

# CAT Controller Courier # 22

July 2008

## **Success Story from a CAT Controllers' Dealer**

Every once in a while you come across something that changes the rules of the game. This is exactly how I view the CAT 4000. My Company has spent 25 years building a reputation for dependable commercial maintenance in the East SF Bay area of northern California, but over the course of the last five years anyone servicing this segment of the market would be quick to tell you how difficult the local Health Departments have been making our job. The days of seasoned inspectors with a practical sense of pool & spa maintenance are gone - to be replaced by an ever changing stream of summer college interns with nothing but the strictest interpretation of chemical parameters.

We have been stressing the importance of chemical controllers for years to our clients, but only the larger swim clubs or HOA's that we service have had the combination of revenue and recognized liability to justify outright purchase and installation - not to mention staffing to afford daily controller monitoring. When I began working with the CAT 4000 earlier this year I quickly realized that this had all changed. The digital control itself is both straightforward and stable, and the fact that it comes pre-mounted makes installation a breeze. I began purchasing these units myself on a lease to own basis and two months ago offered every single commercial client a service upgrade which allows for the installation of a CAT 4000.

My clients don't have any up- front costs at all, just a reasonable increase to their monthly maintenance contract that essentially allows my Company to offer 24/7 system monitoring. The website interface allows complete remote control via my cell phone's web browser and if anything causes controller parameters to fall out of range my Company receives a text message within five minutes - allowing us to respond and alleviate the situation before it ever becomes an issue with a Homeowner or the Health Department. Without any follow up at all on my part over a third of my clients have jumped at the opportunity, and I fully expect to automate everyone with 1-2 years. In my opinion, the CAT 4000 is nothing less than a competitive advantage that any serious maintenance company would be foolish to overlook.

Todd Watson, Owner  
ALGAE BUSTERS  
Lafayette, CA

## **CAT Controller Training CAT Controllers Offering Training in Las Vegas**

CAT Controllers will be providing a FREE full day of CAT controller training at the Holiday Inn Express Las Vegas South on November 17th, 2008 from 9:00am until 5:00pm. CAT will be training on the entire CAT Product Line of Automated Chemical Controllers, the Poolcomm Website, and new Industry Trends. Lunch will be catered and provided by CAT Controllers. Please join us at this educational event prior to the National Pool and Spa Expo. For more information or to reserve your spot contact Troy McGinty at 1-800-657-2287 or click the below link to email your reservation. We hope to see you there.  
mtmcginty@chemauto.com

## **CAT Controller Tip of the Month**

Have you ever looked at your flowcell and seen air bubbles surrounding your probes? If so then you need to know that is not a good thing. Air bubbles surrounding the probes will give the controller inaccurate readings.

The first step to getting rid of these bubbles is to try to work out the bubbles by throttling open and closed your flow valves on the influent and effluent sides of your flowcell. If the bubbles continue and you can't seem to get rid of them then we must establish a cause; somehow air is getting into your sample streams. Now you should shut down your circulation pump. Once your flow has stopped you should remove your sample tubing from your influent and effluent lines at your flow cell.

Next, make straight cuts across the ends of the tubing that goes into your flowcell so that you have a completely flat opening with NO angle. Then re-insert your tubing into your speedfit connections, making sure to push them fully back into the connector. Now make sure you do the same thing with your tubing connections in line where your tubing connects to the circulation system of the pool. Be sure to check to make sure that your speedfit connections in line have plenty of Teflon and are not cracked in any way.

If you continue to have bubbles in your flowcell then you will need to search for areas before your influent sample stream that could possibly be bringing air into the system. For more information on this subject contact CAT Controllers.

## **State Codes Are You Aware of Your State Codes**

Automated pH and ORP chemical controller have been mandated in some states for many years. However as time goes on and liability grows it is becoming more and more accepted that health departments require that commercial facilities have automated pH and ORP control on their pools, spas, and other water features. Are you aware of your State Code? If not, please be sure to visit [www.nspf.org](http://www.nspf.org) contact CAT Controllers for more information.

Now we all understand that the main reason for pH and ORP control is to make sure that we consistently good water chemistry in our water so that no one gets sick. However there are many more benefits to you the dealer and to your end user as well.

*Benefits of CAT Controllers:*

1. Makes For Safer Bathing Conditions
2. Less Human Contact With Chemicals
3. More Effective Chemical Savings
4. Less Time Spent Maintaining The Pool
5. Increase The Physical Life Of The Pool
6. Better Customer Service
7. Always Being Aware Of Water Chemistry
8. 5 Year Warranty

Could you afford to put someone in front of the pool for 24 hours a day, 7 days a weeks, 365 days a year to take water chemistry tests every minute and from those test make chemical adjustments?

Please be sure to take advantage of your state mandates to not only help your business but to help your end user save chemicals, money, and time.

**A Message from the National Swimming Pool Foundation**

*Sharpening the Sword:*

Training is an ongoing challenge, either train your employees and risk losing them - or to not train them and to risk keeping them. Time, cost, and effectiveness are critical factors to consider when deciding how to train employees. With today's rising transportation costs, the National Swimming Pool Foundation (NSPF) anticipates professionals will find its online training options beneficial. To help make training more convenient, less costly, and to remain effective, NSPF has launched an online learning center with over 20 online training classes including the seminars from the 2007 World Aquatic Health Conference. These courses and seminars will help you understand and reduce risk. They will also help you comply with government-mandated training requirements

In this newsletter we will share with you four great training opportunities. The first three are the new online courses now available from NSPF at [www.eProAcademy.org](http://www.eProAcademy.org). In addition, CAT Controllers is a proud sponsor of the Industrial New Technology Symposium at the World Aquatic Health Conference (October 15-17th in Colorado Springs, CO), which we will inform you more about later in the newsletter.

Indoor Air Quality

This course covers information on indoor air quality including ASHRAE Standards for indoor swimming pools and spas. This course defines indoor air quality, explains the consequences of contamination, and covers the causes and sources of major indoor air contaminants. It also covers health effects and major risk of contamination, and how exposure controls help maintain good indoor air quality. Learn how to

comply with ASHRAE Standards for indoor swimming pools and spas and earn a Record of Completion to maintain in employee and employer training records

#### Electrical Safety Work Practices and Standards

The goal of this training is to make students aware of the risks associated with electrical energy and to provide instruction on safe work practices and related guidelines and procedures. Students will learn information to protect themselves from injury due to electrical shock and arc flash. This course has been updated to comply with the newly revised 2008 NFPA 70E Standards. It addresses the requirements of the National Electrical Code (NEC), Article 680 pertaining to swimming pools and spas.

#### Fire Safety

The goal of this introductory course is to reduce the financial and personnel costs of fire. Learn to correctly identify fire prevention measures, how to respond to fire alarms, proper use of a fire extinguisher, and when and how to fight a fire.

#### World Aquatic Health Conference (WAHC)

The WAHC has four simultaneous day-long symposia on important topics in our field. To make it easier for you to find the best seminars for you, there are recommended seminars for various professionals in our field. They include:

- Pool service & maintenance professionals
- Aquatic facility managers, designers, & program specialists
- Water park professionals
- YMCAs, JCCs, Boys & Girls Clubs
- Hotel/Motel/Resorts who focus on aquatics & play features
- Parks & Recreation aquatic specialists
- Manufacturers, distributors, builders and retailers of pool & hot tub products
- Swim school instructors & swim coaches
- Aquatic therapists & instructors
- Public health officials, government & military personnel
- Researchers & new technology marketers

"At CAT, we are champions for scientific advancement. We encourage you to either attend the WAHC and/or register to view the seminars online afterwards. The new advances presented at this conference will help you understand emerging issues and to better insure those issues become opportunities."

See which seminars make sense for you by downloading the registration form at [http://www.nspf.org/WAHC\\_2008.html](http://www.nspf.org/WAHC_2008.html). Please note it is less expensive to register for the conference and for the online access codes before August 3rd.

You have our ongoing support to have a safe and prosperous swimming season.