VOC Emissions from Metalworking Fluids

The South Coast Air Quality Management District is the local air pollution regulatory agency serving the South Coast Air Basin, consisting of portions of Los Angeles, Riverside, Orange and San Bernardino counties in California. The air quality in the Basin has been designated as extreme non-attainment by the EPA. For that reason, AQMD is at the forefront of the nation’s emission reduction efforts. As part of these efforts, AQMD has been investigating volatile organic compounds (VOC) emissions from metalworking fluids. One of the primary challenges has been to find a reliable test method to determine VOC content. This presentation will feature an overview of a joint cooperation project between ILMA and AQMD which developed a thermogravimetric test method that mimicked the results from a six-month, low temperature evaporation study of naphthenic oils.

*Cost to attend: $39 (STLE member), $59 (Non-member)

* Course cost includes reading and/or reference materials, presentation slides, the recording of the event and the Q&A session summary. Register before Monday, Jan. 9 at www.stle.org or call (847) 825-5536.

Jan. 11, 2012  Noon-1 p.m. (With optional Q&A session, 1 p.m.-1:30 p.m.) (Central Time)

Using NEADS Analysis to Get to “Yes” in Industrial Sales

We’ve all heard about the importance of identifying your customer’s needs as a crucial part of the sales process. But how can you ask the right questions to uncover those needs? What should you do with that information once you’ve acquired it? And, perhaps most important of all, how can knowing a customer’s needs help you close more deals?

These questions and more will be answered by the application of NEADS analysis to your sales process. NEADS analysis is a system of questions and methods that will help you guide prospects through the sales process and convert them into loyal clients.

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Jan. 18, 2012  Noon-1 p.m. (With optional Q&A session, 1 p.m.-1:30 p.m.) (Central Time)

Presenters: Michael Morris & Uyen Uyen T. Vo
South Coast Air Quality Management District
Diamond Bar, Calif.

BIOGRAPHY

Mike Morris is an air-quality specialist, writing regulations and evaluating emerging technologies for the South Coast Air Quality Management District (AQMD). The AQMD is the air pollution control district for Southern California, the smoggiest region of the U.S. Mike’s current projects with the AQMD includes paint and lacquer thinners, consumer products and metalworking fluids. Previously, Mike was program manager at the Institute for Research and Technical Assistance, conducting research and development of low- and non-solvent technologies.

Uyen-Uyen Vo is an air-quality chemist in the Compliance Section of AQMD’s Laboratory Services Division. Uyen-Uyen has been at AQMD for three years and is currently working on comparing various analytical instruments and methods for volatile organic compound (VOC) test methodologies. Uyen-Uyen’s analytical experience includes gas chromatography (GC), thermogravimetric analysis (TGA), high-pressure liquid chromatography (HPLC), total organic compound (TOC) analysis, inductively coupled plasma (ICP) spectrometry, ultraviolet/visible (UV-Vis) spectrometry and fourier transform infrared (FTIR) spectroscopy.

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