

CAT Controller Courier # 06

March 2007

Executive CAT Dealer Business Meeting

CAT Controllers, Inc. is holding our first executive business meeting for our dealers. This meeting will be held on March 23, 2007 at the CAT Controllers' facility. For those of you interested in attending, we will be discussing the following:

- Controller Industry Competitive Landscape
- Advanced Marketing Strategies
- Recent Developments in the Specification Market
- Creating Competitive Advantage Through New Technologies
- Hot Trends in Commercial Pool Market
- Alternative Financing Options
 - Lease Financing (Presented By Dan Cassino of Horizon Keystone Financial)

Please consider attending this meeting for your benefit as well as CAT's benefit. CAT Controllers will also be providing a small breakfast and a catered lunch. If you are interested, please contact Troy McGinty at CAT Controllers to get your travel information and confirm your spot in this first CAT Controller executive business meeting. We hope to see you there!

Right pH Control per Sanitizer

Every chemical sanitizer on the market is going to affect the pH of water differently and also affect the water balance in other ways. So what do we do to maintain the best water balance per sanitizer; we help control the pH and TA properly. These are suggestions of what chemicals to use to properly maintain pH and TA per sanitizer:

- Sodium Hypochlorite ☐ Suggested pH Control = Muriatic Acid or CO₂
- Calcium Hypochlorite ☐ Suggested pH Control = Muriatic Acid
- Gas Chlorine ☐ Suggested pH Control = Sodium Carbonate
- Trichlor ☐ Suggested pH Control = Sodium Carbonate
- Dichlor ☐ Suggested pH Control = Sodium Carbonate
- Bromine ☐ Suggested pH Control = Sodium Carbonate or CO₂

While Bromine has a low pH it also has a strong effect on lowering TA. Your choice of pH correction method should be determined by the pool surface and chemistry of the fill water. These are only suggestions from CAT Controllers based on the majority of their experiences with water chemistry.

CO2 Why, When, and How?

CO2 for pH control has become more popular in the past 10 to 15 years, but why would we want to use CO2? CO2 is a safe alternative to using muriatic acid to bring your pH down. It is much safer to deliver, handle, and store. When dissolved in water, CO2 produces carbonic acid. This is a mild acid which reduces pH but helps maintain alkalinity because bicarbonates are also formed. This helps save on chlorine consumption and adds no chlorides or sulfates to pool water. Now that we know why we would want to use it, when would be a good time to use it? A good time to use CO2 is to help lower pH, but to increase your Total Alkalinity. The most common use of CO2 is in a small spa with Bromine as the primary sanitizer, why? Because with a small body of water on Bromine, your pH may rise and your alkalinity will diminish. CO2 will help to increase your total alkalinity while at the same time bringing down your pH. How do we use CO2? The release of CO2 into the water is controlled by a release regulator which is usually controlled by an automatic chemical control system.

Customer Success Story

I was called and asked to meet with the maintenance supervisor at Westward Look Resort. I arrived and I was given the tour; they have two 30,000 gallon pools, One 50,000 gallon pool and three spas. Their contract with Ecolab was up for renewal and they were seeking other bids for chemical automation because they were not happy with the service they were receiving. I submitted our bid for a chemical automation lease with Westward Look Resort for 6 CAT 2000 controllers using Stenner pumps to feed liquid chlorine and muriatic acid. Three months later we won the contract and we have since maintained a lease with Westward Look Resort for 5 years now through two different property owners.

This year we had a meeting regarding their contract renewal, the meeting lasted only 15 minutes. The general manager had toured the property and said one thing that really impressed him during this tour was how crystal clear and inviting the water looked in each pool. His words "you don't mess with something that works". The general manager signed the new lease shook my hand and said look forward to our continued success. Two weeks later the general manager's wife called me and said can you keep my pool and my mother's pool as nicely as you keep the resort. We signed them up for our residential service as well. It just goes to show you with a great controller, a good procedure and motivated, dedicated personal you can achieve success.

Sincerely,
Scott Lake
President/Owner
Aqua-Man Aquatic Services, Inc.
Tucson, AZ

*CAT would like to thank all of you for your positive feedback the CAT Newsletter. If there are any suggestions on articles or promotions please contact Troy McGinty at 800-657-2287.
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