

Fremont Focus

Quarterly newsletter

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Fremont facts:

- Fremont has almost 1,000 different formulas for specific water treatment applications
- Fremont has 28 patented products
- Fremont has \$3.5 M in on the shelf inventory
- 94% of the orders are shipped within 24 hours of receiving

Water Treatment Goes Green with the Ultra Series

The Ultra Series of products enable you to look at your water treatment chemicals to help reduce your company's carbon foot print. The green benefits are realized from the concentrated product that has 100% activity and complete crystalline uniformity.

The Ultra System allows you to store a large amount of chemical safely in a small area. The Ultra Series products are shipped in small containers that are recyclable and can be shipped by UPS, some of the products are even able to be shipped as non-hazardous.

This significantly lowers the freight bills for delivery of your water treatment chemicals.

Green Delivery

The smaller containers are designed to be



Space savings from the Ultra Series box product versus the comparable liquid



inserted as a cartridge into the Crystal Delivery System so that employees never have to come in contact with the chemicals. The 100% activity of Ultra enables these products to be stored in areas that have limited access for bulk storage of water treatment chemicals. Through the use of a dual containment tank the mixed product meets diking standards, and works as if supplied in a drum.

The Ultra Advantages:

Reduce

- Environmental Hazards
- Chemical Handling
- Shipping Costs
- Chemical Inventory Costs

Eliminate

- Drum Disposal
- Chemical Waste
- Bulk Purchase Requirements
- Handling of Heavy Drums

Increase

- Employee Safety
- Available Storage Space
- Extended Shelf Life and Chemical Stability
- Opportunity to Provide Flexible Feed Locations

Ask your Fremont Account Manager to help you to determine what products are right for your specific application or customer support at (952) 445-4121.

Fremont's commitment to Customer Service continues with "My Facility"

Since 1954 when Fremont started operation there has been a commitment to deliver the best chemicals coupled with top of the line customer support in their operations. Fremont is not offering "My Facility" to continue to deliver the highest quality customer

service and support. My Facility is an internet based service program that is designed specifically for your operation. The system will allow you to order the specific products that you utilize in your operation. Payments are easily made on line. You will

have access to MSDS sheets, product data sheets, equipment manuals, and testing procedures. You can also review past service reports, equipment inspections, lab reports, and program reviews. So ask your Fremont Account Manager about "My Facility".

FREMONT FOCUS: Healthcare



Fremont Knows Healthcare

Fremont Industries' work in healthcare facilities is both complex and rewarding. Our customers in Hospitals, Medical Centers, Nursing Homes and the like are directed to follow very strict guidelines. These guidelines are established by either governmental, JCAHO or internally. It is our job to set up our water treatment programs with these guidelines in mind. We work closely with Administrators and Directors of Facility Engineering to make sure that we are addressing these guidelines. Today's litigious culture presents even more pressure to assure everything is in order. To assist facility

personnel, educational trade organizations have been created like ASHE and State Engineers Associations (in Wisconsin for instance it is WHEA). These groups address issues like positive/negative rooms, firewalls, arc flash, and humidity/temperature, pathogens from all areas, sterilizers, and patients' privacy/rights. Fremont Industries also is active in these organizations. Through the years our affiliation with Hospital Engineer Organizations has opened many doors, greatly expanded our knowledge base, and helped us to become a valuable reference base. We have addressed issues from stained surgical instruments

to Legionella concerns and we can share this information with anyone desiring it. At one time healthcare was somewhat immune to economic downturns like we are currently working in. This is no longer the case and it presents opportunities for us to help. Each facility has its own issues. We establish each program individually, thus we can remain true partners and a valuable resource to our customers. The Ultra Series is a line of products that shows Fremont's commitment to offering alternatives to the healthcare field. Give your local Fremont Representative a call to discuss how we can serve your needs.

Fremont's Account Managers can perform a plant energy use to determine if you are minimizing your costs.

Healthcare Energy Checkup

Everyone is concerned with the volatility in energy costs these days.

The healthcare industry is especially concerned about this volatility. We know that you want to reduce your energy consumption, be a good environmental steward and at the same time maintain a healthy environment for their patients.

The requirements for air exchanges per hour are extremely high in certain parts of the hospital. In Fremont's served market place; with our harsh winters, sometimes the outside air temperatures are below zero, with very little humidity. One major expense lies with humidifying and warming the air up to acceptable levels.

The air exchanges are required by code for the patient welfare. So how

does Fremont as a water treatment company help the health care industry reduce their energy consumption? Fremont does not have much of control over the air exchanges but we do have some control over the source of this energy. One of the largest consumers of energy is the steam boilers. The following checklist is a starting point.

- 1) Do you have a steam trap analysis program in place?
- 2) Are you getting the most use out of the boiler water before blowing the boiler down?
- 3) Are you monitoring the boiler water solids with an automatic skimmer blowdown system?
- 4) Can you improve the makeup water quality to reduce the need for

excessive blow-down?

- 5) Do you have a system to recover some of the btu's from the boiler water before dumping it to the sanitary sewer?
- 6) Do you have any deposits on the boiler tubes that are inhibiting heat transfer?

The answers to these questions and others help Fremont to setup a program to address energy saving techniques. Some of these solutions have a very rapid payback. In some cases these energy savings solutions have not only paid for themselves but have more than paid for the entire water treatment program. Now is the time to give Fremont Industries a call to schedule a survey of your plants water treatment system.

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FREMONT FOCUS: Food Industry



A Rose By Any Other Name

What smells really bad, dissolves plastics as quickly as it burns skin, is difficult if not down right impossible to keep from ruining chemical pumps, and is the ONLY neutralizing condensate chemistry you can use if your facility has boilers that produce steam which contacts milk????

You're right! It's awful, old, smelly, corrosive ammonia. And as everybody knows, ammonia chemistry, made by any chemical company, smells just as bad, right? Wrong! Thanks to Fremont's very creative R&D scientists, you can benefit from F-8583, Fremont's revolutionary no-smell ammonia.

Due to an unfortunate acronym, the original name, Fremont Ammonia Release Technology, was quickly changed to No Smell Ammonia.

Benefits of No Smell

Ammonia
Regardless of the name, F-8583 offers many unique benefits to individuals that must use ammonia condensate chemistry.

- 1) Safety is greatly improved because F-8583 is not corrosive to skin when contact occurs. That's not the case with other ammonia products.
- 2) Accidental spill and leaks are easily and safely

cleaned up. That's not the case with other ammonia products.

- 3) Chemical feed pump parts do not dissolve and break down when pumping F-8583. That's not the case with other ammonia products.
 - 4) F-8583 has a pleasant slightly sweet odor. Nobody would ever describe any other ammonia condensate chemistry as pleasant!
- If you would like to find out how F-8583 No-Smell ammonia or any of Fremont's other patented and innovative products could benefit you and your facility, please contact your local Fremont representative.

**Fremont's Newest
Product Introduced:
Food Grade Approved
Propylene Glycol
Products**

Fremont Enhances the Freeze Protection Products Line

Fremont offers a wide range of products to help you manage your closed loop system.

We offer DowTherm SR1 and DowFrost HD in 55 gallon drums and bulk in seven different concentration levels. We also have our own line of products that are an approved equal to the above mentioned Dow Products. These Fremont inhibited Ethylene Glycol and Propylene Glycol, are also

available in seven different levels of glycol blends. These Fremont products are available in the following container sizes: 55, 275, 330, and bulk orders over 500 gallons.

There are also Fremont products in both uninhibited Ethylene and Propylene Glycol in 100% concentration in the sizes listed above plus 5 gallons pails.

Food Grade Propylene Glycol

Fremont is proud to announce our new food grade approved Propylene Glycol product. The product is available in the same concentration levels of our other inhibited Fremont Glycol offerings and sizes. Fremont also offers the products for your system pre-cleaning and on-site service which includes on-going testing for your system.

How do I eliminate that smell from my floor drains?

There are times that due to your best efforts there is a persistent foul odor coming from your floor drains. The smell can be detrimental to business and the attitudes of your employees.

Fremont has the answer to help eliminate the problem by using Fremont's product line called BioPower. The product is a bio-enhanced trap and drain line treatment utilizing

spore based multi-strain cultures with extensive stability and shelf life. BioPower is effective in digesting and liquefying organic wastes thus eliminating malodors.

BioPower is non-pathogenic, non-polluting, and highly resistant to detergents, sanitizers, and free chlorine. When it is used for regular treatment it will lead to a buildup of an active ongoing

colony to prevent odors from returning. The BioPower line of products comes in a liquid and dry form and one is especially made for dealing with dairy waste.

BioPower can also be used in waste containment tanks, lagoon treatment, lift stations, wet wells, and collection systems and is a very cost effective tool to be utilized at your facility.

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FREMONT FOCUS: Biofuels

Fremont Knows Biofuels

Fremont Industries has been involved in helping manage the processes at ethanol production facilities for over 20 years. We have been supporting the biodiesel efforts for 5 years. The biodiesel marketplace is newer to the scene and the plant sizes have more recently grown to support sizeable production (30-100M gallons per year). Fremont is an active participant in these industries; working with our customers to improve production efficiencies. Whether you are working with poor quality supply water, ineffective pretreatment equipment, plugged or failed heat exchangers, Fremont Industries has the experience and expertise to help.

Our personnel are trained to look into your system, not just look at them. The time we spend in your plant is centered around looking for opportunities to improve on what results you are experiencing now.



Our first approach centers around the development of base line documentation. We

test ΔP , ΔT , and run comprehensive water analysis reports around the heat exchangers. Our goal is to spot changes in the system before they become a major problem. Every subsequent visit to your facility is then compared by our staff against the base line, so that we can be proactive. The goal of this testing is to be a back up to normal ongoing testing that your plant does. We have actually had plants where their on-site testing equipment was working improperly. We were able to head off significant problems with Fremont's supplemental testing. Have our experienced and dedicated biofuels group show you what we can do to help in your operation.



www.fremontind.com
(952) 445-4121

"Fremont wanted to continue to show it's support for the ethanol industry by joining Growth Energy"
Mark Gruss, Fremont CEO

Fremont Joins Growth Energy

Ethanol is America's best renewable fuel, reliable and affordable now. It's a high tech, home-grown and on the verge of innovation breakthroughs that will make it even cleaner and greener for the long term. Ethanol is vital to achieving greater American energy independence. It is today's only viable and available fuel that can be substituted for gasoline. Unlike oil, ethanol is renewable- it will never run out. As science moves from making ethanol from corn to producing it from corn cobs and other plant materials, ethanol will continue to be a sustainable and effective energy solution for the world. America's dependence on foreign oil causes enormous problems for America every day-raising the prices on everything from gas to



groceries while sending money and jobs overseas.

Ethanol is America's green growth energy solution to our foreign oil problem.

Growth Energy -America's opportunity is growing

It's time to show that ethanol's true nature and communicate ethanol's virtues to every resident of this planet. Right now!

The ethanol industry is at the cusp of a tremendous opportunity, it is poised to have an incredible impact in solving worldwide energy challenges.

Right now is the time for a strong, unified and well-funded 21st century ethanol association. Growth Energy will be guided by the following moral purposes:

- Creating a cleaner and greener world.
- Achieving Economic growth and energy independence
- Developing a sustainable worldwide agriculture for food and fuel

For these messages we need to have a broad base of membership involved in Growth Energy and that is why Fremont is one of the first to join.

"Fremont wanted to continue to show it's support for the ethanol industry by joining Growth Energy" said Mark Gruss, CEO, Fremont
If you are interested to learn more about Growth Energy call Steve Rust at (952) 233-9077.

Visit the website to learn more about Growth Energy:
www.growthenergy.org

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