

CAT Controller Courier # 27

December 2008

CAT and Hayward

Dear Readers:

We are writing with some exciting news; on November 14th CAT Controllers, Inc. was acquired by Hayward Industries. We believe the synergies resulting from the acquisition will not only benefit our customers, but also facilitate our vision for taking CAT to the next level.

Hayward is a highly-respected market leader in swimming pool and flow control products, and has worked closely with CAT to bring integrated pH/ORP technology to the residential market. In working together, the Hayward team was impressed with our dealer network, commercial market knowledge and technology in addition to our reputation for excellent customer service and support. Hayward views this strategic acquisition as an opportunity to further its presence in the commercial market space.

We will continue working for CAT in key management roles and our entire team will continue to operate from our Rockville, Maryland facility to ensure continuity of service to our existing customers as well as help expand Hayward's market presence.

We all look forwards to the opportunities this change of ownership brings to our business as we become part of the global Hayward organization. Please feel free to call or write if you have any questions. We, along with Josh, Paul, Troy, Robert, and the entire CAT team look forward to continuing a long and mutually beneficial business relationship.

Sincerely,

Culin Tate & Patrick Sweeney

Can Phosphates Affect Your ORP?

The recognition of the presence of phosphates in pool water has increased dramatically in recent years. That's not to say that they have not been present. Due to the growing trend in salt chlorine generation, manufacturers have been investigating different types of chlorine demand issues at different locations and applications to find that phosphates may play a role. Let us start by discovering what exactly phosphates are. "Phosphorus" is an essential element needed for the growth of plants, animals and

even humans; it is a vital element for all living cells. This being said "Phosphates" are the physical inorganic chemical compound contained in a salt, which is what will provide the phosphorus element. Where do we find phosphates? Phosphates are present in human and animal waste, phosphorus rich bedrock, soaps, detergents, industrial effluents, organic debris, and fertilizers (which are probably the most common way that phosphates enter the water, via runoff). When phosphates enter the water they will encourage and support the growth of algae, plankton, and aquatic plants because of their need for the phosphorus element.

This is where we find out how phosphates will affect our ORP. If phosphates encourage the growth of algae and other aquatic plant life, in turn it will create an additional need for sanitation. Organic matter (algae) and inorganic matter (dirt) residual in a pool and/or spa will decrease your oxidation reduction potential (ORP). Why? ORP is the measure of the quality of your chlorine and its availability. If there is matter introduced in which the chlorine needs to oxidize then once it completes that action it will be used up, thereby resulting in less available chlorine (lower ORP). As it relates to a pH and ORP chemical controller; ORP will decrease, hereby requiring the controller to feed both a sanitizer and an acid or a base (depending on your sanitizer type) in an attempt to maintain the balance.

In conclusion high phosphates in your pool and/or spa will increase the potential for algae growth. Algae are organic matter that will require oxidation via a sanitizer. Once the algae starts being oxidized, it will lower your ORP, in turn requiring more sanitizer. Phosphates themselves do not directly affect ORP, but the growth of algae that phosphates promote will. Remember that while you may think you do not have an algae problem because you don't or cannot see it, does not mean that there is no algae present in your water. Check your pool and/or spas for algae and be sure to check your phosphate levels as well. Most will advise to keep your pool and/or spa below 125ppb phosphates. There are many products available to help remove phosphates from your water. For more information on these products please feel free to contact me at mtmcginty@chemauto.com.

Written By:
Troy McGinty
CAT Controllers, Inc.

New 2009 CAT Training Schedule

CAT Controllers would like YOU to attend their CPO and CAT Dealer Training Classes. Please review the following dates and send an e-mail to Troy McGinty at mtmcginty@chemauto.com with; the amount of people you wish to send, their names, and what class dates they will be attending. Contact us as soon as possible as classes are filling up FAST.

Friday January, 16, 2009 (Dealer)
Thursday February, 6, 2009 (CPO Fusion)
Friday February, 7, 2009 (Dealer)
Friday March, 6, 2009 (Dealer)
Thursday March, 26, 2009 (CPO Fusion)
Friday March, 27, 2009 (Dealer)

Please take notice of the CPO Fusion Classes. Contact Troy McGinty at CAT to request your CPO Primer Online Code and finish your first day of CPO class on-line. After finishing the online portion of the CPO class, pick one of the above dates to complete your CPO Course and follow it up the next day with a full CAT Dealer Training.

CPO Fusion Classes are not mandatory and anyone is welcome to come to our CAT Dealer Training.

Friday CAT Dealer Training Agenda

9:00 Welcome Breakfast with Coffee, Juice and Danish
9:30 Advanced Water Chemistry and the ORP Method
10:30 CAT 2000 Series microprocessor based controllers
11:30 Selecting the proper Chemical Feed Equipment and Accessories
12:30 Catered Lunch
1:30 CAT 4000 Wireless Web Based Controller
2:00 CAT 5000 and Satellite Based Wireless
2:30 Sales Strategies and Water Quality Management Programs
3:30 Troubleshooting
4:00 Dealer input and feedback on existing controllers and future improvements

In addition to this valuable training each attendee will receive a CAT training manual and certificate of completion. Email Troy McGinty at mtmcginty@chemauto.com to sign up ASAP. Classes are filling up fast.

2008 Pool and Spa Expo

CAT Controllers would like to thank all of you who attended the 2008 Pool & Spa/Backyard Living Expo this year held in Las Vegas, NV. As always the show was a success for CAT Controllers, Inc. and the Pool and Spa Industry. APSP did a fantastic job with the layout of the show, the quality of exhibitors that they chose to attend, and most importantly the superiority of the educational classes that were held. CAT would like to thank the APSP for their efforts and we look forward to next year's show. CAT would also like to send a special thanks to those of you who stopped by the CAT Controller booth to view our new product information and to say hello to the CAT Controller team. If there was anything at the show that interested you and you would like more information on please contact me at the information listed below and I will be sure to send you whatever information you may request.

2008 WAHC

The fifth annual World Aquatic Health™ Conference (WAHC™) sponsored by the National Swimming Pool Foundation® (NSPF®) held in Colorado Springs, Colorado, October 15-17, 2008, drew 357 registrants from 42 states and 6 countries, participating in 45 seminars. The World Aquatic Health Conference is the leading global aquatic research forum helping leaders anticipate trends, understand emerging issues, and contemplate long-term opportunities. Attendees included aquatic coordinators and managers, aquatic training specialists, health officials, marketing and sales managers, service companies, manufacturers, academicians, engineers, consultants, lifeguards and pool operators.

"Leaders are drawn to this conference because science highlights future opportunities and helps them prepare their organization to prosper beyond today's challenges," explains Thomas M. Lachocki, Ph.D., CEO of NSPF. Of the attendees present, 30% were high-level decision makers including CEO, president, owner, vice president, or director.

NSPF reports that in-person conference registration was up 25%. In addition to the 357 registrants, an additional 341 access codes (tickets) were obtained by people who want to view seminars online at www.eProAcademy.org.

Note From: Post Conference News Release.

CAT would like to wish everyone a Happy and Safe Holiday Season. This time of year is when we should all truly recognize the importance of our family and our friends. Please be sure to put all of the political and economical woes of 2008 behind you and concentrate on the good things in life. We should all look forward to a strong and prosperous new year ahead. With that being said, Merry Christmas, Happy Hanukkah, Happy Kwanzaa, and to whomever I may have missed - Happy Holidays!

Sincerely,

Troy McGinty
CAT Controllers, Inc.
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