



## **“You’re Not the Low Bidder BUT We Like Your Company and We’d Like to Work With You”**

This statement was used repeatedly by the purchasing manager of J R Simplot Company during negotiations with ADI Systems Inc regarding the anaerobic treatment facilities for Simplot’s Caldwell, ID, plant. In this case, past experience and familiarity with the company won out over lowest price.



J R Simplot Company is a privately held agribusiness corporation with headquarters in Boise, ID. Annual sales are more than two billion dollars, derived principally from food processing, fertilizer manufacturing, agriculture, and related businesses.

The company founder, J R Simplot, essentially invented the frozen french fry business. In 1941 he built a potato and onion dehydration plant at Caldwell. By 1953 Simplot produced and sold the first commercial frozen french fry. Some fifty years later, the original plant is scheduled for closure, but another large potato processing plant on the same site stands ready to take its place. The Caldwell plant is Simplot’s largest potato processing facility, turning out millions of pounds of frozen potato products annually.

In order to meet environmental compliance regulations, J R Simplot retained various consultants to study alternative methods of achieving compliance. After several years, a solution was reached. It entailed the addition of an anaerobic system to treat effluent from the existing primary treatment plant followed by storage and land application. This solution will be essentially an odorfree operation.

The consultants, Brown and Caldwell, drew up Terms of Reference for anaerobic treatment, and several firms submitted bids. A month after bid closing, following a rigorous examination of bids and negotiations, Simplot issued a letter of intent at the end of April 1997 to ADI Systems Inc.

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The task is to design-build a digester that must be ready to start treating wastewater by November 30, 1997. Naturally, the project is on a fast track in order to construct the 17 million gallon patented\* ADI-BVF® digester before winter arrives.

The digester will treat 2 mgd of primary wastewater having a COD of 2400 mg/l. The requirements are to achieve 90 percent COD removal and to limit the suspended solids concentration to 250 mg/l.

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\*US Patent Nos. 5,505,848; 5,587,080; Canada Patent Nos. 1253266; 2,096,852; Mexico Patent No. 190898; Australia Patent No. 667,184