment of the wastewater that easily complies with Logan Water discharge Guidelines. The Queensland offices are run by Lance Winley who has more than 20 years experience in industrial waste water treatment processes.



SNAP FRESH WWTP under construction in Queensland

Meanwhile..... Back in Sydney

AJM have relocated to larger premises . Quickly outgrowing their old site, AJM have taken up residence in Kirrawee in Sydney's Southern suburbs. These premises house AJM's engineering design offices, fabrication and electrical manufacturing facilities.



Also inside:

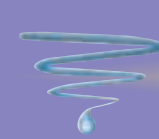
* New product profile - the WEGDY!, case study for WWTP for Waste Service NSW, * how to make an engineer from a salesman, plus all the usual back page stuff.....



Something to drink?

AJM are expanding into the potable water treatment market with the design and construction of a pilot scale membrane water treatment plant. The plant developed with Rolls Royce Australia will initially be used to determine the exact design parameters of a full scale system to be installed at Harding Dam, a small township located some distance from Port Headland. AJM were awarded the contract to design, build and program the pilot system which contains full SCADA and remote operating capabilities.

Adrian Minshull hard at work (as always!) programming the pilot plant!



Liquidity

New Product Profile

The Wedgy!

The apatures in the fully removable screen range from 0.5 to 3mm to suit most applications.



The entire unit is fabricated from either grade 304 or 316 stainless steel for maximum longevity and in a range of widths from 500mm up to 2m wide which will handle virtually any flow rate. *You can't go wrong with a Wedgy!*

The Wedgy will be on display at Ozwater 2002 in Melbourne. Come and ask for a demonstration!

Recent Case study

Waste Service NSW engage AJM to construct treatment plants to treat leachate from waste transfer stations

AJM were awarded a contract to design supply and install trade waste treatment systems for Waste Service NSW at three of their transfer stations. The waste that was previously discharged to sewer was often high in suspended solids, grease and metals to name a few. The waste being mainly leachate is very difficult to quantify on any consistent basis. The systems installed were based on a combined batching, chemical treatment and sludge dewatering process. It was essential (being a solid waste transfer station) that the sludge generated from the treatment plant was returned as solid waste to the land fill site). AJM installed the AutoBATCH system which is a very simple yet highly effective process that easily satisfied both the trade waste discharge limits and the clients sludge consistency requirements.

The system works by using a specially blended powdered chemical that contains the correct amount of coagulants, flocculants and inert materials to precipitate metals, colloidal matter and de-emulsify oils and greases. These substances are then bound into a highly stable floc. The water containing this floc is then delivered to a gravity dewatering system which uses disposable paper to remove solid matter. The sludge remains behind on the cloth and is automatically indexed into a bin for disposal. The treated water is then pumped to a pH neutralisation and monitoring stage before being discharged to sewer.

AJM have installed a number of AutoBATCH plants. They are ideally suited to high concentration, often difficult to treat wastes with small to medium flow rates.

It didn't take too long to come up with the product, there is most certainly a need in the industry for a low cost effective wedgewire screen. What did take some time was the name. Congratulations to Mr Jonathan Perry who took all of well 20 seconds to provide his choice. Wonder what he did during his childhood!?

Anyway, the Wedgy is, as the name describes, a wedgewire static screen. Based on the standard optimum parabolic shape, with a specially designed inlet weir configuration which prevents so called "screen hopping". The Wedgy is a highly economical method of removing solids from waste.

Technical Feature

Continuous Effluent Analysers



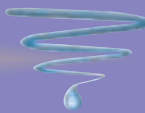
The need or desire to know the quality of our water continuously and on line is increasingly possible for an ever widening array of analytes. However, as with any venture one must look closely at the costs and the benefits.

Simple probe measurements for pH, ORP, conductivity and dissolved oxygen have long been available and reliable when applied correctly and relatively inexpensive for monitoring and control. Turbidity measurement is also relatively common place in monitoring and sometimes for control.

The question lies in the higher order analysers such as for BOD, COD, metals and nutrients. What is the cost and where could they be effective? They are generally quasi-continuous, meaning that batch analysis is carried

out with response times of up to 15 minutes. The analysis that takes place is usually adapted from normal laboratory methods, either shortened with an extrapolation applied, or substitute methods or reagents used to simplify. For this reason, results obtained from on-line analysers would never substitute for NATA laboratory testing, and so are limited to a process tool only.

These higher order analysers start with price tags of \$20,000 and upwards for reasonable quality and process. With this considered they would apply in large systems, especially biological, where process variations are expected that need fast response, or where discharge constraints are particularly sensitive. Often, where the need is there but the finance is not, a good alternative is a few hundred dollars on packaged reagent kits where a test can be manually done in a few minutes.



Tips if your salesman wants to help you out on site!

Rule 1. Always Ask - If the salesman says he knows how to do it, be very worried.

Rule 2. Power Tools - Power tools or anything sharp or heavy and salesmen don't mix and your workers comp insurance premiums will suffer.

Rule 3. Protective Clothing - Don't let the salesman wear it as it tends to make them feel indestructible.

Rule 4. Protective Clothing Again - Salesmen by their very nature love to dress up. If you decide to ignore rule 3 and let them dress up when visiting a construction site, make sure you give them different coloured hard hats and jackets to everyone else. This way everyone will be able to keep an eye on them and stop them breaking any of these rules or themselves.

Rule 5. Measurements - If a Salesman measures something, recheck it. There is something about reading a tape measure that seems to totally baffle sales people. Plus they don't seem to appreciate that "close enough" when working with steel is not close enough.



Excellent..site work again!



AutoBatch 1000 at Seven Hill WMC

One of those short, embarrassing and true stories

At AJM we believe that people should only be allowed to do work for which they are appropriately skilled and trained. Specifically we no longer let Sales personnel help out in the factory or on site. A bit harsh you might say, but the following examples (which are both true and have not been "stretched" for the sake of a good story) clearly demonstrate our case.

One of our Salesmen, who shall be known as "Mr X" for the sake of anonymity, has recently had a couple of skirmishes with hand held power tools. The first took place when we received orders for 5 DAF systems within a one-week period, all being for urgent delivery. So it was all hands on deck and Mr X was tasked with drilling a series of holes in the top flanges of the DAF tanks. All was going

well in the assembly except that despite having a well stocked new drill supply Mr X was having problems and had exhausted our total supply of pilot drill bits on the first hole (which had also taken much of the day!).

Closer examination revealed that not only had Mr X been running the drill backwards for the last half an hour, but that the hammer setting (used for drilling concrete) was on! Mr X had not realised that drills could spin in both directions and thought that the hammer setting should be a little quicker. If you are still not convinced, another painful demonstration involved Mr X attaching the drill's extra handle to the drill's chuck, not the main housing, thus each time the drill started, the handle, despite Mr X's superhuman effort to stop it, spun around and wack!

Back page news



The AJM Christmas party ended up being another raving success despite several employees being stranded at a Werris Creek (about 1 hour west of Tamworth) rail yard in 50 degree heat. Just to let you know guys (Adam, Gary & Matt) that as we polished off the last of the prawns and sipped french champagne....we were thinking about you - honestly!

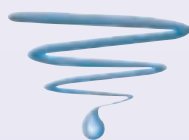
Happy New Year
to you all!



If anyone is interested in advertising their products or services in the next issue of this newsletter, please feel free to contact us. With a circulation of erm... quite a lot, how can you miss this opportunity? Advertising rates will be very, very reasonable and we would also consider some interesting editorials. Please contact Andrew for further information.

Deadline is sometime in Feb 2002.

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DAF PILOT PLANT AVAILABLE



Bookings are now being taken for AJM's pilot EnviroDAF system. Our third pilot unit is currently under construction and will be available early February 2001. The unit has a capacity of around 5kL per hour and is supplied complete with chemical dosing equipment to allow a wide range of studies to be conducted. Oh and if you do hire a pilot unit, don't let Jonathan try to sell it to you, Adrian (I understand) is getting tired of re-building them.

If you are reading someone else's copy of this newsletter and would like one just for yourself, let us know and we will add you to our mailing list. On the

other hand if you don't want to receive future copies of LIQUIDITY, email us your contact details and we will delete you from our list. Thank you.

Agents Update

K2 Corporation Pty Ltd, Victoria and SA

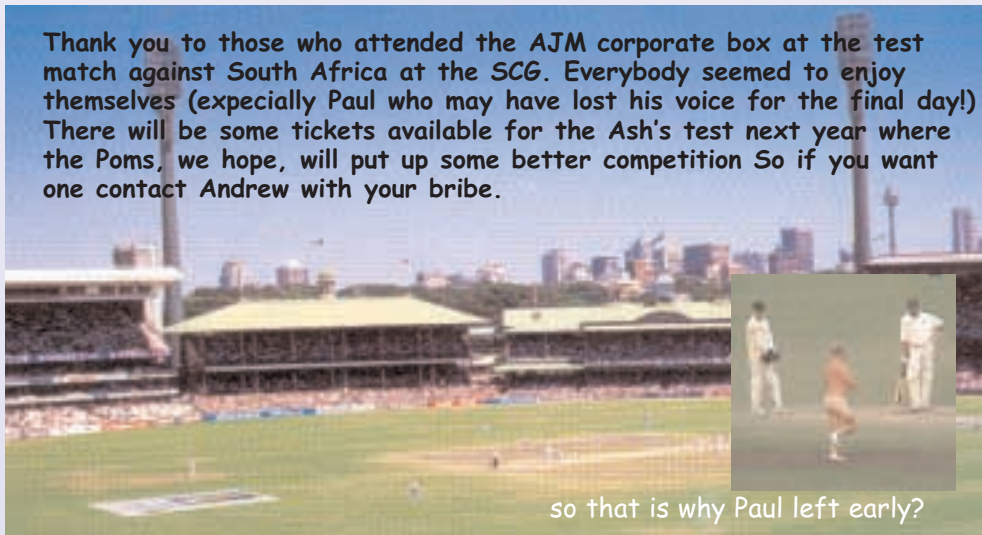
K2 Corporation was established in 1999 by Managing Director Chris Stanley. Chris has been active in the Australian Environment Movement and extensively involved in the design and construction of wastewater treatment plants for more than 25 years. In the first 12 months acting as Victorian and SA agent for AJM, Chris has had outstanding success completing a number of large projects including Patrick Stevedores and two treatment plants for the Amcor Packaging Group.

Well done K2, keep up the good work!

[AJM at AWA OZWATER](#)

AJM will be attending the Melbourne AWA OZWATER exhibition in March 2002 for the third year in succession!

Thank you to those who attended the AJM corporate box at the test match against South Africa at the SCG. Everybody seemed to enjoy themselves (especially Paul who may have lost his voice for the final day!) There will be some tickets available for the Ash's test next year where the Poms, we hope, will put up some better competition So if you want one contact Andrew with your bribe.



so that is why Paul left early?