

Transforming Oil Remediation in Southern Europe

CASE STUDY

Location: Lisbon, Portugal

Partner: GreenFlow

Environment: An active industrial sludge treatment facility



1. Overview

In a joint initiative to explore the effectiveness and market potential of FP OilStop® solutions, a demonstration was conducted in Lisbon, Portugal, in collaboration with GreenFlow. The goal was evaluating product performance across various oil remediation scenarios and identifying regional opportunities, collaborations and partnerships.

Location & Setup: The demonstration took place at **CombustOil** facility, a partner of GreenFlow. The site was equipped with one of GreenFlow's sludge dewatering and separation systems, providing a realistic operational environment for testing.

2. Objectives

The demonstration aimed to:

Showcase the capabilities of FP OilStop® (Float, Sinking, Sinking X, Surface & Gel) products in real-world conditions.

Test product effectiveness across multiple oil contamination types.

Assess compatibility with existing sludge treatment systems.

Explore the potential commercial opportunities in Portugal and Spain.

3. Demonstration Process

A range of FP OilStop® products were tested against different contamination scenarios:

Float – Designed for on-water oil contamination.

Sinking – For deeper water contamination.

Sinking X – Enhanced formulation for heavier or complex contaminants.

Surface – for hydrocarbon spills on hard surfaces.

Gel – vertical surfaces i.e. tank walls.

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4. Results That Speak for Themselves

PROVEN PERFORMANCE

All **FP OilStop**® solutions
successfully delivered:

Effective oil encapsulation
and separation.

Consistent results across
varied contamination types.

Seamless usability in an
industrial setting.

STANDOUT PRODUCTS

FP OilStop® **Float** and **Gel**
emerged as the clear
favourites:

Immediate, visible results.

Simple application process.

High versatility across
industries.

KEY INSIGHT

Timing is critical.

The demonstration revealed that **FP OilStop**® solutions deliver optimal performance when applied before or during early treatment stages. Attempting to treat fully dewatered sludge proved less effective highlighting an important opportunity to maximize efficiency through earlier intervention.



5. Conclusion

The demonstration successfully demonstrated the effectiveness of **FP OilStop**® products in practical, industrial conditions. While limitations were identified in treating post-dehydration sludge, the overall results were highly positive. The strong interest from GreenFlow – particularly in **Float** and **Gel** – signals a promising opportunity for market entry in Portugal and potential expansion into Spain. With both parties aligned on next steps, this engagement represents a significant step toward a strategic partnership and broader regional adoption.

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6. Business Outcomes

The demonstration led to several important outcomes:

Positive validation of **FP OilStop**[®] product performance

Commercial interest from **GreenFlow** in distributing or applying the solutions

Agreement from both parties to move forward toward a **formal partnership**

7. Next Steps & Action Plan

To capitalise on the momentum generated during the trip, the following actions are currently in progress:

CONDUCT MARKET VALIDATION IN PORTUGAL

EXPLORE EXPANSION OPPORTUNITIES IN SPAIN

ARRANGE ADDITIONAL DEMONSTRATIONS IN NEW LOCATIONS