

Cruise Lines Select CompacMETSTM Ocean Images Ltd. puts the Environment First

Keeping your lab in compliance can sometimes be, shall we say, challenging. Now, imagine you have thirty labs that sail from country to country, and you must meet environmental regulations in all of them. Talk about a challenge...

That's just what Jim Shipp and Keith Packham, Directors of **Ocean Images Ltd.**, contend with every day. For over eleven years, Ocean Images has supplied complete photographic services to cruise ship companies such as Norwegian Cruise Lines, Celebrity, and Seabourne, from its headquarters in Jersey, The Channel Islands, UK.

Not only do they provide photographers and complete developing and printing services on-board, but are responsible for silver recovery and environmental compliance, as well.

"We have two minilabs on most every vessel we service," said Mr. Shipp, "and were having difficulty staying in compliance, despite all the chemical monitoring we were performing. We needed a simple, reliable silver recovery solution to maintain compliance in all our ports of call."

They turned for help to **Jim Spellman**, President of **Sonman inc.** of Rockledge, FL, who commented, "Ocean Images has been a valued customer for more than ten years. As a service-oriented distributor of CPAC, Trebla, and Fuller Brush photographic products, we believe



Keith Packham and Jim Shipp of Ocean Images Ltd.

the key to success is partnering not only with our customers but also with our vendors. We were familiar with Ocean Images' situation and immediately suggested CPAC's CompacMETSTM as the ideal solution."

The CompacMETSTM (Mini Effluent Treatment System) automatically meters silver-bearing solutions through high-capacity cartridges to help mini, micro, and small professional photo labs meet tough environmental compliance regulations.

"...the METS system is the best low-maintenance solution, hands down."

Robert Wicker, a Sonman Account Executive servicing Ocean Images, said, "Mr. Shipp asked for help in solving chemical monitoring

problems they were experiencing with their current system. By eliminating the hassle of having to add chemicals to the silver recovery units, the METS system is the best low-maintenance solution, hands down. As we speak, Ocean Images is completing a total conversion to CompacMETSTM and RePAC® cartridges on their ships, and donating silver profits to support breast cancer research in a South Florida hospital."

According to Mr. Shipp, "The results lie in the samples. Since switching to the METS units, we've never once been out of compliance. Knowing we meet the strict requirements in the United States, we're certain to be in compliance worldwide." ■

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Your Questions Answered

Q: What are your recommendations for the use of control strips?

MM: *Control strips are one of the most important trouble-shooting tools you can use in the lab. They provide a quick and easy method of determining the consistency of your processor performance, and can really save time and money over the long run.*

We recommend using control strips every day as part of the start-up procedure in your lab. They give objective data on the condition of the processor, and make it easier to zero in on a potential problem before it becomes a 'real' problem. This daily procedure allows you to detect, identify, and correct process variations before they have a chance to negatively impact product quality.

Graphing or logging the results of your daily control strips allows you to see trends and help determine how to keep your process in control.

Trebla's Technical Support personnel are experts at helping identify and correct process problems in photo labs. In addition, analytical services are provided free of charge to labs using Trebla chemistry (a \$25 value per analysis; typical sample requires 4 or more constituent analyses). To learn more, call Tech Support at 800-325-4404 or stop by PMA Booth F-61.



Bruce P. Stauch
Vice President CPAC
Environmental &
Refining Services



Mike Malan
Photographic
Engineer, Trebla
Chemical Co.

Q: I know reclaiming silver is good for the environment, but what about refining?

BPS: *PRS has installed a new baghouse at the Salt Lake City, UT refinery as we enter the final stages of our commitment toward "zero discharge". The baghouse removes soot, dust, and fumes from exhausted air that otherwise would be released into the atmosphere. The recycling program at PRS is so complete that even this collected dust is not wasted – it becomes part of the flux used in the refining process. You can feel confident about a minimized environmental impact when refining your recovered silver with PRS.*

*For additional information about PRS Refining Services, contact **Barbara Knowles**, Silver Specialist, at 800-934-9234 or stop by PMA **Booth F-61**.*



New METS E-112 Pumping Station

We designed our newest METS (Mini Effluent Treatment System) silver recovery system with on-site processing customers in mind, particularly those with an eye to the bottom line!

This new E-112 metallic exchange system includes our unique METS Monitoring Service as part of the package – a valuable, customized feature that helps mass market photofinishers stay in compliance while maximizing their silver yield.

Instead of preset hour counters and alarms, these units are built to run at a constant 100 mils/min. A secondary containment tray is standard equipment, as are built-in quick disconnects to drain the cartridges before shipping.

Cartridges are rotated based on a set of variables unique to each location, including roll volume, days of use, and analytical results. Spent cartridges are easily removed and

drained, then sent for refining. Our patented RePAC® 250 cartridges are used to recover the maximum amount of silver – several locations have observed yields of over 300 T.O. per cartridge while maintaining <1ppm discharge!

For simple, effective environmental systems and free monitoring services for on-site processing locations, contact CPAC Equipment Division at 800-828-6011 or visit PMA Booth F-61. ■

And they said
it couldn't be done...

Trebla Invents One-Part Bleach-Fix

Trebla Chemical Company has taken its patented 'one-part' technology on to the next level with new Universal One-Part RA Bleach-Fix. This super-concentrated liquid (patent pending) works with any existing chemistry and is so easy to use. Just snip open the unique stand-up pouch, pour the chemistry into your tank, and add water. The process takes less than five minutes and is

virtually mess- and error-free! This innovative formulation can be mixed to three different replenishment rates: standard (for most users), medium (for medium- to high-volume users), and low (NR-type), depending on processor configuration and desired replenishment rate. It is available in both 10-liter and 25-gallon mix sizes.

What's more, super-concentrating this formula and packaging it in a soft pouch results in a 40% reduction in shipping weight. Plus, Universal One-Part RA Bleach-Fix, like Trebla's other patented one-part formulas, is non-hazardous, reducing shipping charges even more! Add OdorFree™ formulation and

extended shelf life (greater than one year) and you'd expect this premium product to fetch a premium price. But Trebla is not increasing its price to bring Universal One-Part RA Bleach Fix to market, making it a 'universal' value in your lab!



For more information, contact your Trebla dealer or visit **Booth F-61** at PMA. ■

Trebla's Electronic Ordering System Up and Running!

Trebla customers can now place their chemistry orders via e-mail, saving paper, time, and money. Using our convenient electronic form (the e-form), you simply fill in the quantities desired, add a PO number, attach the file to an e-mail addressed to Torders@treblachem.com, and click the "Send" button!

All e-orders are delivered simultaneously to the desktops of **Marie LaBarge, Roberta Kloda, and Anita Jacobi** in our Customer Service Department, ensuring the same fast and knowledgeable service to which you are accustomed with traditional phone and fax orders.

You don't need to use OUR form – any Excel spreadsheet or a simple list of desired products sent via e-mail will suffice. However, we can easily customize the e-form to meet the specific needs of any customer – contact your sales manager today!

Dave Perrine, Eastern Region:
PerrinePRS@aol.com
Paul Medenbach, Mid-West Region:
Pmedenbac@aol.com
Dennis Nisbet, Southwest Region:
DNisbetPRS@worldnet.att.net ■

CPAC Equipment Division presents Two Papers at PMA

Dave Fenton, CED's Director of Engineering, will present, "Silver Recovery: Profitability and Compliance" at the 11th International Symposium on Photofinishing Technology: Conventional, Digital & Hybrid Systems on Tuesday, February 1st at 3:00 PM in Las Vegas, NV. His paper will review common film and color paper processes and the silver recovery equipment required for each.

Ernie Thompson, CED's VP, Sales & Marketing, is slated to participate on a three-person panel titled "New Trends in Silver Recovery Equipment and Use" (Macro Session 76) on Saturday, February 5th at 7:00 AM. Ernie will discuss how equipment modifications can optimize your silver recovery operations and ensure compliance with the new Code of Management Practice requirements being implemented by cities across the country.

"By making formal presentations to our peers at PMA, we expect to attract attention to CPAC's silver recovery equipment, Trebla chemistry, and PRS Refining

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Dave Fenton
Director of
Engineering,
CPAC
Equipment
Division



Ernie Thompson
VP Sales &
Marketing,
CPAC
Equipment
Division

New for Photo Labs from Fuller Brush

Protective Shield Hand Lotion is perfect for photo lab personnel or anyone working with processing chemicals. This new silicone-based formula instantly forms a protective barrier to guard against drying, chapping, and chemical burns, and lasts for hours. Rich moisturizers and emollients soothe and soften skin as they protect.

Protective Shield is fragrance-free, non-greasy and non-sticky. It is ideal for processor cleaning technicians, minilab operators, silver recovery technicians, and maintenance personnel. This quality Fuller product is available in 3.5 oz tubes, and can be purchased individually or in cases of six, forty-eight, or ninety-six tubes.

Protective Shield will be on display at PMA along with these other fine Fuller Brush products: **PhotoEase™** industrial strength liquid cleaner and **pHotoDerm™** Hand Soap. Visit us at **Booth F-61** or call Donna Young at **800-777-5778** for more information. ■



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services, which will all be on display in the CPAC Imaging Group booth," Mr. Fenton remarked. "Plus, It is an opportunity for us to network inside the Imaging community and emphasize the advantages that CPAC provides through a combination of our equipment, chemical, and refining services."

Make a point of registering early for these presentations. For a hard copy, see Dave or Ernie at Booth **F-61**, call CPAC Equipment Division at **800-828-6011** or request a copy via e-mail from kmcculle@cpac-fuller.com. ■

PMA Sneak Preview

CPAC Imaging Group offers comprehensive combinations of chemistry, equipment, consumables, and services to the photographic industry. The following products will be featured in **Booth F-61**. We hope to see you there!

Processing Chemistry – Trebla Chemical Company

- * Universal One-Part RA Bleach-Fix
TriPhase™ One-Part Liquid
RA Color Developer
ColorPAC™ and ColorPAC RT™
kits, featuring TriPhase Developers
- * Universal Bleach III Concentrate
for C-41

Environmental Equipment – CPAC Equipment Division

- LM/BF-55™ Stationary Cathode
Silver Recovery Unit (SRU)
- ML-25B™ Automatic Batch
Electrolytic SRU
- METS™ A-101 Effluent Treatment
System
- * METS™ E-112 for On-Site
Processing

Refining and Silver Services – PRS

- RePAC® 250 Cartridge

Cleaning and Maintenance Supplies – The Fuller Brush Company

- * Protective Shield Hand Lotion
- PhotoEase™ Cleaning Solution
- pHotoDerm™ Hand Soap

Inkjet Consumables – Digital Wizard™

- Cast-coated photo-realistic papers
- Printer cartridges

- * New product introduction ■

CPAC Imaging Group website:
www.cpacimaging.com

CPAC's 30th Anniversary Year

In honor of our anniversary, we'd like to recognize the following employees celebrating service anniversaries in 1999:

Trebla Chemical Company

Brian Barbo	President	20
Laszlo Papai	Sr. Research Assist.	15
William Sanders	Packaging Dept.	10
Ron Stover	Packaging Dept.	10

CPAC Equipment Division

Ernie Thompson	VP, Sales & Mktg.	25
Richard Barrett	Production	25
William Borek	Production	20
Ron Kwiecien	CPAC/IMG Sales Mgr.	15
Richard Bull	Sr. Tech. Svc. Rep.	15
Vanessa Bennett	Purchasing	10
Evva McTarnaghan	Production	10
Karen White	Customer Service	10
Roger Stephens	PerfectView Sales Mgr.	5

Corporate

Terry Derrenbacher	Mktg. Coordinator	15
Kate Kreger	Dir. of Comm.	10
Luana Bailey	Receptionist	5

cpac, inc.

CPAC Equipment Division

2364 Leicester Road, Leicester, New York 14481
716-382-3223 • FAX 716-382-3031

Trebla Chemical Co.

8417 Chapin Industrial Drive, St. Louis, MO 63114
800-325-4404 • In MO 314-423-1919
FAX 314-423-3914

PRS, Inc.

P.O. Box 218, Leicester, New York 14481
716-382-3223 • 800-828-6011

Allied Diagnostic Imaging Resources, Inc.

Norcross, GA
770-448-0250 • FAX 770-448-0257

CPAC Europe N.V.

Herentals, Belgium
011-32-14-23-24-51

CPAC Africa (PTY) LTD

Pretoria, South Africa
011-27-12-372-0671

CPAC Italia S.r.l./Chimifoto Ornano

Milan, Italy
011-39-02-2828-752

CPAC Asia LTD.

Bangkok, Thailand
011-6638-570966-9

The Fuller Brush Company

Great Bend, KS
800-551-3030 • 316-792-1711 • FAX 316-792-1906

Stanley Home Products

Easthampton, MA
413-527-4001 • FAX 413-527-5075

Cleaning Technologies Group

Great Bend, KS
800-551-3030 • 316-792-1711 • FAX 316-792-1906

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