

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

When things won't float



As you are probably aware, AJM build DAF systems. Some things however simply do not float such as bricks, concrete, lead fishing sinkers and even salesman from time to time. AJM has come across many such applications over recent months.

Some of our recent installations include McConnell Dowell for The Sydney Biomass project at Camillia, ADI in Mulwala, Boulderstone Hornibrook for treatment of ground water during major construction work in Sydney, a 4m unit to thicken backwash water from a water treatment plant in The Grampians, an upgrade of a clarifier at Austral Bricks (see it is true bricks don't float!) and a small stainless steel unit for a clinical waste incineration company is currently under construction.

All AJM clarifiers are custom built for each application and are designed in mild steel, concrete or stainless with either a raked bottom or 60 degree cone.

Clarification is one of the three main methods of solids liquid separation. the others being flotation or filtration. The only problem with clarification is when AJM install one close to the Snowy mountains... Six weeks into a particular project we were starting to worry back in the Sydney office. Sure Adrian and Brad called every now and again sounding like they had flu and complaining they were sick and cold. But were they working too hard?? Our concerns were put into perspective when our spies photographed Brad one Sunday afternoon at Mt Hotham.



John Koumoukelis has taken the plunge and signed up as AJM's National Product Manager for sludge dewatering equipment. Known to most in the industry as "John K", he has been working with sludge for nearly 10 years. To many people, sludge is just something that we get rid of. But not John K, he just loves the stuff and requested that if you have some

spare, send it our way! John is well known for his expertise throughout the municipal and industrial sectors. Primarily his products will be belt presses and filter presses. So if you want one, give him a call!

Also inside.....

Recycling, is it worth it? Internet survey, a Music quiz, a cutout metric conversion chart plus the usual back page stuff

AUSSIE H₂O CHEAP BY WORLD STANDARDS

Australia's water is third cheapest in a snapshot of world prices. At only US48 cents (94c) per cubic metre, it topped only Canada and South Africa. Water in Europe was the most expensive.

Of the 14 countries polled, European countries filled the top nine places, lead by Germany at \$2 a cubic metre. The US ranked 10th at \$1 per cubic metre.

The above information was published in an AWWA article and has been much publicised over the last few weeks!

So if water is so cheap then why do we (collectively in industry) consider implementing wastewater recycling programs?

Water can be a high cost to many industries and is one aspect of business operations that should not be regarded lightly.

Ultimately, the primary reason for recycling or reusing wastewater is to cut costs. Common sense tells us that if water is recycled, savings will be made, the \$ saved being dependent on % reuse.

Before considering recycling however, it is usually a fruitful exercise to conduct a waste minimisation study. It is not uncommon for water bills to be cut considerably following a

proper study into water usage.

Once this analysis into water usage has been completed, reuse can be evaluated methodologically as described briefly below:

Step 1 First of all, establish an application or area where recycled water can be used. This will determine the desired quality of recycled water. Of paramount importance, and particularly relevant to the Food Industry, strict legislation covers the quality of water used in many processing areas. In these cases approvals from organisations such as AQIS must be sought which can often prove difficult to obtain.

Step 2 Obtain prices for equipment that will treat the wastewater to the desired quality for the purpose intended. Ensure performance guarantees are supplied along with the operating costs. These costs will involve one or a combination of chemicals, power, sludge removal, labour, maintenance etc. It is important to conduct a risk assessment at this stage and include a back up process in case of failure.

Step 3 Conduct a cost analysis. Remember to include all real costs including mains water usage, sewer usage, trade waste fees, statutory fees, plant operating costs etc.

It has been stated on many occasions over the last few months that unless the cost of water rises considerably, there is little financial incentive to reuse waste water. This is not always the case as the cost of treating water and reductions in trade waste fees varies enormously depending on the industry and its location.

Periodically reviewing the above is a good idea as one day in the future, we will all be reusing water to some degree.

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Music Quiz

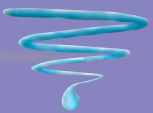
We decided that it was about time we did something with the aim of provoking a response. The answer, a quiz! So below are some lyrics from some well known, some not so well known, some good and some awful songs spanning a few decades. All you have to do next time you are bored is a) work out the name of the artist and the song, then b) write you answers on an email and send to newsletter@ajmenviro.com.au

The first email received with all correct answers (or most correct as we will be suprised if someone gets them all!) will win a **\$100 Santiy Music Voucher Prize** and if you send a picture of yourself we may even publish that too in the next issue. Only emailed replies will be accepted. Good luck!



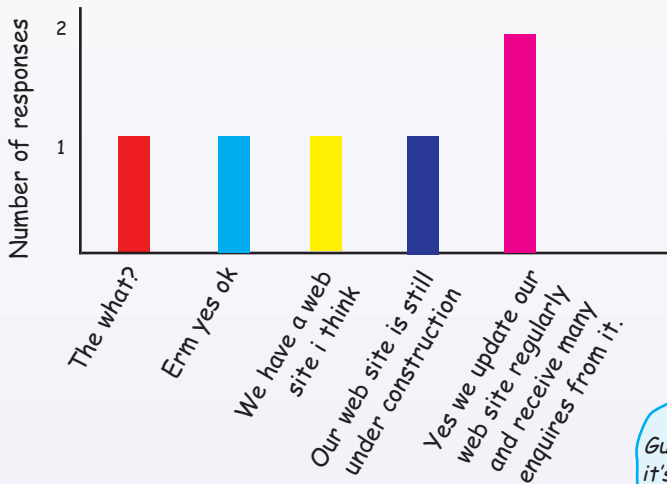
- a) Played it till my fingers bled
- b) I've been kicked around since i was born
- c) I love you from the bottom of my pencil case
- d) and I'm sitting in my tin can
- e) hand in hand is the only way to land
- f) I got sunshine in a bag
- g) She's into superstition, black cats and voodoo dolls
- h) I can eat my dinner in a fancy restaurant
- i) maybe just like my mother, she's never satisfied
- j) We're going where the sun shines brightly
- k) I live upstairs from you
- l) On your knees boy





Internet Survey Results

AJM recently conducted a national survey of more than 5 companies concerning their attitudes towards marketing via the internet. The responses can be summarised as follows:



Although our survey was not that conclusive really (in fact the last response was from two of the AJM groups' companies) it did tell us that not enough businesses are using the internet as an effective marketing tool. We have been told many times that the internet is one of the most valuable sources of information and with many people now having permanent high speed connections on their desk, it should make paper directories a thing of the past. (sorry yellow pages!)



At AJM, we do update our web site frequently and currently receive many enquires via this source. We even have a really cool animated drop on start up now!

As you may have gathered, this article is really just a plug for our web site, but why not it is our newsletter! We will however be publishing a listing of the 5 best web sites of companies on our news letter mail list in the next issue of **Liquidity** so email us your address to be judged.

Real Engineers consider themselves well dressed if their socks match.

Real Engineers buy their spouses a set of matched screwdrivers for their birthday.

Real Engineers say "It's 70 degrees Fahrenheit, 25 degrees Celsius, and 298 degrees Kelvin" and all you say is "Isn't it a nice day"

Real Engineers rotate their tires for laughs.

Real Engineers always check calculations in articles such as this one.



Real Engineers....

If you think this chart may be useful, cut along the dotted line but make sure you read the stuff on the back first.

Metric Conversion Chart

- 10 cards = 1 decacards
- 10 millipedes = 1 centipede
- 1,000,000 microphones = 1 megaphone
- 2,000 mockingbirds = 2 kilomockingbirds
- 1,000,000,000 piccolos = 1 gigolo
- 100 rations = 1 C-ration
- 10 monologues = 5 dialogues
- 3 1/3 tridents = 1 decadent



Laboratories and Salesmen (another true story)



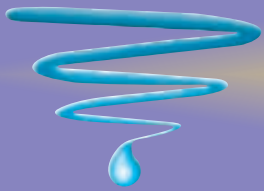
Hey Guys, it's me again!

I was sitting at my desk the other day (pretending to be busy as always), when our Salesman came running into the office and excitedly dumped what he purported to be an effluent sample on my desk. He is normally quite good at working out chemical processes for most kinds of effluent but this one seemed to baffle him! "Look at this" he exclaimed, "I have been working on this in the laboratory all morning, I have tried everything in the book, this emulsion simply won't break!

Fair enough the sample appeared to be very thick. "What sort of effluent is it I asked". "The client said it was from shipping container washing" our salesman replied. Hmm... I said, "were there any notes with the sample?". "Erm maybe hold on" A couple of minutes later I was presented with a three-page letter from the client that arrived with the sample. To quote from the second line of the letter, "please find enclosed two samples of the neat product that the shipping containers will contain, we would suggest that you dilute them by at least a 1000:1 to simulate the actual effluent!"

Just to tidy off our salesman's exploits column this issue, those of you who have been following recent issues will remember a certain Queensland trip and the problems our salesman and his QLD counterpart had with cars and trailers. Well since returning our salesman has unfortunately still not learned. A few weeks ago he (being helpful in the workshop again) managed to load around 3 tons of pipe into a 750kg max capacity trailer (figuring it would be easier to move around the workshop). Result, one new jockey wheel and a trailer that permanently looks like a lowered sports car.

Then top it off he borrowed (first and definitely last time) the repaired trailer for the weekend (something about tidying up his house), trouble was no one told him you have to raise the jockey wheel before driving and he obviously assumed it was there to reduce the load on his towbar. One more jockey wheel and a perplexed trailer shop owner. Our salesman has been banned from the workshop and all trailers (regardless of state).



Back page news

Just in case you did not know what we do.....apart from sending out occasional newsletters:

- Dissolved air flotation systems for industrial, water treatment, activated sludge thickening, polishing and water treatment
- Clarifiers and thickeners for industrial municipal and mining
- Batch treatment plants for small industrial applications
- Belt filter presses for sewage and industrial sludges
- Chamber filter presses
- Oil separation systems for stormwater and trade waste
- Sand and carbon filtration systems
- Biological treatment plants
- Static and rotary screens
- Chemical handling and storage systems

Now you know.....!

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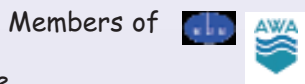
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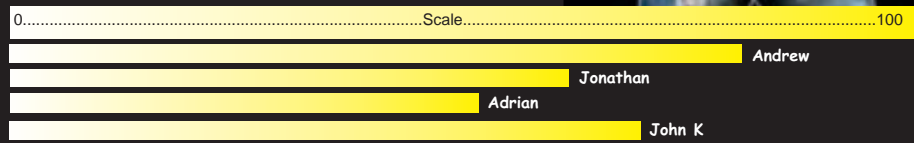
Quake Challenge

For those who are not familiar with the funny looking guy on the right, it is actually Andrew at around 5.30pm on Friday nights.

When the clock chimes, AJM's offices turn into a mad fighting frenzy of adults rampaging down computerised intergalactic corridors blasting each other to smithereens.

The top player rankings currently stand as follows with Adrian slipping from 1st to last position in just 3 weeks.

We would be interested to hear from any other Quake heads who would like to challenge AJM via modem. Keep on fighting!



RECORD DAF SALES

AJM has recently been awarded a contract to supply and install a DAF system complete with chemical dosing and vacuum filter for Campbells Consumer products at Wetherill Park.. This sale increased quarterly DAF sales to record amounts.

FOOD PRO 2002

AJM attended the Food Pro exhibition at Darling Harbour. So if you are wondering why you have received this newsletter and you were at the show.... Well you have your answer!



Rafting Adventures

Thanks to all who attended AJM's white water rafting trip at Penrith Lakes in September. It is a shame no one brought a camera so we could have published photos of Adrian zooming down the rapids without his boat! ...Next time

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**. Prominent Fluid Controls (who look after our dosing equipment needs, thanks Nick and congratulations on your recent wedding!) have taken the plunge. Don't forget, if you do call them as a result of this ad, please tell them you saw their ad in Liquidity. We want to know so we can decide whether to raise our prices or not!

AJM has been awarded a contract to supply several Wedgys to an overseas paper mill. Wonder if they are familiar with the atomic Wedgy. We did not ask!

ADVERTISING OPPORTUNITIES

Wedgy Alert