

WAYS TO SAVE MONEY



Agenda



PREVENTATIVE
MAINTENANCE



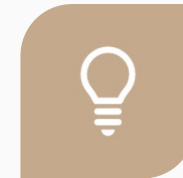
CHOOSING A SERVICE
PROVIDER



SEEKING ALTERNATIVE
SUPPLIERS



FILTER MEDIA
CLEANING VS.
REPLACEMENT



FINAL TIPS &
TAKEAWAYS

Preventative Maintenance

- * Keeps your equipment up and running
 - avoids employee and system downtime
- * Helps to avoid unexpected expenses (repairs and/or replacements)
 - can catch issues before issues occur
- * Extends the life of the instruments
 - Replaces manufacturer recommended parts
- * Make your own PM schedule if needed

BE PROACTIVE!





Did you know that, in many cases, you have options other than manufacturers for your preventative maintenance or repair needs?



There are many other businesses that offer installation, calibration, preventative maintenance, and repair services.

Often times, these providers not only can save you money but have the same or more knowledge your manufacturer service technician has.

Qualified Alternative Providers:

- offer service on ALL manufacturers
- many have worked for the manufacturers

Selecting a Service Provider

Alternative Analyzers

Many of us know Hach as the “Gold Standard” in the water industry. But they aren’t the only game in town!

- Other brands have instruments that compare
- Pricing can be much better
- Often, they will allow a free trial so you can try it before you buy it



Alternative Reagents & Buffers

Lovibond has a Vario line designed specifically as Hach alternatives! Many others have pH buffers and standards. Average savings can be around 20%.

VARIO FERRO, F10	100 Pack	FerroVer Reagent PP	\$ 37.59	\$ 30.10	19.93 %
VARIO Phosphate 3, F10	50 Pack	PhosVer 3 Phosphate Reagent PP	\$ 29.99	\$ 23.00	23.31%
VARIO Ascorbic Acid, F10	100 Pack	Ascorbic Acid PP	\$ 38.65	\$ 30.30	21.60%
VARIO DPD Free, F10 (0.02 - 3.5 mg/L)	100 Pack	DPD Free Chlorine Reagent PP	\$ 28.55	\$ 25.50	10.68%
VARIO DPD Total, F10 (0.02 - 3.5 mg/L)	100 Pack	DPD Total Chlorine Reagent PP	\$ 31.00	\$ 25.50	17.74%





Alternatives to Popular Websites

Websites like Grainger and Fisher Scientific are convenient to save time but check out the prices!

- Do your due diligence and find a service/website that does not have crazy markups
- Once you have a trusted provider, utilize them to save time and money



Replacing filter media is expensive and often not necessary.

Filter media cleaning can save you thousands and thousands of dollars and...

- Restore filter media performance
- Increase run times
- Decrease backwash frequency
- Decrease turbidity
- Prevent channeling
- Improve disinfectant levels, free or total
- Reduce formation potential of DBPs

To Replace Filter Media or Not?

Final Tips, Takeaways, & Questions

*Don't discount the little guys

*Ask for trials or samples to make an informed decision

*Enlist colleagues to provide recommendations and feedback

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