



Solutions

October 2012



Working for CESCO and our customers gives me a fairly solid perspective of the state of the economy. Each week, I find myself in a petrochemical, food manufacturing plant, wastewater treatment facility, truck transport operation or pulp and paper mill. While these businesses all have various challenges where CESCO is trying to help, I can honestly say they all seem to be doing better today.

During the economic meltdown, CESCO was rocked fiscally, right along with our customers. Everyone's sales revenues dropped almost overnight and no matter the type of industry, jobs were lost, production capacity was reduced and tensions were high. The road back to respectable overall business health in the industries we serve has been slow and laden with many long hours. I am very proud of the commitment and efforts made by our CESCO employees and the same outright determination of our customers. Since 2009, CESCO has grown by 32% and as far as I know, our customers are doing much better as well and not shutting down their production lines because they lack orders.

In addition to this good news, our company and customers are looking to hire again and moving forward with various business plans and investments. At CESCO, we have spent the past year upgrading infrastructure (equipment) and are now expanding our Northwest and Gulf Coast sales and support teams to further improve the services we provide to various industries. In addition to upgrading our Baytown, Texas facility this past year, we are a just few weeks away from breaking ground for our new corporate office and production facility in Bellingham, WA. This new CESCO facility will double production capacity and allow us to make much larger raw material purchases, which equates to competitive pricing on the products we manufacture and supply to our customers in the future. Along with investment in human resources and infrastructure, we continue to look for ways we can better support our customers, so they can do the same.

One way CESCO can improve, is to receive honest feedback. In this issue, we are going to include a link for our new annual CESCO Customer Satisfaction Survey. Your thoughts will heavily influence our work efforts on your behalf and confirm whether or not we are meeting the latest quality and regulatory requirements needed at your facility going forward. Please take a few moments of your time to provide us with this very important information.

At CESCO, we like to think that we are all on the same team and know that maintaining a healthy business environment is critical for everybody. While there will always be pessimists in this world, you can count on CESCO to strive each day to minimize the downside risks for your business, improve operations and remain positive. CESCO is keenly aware we are in this economy together and sincerely hopes you consider us a valued resource and supplier that only desires to help your company move forward. Thanks for your support.

Most respectfully,

Karl Larsen, President

Please click on the Survey button below to complete our annual Cesco Customer Satisfaction Survey.

 [**SURVEY**](#)

Participants in our Annual Customer Satisfaction Survey will be entered in our drawing for **PRIZES!!!**

You could win * an Ipad, \$100.00 REI Gift Card or \$50.00 Olive Garden Gift Card for successfully completing the survey.

* if company policy disallows, \$500, \$100, \$50 prize level, chemical credits are offered to company instead.

Cesco Hires Ali Bahrami-Bayeh as Environmental & Regulatory Affairs Manager



Cesco is pleased to announce the addition of Ali Bahrami-Bayeh as its Environmental & Regulatory Manager.

Mr. Bahrami-Bayeh will utilize his expertise in regulatory and health and safety compliance interfacing with employees, vendors, clients and government entities. With a B.S. degree in Chemical Engineering from Washington State University, Mr. Bahrami-Bayeh is able to apply his technical skills across a wide range of areas in support of other Cesco team members.

Prior to joining the Cesco team, Mr. Bahrami-Bayeh worked for a large Northwest electronics recycling firm in Seattle, Washington as an Environmental Compliance Engineer focusing on development and implementation of ISO 14001 and other environmental health and safety related standards.



Cesco is happy to announce that we have been selected as the preferred cleaning and sanitizing chemical products partner for DCS Sanitation in its food manufacturing plants in the Pacific Northwest.

DCS is a comprehensive contract cleaning and sanitation provider that has been in business for over 25 years. Their corporation is based in Cincinnati, Ohio, but they have a strong foundation of food plants nationally and here regionally. When asked to characterize their company, Doug White, Director of Corporate Development, referenced their passion for safety along with a strong record of delivering on their commitment of providing their customers with "sanitation peace of mind". To consistently meet the current quality and regulatory standards for the USDA and other government agencies, DCS provides an experienced and knowledgeable team, along with Cesco chemistries to keep the U.S. food supply safe.

In the Northwest, Sr. Area Manager Kelly Mohr has been in the sanitation business for over twenty years and works with other long-term managers such as Jon Rutledge to oversee the many DCS sanitation crews that service food manufacturing plants in our region.

With the increasingly tough demands for both sanitary excellence and rigorous regulatory

Cesco Promotes Michael McFadden to Field Service Technician



Cesco is pleased to announce that Michael McFadden has been promoted to Field Service Technician.

During his time with Cesco, Mr. McFadden has developed a proven track record of chemical-handling and equipment expertise. He will be working primarily with customers in the Pacific Northwest region. Prior to joining Cesco, Mr. McFadden earned a B.A. degree in Psychology from Western Washington University. He also traveled the world for several years as a yacht crewmember.

Cesco strives to hire employees with a diverse range of education and experience, and Mr. McFadden definitely fits that mold. Mr. McFadden is enjoying serving and working more closely with customers in conjunction with his new position.

McHUMOR.com by T. McCracken



"Of course it's impossible.
That's why we're here."

documentation, please consider DCS as an option as you review your sanitation operations. Please contact DCS at 1-800-837-8737 or contact Kelly Mohr directly at 360-202-0095.

Cesco Pilot DAF Offers Opportunity to Clean Water

The Cesco Pilot DAF proved to be a valuable tool for a Northwest recycled paper board mill that is aiming to clean up their waste and process waters. Dissolved Air Flotation (DAF) technology is a water treatment process that clarifies wastewaters by removing suspended solids. This removal is achieved by dissolving air in a recycle stream and releasing it to form tiny bubbles which, with the help of Cesco coagulants and/or flocculants, adhere to the suspended matter and bring it to the surface where it can be skimmed off.

This Northwest recycled mill has been paying excessive sewer bills for occasional and uncontrolled wastewater discharges. Cesco proposed using our portable Pilot DAF unit to determine if this technology was a cost-effective solution. Over a period of two-months, data collected indicated +/- 85% capture of suspended solids was achievable. Because results were so promising, the mill decided to also evaluate cleanup of their process "whitewater" loop. Since this water is used for the paper machine showers, reducing solids from 2000 ppm to 200-250 ppm range should result in cleaner cylinders and felts. This could provide improved formation, drainage, and production. Subsequent work with the Cesco Pilot DAF has confirmed this performance is achievable.

As the result of the successful Pilot DAF study, the mill has asked Cesco to develop performance parameters for screening proposals for their budget request for a full-scale unit in 2013. The Cesco Pilot DAF is available to any industrial or food plant customer interested in evaluating removal of suspended solids from their waste and/or process waters. Please call 1-800-241-9110 to discuss the applicability of this technology with your Cesco water treatment specialist.



Cesco Cleans "Impossible" Deposit

at Port Townsend Paper Mill

Cesco continues to provide innovative customer solutions and recently completed a large cleaning project for a Pacific Northwest paper mill with a complicated deposit problem. In this case, their Pulp Dryer was completely coated with rosin/pitch deposits and in some places the pitch buildup was not only severe, but decades old. The Cesco team utilized a newly developed chemistry to safely remove this huge amount of surface build-up quickly, on budget and within the customers allotted time frame.

According to Cesco's project manager Paul Aegerter, VP-Technical Director, the first step was to analyze deposit samples in Cesco's research lab to determine the optimal chemistry for the job. Upon selecting Cesco FC-706EG, a test area on the Pulp Dryer was treated to confirm the lab results. Cesco FC-706EG was chosen because of its ability to break down the deposit into a water soluble form. Cesco FC-706EG is a foaming alkaline product designed to quickly and cost-effectively remove difficult pitch/rosin deposits. FC-706EG contains chelants, wetting and penetrating agents and environmentally friendly solvents. Next, the project timeline and required number of service personnel was determined. The customer had less than one week of downtime available for the project, requiring the Cesco team to be highly proficient.

With Pauls' supervision the Cesco service team applied FC-706EG with foamers, allowing the product to penetrate and dissolve the deposit prior to rinsing with water. Foamers allow large surface areas to be covered rapidly. Foam also clings to vertical and overhead surfaces providing extended contact time. Many chemical foam applications were necessary to complete the project and the Pulp Dryer is now clean of deposits (see photos). Accordingly, "The Paper Mill managers are very pleased with the results because it achieved what had seemed impossible in the past." Should your facility have a difficult cleaning problem, please don't hesitate to contact Paul or your Cesco Representative.

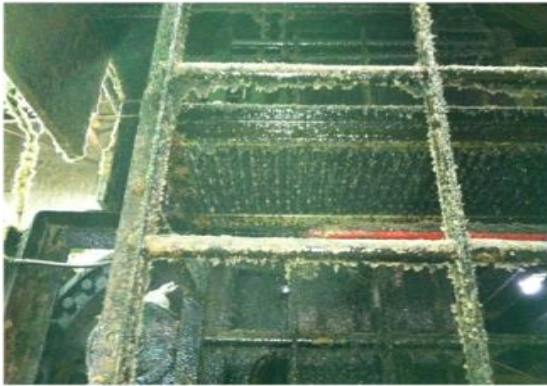
HOOD BEFORE CLEANING



HOOD AFTER CLEANING



MACHINE BEFORE CLEANING



MACHINE AFTER CLEANING



Our customers know that stubborn problems require fresh thinking. If you think there's something that we might be able to help you with, we welcome the opportunity to discuss matters confidentially, and at your convenience - please call us today 800.241.9110.

Sincerely,

Karl Larsen, President
Cesco Solutions, Inc.