



Case Study

Speciality Chemicals - Service & Support

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> The Client

One of the world's largest chemical companies, with over 300 companies worldwide focusing on specialty chemicals, paints and coatings, have chosen Crowcon as their gas detection partner. Safety and sustainability are fully integrated into their core business principles and values.

They strongly drive behaviour-based safety (BBS) programs and have developed their own Life-Saving Rules which include confined space entry.

This company's safety programs have resulted in significant improvement in their total reportable 'rate of injuries per million' hours worked, which has decreased from 2.4 in 2012 to 1.4 in 2016 – in line with the ambitious level of 1.4 set for 2016.

> Requirement

The company's plant in Southern China produces specialty surfactants for the household, industrial and other cleaning industries. In 2016, a multimillion dollar expansion project was planned to increase production in this plant.

Being able to supply higher value products means our client would be in a stronger position to serve their customers in numerous market sectors, including cleaning, agrochemical, cosmetics, mining, fuel and the oil industry.

For the expansion project, our client required multiple Acrylonitrile gas detectors to be installed in a variety of locations. They needed detectors in a tank yard, loading areas and production areas. There was also a requirement for flammable gas detectors in the tank storage area.

> Approach

Crowcon China's sales team have built a trusted relationship with a local Chinese consultant in a previous project that Crowcon worked on.

The team approached the project early and worked with the consultant to provide a comprehensive solution that would address the main issues our client was facing that no other business could provide.

A photograph of an industrial facility, likely a power plant or refinery, with several tall smokestacks emitting thick white smoke into a blue sky with scattered clouds. The facility itself is a complex of white and grey structures with scaffolding. In the foreground, there is a body of water reflecting the sky and the industrial structures. The image is partially obscured by a large blue and white geometric overlay on the left side.

> Outcome and Benefits

Crowcon installed a number of new Xgard Bright detectors, alongside a sampling panel with pump and water filter. This sampling system also reduces maintenance and prolongs sensor life, therefore saving time and money for the business.

The OLED display in Xgard Bright allow users to read from afar. The output signal from Xgard Bright is connected to the plant control system for remote monitoring.

Our client is now able to protect workers from the very toxic Acrylonitrile gas. The gas detectors are maintained by Crowcon's service team regularly and they maintain a strong support system. This was a key factor in the success of the project which also aids their compliance to the authorities.

"Xgard Bright has performed well for us over the last three years."

Bob He, Plant Engineer
