

# IS THE OZONE INDUSTRY BECOMING UNHEALTHY?

Ozone Technology is here to stay. With increasing awareness application base has increased and ozone companies would be forced to evolve themselves rapidly to stay relevant.

Application needs are constantly changing due to ever changing socio economic changes. Strict environmental controls have increased the need for performance evaluation. It is precisely this need of the Industry that requires ozone companies to continuously evolve to stay relevant in the Industry.

Ozone technology has been in use for more than 25 years now. In between there have been lots of research activities on ozone uses, applications, ozone equipments and accessories. New uses have emerged. Better ways of ozone generation with higher concentrations and lower power consumption have evolved. Specifications of accessories have changed and more efficient mass transfer mechanisms have evolved. A comprehensive look alone can make the ozone application more economical and reliable. This is the only way that can make ozone user centric.

## What is happening today?

Ozone companies have proliferated. Unorganized sector rules, since they meet user's demand

for low prices. Performance is not an important criterion. Reliability is ignored. Margins are the only concern. There are compromises everywhere. Application requirement, ozone chemistry, equipment selections, service requirement, safety requirements are all compromised. Disseminating wrong information to client is becoming the order of the day. Ozone resellers are either ignorant or fall a prey to unscrupulous selling.

Design calculations are often disregarded, partly because the manufacture is ignorant or he wants to make the system more affordable to the client and beat the competitor. Ozone fails to deliver and the word spreads around among consultants. Ozone equipments purchased from one manufacturer cannot be set right by another. He is wedded for life.

## What is lacking?

The other important reason why many prospective clients shun ozone is they do not have a fool proof process where they know exactly how much ozone is produced to match with the design recommended. Under performing ozone systems are another cause for application failures. A stage where the client trusts the ozone supplier 100 percent (as in case in USA, Europe and other advanced countries), must come about pretty fast

of the industry has to survive.

Evolution of methods to indicate the health of the ozone system is also important to the client. Many times the client is not aware if the ozone system is working. Ozone production indication, fault diagnosis, alarm systems, process guarantees are some attributes that need to be considered.

Enforcement must come from the consultant and the end user. Price of course is important. However the clients need to make apple to apple comparisons and for this only documentation will help. No short cuts.

Indian ozone companies therefore must evolve, else they would become irrelevant in future. This has happened to many industries and ozone is undergoing this process now. Ozone companies and reselling agents must be sensitive to clients investment needs. Ultimately only 2 or 3 companies of the better companies will survive.

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