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SPILL DOCTOR SOUTH AFRICA

WHY CONTAINED ABSORBENTS?

Traditionally, industrial companies have always used products, like clay, sawdust, or even cardboard and rags, in an attempt at dealing with leaks and spills in the work place. In fact many just let the liquid spread unchecked across the work area where it becomes a slip hazard, seeps into the floor or accesses drains causing both ground and water contamination.

Clay granules are heavy (normally packed in 30ltr / 18kg bags), dusty, ineffective and can contain carcinogens. No one minds “spreading” granules, but very few like to clean them up which leads to a saturated mess being tracked around the area, walked into offices, cars etc. Loose products can ingress plant and machinery adding to maintenance problems and in some cases contaminate finished product causing batch rejection or damage to moulds.

It goes without saying, that apart from looking unsightly rags, sawdust and cardboard are all potential fire risks and can cause companies to fail fire brigade inspections and void insurance.

Modern contained absorbents are simple to deploy, easy to recover and very effective.

They fall into 3 distinct groups:

1. **Maintenance** for oils, coolants, cutting fluids, mild solvents & water

2. **Oil Selective** repel water and only absorb hydrocarbons
   (Fuel, diesel, heating oil etc)

3. **Chemical** for acids, caustics and unknown liquids

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Within these groups are distinct types of products:

1. **Socks and Booms**

2. **Pads and Rolls**

3. **Cushions**

In simple terms, Socks and Booms contain and absorb the liquid; Pads and Rolls catch over-spray and drips and clean up spills. Cushions are for deep spills and catching leaks and drips.

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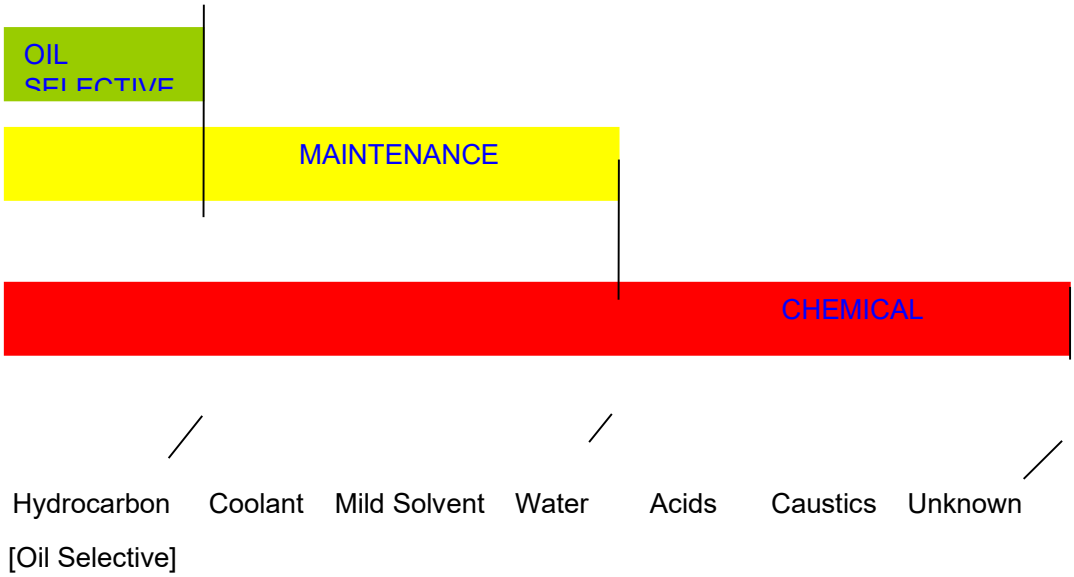
WHICH ABSORBENT



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Terminology

Adsorb: Liquid is held in the “gaps” between the fibers not “taken” into them

Absorb: Liquid is “taken” into the material

Melt blown: The raw material is blown through a colander head in a random pattern (like candy floss fibers) to give the product strength

Spun bond: Method of producing the outer skin for products such as socks, cushions etc. Extremely strong and pliable

Single weight - double weight: Denotes the thickness of the product

Hydrophobic: Repels water

Any “Oil Selective” product is hydrophobic the material is a derivative of oil so it naturally repels water and attracts hydrocarbons

Hydrophilic: Absorbs water

This term applies to products that have been treated to enable them to absorb water. All General Purpose and Chemical products fall into this class

Hydrocarbon: Petrol, Diesel, Fuel Oil, Heating Oil, Lubricating Oils etc.

(NOT WATER)

Chemical: Also known as Universal this term applies to Acids, Caustics and aggressive liquids. Products in this class will in effect absorb anything including oils and water

Surfactant: Used to change a hydrophobic product into a hydrophilic one. In simple terms it is a detergent. Think about what happens if you pour oil onto water then add washing up liquid

Colours:

1. Easily identifies product in emergency situations
2. Let them blend into the workplace (Blue and Grey)
3. Make them highly visible when working with chemicals (Yellow)
4. Easy to see that they are working when dealing with environmental spills (White)

SOCKS & BOOMS

- **Socks** also know as pigs, seals or snakes
- **Booms**

Socks are for day to day spills [**reactive**], or they can be used around the base of machinery to contain and absorb liquid [**proactive**]

Booms are usually only used for spill response where there is a large volumn of liquid involved. Oil only booms are also useful for oil spills on open water such as rivers, streams, settling ponds etc. <u>not on the sea</u>

Socks & Booms are the best products to use when you need to contain and absorb liquid.

- They are your "first response tool" when dealing with a spill, quickly and effectively containing the liquid buying you time to assess the situation.

- For day to day use, socks are deployed around the base of machinery, where they will not only contain escaping liquid but absorb it too.
  They improve "housekeeping", help reduce the risk of slips and falls and are quick and simple to deploy and recover.

Q. "What is a sock or boom?"

A. Absorbent material contained within a tubular woven material skin, sealed at each end

Q. "What is the difference between a sock and a boom?"

A. The governing factor is the diameter of the product not the length.

- Under 8cm Diameter = SOCK
- Over 8cm Diameter = BOOM
  (Rule of thumb)

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PADS & ROLLS

- **Pads** also called sheets
- **Drum Pad**
- **Rolls**
- **Walk on mat**

Pads & Rolls

Used to catch leaks, drips and overspray in the workplace and aid “clean up” after a spill.

- In the workplace pads can be used to catch leaks and drips, line oily parts bins etc. and of course, clean up minor spills. Rolls allow you to “run out” lengths of absorbent, to catch overspray from machinery and catch drips from conveyors.

- Once a spill has been contained you can use pads to help absorb the liquid. They are great on minor spills or when there is a large surface area to deal with.

Floormat

This version of absorbent roll has been designed for use in areas where there is constant foot traffic. The Floormat has a special top layer, which allows the liquid to pass through to the absorbent, yet provide a robust layer that can be walked on. The poly-backing allows you to protect expensive floors (it stops the liquid from passing through) and provides adhesion when used with sealed, tiled or highly polished floors

Cushions

- **Cushions** also called pillows

Cushions

Cushions can be used to catch leaks and drips in the workplace and aid “clean-up” after a spill.

- Catch leaks and drips, line existing drip trays or disassemble expensive valves or pumps directly onto a cushion, not only catching any liquid residue but cradling and protecting the part being worked on

- Cushions are the best (fasted) product to use for spill response when the spill is deep.

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Why & How…

- Most spills occur in the workplace and tend to be, Oils, Coolants, Cutting Fluid and Water.

- "Oil Selective" spills tend to be those that take place outdoors, where the need is to take oil off water without absorbing the water, or deal with a land based oil spill in the safe knowledge that if it rains you will only absorb the oil.

- Chemical spills are when you know that the liquid spilled is acid or caustic or just as importantly when you have no idea what the liquid is.

- Polypropylene in it's raw state will repel water (it's a derivative of oil)

- Most Chemicals, Coolants and Cutting fluids are water based

- To make polypropylene absorb water it is treated with a surfactant (detergent) that allows the water to "stick" to the polypropylene.

- Different types of surfactant allow different types and concentrations of chemical to be absorbed (there is a cost £ involved)

1. **Oil Selective** – require no surfactant
2. **Maintenance** – require a "basic" surfactant
3. **Chemical** – require a more complicated surfactant

Note: The more free flowing a liquid, the faster it is to be absorbed, the thicker the liquid, the slower…

The higher the concentration of a chemical, the slower it is to be absorbed. Most chemicals used in industry are at 37% or lower.

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FEATURE	BENEFIT
Self contained	• Easier to deploy & recover than granules • No sweeping & shovelling • Save time & effort • No grit to contaminate machines & components • No harmful silica dust • No slippery granules to cause a slip hazard
High absorbency	• Starts to work instantly • More cost effective than clay granules / sawdust • Need replacing less often than clay
Lightweight	• Easier to carry from location to location • Less costly to dispose of • Easier and cleaner to store than dusty / heavy clay
Wringable	• Recover and recycle valuable liquids (Impossible with clay or sawdust) • Allows for waste segregation
Incinerable	• Gives to option of incineration / save landfill space • Burns completely with high energy value

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POTENTIAL CUSTOMERS

Companies use liquids as part of their production and maintenance operations most use oils, solvents and water-based liquids, which under normal circumstances are prone to leak, drip and overspray. Some routinely use aggressive and hazardous chemicals such as acids, caustic and other corrosives. All of these liquids under the wrong conditions can be spilled.

Most companies will already be using some type of absorbent to deal with their leaks and spills. Many use “old fashioned”, ineffective methods such as clay granules, rags, cardboard and sawdust. Some will already have discovered the advantage and value of modern contained absorbents.

Ask the following simple question; “Do you have machines or operations which result in leaks, drips or overspray, or do you use liquids that could accidentally spill?”

You can be assured that companies working in the following industries will have concerns relating to leak and spill control.

- Fabricated Metals
- Industrial Machinery
- Transport Equipment
- Plastics
- Chemicals
- Printing
- Oil and Gas

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COMMON PRODUCT APPLICATIONS

The following is a guide to help you identify areas of use for absorbents:

INDUSTRY	AREA OF USE
Fabricated Metals	Stamping and Screw Machine Plating Baths Under or near Conveyors Production areas Machine Maintenance Drum Storage areas
Industrial Machinery	Machines using hydraulic systems Plating Baths Machine Maintenance Drum dispensing and Storage areas
Transportation Equipment	Stamping Operations Under or near Conveyors Assembly areas Paint Booths Drum dispensing and Storage areas
Plastics	Injection Moulding Machines Hydraulics General Machine Maintenance Drum Dispensing and Storage areas

Chemicals	Conveyor Systems Packaging Operations Drum dispensing and Storage areas Transportation

Printing	Press areas Ink Trays and Press Washes Drum Storage Machine Maintenance

Oil and Gas	Field Operations Hydraulic Machines Repair Crews Drum Storage Transportation

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QUESTIONS TO ASK

By asking questions you will establish what is needed for an effective leak and spill control program and of course, help you to qualify all the areas with a need.

- What types of liquids are used?
- Do you have machinery that leaks?
- Do you have processes that result in drips or overspray?
- Do you have procedures in place for accidental spills?
- What types of product do you use to deal with these problems?

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WHAT TO LOOK FOR

During your walk around the facility, take note of the following areas, which provide sales opportunities:

- The types and quantities of liquid used and stored in each area you visit
- Leaking machines
- Operations that result in drips and overspray onto walkways
- Unattended leaks, drips and spills
- Bags of clay granules
- Rags or cardboard scattered around the work place.

Observing these potential areas will prove very useful when making a case to allocate funds. The ability to highlight areas, where contained absorbents will have a benefit is a very powerful tool, which gives you credibility.

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JOB TITLES

Auto Industry	Safety Officer Environmental Manager Site Services Manager Maintenance Manager Team Leader Safety Representative Cell Leader Project Engineer

Chemical	Team Leader Environmental manager Safety Officer Fire Officer Plant Manager Maintenance Waste Manager

Construction	Health and Safety Manager Environmental Manager Foreman Site Manager Project Manager

Electronics	Health and Safety Manager Environmental Manager Team Leader Maintenance Manager

Food	Hygiene Manager Safety Manager Maintenance Manager Foreman

Government / Non Military	Procurement Officer Quotes Manager

Military	Safety Officer Section Co-ordinator Environmental Officer Team Leader

Oil and Gas	Safety Officer Site Manager Section Leader Fire and Safety Officer

JOB TITLES Cont.

Paper	Environmental Manager Production Manager Maintenance Manager Safety Manager

Plastics	Production Manager Maintenance Manager Foreman

Printing / Publishing	Print Manager Production Manager Print Room Director Overseer Storeman

Utilities	Environmental Manager Stores Buyer Safety Manager Foreman Services Manager

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CLOSE THE LOOP

When you talk to a customer always be aware of who has influence and who has authority in the order process.

Understanding the players not only helps ensure **you** get the order and not a competitor, but opens up new contacts for you to sell to.

Just because you sell products to a company does not mean that everyone that may have a use for our type of products has heard of us.

They may be buying a competitor product.

UNDERSTAND YOUR CUSTOMERS – CLOSE THE LOOP

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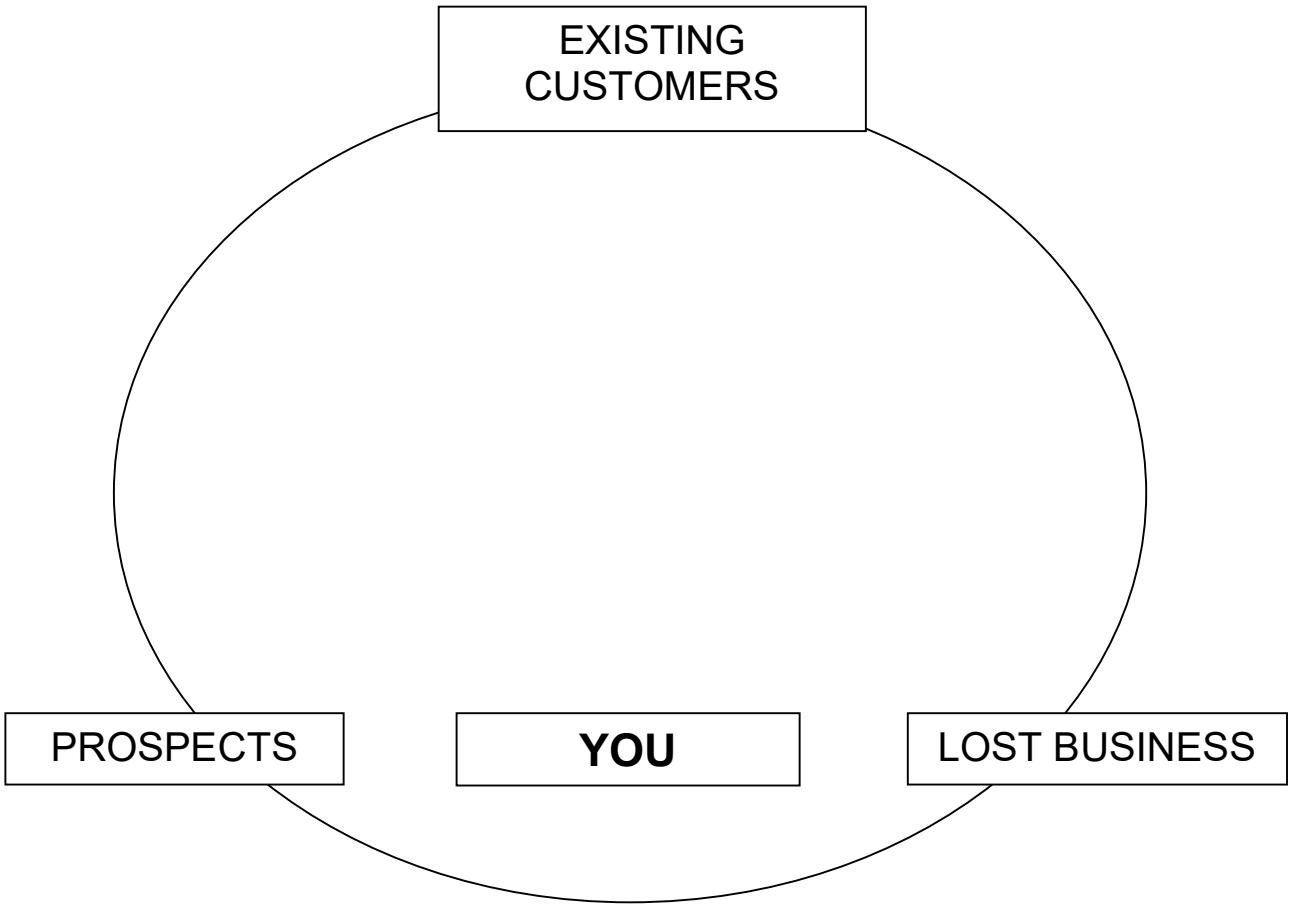
MAINTAIN AND GROW



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SERVICE

USE THE FULL RANGE OF PRODUCTS TO INCREASE BUSINESS

INTRODUCE ABSORBENTS TO EXISTING STEEL CUSTOMERS

PROSPECT WITH ABSORBENTS OR JUSTRITE, USE THEM AS A "DOOR OPENER"

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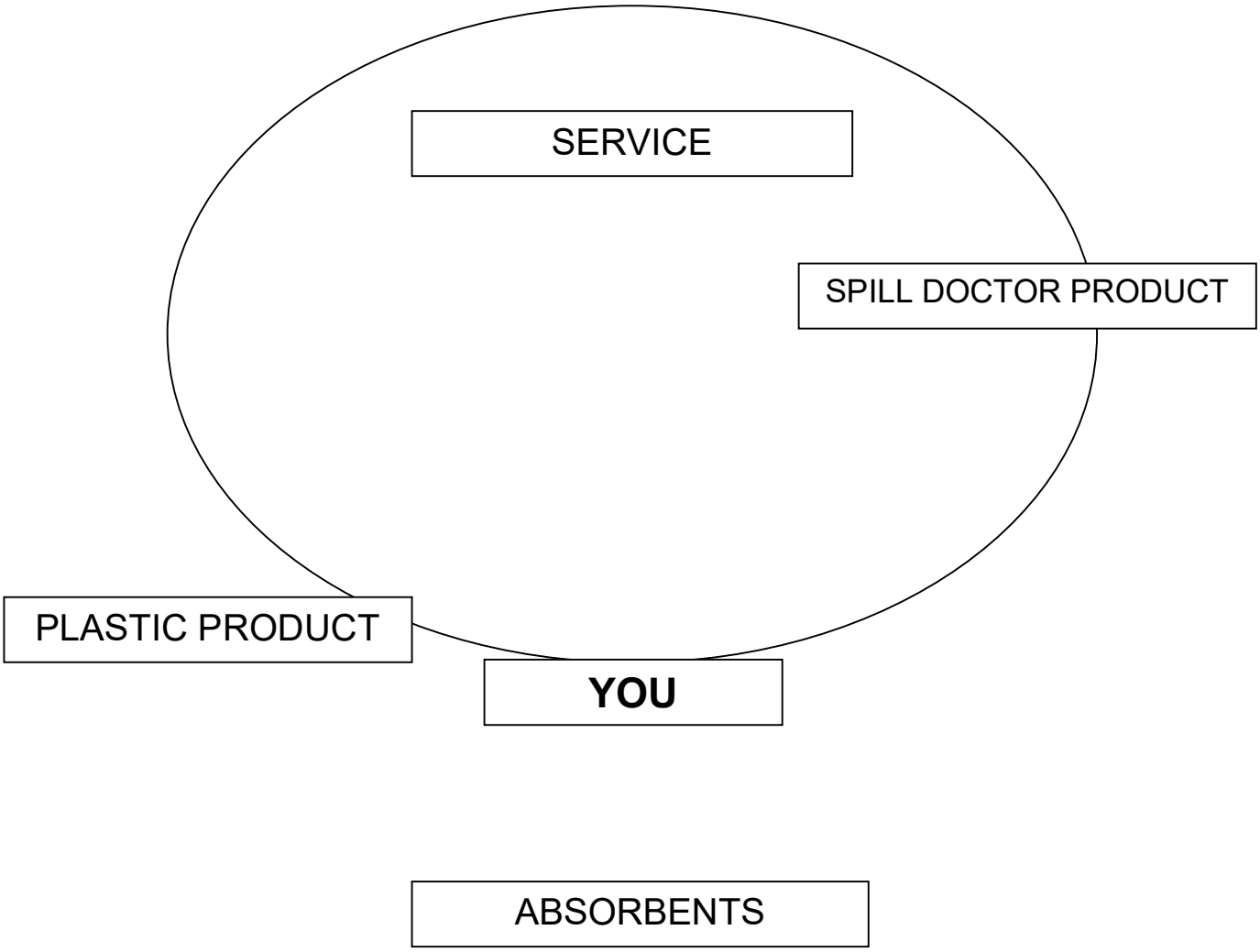
A COMPLETE PACKAGE



YOU HAVE THE OPPORTUNITY TO OFFER A COMPLETE SERVICE TO YOUR EXISTING CUSTOMERS AND PROSPECTS

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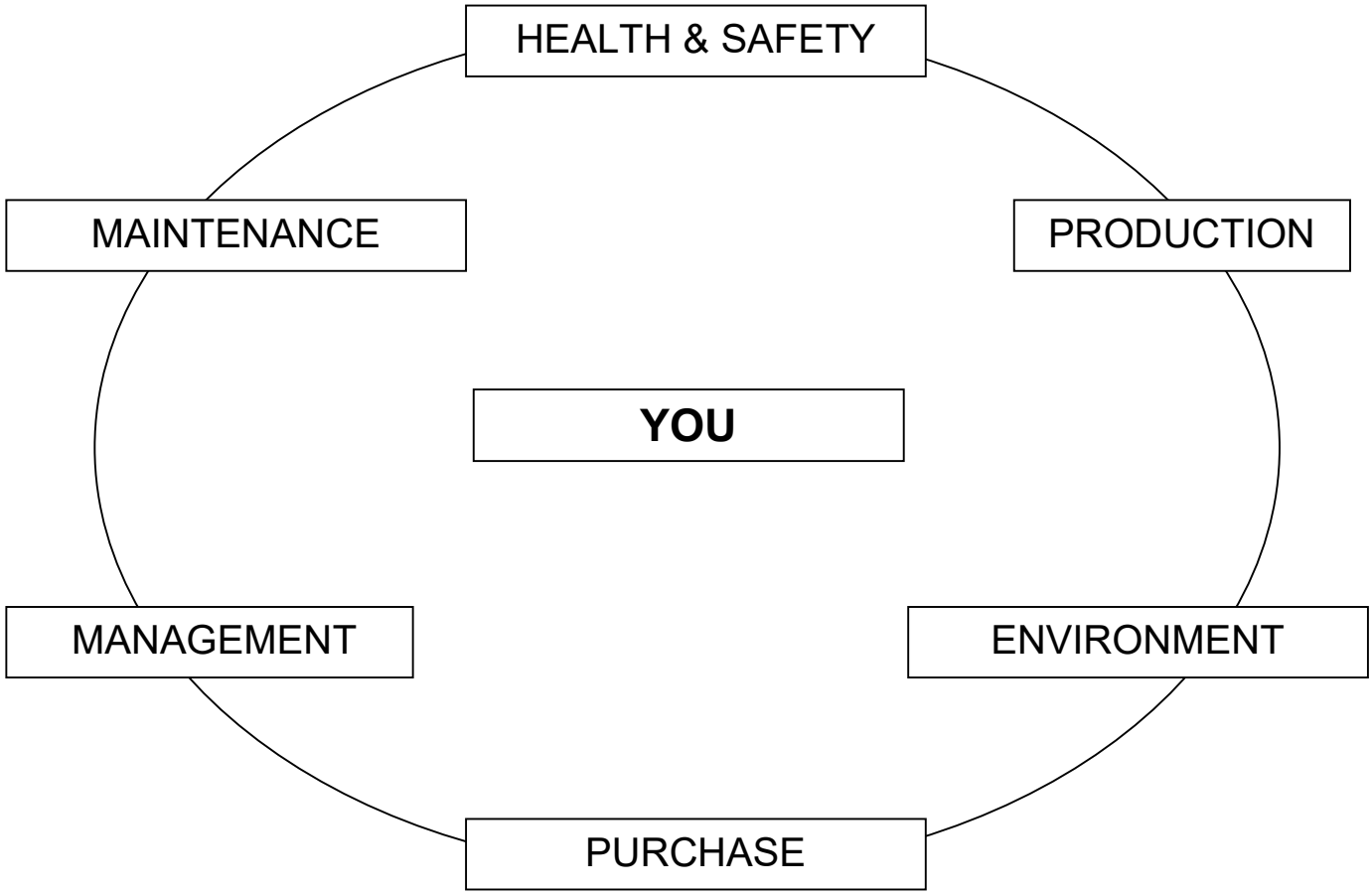

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UNDERSTAND

Always get the following detail:

- Company name and address
- Contact name and position
- Tel / Fax/ Email
- Industry type
- Employee size
- Date of visit
- Applications seen
- Types of machinery
- Types of liquid, quantity and volume of containers, how transported around site
- Competitor product seen

SPILL KITS

Before you can recommend the correct type, size and quantity of spill kits there are some basic questions you **must** have the answers too.

1. What types of liquid are there?
2. What quantities and sizes of containers are there?
3. Where are the “high risk” or “spill prone” areas?
4. Will the spill be indoor or outdoor?
5. Are there any surface water drains or risk of ground contamination?

6. Do the kits need to be mobile; is there easy access to spill areas?

Never over specify, the size of kit should be appropriate to the spill potential

Example: 1 x 205ltr drum, would you need a kit capable of absorbing 205ltr?

No, the reality is that between 10 and 20ltr may spill before the drum is rolled spill side up or the hole is plugged. So you could recommend a 95ltr capacity kit.

- **Get as much information as you can.**
- **Ask as many questions as you need to.**

NEVER GUESS - IT COULD COST A LIFE