

## WE OFFER

- Standard Chemical Feed Systems
- Controls / Controllers
- Metering Pumps
- Custom Engineered Systems
- On-Site Oxidant Generation
- Polymer Feed Systems
- Chemical Storage & Accessories
- Booster Skids
- Performance Monitoring Tools
- Transfer Pumps
- Level Monitoring
- Web Based Remote Monitoring
- Instrumentation
- Flow Measurement
- Innovative Accessories

## SPECIALIZED SERVICES

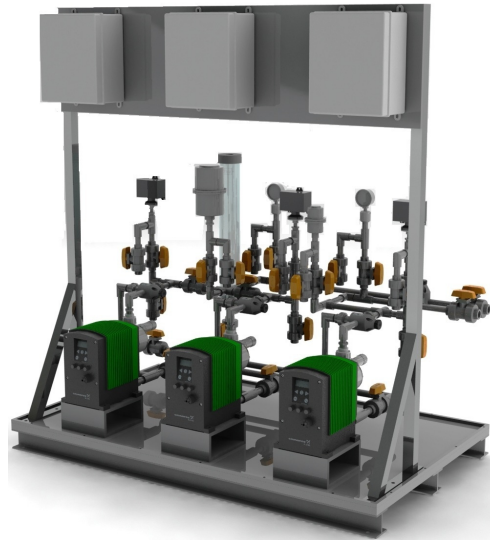
- System Installations
- Start Up & Commissioning
- Contract Maintenance
- Emergency Repairs
- Plant Audits / System Surveys
- Pump/ Accessory Repairs
- Equipment Pool Management
- Equipment Rentals
- Controller Maintenance & Repair

## MARKETS SERVED

- Industrial
- Municipal
- Commercial
- Recreational

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# Custom Engineered Systems



- Application Engineering
- P&ID Based Proposals
- Complete Project Management
- Parametric Modeling
- Quality Assurance
- Certified Manufacturing
- Complete Documentation
- Performance Warranty
- Installation & Start Up
- Preventative Maintenance

We work with our clients to build sustainable, high-trust relationships that facilitate a collaborative approach to developing equipment solutions to meet the challenges of performance and profitability.

We offer a unique blend of expertise and support capabilities that provide our clients access to knowledgeable, *value based recommendations* for state-of-the-art equipment designs and service programs that optimize the performance and costs of a specialty chemical water treatment program.

EQS provides our clients the resources required to *react quickly to commercial opportunities* in a way that maximizes the potential for profitable growth.

These resources can be mobilized with short notice to respond to unexpected needs that surface without warning. Quick turnaround equipment or emergency on-site services can be deployed on short notice to help protect our clients long term commercial interests.

With decades of experience as water treatment program designers and working with the leading equipment suppliers, we can offer our clients a solid base of highly specialized domain knowledge.

Our experience with specialty water treatment chemical programs combined with expertise in the designing equipment to administer these programs provides a unique perspective in meeting the challenges of selecting reliable, cost effective chemical feed equipment configurations for a wide variety of technical and budgetary requirements.

With a focus of finding the right fit for each application challenge, we source standard equipment and the components for integrated systems from a strategic base of certified industry leading suppliers.

This assures our clients a non-biased offering with an optimized cost structure and the use of reliable, high performance technologies and services. This approach also lessens our clients exposure associated with limited supply options.

# The EQS Continuum of Support

*Custom Engineering, Project Management and After Sales Service*



Our cradle to grave approach to problem solving enables us to work closely with our clients throughout the design, supply and operational stages of the process. We work collaboratively with our clients in the very early stages of engineered to order projects to *identify operational and economic objectives*.

With these objectives as our guide, we develop the initial conceptual design criteria. This involves in depth discovery to assure the solution meets the requirements. We can provide on-site audits to assist in this process when needed.

We advance the process to the recommendation phase and provide highly detailed and technically descriptive proposals. These P&ID based proposals include operational narratives defining functional requirements.

Once the project is assigned to an approved vendor, we provide *complete project management* throughout the process. Early on we establish well defined progress milestones for :

- Approval Drawings
- Technical Submittals
- Procurement of Components
- Material Staging
- Fabrication
- Testing
- Final Documentation
- Packaging
- Delivery
- Installation & Start Up
- Contract Maintenance



Throughout the process we monitor the vendor to assure performance and timeliness. Regular updates keep our clients well informed on the status of each project.

EQS works diligently to identify proven industry resources to offer our clients. Our selection of third party suppliers for our clients is a key element of our commitment to provide reliable, high quality solutions. This requires that we set high performance standards for certification as a EQS approved supplier.

Our experience has given us a complete understanding of the capabilities required to assure quality, long term support and on-time delivery. We have identified a base-line of prerequisite capabilities which we know must be in place in order to make the Engineered to Order process work smoothly.

## APPLICATION ENGINEERING

- Performance Based Equipment Selection
- Scope Development and Design
- P&ID Based Proposals
- Fixed Price Proposals
- Budgetary Estimates
- On-Site Collaboration
- Web Based Design Collaboration

## PROJECT MANAGEMENT

- ERP Based Scheduling
- ERP Based Procurement Services
- Client Inspection Coordination
- Progress Reporting
- Job Site Interface Coordination
- Web Based Status Reporting

## ENGINEERING

- Structural Skid Design
- Web Enablement
- Materials Handling Systems
- Fluid Mixing and Metering Systems
- Piping & Tank Design
- Instrument Integration
- Control Panel Design
- Electrical Design
- PLC Programming
- Field Troubleshooting
- Graphical User Interface Design
- P.E. Stamping / Seismic Calculations

## CAD SERVICES

- 3D Parametric Modeling
- General Arrangement Drawings
- AutoCAD Conversion
- Process & Instrumentation Diagrams
- Functional Diagrams
- Electrical Schematics
- O&M Manual Production
- Complete Spare Parts Listings

## MANUFACTURING

- Electrical Panel Construction
- System Fabrication
  - Pipe Fitting
  - Specialty Metallurgy
  - Specialty Plastics
- Pipe Welding
  - Specialty Metallurgy
  - Specialty Plastics
- Skid Base MOC – PVC/HDPE/PP/SS/FRP
- Instrument Calibrations

## QUALITY ASSURANCE

- Material Traceability
- Material Certifications
- Certificates of Conformance
- Test Result Documents
- Calibration Certifications

## CERTIFICATION OF MANUFACTURE TO INDUSTRY STANDARDS

- ISO 9001: 2009
- UL 508A
- CSA / CE

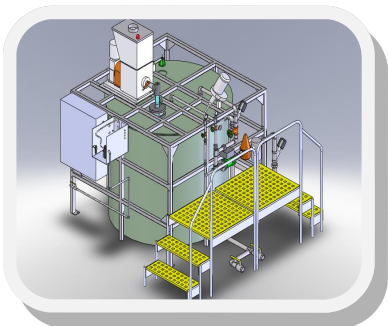
## FACTORY TESTING

- Component Hydrostatic Testing
- Control Panel Wiring Testing
- Pump Performance Curves
- System Functional Testing

## Field Service Capabilities

### DOCUMENTATION

- **Complete Submittals**
  - Full Functional Narrative
  - Hard Copy / Electronic/ CD
- **Drawing Packs**
  - P&ID
  - General Arrangement
  - Electricals
  - CAD /3D Models
  - AutoCAD “Drop In” Packages
- **Project Management Process**
  - Addressing Client SDR**
    - Material Certifications
    - Calibration Certs
    - Testing Certifications
    - Inspection Reports
    - Progress Status Reports
- **Data Sheets**
  - ISA
  - Motor Data
  - Metering Pumps
  - Instrumentation
- **Required Calculations & Lists**
  - Seismic
  - Utility Consumption
  - Valve Lists
  - Instrumentation Lists
  - Spare Part Lists
  - Tag Lists
- **Operational Manuals**
- **Quick Start Guides**



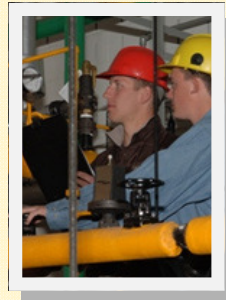
The proper operation of the equipment used to dose and control the chemicals for specialty water treatment programs is essential to achieving the results those chemicals are intended to provide.

Protecting the investment in water treatment programs is the core responsibility of the Field Service segment of CMS.

We have a comprehensive offering of services that can benefit anyone who is administering a chemical treatment program.

We don't sell chemicals. We design, install, service systems that make sure that our clients investment in treatment chemicals pays off.

Our staff is built around knowledgeable, multi-disciplinary experts who have worked in this narrow niche for many years.



Most of the time, we know more about the equipment than the person who sold it.

We understand how this equipment works and how important proper installation and preventative maintenance can be to safety and productivity.

We're in this business because this is a poorly understood area that is often neglected. It's viewed as a hassle and rarely receives the attention it requires.

If you are paying for treatment chemicals or have the job of making sure they work, we can help.

### On-Site, Contract & Hourly Services

- Preventative Maintenance
- Corrective Maintenance
- Integrated System Installation
- Emergency Repairs
- Start Up & Commissioning
- On-Site Project Management
- Chemical Inventory Management
- General Contracting
- Operator Rotations
- Operator Training / Supervision
- Refurbishment Programs
- Plant Audits / System Surveys
- Controller Maintenance & Repair
- Sensor Maintenance
- Pump/ Accessory Repairs
- Piping Installation
- Equipment Pool Management
- Remote Monitoring Programs

### Specialized Services

- Softener Services
- Media Change Over
- RO Membrane Cleaning
- RO Membrane Replacement
- Cooling Tower Cleaning
- Sludge Removal
- Sample Collection
- Water Testing
- Passivation Service
- Web Based Monitoring
- Equipment Rentals
- Trial Staffing
- Controls Integration
- Heat Tracing & Insulation

- ◆ Reduce Costs and Improve Productivity
- ◆ Optimize Treatment Performance
- ◆ Minimize Unscheduled Outages

# Design, Sourcing, and Service of Chemical Feed & Control Equipment

## Consultative Design

- Collaborative Scope Development
- Unbiased Recommendations
- In-Plant Audits
- P&ID Based Proposals
- Specification Development
- Proprietary Design Development

## Certified Sourcing

- Project Management
- Milestone Management
- Status Reports
- Fabrication Monitoring
- Testing Observation
- Supplier Performance Audits

## Field Services

- Installation & Testing
- Start Up & Training
- Contract Maintenance
- Trial Staffing
- Equipment Pool Management
- In-Plant Audits

## Dosing & Control Applications

- Scaling & Corrosion Inhibitors
- Liquid and Solid Biocides
- Dispersants
- Liquid and Solid Oxidants
- Chlorines / Bromines / Ozone
- Liquid and Dry Polymers
- Fuel Conditioners
- Oxygen Scavengers
- Coagulants
- Acids & Bases
- Pre-Treatment Additives
- Dechlor Chemicals
- Odor Control Agents
- Defoamers
- Paper Making Chemicals
- Dust Control Agents
- Ammonia based Additives
- Carbon Sources
- Metal Finishing Chemicals
- Zebra Mussel Control Agents
- Lubricants
- Food Additives
- Sanitizers / Cleaners
- Emulsion Breakers
- Lubricants

## Markets Served

- Chemical Processing
- HPI / Refining
- Primary Metals
- Power Generation
- Automotive
- Food & Beverage
- Aerospace
- Mining
- Paper Making
- Hospitals
- Textiles
- Agricultural
- Commercial Buildings
- Municipalities
- Transportation
- Health Care Facilities
- Electronics
- Pharmaceuticals
- Recreational Waters
- Light Manufacturing
- Oil Field
- Marine

