

the **ANALYST**

THE VOICE OF THE WATER TREATMENT INDUSTRY



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Developing Cooling Water Treatments – Part IV: The Formulas

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Manganese Greensand has been the industry standard for this type of treatment for more than 50 years. The new GreensandPlus filter media has all the properties of the original media, plus some improvements.

GreensandPlus has the same effective size, uniformity coefficient, density, weight, capacity, backwash and pressure drop curve. Therefore, it can be used as an exact substitute for Manganese Greensand. In addition, GreensandPlus is much more resistant to attrition from high differential pressure, and works well on waters that are low in silica, dissolved solids and total hardness. It can also be used in water over 70°F without any degradation.

Unlike Manganese Greensand, GreensandPlus is not dependent on the mining of glauconite; this results in reduced production time and streamlined manufacturing. GreensandPlus is available in 1 metric ton, (2205 lbs. bulk) super sacks, or 1/2 cu. ft., 44 lbs. (20 kg.) bags on pallets.

Based in Clayton N.J. with mining and production facilities in Sewell, N.J., Inversand Co. has been producing filter media for water treatment since 1925. Manganese Greensand is made from glauconite, a mineral formed millions of years ago in coastal areas. The Inversand Company's glauconite mine located in Sewell N.J., has been the location of numerous significant prehistoric fossil discoveries.

Celebrating 25 Years of Great Blends

Ques Industries Inc. is pleased to announce its 25th anniversary. Ques was founded on September 19, 1983 by Quent Meng in Cleveland, OH. It took courage and determination for Quent to embark on the road to entrepreneurship, but he believed in his new concept and saw the big picture. Ques is a private label manufacturer of water treatment chemicals and industrial cleaning agents. Over the years, the company has achieved significant growth and stood the test of time. It has grown into a multi-million dollar chemical manufacturer shipping nationwide.

Ques has gone through many changes since it opened its doors. It started out in an old brewery building on the near west side of Cleveland and then relocated to a new, custom built, state-of-the-art building in 1991. This was followed with yet another building expan-

sion in 1996, increasing the warehouse space from 33,000 to 50,000 square feet. ISO 9001 Certification was earned in 1998 and renewed annually since. New manufacturing software was installed in 1999, automating Ques' entire system and providing access to formulas, inventory, production batches, customer orders and more. To better and more efficiently serve customers, a new website was launched in 2007 that features a customer login area to view their product MSDS, order status, invoices and more (www.quesinc.com). Finally, Ques ranked among the fastest growing private companies in the Inc. 5000 for 2007.

Armed with years of experience and a passion to further blossom, Ques focuses on five factors that are critical to its success: its customers' satisfaction for every blend, quality products, timely shipments, maximum value, and its employees. This milestone is a testament to Ques' commitment and dedication to its customers, who have grown as well and brought fruition to Ques for 25 years. The entire Ques team would like to thank the customers, suppliers and business associates who contributed to the success of the company during the past quarter century. Ques looks forward to serving its customers for the next 25 years.

AMSA, Inc. chosen by 3M Microbiology

AMSA, Inc. (Antimicrobial Specialists & Associates, Inc.), a manufacturer and supplier of ATP diagnostics, has been chosen by 3M Microbiology to promote and distribute 3M microbiology and diagnostic products in the USA for industrial water treatment use. Dr. Richard Walter (AMSA, Inc. – Senior Scientist) has been appointed as technical leader for this opportunity.

According to John Wadie, Manager Market Development, 3M Microbiology, "During the past two years we have been developing a sales model that will provide the most benefit to the members of AWT and the cooling tower industry in general. We determined that we wanted a partner who could help us manage sales and marketing within this industry and more specifically to work with AWT members.

We determined that the best company to represent 3M to AWT is AMSA Inc. of Midland MI. and to that end we have engaged AMSA Inc. as our distributor for water testing products to the AWT membership. This change

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