



# AquaPure

House Calls for Industrial WasteWater

## The Doctor Is In: Making A WasteWater Headache Go Away



OMG turns out a minimum of 325,000 pounds of screws per week.



Roofing & Deck Fastener  
Manufacturer

Agawam, Massachusetts

Established in 1981, OMG has become a giant in the fastening business. The company manufactures roofing and deck fasteners – oceans of them. Operating three shifts, five days a week, it turns out a minimum of 60,000 – 70,000 pounds of screws daily, 325,000 pounds per week. Contractors and DIY-ers can find its Fasten-Master brand in Lowe's and Home Depot's nationwide.

Not surprisingly, the philosophy of such a market leader is one of continuous improvement—although in one particular case with negative consequences to its wastewater stream. When the company went to a new pre-treat system on its paint line – an acid-pickle bath – the result was far too much zinc in its wastewater effluent. OMG had to change its wastewater chemistry and Hubbard-Hall got the call – due in large part to its enthusiasm for being on-call.

Succeeding in reducing the amount of zinc for OMG included a lot of house calls – comprehensive tankside support for which the company is known – and a fair amount of Red Bull. Hubbard-Hall's Technical Service Representative David Joyce led a team of wastewater treatment experts in developing a recipe that included AquaPure 100 (a custom-blended inorganic coagulant), AquaPure P601 metal precipitant and AquaPure FW polymer flocculant in liquid form. Early returns were positive; however, degradation in clarity was occurring between the first shift and the third.

Which is when Red Bull was added to the recipe.

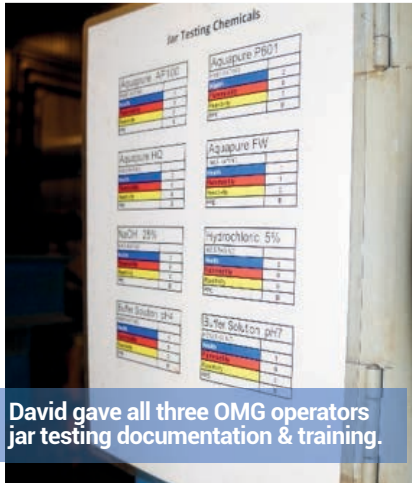
"Being there. There's nothing like it to actually get to the bottom of things," Joyce says, "I bought a six-pack of Red Bull and pulled a sixteen-hour shift. Nobody went near that clarifier except me. It ran crystal clear that day."

**“Having David and Hubbard-Hall onboard is like having a doctor always available to make a house call.”**

- Mark Hortie, E-Coat Process  
Supervisor, OMG Roofing Products.



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David gave all three OMG operators jar testing documentation & training.

Ultimately, consistency came to the waste stream in the form of jar testing, a protocol Hubbard-Hall recommended but OMG had never done before.

“We never knew how to do jar testing,” says Mark Hortie, E-Coat Process Supervisor. “The daily checks it provides give us an idea of what’s coming at us.”

In fact, Mark liked the idea so much that it is a requirement of all operators on every shift to do jar testing, documenting waste generation and chemical changes in log books created by David and his team.

**Bottom line:** Hubbard-Hall has helped OMG reduce the level of contaminants, principally zinc, from 2.3 ppm to 0.23 ppm, well below the regulated requirements of city and state agencies.



The absence of jar testing by operators made them unaware of process changes up-stream.

