

FALL/WINTER AFO SCHEDULE

To obtain a registration form for any of the below courses, please contact 800-744-1557, option #3, or log onto ceswaterquality.co, go to the AFO/Education tab, and click on Register Online.

October 20-21, 2005

West Boca Raton, FL
Coconut Cove Waterpark

• November 3-4, 2005

Oviedo, FL
City of Oviedo Recreation

• November 17-18, 2005

Palm Bay, FL
Brevard Community College

• December 1-2, 2005

Ft. Lauderdale, FL
Joseph Carter Park

• February 9-10, 2006

Punta Gorda, FL
South County Regional Park

• February 23-24, 2006

Key West, FL
Florida Keys Community College

CES SETS UP IN-HOUSE CHLORINE DEMAND TESTING

For years we have observed that problem pools all have several things in common: they are overloaded with bathers in relation to the turnover rate, and they experience an accumulation of organics that form a "chlorine demand". This means that a chlorine "deficit" can develop in the water that will consume very LARGE amounts of chlorine in the water, cause cloudiness, smelly water, etc.

Several years ago, we began the search for a solution. We are now happy to announce that one of the missing pieces is in place at CES.

The only way to detect this chlorine demand is through a laboratory test that takes several days and sometimes costs several hundred dollars to conduct through a qualified lab. This was not acceptable. As a result, CES recently invested in an in-house chlorine demand testing station. It is fairly large and "geeky" looking, but it delivers the results we are jointly looking for....EPA-approved results in 3 hours, a compared with two days to two weeks as we have been experiencing.

If you are experiencing signs of chlorine demand - excessive consumption, cloudy water, etc, or if you are interested in finding out if chlorine demand issues are affecting your operation...please contact your CES rep for more information. Just another tool to allow us to better provide you with "Excellence in Water Quality Control".

HERE COMES HEATING SEASON

Yes, it has been hot all summer long. Our field technicians will testify that this has been the hottest summer in recent memory.

Soon...the hot summer weather will give way to brisk days, cooler nights and windy days. For those of us that heat our pools...it will bring a new set of problems.

Last year when we shut off our pool heaters, gasoline was \$1.30-1.40...LP Gas was not much more, and Natural Gas was even less. Now, gasoline will be \$3.00 more or less. LP Gas is twice what it used to be in many locations, and natural gas is also following the same trend.

If this winter is as cold as previous winters, and the cost has increase by 2-3 times of last year's costs...we are in for a rude awakening.

The first thing that comes to mind may be your pool-heating budget. Once you get past the preliminary shock or what the heck are we going to do? It's time to formulate a game plan.

What can you do to control heating costs? It's simple. You can either:

- Not heat as much (shorten the heating season),
- Heat to a lower temperature,
- Use a more efficient heater,
- Keep the heat in the pool with a pool cover.

Heating costs are dictated by cost of fuel, as well as the physical location of pool in Florida, and the surface area of pool which combine to dictate BTU's required per hour, day, month, or season. Wind exposure, shading, retention of heat, and desired

temperature are also variables that strongly affect heating load.

Shortening the heating season will most definitely reduce the heating costs, especially if the harshest months are abandoned. Since heating cost increase exponentially as the gap between the "desired temperature and the natural temperature (temp of pool with NO heat) increases, the heating costs in December or January are the greatest since the pool "wants" to be 65-68°F, We are hold the temperature "artificially" high, and that gets expensive. There are many of us that will not be able to use this strategy.

Heating to a lower temperature is a great alternative that is often overlooked. It is well known that each "degree" of temperature above 80°F cost 10% more to maintain. So holding 86°F costs 60% more than holding 80°F. Try to moderate pool temperatures for quick, verifiable savings.

Older atmospheric gas heaters can operate at efficiencies at 60% or lower, thus wasting lots of expensive energy every minute of operation. New "fuel-injected" Lochinvar heaters consistently deliver 89% efficiencies each and every day. If your heater has had it...replace with a more efficient system...it's the modernization that will pay for itself over and over again in fuel savings.

Finally, it is well known that 90% of heating losses occur out the top of the pool and only 10% is lost though the ground. Using a pool cover will absolutely reduce heating costs by 60% or more. Many CES customers who have been using the MacBall pool cover system since 1983 have proved this.

We at CES want to assist you in maintaining control over your heating costs. Please contact your CES rep for more information, a DOE heating analysis, or an on-site audit to review your alternative.