

WCS2018

WATER CUSTOMER SEMINAR

A Unique Opportunity in Water Management: Targeting High Margins and Environmental Protection

Enhance water quality and optimize its use as a key resource for refining and petrochemical systems management

19 - 21 June 2018



Introduction

Nalco Champion, an Ecolab Company, is inviting customers from the Refining and Petrochemical Industry for a three-day seminar on water management.

Water is a unique solvent, heat carrier and biological reaction media. These versatile features make it the most widely used global resource in agriculture, farming, manufacturing and municipal use. Its ever-increasing use has led to a critical scarcity and triggered global environmental concern.

The aim to minimize water consumption and increase its quality is both ethical and economical. Ecolab is committed to helping its customers reduce and optimize water use in order to reduce environmental impact.

Nalco Champion technologies and expertise provide a 360-degree water management practice from raw to waste water, which includes boilers, cooling systems, make up and recirculation systems. We aim to equip our customers with extensive water treatment and management knowledge in this upcoming water customer seminar.

We will provide essential tools for addressing the best technical solutions, troubleshooting and outline the latest available technology. We aim to help you succeed in a challenging industry where corrosion prevention, blowdown reduction, high output and reliability are fundamental in reducing the environmental footprint while recuperating cost margins. Managers and engineers involved in water management are expected to benefit from this seminar by enhancing their understanding on the use of best practices and advanced technology options to meet reliability, energy efficiency and environmental compliance goals, whilst minimizing total cost of operation.

Venue: [Holiday Inn](#)
[Haagse Schouwweg 10](#)
[2332 KG Leiden, Netherlands](#)

[Ecolab Leiden Office](#)
[Ir. G. Tjalmaweg 1,](#)
[2342 BV Oegstgeest Leiden,](#)
[The Netherlands](#)

Dates: [19 - 21 June 2018](#)

Language: [English](#)



[Who should attend?](#)

Refining and petrochemical industry professionals, wanting a refresher on the fundamentals of water management and chemical treatment, as well as an update on innovative solutions for problem mitigation.

[What we'll cover](#)

- Raw and Wastewater Treatment
- Cooling Water Systems
- Boilers and Steam Cycle Systems

Upon completion of the program, participants will have an enriched understanding of the general challenges associated with water systems, and how to mitigate the key problems in terms of corrosion, fouling, bio-management, discharge compliance and waste management, from a best practices perspective.

Above all, this session will provide a unique opportunity for participants to interact with technical experts from Nalco Champion as well as networking with their peers from the refining and petrochemical industry.

19/6	Agenda
08:30 - 09:00	Registration
09:00 - 09:15	Introduction
09:15 - 10:15	Primary Treatment 3D TRASAR Automation and Control
10:15 - 10:30	Break
10:30 - 11:30	Biomass Management and Sedimentation
11:30 - 12:30	Sludge Thickening and Dewatering
12:30 - 13:30	Lunch
13:30 - 14:30	Steam Systems, Boiler Treatment Programmes
14:45 - 15:00	Break
15:00 - 15:30	Steam and Condensate
15:30 - 16:15	3D TRASAR Boiler Technology and Control
16:15 - 16:30	Break
	Metallurgical Analyses Failure Mechanisms
16:30 - 17:00	Flow Accelerated Corrosion Issues
17:00 - 17:30	Energy Management

20/6	Agenda
08:30 - 09:30	Pretreatment
09:30 - 10:30	RO Treatment and 3D TRASAR Automation and Control
10:30 - 10:45	Break
	Recirc Cooling Water Systems/Cooling Water
10:45 - 11:45	Programme Selection
11:45 - 12:30	Biocide Selection/Legionella
12:30 - 13:30	Lunch
	Cooling Water 3D TRASAR Automation and Control
13:30 - 14:30	Refined Knowledge Value and Benefits
14:30 - 14:45	Break
14:45 - 15:30	Turnaround Best Practices; System Passivation
15:30 - 16:00	PURATE Innovative Technology
16:00 - 16:15	Break
16:15 - 17:00	Metallurgical Analyses Failure Mechanisms

21/6	Agenda
08:30 - 10:00	Round Table
10:00 - 10:15	Break
10:15 - 12:30	Round Table
12:30 - 13:30	Lunch
13:30 - 15:30	Lab Tour
15:30 - 16:00	Closure

Registration

Seminar attendance is limited; hence early registration is recommended. The registration deadline for this seminar is **11 June, 2018** or until the participant limit is reached. Any additional registrations received will be put on a waiting list and considered in the event of a cancellation. Registrations will be confirmed upon receipt of the registration fees.

Registration fee (per attendee) is 500€

Travel Expenses:

Travel expenses (e.g. airfare, limousine transportation to and from the airport), hotel lodging (room and taxes) and all incidental hotel expenses will be borne by the participants.

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Cancellation and Refund Policy

- Nalco Champion reserves the right to cancel the seminar if the minimum enrollment requirement is not met at least three weeks prior to the start of the seminar.
- In the event of cancellation, registered participants will be notified by email.
- Nalco Champion will not be responsible for any costs incurred by a customer as a result of cancellation or rescheduling by Nalco Champion.
- Nalco Champion's training coordinator must receive all cancellation or substitution requests in writing no less than 2 weeks before the seminar.

Key presenters' profiles



Alessandro Loris graduated in Industrial Chemistry and has a Ph.D. in Organic Chemistry. After spending eight years in research, he left and became an expert in soil remediation and wastewater treatments. He has 11 years of experience with Nalco Champion in sales and marketing. In the role of Industrial Development Manager and Industrial Technical Consultant he provides technical support and strategy development on wastewater treatments and membrane applications.



Gaia D'Alessi has 16 years of combined experience in designing, commissioning and troubleshooting industrial wastewater plants. She spent the last 10 years focusing on refinery and petrochemical wastewater. After spending six years in various sales roles at some major refineries in Italy, she moved to U.K. and took on the roles as Industrial Technical Consultant and Industry Development Manager for the EMEA region. Gaia is currently based in London working as Business Development Manager, specialized in water treatments. Gaia holds B.Sc. and M.Sc. degrees in Industrial Chemistry from the University of Venice, Italy, and has two years of Ph. D. experience in biotechnologies from the University of Verona, Italy.



Jérôme Dufour has 21 years of experience in industrial water treatment. Jérôme spent 13 years in field sales cover applications in petrochemical, refining and steel. As Industry Technical Consultant he supports the field sales forces and customers in the application of existing and new technologies. He specializes in cooling water and steam generation applications. Jérôme holds an M.Sc. degree in Chemistry & Chemical Engineering from CPE Lyon, France.



Jim Crossan has 33 years of experience working in Nalco Champion in East Asia and the Middle East regions. He fulfilled a number of roles encompassing sales and technical support for Nalco Saudi and Nalco Gulf before taking up assignments in Kazakhstan and Russia.

Jim's experience spans across all types of industrial plants including refining, gas processing, petrochemicals and metal industries. He is technically experienced in cooling water, boiler and wastewater treatment. He was involved in many energy services projects in the Middle East including SADAF, SHARQ, PETROKEMYA, IBN SINA, EQUATE, ARAMCO gas plants and Mina Abdullah and Mina Shuaiba refineries in Kuwait.

Jim worked as Water Treatment Consultant for Nalco Saudi from 1981 to 1991, Area Manager for Nalco Gulf from 1991 to 2002 and Key Account Manager for Nalco Saudi from 2002 to 2004. From 2004 to 2012, Jim worked as an independent Water Technical Consultant for Nalco in Kazakhstan and Russia, providing technical services for cooling water, boiler systems, water recovery (Zero-liquid Discharge) technical audits, water analysis expertise, equipment design and training.

He returned to the Middle East to work as Industrial Technical Consultant in 2013, and is presently responsible for providing water-related technical support throughout the region.



Valérie Beucler has 20 years of experience with Nalco Champion. She started working in R&D and progressed to take up the role as Industry Technical Consultant focusing on refining and petrochemical industry water technologies. Prior to joining Nalco Champion, Valérie spent 8 years in R&D at ATOCHEM in corrosion inhibitors development. She is currently focusing on cooling water and boiler technology, supporting the Nalco Champion Downstream business in EMEAR as Senior Industry Technical Consultant. Valérie holds a M.Sc. in Material Sciences and Chemistry and has a Ph.D. in Corrosion.

TOGETHER, WE'RE TAKING ENERGY FURTHER

We are Nalco Champion, an Ecolab company, and a global market leader in solving the toughest challenges facing the oil and gas industry. We are Taking Energy Further™ by delivering targeted products, chemical solutions and technologies to help our customers optimize oil and gas production around the globe.

Where you need us, when you need us. We help you enable and enhance productivity, while reducing operating costs, in every part of the upstream, midstream and downstream oil and gas value chain. We operate with strong values - reaching our goals, doing what's right, challenging ourselves, working together, making a difference - and *doing it all with safety in mind.*

We understand the global oil and gas environment is more challenging than ever and the demand for abundant energy is increasing. Our industry experts and research teams share an unwavering commitment to help you meet your production, environmental and business goals.

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