

AWT Convention Update - A Major Success

By: David R. Knighton MD, Co-Founder, President and Chief Executive Officer



The AWT convention was a major success for CWS in two important ways. First, we convened the first meeting of our Regional Water Treatment Dealers. The meeting was attended by all existing dealers who had an opportunity to interact with each other and to see the many advantages this new approach provides. Second, during the show our dealers also spent a considerable amount of time in the booth which made an enormous impact on the conversations between AWT members and CWS representatives. I was especially impressed with the impact our dealers had on water treaters who have been considering adding ProMoss™ to their product offerings. Hearing about their real-world experience and confidence in the product was much more effective than listening to me talk about the science of Sphagnum moss.

Like most things in life, the best was saved until the last day. Mark Lewis and Steve Chewning gave a presentation about Sphagnum moss to 178 attendees. Mark started out with an amazing opening that riveted the crowd's attention. He asked what the chances were that anyone at AWT, four years ago would consider putting plant leaves in a cooling tower. He then told the story of how they were exposed to ProMoss™ through Mike Bromley's trial at Corning Midland. Observing how the Moss performed gradually changed their minds and eventually resulted in SEL (Southeastern Labs) becoming a dealer. Steve Chewning then took the stage and presented data from some of their accounts. His presentation was to the point with all the information that water treaters like to see. When Steve was finished, there were many questions that both Steve and Mark handled with ease. My only regret is that I didn't record their presentations. I was so engaged, that the thought of recording it never crossed my mind. Steve's paper will be available through the AWT for those that are interested in obtaining a copy. My heartfelt thanks go out to our dealers for their support, participation and hard work.

The Key Benefits of ProMoss™

By: Rick Gallant of Aquatech of Florida located in St Petersburg, FL.



System History

This BAC Cross Flow cooling tower is located in Clearwater, FL. The system was without professional treatment for 2-3 years and the last known treatment approach was zero bleed. The system uses softened water for makeup and must have had interruptions in softener service as the tower fill is loaded with calcium carbonate scale.

With ProMoss™ treatment

We observed calcium carbonate scale begin to detach from tower fill within two weeks of ProMoss™ being introduced to the system. We observed removal of organic contamination from surfaces as well. Over the first two months of treatment, we had to vacuum out scale debris from the tower basin every 2 weeks (see images below).



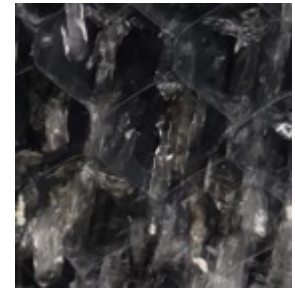
Before ProMoss™



After 1 month of ProMoss™



Before ProMoss™



After 1 month of ProMoss™

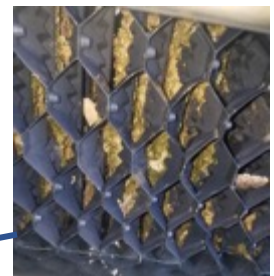
Added ProMoss™ 3 to system. Went back 2 weeks later and vacuumed out tower basin. Went back after another 2 weeks, vacuumed out basin once again and changed out ProMoss™ 3.



After 2 weeks



Picture was taken during evaluation when system was off line



After 4 weeks



After 6 weeks

