

## RECORDED BENEFITS

- Program cost reduced by \$775k/year
- Simplified application strategy and reduced number of feed points
- Usage reduced >25%
- Reduced deposition and carryover
- Improved O2 delignification efficiency – direct impact on bleaching costs

## New Defoamer Technology Reduces Program Costs and Provides Additional Benefits for Fluff Pulp Producer

### Advantage™ CS6301 Defoaming Agent

#### Improvement Opportunity

A large fluff pulp mill located in North America was experiencing stability issues related to their brownstock defoamer which was leading to inconsistent performance and increased chemical costs. Due to stringent regulatory and mill approvals, the incumbent chemical supplier that had been in place for many years was not making any attempt to keep costs under control or improve performance quality. Once challenged by the mill to improve, they responded with price reductions but did not offer any program improvements.

#### Recommended Solution

The mill approached Solenis to run a trial against the competitor and demonstrate the value and benefits of our new silicone emulsion defoamer technology. Advantage CS6301 brownstock defoamer is a reduced silicone content, emulsion defoamer formulated to provide an economical combination of drainage and foam control. Application points were re-evaluated. The number of feed points were reduced, and some relocated to maximize the performance of the product.

#### Results Achieved

Advantage CS6301 resulted in a reduction in chemical use of more than 25% compared to the incumbent's silicone emulsion program. Washer operations stabilized, and deposition potential declined. The improved washing at the brownstock washers also led to increased O2 delignification. The program value was estimated at almost \$500k/year in bleach plant savings. Solenis' program was able to reduce the mill's costs by \$775K per year.

Improvements	Value
Program Cost Savings	\$775,000
Impact on Bleaching	\$469,000
Deposition Reduction	Priceless
Washer Stability	Priceless

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