



The Florida Flow

NEWS TO USE

AUGUST 2015

UPCOMING EVENTS

FWQA Board Meeting
November 5, 2015

FWQA Fall Educational Seminar
8:00 am **November 6, 2015**
Hilton Garden Inn PGA Village
Port St. Lucie, FL

FWQA 2016 Convention
June 9-11, 2016
Caribe Royale Resort
Orlando, FL

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President's Message



Cindy Scheiber
President Florida Water Quality Association 2015-2016

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Hello FWQA Members! We have been busy preparing an informative Fall Education Seminar coming this November just for you. Take a peek inside this issue to see the details.

The 2015 convention is in the books and was a huge success! Thank you to each of the attendees and vendors that participated; we hope that you enjoyed it and were able to take home some new ideas to grow your business. The golf tournament was held at Celebration Golf Club, our first time at that course for the FWQA, and the golfers (and those posing as golfers, like myself) loved it – the course was so great that we are planning on going back next year. The hospitality suites did not disappoint and I know those of you that attended had a blast, especially with Captain Jack Sparrow!

This year's distinguished Board of Directors includes individuals with diverse backgrounds and experience which will cultivate outstanding results for our

membership. All of us are here to serve and we feel it is an honor to be able to give back to an industry that we are passionate about and we've grown to love. Welcome to the newest directors: Amanda Moore (Atlantic Filter), Todd Mosteller (Charger Water) and Mike Lester (EcoWater Systems of Plant City). It will surely be an exciting year and we are lucky to have your service!

Excellent news – your Florida Water Quality Association is growing! Each week there are new members signing up and many past members coming back. There is real value to being a member and those of you that have experienced it for yourself are helping to get the word out. We thank you for that!

Developing our membership base at this time is imperative as more states move to regulations for the Water Quality Improvement Industry. We want to make sure that your voice is heard if the time comes for our legislators to decide how they will go about regulating our industry. Many folks around the country tell me that it is not a matter of "if" but "when" regulations will happen. The FWQA wants to assure the policy makers in Tallahassee that they don't need to go outside this state for ideas; we are the perfect knowledge resource for them.

If you haven't been to the website lately, take a look around (www.fwqa.com). Website Chair Bill Certain (Certain Water Service, Inc.) has done a great job keeping it current and it is now a great resource for you and your customers. Also, "LIKE" the FWQA on Facebook for relevant articles, the latest happenings from the FWQA and news in the water conditioning industry.

Hope to see each of you in November!

2015 Fall Education Seminar

Sponsored by Atlantic Filter Corporation and Charger Water

8-11 am

Water Treatment “Basics” Workshop – MEP Style

Tanya Lubner, PhD, Professional Certification and Training Director

Designed for anyone new to water treatment and non-technical personnel interested in better understanding what water treatment is about, this workshop will introduce working and drinking water contaminants and their effects, US EPA Primary and Secondary standards, Consumer Confidence Reports, and water analyses.

If you've been meaning to start on WQA's Modular Education Program but just haven't gotten around to it, this workshop is the perfect opportunity. Enroll in the MEP, register for the workshop, bring your laptop, and work through the learning activities with the rest of the group.

Pre-registration is required. All attendees should bring either a laptop computer (Apple or PC) or an iPad to use. To download compatible browsers, please visit wqa.treklem.com. Android tablets may be used to complete experiential learning activities but are not supported for the elearning activities.

11:15- 12:15

More Water Treatment for Food Service

Phil Fralix, Director of Sales and Service, MAVEA

This presentation will discuss methods of controlling scale in food service equipment such as steamers, dishwashers, espresso machines and coffee makers.

12:15- 1:00pm

Lunch

1:00 – 2:30 pm

Peristaltic Pump Maintenance & Repair

Cindy Schieber MWS, Senior Sales Representative, Stenner Pumps

This presentation will include a review of outdoor installations, proper sizing and tips for preventative maintenance. Each attendee will get hands-on practice with repairing a feed rate control. Also, learn about the Econ FP pump; perfect for proportional feed for varying flow rates.

2:45—4:00 pm

Planning to be Profitable

Shawn Talley, National Sales Manager, Pentair Water Purification

Ever ask yourself if you are charging too much? Ever worry that you aren't charging enough? This presentation will cover how to determine what you should be charging your customer's for everything from brand new equipment to a bag of salt. We will also discuss how to create and successfully build recurring revenue.



WQA Credits pending - 0.675

See enclosed registration form

*Seminars subject to change.

EDUCATION CHAIR

Amanda Moore

Atlantic Filter Corporation

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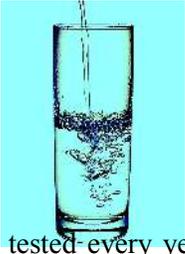
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Drinking Water—Is yours safe?

About 80% of Florida's residents are served by public water systems covered by the federal Safe Drinking Water Act. The other 20% receive their water from smaller, limited use public or private water systems.

The most common and widespread contaminants in Florida are bacteria, nitrates and lead. Wells should be tested every year, it's simple and inexpensive. While bacteria and nitrate are the most common threats to your drinking water, your water may be susceptible to other contaminants. Depending on past and present land use activities or other sources of contamination in your neighborhood, additional water tests may be recommended by your local health department.

In some Florida counties, testing for naturally occurring radiological contaminants may also be recommended. You may need to disinfect your well, repair your water system, or install water treatment equipment. For these potential containments, be sure to always use a state certified laboratory to ensure the results are valid.

Take the test. The most common test for bacteria in water is the coliform test. After the initial satisfactory testing, wells should be tested again for coliform bacteria after any well repairs, if the well was flooded, or if testing of nearby wells indicated the need. Changes in color, taste or smell of your water may also indicate the need for testing.

Testing can help babies. Private well owners should consider having their water tested for nitrates, especially if you live in an agricultural area. Nitrates can pose a threat to babies under the age of 3 months if not treated.

Lead in drinking water usually is the result of the use of lead piping, lead solder, or other lead components of your plumbing system, not the well water itself.

Chemical contaminants. Agriculture activities and commercial facilities have a significant impact upon Florida's groundwater quality. Pesticides such as ethylene dibomide (EDB) have been detected in water wells within citrus growing areas and other rural areas of the state.

Take the time and get a complete water analysis from a state certified lab!

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OZONE



By Bill Certain

So I thought I would talk a little bit about oxidants that we use in water treatment. We all seem to have our little pockets of trouble water that we have to deal with on a day-to-day basis. Everyone seems to have their “go to” for troubleshooting those situations, the stuff we use to fix what WQA calls the Troublesome-Trio, you know, “the good stuff” that keeps us awake staring at the ceiling at night. Okay, maybe that’s just me but, nonetheless, we all have to deal with it at some point in the water treatment industry.

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What is your “go to”? Do you stick with just one all the time, or do you use several? I evaluate every job differently and tend to use what is going to work best for that situation, whether it is chlorine injection, peroxide injection, air, UV, and/or ozone. There are still times when I may use potassium permanganate. Man I hate that stuff, but it still works and has its place in water treatment. I have to say that over the years and after a lot of experiments I really like and have come to trust ozone. It will do everything that all the rest will do more efficiently and with no residual to filter out.

Ozone is 3.5 times stronger than chlorine. Peroxide will have a chemical taste and smell to it. They say it will turn to oxygen, but oxygen doesn’t smell like chemicals. Ozone is the same or real close to the same as ultraviolet without the lamp that weakens over time. Again, it is not for every situation, but I seem to use it a lot right here in South Florida where everybody says it will not work.

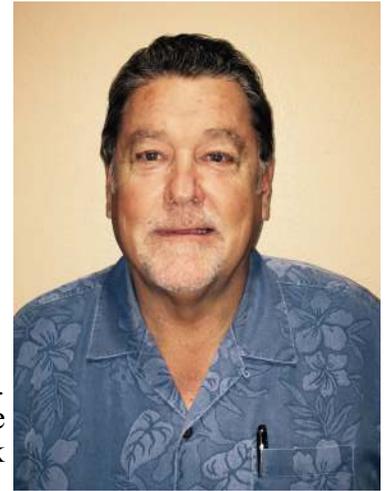
Ozone kills 99.99% of all viruses, bacteria, molds, mildew, spores, yeast, and fungus instantly. Europe has been using ozone to purify municipal water systems for over 100 years. It is now a preferred purifying treatment for most municipal water systems and bottled water facilities in the United States. It really works great when combined with chlorine which allows chlorine to do its job, and it destroys the harmful byproducts of chlorine like chloramines. Did you know that? I don’t know anyone that isn’t trying to remove chloramines.

So all I can say is, give it a shot next time you run into that good old, keep-you-awake-at-night, Troublesome-Trio water. I’m “Certain” it will work for you, too.

Thanks for listening,
Bill Certain, CWS
President, Certain Water Service, Inc.

40 Years and I still have water in my blood!

Florida Flow Article, Mike Lester



My name is Michael Lester. I have been in the water business for 40 plus years. My father Norman Lester started in 1964 in Michigan. We came to Florida in the mid-seventies and have never look back. This is a great industry we are in. I look forward to the day when my son Michael Lester Jr. will turn the reins over to his son. I am so glad that we are involved the Florida Water Quality Association. Even though I have been doing water treatment since McDonalds sold a burger for 20 cents, I feel great comfort in knowing I have the FWQA and their resources standing next to me. Still today I learn something new every time the FWQA has Education and Conventions. They take education seriously. Working with the WQA to provide education and certification in our industry. It is really great to be able to send new hires to fall education and the annual convention to learn about our industry, have fun and meet the people of our trade to share best practices.

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Mike,

I wanted to follow up with you regarding the Florida Water Quality Association meeting that I went to. I've been involved in a number of industries including the pharmaceutical, manufacturing and distribution. With that said I have never seen a group of individuals and industry that are so willing to work with each other help each other and disseminate information that benefits one another.

After returning home after the meeting I viewed the website to look into more of the continued education and the modular education program that they offered it amazes me how much information there is in our industry and how much you can learn on a daily basis. For someone like me who is new to the water industry this is an invaluable tool. I look forward to start the training and obtains my certification.

In addition, as the sales manager for Ecowater Tampa it will be our policy from this point forward that all our sales people, technicians and installers will be required to complete their applicable section of the modular education program. I believe by doing this we will serve our customers at a level unmatched by any other water treatment company in the Tampa Bay Area.

Regards,

Jim Murray

So if you have not attended one of our events please do. There are no secrets to success. Work hard, learn, be ethical and always take care of the customer.
Michael D. Lester Director FWQA

For anyone considering a membership in the FWQA, I would highly recommend it. Please call Ken Gibson, Membership Chairman with any questions 941-493-2224, kpgibson@comcast.net

Were You at the FWQA Convention? Golf, Hospitality, Education, Networking....

Golf at Celebration Golf Club—Thursday. Fun for all and great start for the convention.



Over 40 golfers gathered at Celebration Golf Club for the FWQA Golf Tournament. The weather was beautiful and a good time was had by all, no matter the score!
If you missed out this year, be sure to register for 2016, we will return to celebrate at Celebration!
Want to see more pictures... check out fwqa.com.



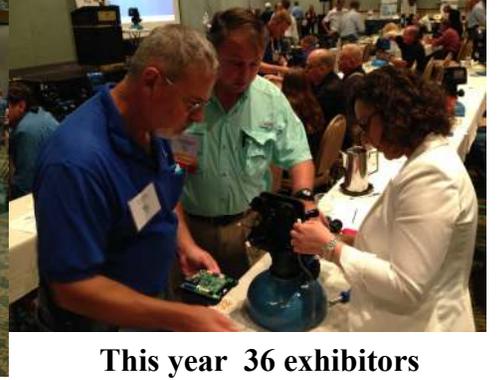
*From Golf and Gathering on the Links to finding Treasure and Pirate fun at the Hospitality Suites...
Fun times including family, connecting with old friends and meeting new ones!*





Education - the key to business success!

Every year FWQA presents an outstanding set of educational sessions at the convention.



This year 36 exhibitors participated in the trade show.

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We continue to update and correct our mailing list. If you have an error in the address of this mailing, please fax or email us the correction.

Our Mission

To promote increased use of industry products and services, to foster and maintain the professional competency of water treatment professionals, and work with governments, other organizations and the public on issues affecting water quality. Serving the water industry since 1975

Welcome New Members

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