

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

AJM launch a new range of dewatering presses

AJM are now offering a full range of sludge dewatering filters to complement our existing range of products and services. As with all of AJM

equipment, emphasis is on the highest quality and durability. AJM has spent considerable time and resource over the last year to develop a superior Belt Filter and Filter Press design that can offer improved performance at a better price than that currently available on the Australian Market.

The main structure and mechanics of the Belt and Filter Press will be constructed by AJM's

overseas partner. AJM will then

perform the final component and electrical fit out in our Sydney workshop to ensure full

Australian Standards and SAA wiring specifications are complied with. All AJM

Belt Filter Presses are constructed with a full 304 Stainless Steel frame and wetted parts. Other grades of Stainless Steel will be available on request, however, there will be no mild steel used in the construction of the Belt Filters, providing a unit that will stand up to constant wet and corrosive environments.

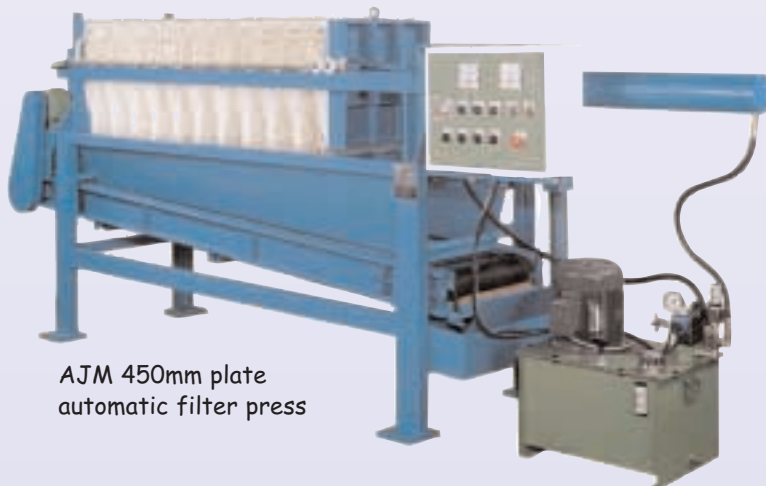
so inside.....

Continuation of an article on corrosive chemical orage, some engineer jokes, Perry in Asia, a short ishap story from Lance in Queensland, even a ctuure of some feet plus the usual back page stuff

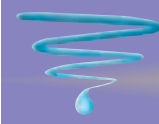
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AJM 7 stage
compression
Belt Press



AJM 450mm plate
automatic filter press



Liquidity

Accidents, Mishaps and Stories

(by Lance Winley)

Do you remember having one of those weeks? Well in the last issue of Liquidity I was mentioned as having several mishaps within a reasonably short period of time. Some involved my car, others due to sheer stupidity and the rest were simply unavoidable when two salesmen get together over a minor technical matter.

By the way, the saying "don't let the truth get in the way of a good story" does not apply to this one as it is actually based on real facts. Our editor has however ensured that all Lances mishaps have been accounted for not just the ones that make him look just a little bit stupid.

"It all started at about 8.00am when I reversed into a most pleasant lady in a city car park ripping the bumper right off her car. I admit that my attention had been distracted by the 10mm high speed humps that i was carefully maneuvering over so as to not scrape my side skirts. Yes I know, the price for vanity.

I arrived at the airport an hour late to meet our National Sales Director. (It would have been later if the pleasant lady had accepted my coffee invitation as payment for her bumper bar).

Our plan was to drive up to the Sunshine Coast with our model DAF system which was to be exhibited at trade waste conference. We thought we had done an excellent job tying the unit to the trailer but little did we realise that loosely bolted on plastic chain guards do not travel well in excess of 100km/hr.

We finally managed to get the model into the exhibition whilst delegates were arriving. This of course is not the best scenario but we thought of a cunning plan using a bit of innovation and ad-libbing.

After warning of the dangers a DAF can cause to fingers when scraper guards are inadvertently left on the side of a motorway, we invited our guests to a simple demonstration of a waste water

treatment plant start up procedure. This plan was going perfectly well until it was pointed out that there was a considerable amount of steam coming out of the system. I had forgotten that the National Sales Director is colour blind even to the degree of distinguishing between hot and cold taps. Now as you may be aware, DAF systems, particularly demonstration ones made of plastic, do not perform well with water in excess of 60 degrees. It only took another half hour and the transport of many buckets of water before we finally had everything in order.



We did extremely well after that until arriving back at the office without any problems until I had to reverse the trailer undercover through a narrow gap with surprisingly excellent instructions from my partner in crime. "Nearly there, just a bit more, left a little..." Bang! Now one thing I do not remember learning in my driving test was that when reversing with the door open, head out, looking to the rear, make sure palm trees do not jump out and rip off your door!

I was also going to tell you about how we drove 20km the next day without realising the trailer was not latched onto the tow ball and, and...nah, i think we will stop there for now."

I have learned a few things from this adventure,, side skirts and spoilers are not really necessary, securing your load is generally a good thing to do, red means hot and green means cold and never let me loose with our National Sales manager again, please.

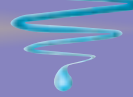
The office decided that I needed a new number plate in remembrance of my day.



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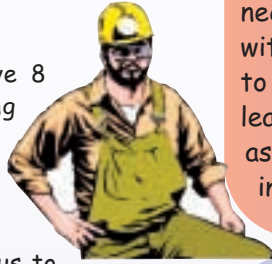
Enquire about the Tank Management Services IBC Exchange program



Corrosive 8 Chemical storage continued from previous issue...

In this second article on the storage of corrosive 8 chemicals we will briefly review the bunding requirements for bulk corrosive 8 chemicals.

The basic requirements for bunding are:



1/ Chemical Resistance: The bund is to be impervious to the chemicals contained, which means that careful selection of the bund construction material and/or lining is very important. A word of warning on this point, many epoxy paint like materials are classed as "resistant" to many of the corrosive 8 chemicals, but "resistant" may mean that they survive contact for only 12 - 24 hours! Thus a small unnoticed leak in a tank could quite quickly corrode a hole through a bund.

2/ Capacity: The bund must contain as a minimum a 110% of the volume of the largest tank. For unroofed bunds allowances should also be made for stormwater collection, which will in some areas significantly increase the bunds collection size (if the bund's full of rain then it's not going to help much if you get a leak in the chemical tank!)

3/ Drainage: It is not generally permissible to have a drain valve or automatic pumpout system on a corrosive 8 bund, however all bunds must have a small sump built into their base to ease collection and disposal of any stormwater or spilt chemical.

4/ Size: The main consideration on the sizing of the bund, apart from the volume, is the distance from the top of the bund walls to the tank/s. In the event of a tank rupture or fitting failure the material in the tank will tend to spray, thus the minimum distance between the tank and the bund must be equal to or greater than half the tanks height that sits above the bund. In some states it is permissible, where room prohibits the above distances, for spray walls or double skin tanks to be used.

5/ Dissimilar Chemicals: It is not permissible to store non-corrosive 8 chemicals with corrosive 8 chemicals in the same bunds, nor should corrosive 8 chemicals that react dangerously together be stored in a single compound. Common mistakes are the storage of acids and alkalis together or chemicals such as Alum and corrosive 8 acids (Alum is not classed as a corrosive 8 chemical).

The above only covers the basic requirements of corrosive 8 chemical bunding and any bund or compound must be designed and built to the requirements of all the relevant authorities (refer last newsletter). Again Australian Standard AS3780-1994, The Storage and Handling of Corrosive substances is recommended as a good starting point.

(sorry it's a bit short this month, but Ed reckoned the last article was too serious and took up far too much room (thus no-one read it) and only gave us a tiny section of this months newsletter)



AJM BB1000 Bund complies with AS-3780

Some Engineering funnies

This section is dedicated to those who are not necessarily engineers but are often forced to deal with them. Sometimes, engineers may actually reply to questions, or even write things down which can lead to some degree of confusion. We have tried to assist those who have to deal with engineers by interpreting a few of their most common sayings.

What an engineer says

Project slightly behind original schedule due to unforeseen difficulties

The designs are well within allowable limits

The design will be finalised in the next reporting period

A number of different approaches are being tried

Test results were extremely gratifying

Extensive effort is being applied on a fresh approach to the problem

The entire concept will have to be abandoned

Modifications are underway to correct certain minor difficulties

Essentially complete.

Not well defined.

Requires further analysis and management attention.

Risk is high, but acceptable.

Yes

What he really means!

We are working on something else.

We just made it, stretching a point or two.

We haven't started this job yet, but we've got to say something.

We don't know where we're going, but we're moving.

It works, and are we surprised!

We just hired three new guys; we'll let them kick it around for a while.

The only guy who understood the thing quit.

We threw the whole thing out and are starting from scratch.

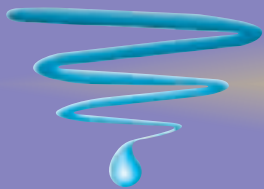
Half done.

Nobody's thought about it.

Totally out of control.

100 to 1 odds, or with 10 times the budget and 10 times the manpower, we may have a 50/50 chance.

Maybe!



Back page news



About a month too early Jonathan left for for a trip around Asia. Should he have waited a little bit longer, he would have been able to see Uruguay losing as punishment for knocking Australia out in the world cup qualifiers.

In a trip that consumed more time in airport lounges, on planes, taxis and tuk tuks, Jonathan still managed to secure representation of AJM's products in several regions including Korea, China, Taiwan, Singapore and Hong Kong (where he was spotted by the paparazzi above).

Of most memorable note however was a purchase of three CD's including "Queens Greatest Hits" which were bought as a "bargain" present for his wife Sandi. Unfortunately, despite the CD cover being identical to the original and the songs having the same title, it would appear that Freddie Mercury has been reincarnated as a Korean karaoke singer!

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K2 Corporation Update

K2 Corp has come of age by more than doubling the turnover to that of the last financial year. K2 have recently been focusing, with great success, on wastewater reuse and recycling.

As agent for AJM in Victoria and South Australia, K2 have constructed several large systems over the last few months. EnviroDAF sales are going particularly well.

One of K2's larger clients in the Stevedoring industry remarked that they were very impressed by the quality of K2's workmanship and the ability of the system to allow highly economical recycling.



K2 Managing Director, Chris Stanley at AJM's stand at Enviro2002

Yes. AJM were at Enviro 2002.....but

Have you noticed over the last few months that just about every environmental related trade magazine has sported pre show articles, during show features and post show awards? It is true that Enviro2002 features high on the calendar of any company who is involved in water and wastewater treatment and rightly so. We do feel however that we would like to



shed some light on some other memorable occasions from the show. On this note, we would like to a) hear particularly from exhibitors whose feet were as sore as mine. b) offer thanks to the Orica stand for awarding me a new putter for getting a hole in one (my golf has not improved but it looks good) and finally c) we hope the guy who fell in the water at the Suez stand is ok.



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.

We are still taking bookings for advertising in future copies of LIQUIDITY. As you can see in the last issues, two companies have bitten the bullet, handed over the bottle of wine and are now reaping in the rewards. One company (who wishes to remain anonymous) declared a 1000% increase in pre tax profits as a result!

ADVERTISING OPPORTUNITIES