

WINTER AFO SCHEDULE

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

• **December 1-2, 2005**

Ft. Lauderdale, FL

• **February 9-10, 2006**

Punta Gorda, FL

• **February 23-24, 2006**

Key West, FL

GUERRILLA POOL MANAGEMENT SEMINAR GETS MODERNIZED!

The CES "Guerrilla" Professional Pool Management Seminar (GPPMS), a popular educational class since the mid-1980's, has undergone a modernization.

It is a 2-hour course that covers the 10 basic cornerstones of pool operation including DOH codes, Record Keeping, Heating, Renovations, Water Chemistry, Water Balance, Circulation and Filtration, and other topics

It was designed by CES to offer building managers, property managers, and maintenance supervisors, a concise yet comprehensive educational program to help them fully understand all the major concepts behind managing a successful pool operation. Since many managers could not attend a two-day, 18-Hour AFO course, the Guerrilla class became a perfect "short-course". The Guerrilla class has prevented managers from getting "hoodwinked" by pool salesmen and service company technicians, by giving them the tools to help separate fact from fiction, therefore helping them make informed decisions on repairs, renovations, and purchases.

In the late 1980's the course received certification for 2 hours of Continuing Education Hours (CEU's) from the Florida Department of Professional Regulations, and was featured in many BMI, EMA, CAI, Manager's Report, and other association's educational programs.

The new facelift maintained the original structure of the class, yet integrated new graphics and updated technical information into a colorful PowerPoint presentation.

If you are interested in learning the

basics of professional pool management in a light, lively, and educational format, this course is for you. Please contact your CES rep for more information or to schedule a class. The cost is very affordable....FREE.

CES CUSTOMERS EXCITED ABOUT CHLORINE COMPANION

We have received several early reviews on Chlorine Companion. As you will recall, it is a patented NON-CHLORINE shock that is 99% active versus the traditional 85% active non-chlorine products. More importantly, Chlorine Companion contains ZERO disulphate additives that are the cause of severe itching and skin irritation traditionally associated with extensive use of all other non-chlorine shocks. The disulphate / irritation issues severely limited all other NON-CHLORINE shocks by not allowing them to be used to their full potential over the years. Now there are no more limitations.

Michelle Garvey from Town of Wellington has reported significant chlorine savings while experiencing much improved water clarity and color. She reported savings of at least 50% while holding higher ORP levels with lower PPM's of chlorine. Michelle is injecting the chemicals using a Tru-Shock PRO mixer feed station that mixes the chlorine companion into a clear blue liquid that is then injected into the pool on a continuous basis.

The Health First facility in Melbourne has reported reduced odors, improved clarity, and higher ORP levels with less chlorine on their indoor lap pool. They have reportedly received many compliments from patrons since Chlorine Companion program was initiated several weeks ago. On a recent visit, we observed an ORP Level of 800 with 3-PPM free chlorine residual. With CES's new in-house laboratory, we have documented a drop in the "chlorine demand" (COD) readings from 38 PPM several weeks ago to less than 10 PPM last week. They are using the daily (powder) dosing technique following the CES instruction chart, and they broadcast 2 lbs of Chlorine Companion every evening. They are on the waiting list for a Tru-Shock Feed Station installation scheduled for the coming weeks.

Corky Wagner from the large competitive pool at the Jacobs Aquatic Center in Key Largo reports that his weekly shocking has gotten much easier and more effective since switching from a chlorine shock to Chlorine Companion. According to Corky, the strong oxidizing action of the non-chlorine shock gives his pool a quick clean up of the organics, while allowing the chlorine to work more effectively on algae, bacteria, etc. He says that with the results he has experienced, it will remain a permanent part of his chemical strategy. Corky is using a weekly shock using the instructions found on the CES Website.

The Fontainebleau Resort recently reported excellent results using Chlorine Companion. Miguel Brito, their Aquatic Supervisor, switched from a weekly shock to a daily powder dosing using the CES dosing chart. He reports enhanced clarity, lower chlorine consumption, and higher ORP's with less chlorine. Miguel says that it significantly outperformed the non-chlorine shock he was buying from CES months ago.

Chlorine Companion non-chlorine shock is NOT for everyone. But if you are not happy with your chemical consumption, water clarity, or algae conditions...please contact your CES rep for instructions on a trial to see if Chlorine Companion will work for you.

BLEACH PRICES EXPECTED TO RISE IN EARLY '06

Our bleach manufacturers have given us notice that they expect to pass along yet another price increase on the WHOLESALE price of bleach in January 2006. The price will increase by approximately 10-cents a gallon. We are not sure how this will affect the retail price of bleach, how soon all the delivery companies will incorporate this price increase, or if any additional increases are planned for late 2006. The nationwide shortage and high prices of chlorine gas and its caustic properties are directly to blame for this current increase. Sorry that we don't have any additional details, but we felt that you would want the longest notice possible so that you can plan accordingly.