

**Austin Anderson Solutions**

KARACHI · PAKISTAN · EST. 2014

CAPABILITY STATEMENT

2026 EDITION

V1.0

# Connecting *chemistry* to components.

WATER · PROCESS · SPECIALTY CHEMICALS · ENGINEERING

*A focused chemistry house for Pakistan's industrial water and process plants. Sole agent for Shaanxi Ande and Innovative Water, with engineering support behind every drum.*

ESTABLISHED  
2014

PRINCIPALS  
SHAANXI ANDE · INNOVATIVE WATER

SECTORS  
POWER · REFINING · TEXTILE · FOOD · MUNICIPAL

Prepared by  
**Kinetic Labs**

[kineticlab.ca](http://kineticlab.ca)

# Sole Pakistan agency for two specialist Chinese manufacturers, *backed by an engineering desk in Karachi.*

## **Shaanxi Ande Chemicals Co., Ltd.**

XI'AN, CHINA • SPECIALTY WATER-TREATMENT CHEMISTRIES

Polyaluminium chloride (PAC), polyacrylamides (CPAM/APAM), reverse-osmosis antiscalants, biocides, and corrosion inhibitors. Manufacturing capacity supports container-load programmes with batch certificates of analysis on every shipment.

## **Innovative Water Treatment Co.**

HEBEI, CHINA • COOLING AND RECIRCULATING SYSTEMS

Cooling-tower antiscalants, dispersants, corrosion inhibitors, and recirculating-system fungicides. Tailored chemistries for high-stress cooling loops in power generation, refining, and process cooling.

2


SOLE-AGENT  
PRINCIPALS

7+

STOCKED  
SKUS IN KARACHI

6

ENGINEERING  
SERVICE LINES



*"Anyone can sell you a drum. We tell you how to dose it. That is the difference between a trader and a chemistry partner, and we are deliberately the second."*

# Six industrial sectors, one chemistry desk. *Each with its own dosing programme.*

AAS supports Pakistani plants where water touches the process: thermal and combined-cycle power, refining and petrochemicals, textile dyeing and finishing, food and beverage, municipal water utilities, and industrial recycling. Every sector below is staffed by an engineer who has stood at the dosing pump.

AA · 01

## Thermal & combined-cycle power

Cooling-tower antiscalants, oxygen scavengers, boiler treatments, and demineralised-water polishing for IPPs and captive power.

COOLING BOILER

AA · 02

## Refining & petrochemical

Process antifoulants, desalter chemistries, sour-water treatment, and cooling-loop programmes for refineries and lube blending plants.

PROCESS COOLING

AA · 03

## Textile dyeing & finishing

RO antiscalants, biocides, sequestrants, and effluent flocculants for the dyeing-house water cycle from softening to ETP.

RO ETP

AA · 04

## Food & beverage

NSF-grade chemistries for CIP rinse water, brewery utilities, dairy cooling, and beverage-line softening with food-contact compliance.

NSF CIP

AA · 05

## Municipal & potable

PAC and CPAM for clarification at municipal treatment plants. Drinking-water-grade documentation and dosing programme support.

PAC CPAM

AA · 06

## Industrial reuse & ZLD

High-recovery RO antiscalants, dispersants, and post-treatment chemistries for closed-loop and zero-liquid-discharge sites.

ZLD REUSE

# The stocked SKU list. *Every drum carries a batch CoA.*

Chemistries kept on the Karachi shelf and shipped from China against rolling stockholding orders. Each entry below has a dosage range, application note, and field-tested compatibility map. Anything off-list is engineered to spec on a 6 to 8 week lead time.

CODE	CHEMISTRY	PRIMARY APPLICATION	FORM
PAC	Polyaluminium chloride	Coagulant for municipal water clarification, dyehouse effluent, and pulp-and-paper. 30% Al <sub>2</sub> O <sub>3</sub> basicity grades available.	Liquid · Powder
CPAM	Cationic polyacrylamide	Sludge dewatering and clarifier flocculation across municipal, textile, and food-process effluents. Multiple charge densities.	Powder · Emulsion
UN-307	RO scale inhibitor	Phosphonate-based antiscalant for reverse-osmosis membranes. Effective against carbonate, sulfate, silica, and iron scales.	Liquid concentrate
UN-611	RO membrane biocide	Non-oxidising biocide for biofouling control in RO systems. Compatible with polyamide membranes.	Liquid
AD-401	Cooling-tower antiscalant	Phosphonate-polymer blend for open recirculating cooling. Inhibits CaCO <sub>3</sub> and CaSO <sub>4</sub> at moderate cycles of concentration.	Liquid concentrate
AD-303	Cooling-tower corrosion inhibitor	Mild-steel and copper-alloy corrosion inhibitor for cooling loops. Synergistic with AD-401 dispersant programme.	Liquid
AD-402	Recirculating-system fungicide	Non-oxidising biocide for cooling towers, condensers, and process cooling. Effective against algae, bacteria, and fungi.	Liquid
AA/∞	Custom chemistries on request	Antifoams, oxygen scavengers, dispersants, sequestrants, specialty boiler treatments. Engineered to your feedwater profile.	Spec to order

# What you should ask any chemistry supplier. *Here are our answers.*

A drum without documentation is a liability. Every shipment from AAS arrives with the four documents below. Where regulators license the chemistry, we hold the licence and we send the licence number with the offer, not after the PO.

STANDARD • 01

## Per-batch certificate of analysis

Every lot is sampled, analysed at our principal's lab, and shipped with a numbered CoA. Re-tested in Karachi when required for high-spec sites. Hold-time samples retained 12 months.

STANDARD • 02

## NSF / USP / BS where applicable

Chemistries entering food, beverage, or potable-water systems carry NSF Standard 60 or USP-grade documentation. Cooling chemistries align with BS 8580 and CTI guidelines.

STANDARD • 03

## ISO 9001 manufacturing

Both principals operate ISO 9001-certified facilities. Quality plans audited at the source. Customer audits are welcomed; we have hosted them with refining and food-grade buyers.

STANDARD • 04

## Pakistan licensing @ PEC

Engineering services delivered under Pakistan Engineering Council registration. Chemicals comply with PCMA and Pakistan Standards Quality Control Authority (PSQCA) where mandated.

STANDARD • 05

## SDS in your language

Safety data sheets in English and Urdu. Hazard communication training available for plant operators. Spill response and PPE guidance included with every first shipment.

STANDARD • 06

## Reach-back to the chemist

Anomalous test results, scaling events, foaming spikes? You are talking to the engineer who specified the dosing programme, not a customer-service triage queue.

# Six service lines that wrap the chemistry. *This is how the dosing actually works.*

AAS does not sell chemicals and walk away. Each of the six service lines below is staffed by a qualified water-treatment engineer who has commissioned the kit, autopsied the membrane, or rebuilt the dosing skid. You buy the drum because of what comes around it.

AA / S1

## Feedwater audit & dosing programme

Lab analysis, scaling indices, microbial counts, and a written dosing programme tied to your feedwater profile. Quarterly re-audits track drift.

SITE VISIT • LAB WORK • PROGRAMME REPORT

AA / S2

## Plant design & build

RO trains, ETP, softening, demin, and dosing skids. Engineering, procurement, fabrication, and commissioning under a single accountability line.

EPC • SKID BUILD • HANDOVER DOCS

AA / S3

## Commissioning

Pre-commissioning checks, water-on, dosing-pump tuning, operator training, and run-in support. Commissioning report with as-built data.

PRE-COM • WATER-ON • OPERATOR TRAINING

AA / S4

## Operations & maintenance

Outsourced O&M with retainer pricing. Routine sampling, dosing-pump calibration, membrane CIP, and performance reporting against KPIs.

RETAINER • MONTHLY SAMPLING • KPI REPORT

AA / S5

## Troubleshooting & autopsy

Diagnostic call-outs, membrane autopsy, scaling forensics, foaming-event RCAs, and optimisation studies when the plant stops behaving.

RCA • AUTOPSY • OPTIMISATION

AA / S6

## Supply & logistics

Karachi ready-stock for 7 SKUs. Bulk imports for programme-supply contracts. INCOTERMS to your gate, with documents that match the chemistry on the drum.

STOCKED • BULK IMPORT • PROGRAMME SUPPLY

# Six places where the dosing programme was the project. *Anonymised at sector level on customer request.*

Specific plant names are withheld for client confidentiality. Volumes, chemistries, and outcomes below are accurate. References available on request, signed by the plant chemist.

## 2018

REFINING • KARACHI

### Cooling-loop programme replacement

Took over a 12,000 m<sup>3</sup>/h cooling tower from an incumbent supplier with persistent CaCO<sub>3</sub> scaling. Reformulated to AD-401 + AD-303 programme.

CYCLES OF CONCENTRATION ↑ 3.2 → 5.1 • 22 MONTHS ON PROGRAMME

## 2020

POWER • PUNJAB

### RO antiscalant retrofit

2 × 200 m<sup>3</sup>/h RO trains on a combined-cycle plant suffering early membrane fouling. UN-307 dosing programme with 6-month autopsy retest.

MEMBRANE LIFE +28% • CIP FREQUENCY HALVED

## 2021

TEXTILE • FAISALABAD

### Dyehouse ETP rebuild

Designed and supplied PAC + CPAM dosing skid for a dyeing facility's primary clarifier. ETP performance brought back into NEQS compliance.

EFFLUENT COD ↓ 62% • SLUDGE VOLUME ↓ 35%

## 2022

FOOD & BEVERAGE • KARACHI

### NSF-grade utility chemistry

Replaced incumbent supplier on a beverage-bottling plant with NSF-60 cooling and softening chemistries. Audit-ready documentation for buyer compliance.

AUDIT CLEARED FIRST PASS • PROGRAMME RENEWED 2024

## 2023

MUNICIPAL • SINDH

### Clarifier optimisation

Polyaluminium chloride dosing programme for a municipal water plant struggling with monsoon turbidity spikes. Jar-tested to floc strength target.

SETTLED-WATER TURBIDITY ≤ 2 NTU THROUGH MONSOON

## 2025

PETROCHEMICAL • PORT QASIM

### Closed-loop cooling commissioning

Design-build of a 1,800 m<sup>3</sup>/h closed-loop cooling system. AAS supplied skid fabrication, commissioning, and ongoing chemistry retainer.

HANDOVER ON SCHEDULE • 18 MONTHS ON RETAINER TO DATE

# The numbers your buyer needs *before the offer.*

*Lead times are honest. Stock is real. Engineering visits are open invitations. The physical lab is in Karachi and we welcome plant audits.*

## STOCKED SKUS · KARACHI

PAC, CPAM, UN-307, UN-611, AD-401, AD-303, AD-402 — held in container-load quantity, dispatched same week.

Custom chemistries: 6 to 8 weeks ex-China.

## INCOTERMS & PAYMENT

FOB Tianjin / Shanghai · CFR Karachi · DAP plant gate. Payment 30/70, LC at sight for first orders, open account on programme renewals.

## TALK TO A CHEMIST

**Syed Rayhan Ahmad**

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## LEAD TIME MATRIX

Ex-Karachi stock 24 to 72 hours · Container-load reorder 4 to 6 weeks · Custom chemistry 6 to 8 weeks · Engineering site visit 5 working days.

## VISIT THE LAB

Karachi office and lab open to engineering walk-throughs by appointment. Plant audits welcomed by both principals on 2 weeks notice.

## OFFICE & LAB

C-86 Block-2 Clifton

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austinandersonsolutions.com