

APEX

QUARTERLY

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**NEWS ON SAFE
CHEMICAL SOLUTIONS
FROM APEX ENGINEERING
PRODUCTS CORPORATION**

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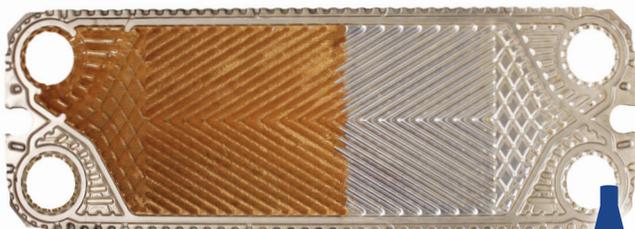
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DON'T LOSE MONEY ON SHUTDOWNS

A PETROCHEMICAL COMPANY TURNS TO *RYDLYME* FOR AN ONLINE CLEANING

How much money would your company lose every hour if you had to shutdown operations for equipment maintenance or repair? A couple hundred dollars? A few thousand? Millions?

Many companies with large and complex equipment, such as critical heat exchangers and other water-operated systems, ponder this question every year. They weigh the risk-benefit of scheduling a maintenance shutdown and the costs involved versus postponing to a later date and risking costly equipment repair or failure down the road.

What if you didn't have to shutdown? What if there was a way to clean out your equipment while it continues to operate? These questions were presented to a petrochemical company in Texas who wanted to avoid a costly shutdown despite having a heat exchanger and adjoining reactor column on the verge of failure.

The four-pass heat exchanger, which boasts more than 500 3/4-inch tubes (8 feet in length), suffered from severe calcium buildup resulting in low flow rates (100 gpm) and high cooling water outlet temperatures (160°F). This disconcerting combination of low flow and high cooling water temperatures put additional strain on the reactor column, as well as increased energy and water consumption.

When told that **RYDLYME** could not only safely clean the system, but also

do it without shutdown or hiring a third-party service company, the client eagerly agreed to move forward with the online cleaning.

Since the system was not conducive to recirculation, a 330-gallon tote of **RYDLYME** was setup for direct injection at 4 gpm into a 6-inch water supply pipe prior to the heat exchanger. This would allow the system to continue operating while **RYDLYME** goes through the heat exchanger and reactor column, dissolving the calcium buildup inside all the tubes.

After just 33 minutes and 132 gallons of RYDLYME, flow rates increased by more than 50% to 200 gpm with cooling water outlet temperatures dropping more than 40% to 90°F!

The entire system, including the overhead pressure in the reactor column, returned to normal operating conditions. In fact, the staff had to recalibrate controls and instrumentation back to factory settings after years of compensating for the system's inefficiencies!

In less than one hour, a major petrochemical company went from a potentially catastrophic shutdown to returning to normal operating efficiency without interruption to its operations.

So next time, rather than asking yourself how much money you would lose for a shutdown, you should be asking yourself how much money would you save with **RYDLYME**?





AHR EXPO BREAKDOWN

Apex Engineering Products looks forward to the AHR Expo every year - HVACR professionals from around the globe gather to review and discuss our biodegradable descaler **RYDLYME**, our biodegradable coil cleaner **RYDALL CC** & our biodegradable multi purpose degreaser **RYDALL MP**.

The attendance list broke records this year with the numbers exceeding 72,000 people!

Visitors were intrigued by our safe, biodegradable descaler that has been proven time and time again. **RYDLYME** is used to clean and descale boilers, chillers, heat exchangers, cooling towers and much more without dismantling equipment! Another successful point that maintenance personnel were thrilled about is the fact that you don't have to perform a shutdown to clean the

equipment. Pump and circulate the prescribed amount of **RYDLYME** for the recommended amount of time and away you go! Due to the fact that **RYDLYME** is biodegradable in it's received form - there is no expensive disposal costs!

RYDALL CC safely and effectively cleans air-cooled condensers, permanent air filters, evaporator coils, window units and any other finned cooling/heating coils or equipment. **RYDALL CC** is non-corrosive and will not corrode or tarnish aluminum or other metal surfaces. It is also non-hazardous and biodegradable making it safe for personnel to handle and dispose down normal drains.

RYDALL MP Multi Purpose Degreaser is a biodegradable, medium-duty surface degreaser/cleaner ideal for industrial and commercial facilities, institutions and even households. It quickly and safely removes oil, grease, grime, dirt and other contaminants from all surface types and components. This versatile degreaser/cleaner is one of the strongest, non-solvent based products on the market!



TOP REPS OF 2017

Apex Engineering Products Corporation would like to present the Sales Awards of 2017 to our representatives who have shown excellent sales efforts for the past year! We would like to thank our top performing rep Mike King and his team at HydraFlow West! We would also like to thank Denny Alexander of Armstrong Filtration for a wonderful year! Shown in the photo is Cathy Fregeau of Naper Brook Plumbing, proudly displaying her Sales Award along side John Fregeau of JKF Industrial Sales, shown on the right in the photo, displaying their plaques for his outstanding sales in 2017.

Apex Engineering Products Corporation would like to thank all of our reps for their hard work and we're looking forward to our 76th year of providing safe chemical solutions!



EQUIPMENT STICKERS

Apex Engineering Products has seen great success with our equipment stickers being utilized by customers and reps! These stickers have been and are currently being provided on all freight orders direct to customers (contained with packing list). For ground orders, further follow up would be required to utilize these convenient reminders!

Strong adhesive and easy to write on - these stickers have plenty of space for:

- Date of cleaning
- Gallons used
- Hours circulated
- Reorder date (make sure this one is definitely filled out!)

A special 'thanks' to Gary Murphy for sending in these great field tested RYDLYME Equipment Sticker photos!

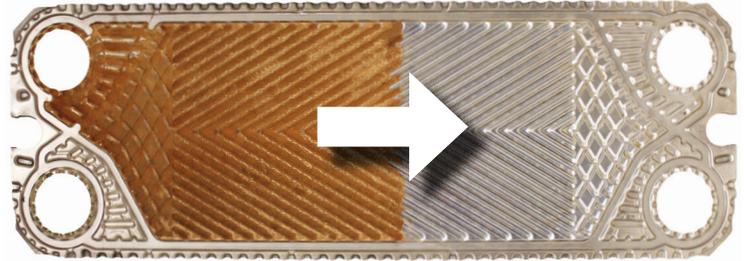


PLATE & FRAME HEAT EXCHANGER CLEANED

A California biodiesel manufacturer wanted to test **RYDLYME** on one of its fouled plate and frame heat exchangers within the methanol recovery division of the plant. A byproduct of the biodiesel manufacturing process, methanol is extracted from spent cooking oil and grease, vaporized and recovered in plate and frame heat exchangers. Scale inside the units were inhibiting proper heat exchange, making the entire recovery process inefficient.

RYDLYME approach:

- 37 gallons of **RYDLYME** circulated for 3 hours via a **RYDLYME 10PPC** pneumatic pump cart.
- Unit **DID NOT** have to be disassembled.
- Unit drained and flushed with fresh water.



RYDLYME results:

- After the unit was brought back online, the plate and frame heat exchanger was returned to normal operating parameters.
- The customer stated, "Your product seems to have worked wonderfully on cleaning our exchanger. We have two more plate and frame exchangers that need attention, not to mention our entire cooling system!"

FOUL TERRITORY

A whimsical concoction of information in the world of scale, grease, odors and more.

The state of Michigan is ordering a Metro Detroit landfill to give its neighbors some relief.

The odor emanating from a landfill got so bad, it's requiring a change to daily business.

Customers of a restaurant said the smell of "garbage and rotten food" is becoming too much to take. They said the fumes get so bad their eyes water.

"We leave early if it's strong," one patron said. "Everyone will leave early, and it's hurting (business for the restaurant) because we leave."

The landfill was there before the fast food chain was built, but complaints about the odor picked up during the last six months.

"Recently, it has gotten worse, yes," the owner of the chain restaurant had said - he wants to be a good neighbor, but he also wants his customers to be comfortable.



LANDFILL ODOR COMPLAINTS NEAR THE PALACE GET STATE'S ATTENTION

"If I had my choice of not having it here or not, I'd choose not," the owner had said.

An efficient and safe way to fix this odor issue is to use **RYDALL OE!** **RYDALL OE** eliminates ammonia, hydrogen sulfide (H₂S), mercaptans, skatole and more! Biodegradable, environmentally beneficial, non-hazardous, non-toxic & non-irritating, spray on application - there are also **NO** masking agents in **RYDALL OE!**

story via www.clickondetroit.com

DESCALER & PUMPING SYSTEMS



RYDLYME biodegradable descaler is specifically designed to dissolve the toughest water scale, lime scale, mud and rust deposits from virtually any piece of water-based equipment. **NSF-certified.**



RYDLYME Pumping Systems are specifically designed to circulate **RYDLYME** through a vast array of equipment and systems keeping your facility in peak operating condition.

CLEANERS & DEGREASERS



RYDALL CC Coil Cleaner is a biodegradable coil cleaner specifically designed to clean dirt, grease and soil residue from air-exposed surfaces of critical cooling or heating equipment. **NSF-certified.**



RYDALL MP Multi Purpose Degreaser is a biodegradable, highly concentrated degreaser/cleaner that quickly and safely removes oil, grease, grime and other pollutants from all surfaces and components. **NSF-certified.**



RYDALL DD Definitive Degreaser is a biodegradable, heavy-duty degreaser used specifically on all carbon-based derivatives found on the oil and/or process side of your equipment or system.



RYDALL VP Specialized Degreaser is a biodegradable, pH neutral degreaser specifically designed to safely and quickly clean and degas refinery process equipment. It can be applied in circulation or vapor phase applications.



RYDALL DC Deodorizing Cleaner is a biodegradable, ultra-concentrated product that vitalizes microorganisms already present on surfaces and help speed up their metabolic process to naturally rid surfaces of odor and disease-causing bacteria.

ODOR CONTROL & WATER TREATMENT



RYDALL OE Odor Eliminator is a unique, environmentally beneficial biocatalyst containing a complex mixture of natural nutrients, vitamins, and trace elements designed to eliminate industrial odors and corrosion problems.



RYDALL WO Water Optimizer is an environmentally beneficial additive that disallows the formation of H_2S , COD, BOD, FOG, TDS and TSS. This unique biocatalyst is also effective in enhancing methane production and O_2 content.

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For 75 years, Apex Engineering Products has been formulating and manufacturing safe and biodegradable specialty cleaning chemicals for a diverse range of applications around the world. From our **RYDLYME** biodegradable descaler to our versatile **RYDALL** line of cleaners and degreasers, our products will decrease downtime and increase efficiency.

We are a fourth-generation, family-owned company renowned not only for our biodegradable line of products, but also our in-depth and exceptional customer support. With decades of knowledge and experience in a wide array of applications, our knowledgeable technicians will work closely with you to determine the best solution for your facility's unique challenges. To further minimize your downtime, virtually all orders are shipped out within 24 hours.

Apex Engineering Products also takes great pride in being an ISO 9001:2015 Certified Company providing the highest level of support and quality of products to our customers...**another formula that hasn't changed in 75 years!**