

**ATTENTION:**  
**Chemical Companies**  
**Oil Refineries**  
**Process Industries**  
**Water Treatment Plants**  
**Wastewater Treatment**

HERE'S HOW

REDUCING YOUR COSTS

CAN ALSO

ENHANCE YOUR STANDING

IN THE COMMUNITY

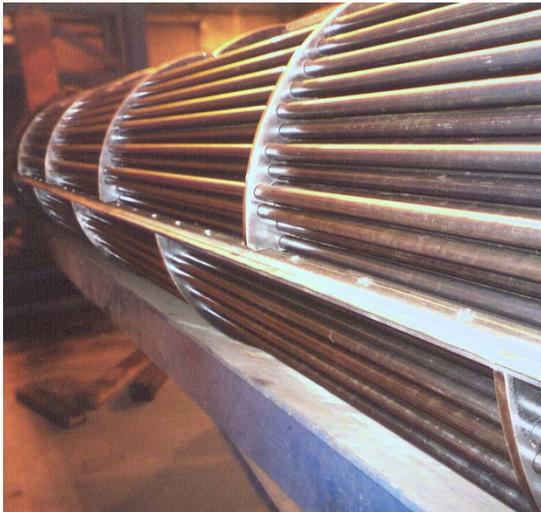


# KATIN ENGINEERING CONSULTING

Specializes in:

Operator training for the process industries.  
Trained operators mean that you benefit from:

- **Stress avoidance** when shutdowns are planned rather than emergencies. Operators can use their new skills to track equipment performance and avoid catastrophic failures and unplanned shutdowns or outages.
- **Crisis avoidance**, because each operator will be trained to do onsite troubleshooting to solve the actual problem, not the symptom, right away! Problems can be solved during off shifts. There is no need to wait for dayshift.
- **Solving the problem, not the symptom.** Solving the same symptom over and over again can be very expensive. It is far cheaper to have a trained operator identify the problem so it can be corrected once and for all. This means less overhead resources, less maintenance, and fewer replacement parts.
- **Avoiding the destruction of capital equipment.** Replacement of equipment is very expensive. Once operators are properly trained, they have the capability of early diagnosis and can come up with corrections before equipment failure.



- **Workers who are team players.** They are team players because they have been cross-trained. They speak the same language as electricians, instrument techs, mechanics, and engineers enabling immediate communication and coordination of activities.
- **Reduction of fixed overhead costs.** Because operators are better trained, fewer higher-paid professionals are required for the day-to-day smooth operation of the facility, resulting in a flatter, more coordinated organization.
- **AND HERE IS THE BEST PART:** A well-run plant, with fewer environmental releases and accidents, builds trust and credibility with the community.

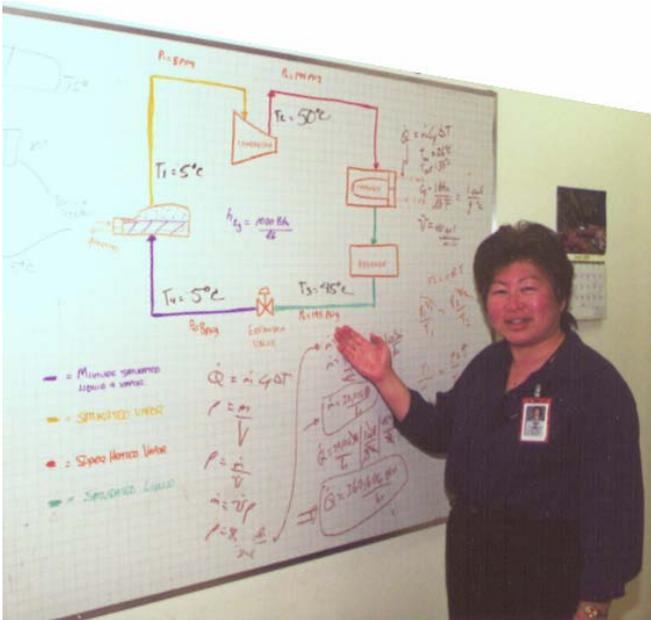
## ***HERE IS HOW WE DO IT***

### **STEP 1 – Initial Consultation** (No obligation).

We meet with your management to develop a plan and time-line to train your operators.

**STEP 2 – Evaluation of operators’ knowledge** of process and equipment for which they are responsible. This is not a written test, but rather interviewing of operators in the field.

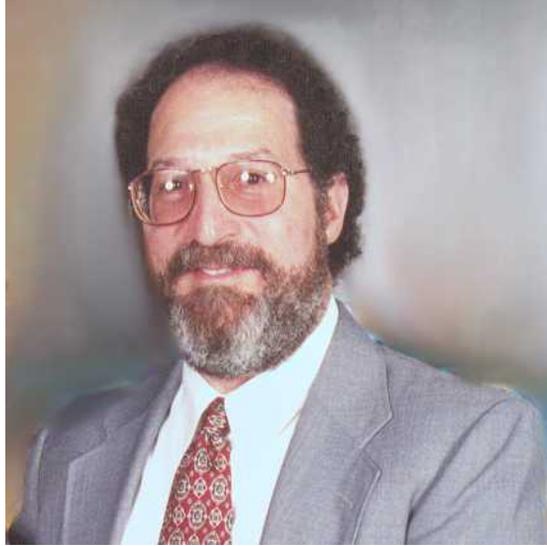
**STEP 3 – Modification of standard training modules** to fit your operators, equipment, and facilities, for your review and approval.



**STEP 4 – Operator training sessions are scheduled** and conducted at your facility. Operators are certified upon successful completion of each training module. Training modules are structured as building blocks. Before going on to the next module, an operator must be certified as having successfully completed the previous module.

**STEP 5 – KATIN ENGINEERING CONSULTING** provides a **written progress report** to management at the completion of each training module

**STEP 6 – Your company reduces unscheduled emergency plant shutdowns, equipment failures, chemical releases to the environment, and production of out-of-spec product, while realizing BIG REDUCTIONS IN COST for you.**



I've been a Chemical Plant Manager, Petroleum Refinery Operations Supervisor, Chief Engineer for environmental remediation companies, and Project Manager for major plant expansions since 1974. Because of my experience, I saw the need to form a company that could train operators in the concepts and provide self-sufficient confidence to apply these concepts to practical applications.

*Robert A. Katin*

Robert A. Katin, PE  
Principal

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