



Message from the President

Change and Opportunities

Tom Brandvold
President

As the end of another year races towards us I am reminded how speed has become a hallmark of 21st century business. Whether you like it or not you have to recognize that in business today you are part of a 24/7/365 adventure. But beyond just pace, change, and lots of it, seems to have become more and more prevalent. Much of the change is driven by technology, but competition and the need to adapt to an evolving marketplace also has a role in the emergence of change as a characteristic of today's successful organizations.

The trick is to sift through the opportunities that create change and integrate those that add value for your clients/partners. You need to avoid those opportunities that contribute more change than the value they generate. For example, you can read about our latest Online Service Reporting capability in this edition of The End Point. This version comes only months after our last update, but offers so much more functionality for our customers than our outgoing product, we felt we had to bring it to market immediately.

The same is true with our Drift Eliminator Cleaning service. Although what we had was better than anything we were seeing in the marketplace, our Technical Engineering Team came up a couple of procedural modifications that were so compelling we had to adopt them. These are just two examples of change Premier is navigating through as we strive to maintain our position as a leader in the Water and Energy business.

What will 2008 bring? Well, count on change as being a certainty. So be ready! Don't be surprised if you hear more about Legionella testing, condensate recovery and water conservation, solar energy and hot water systems, new faces, new places and emerging technologies.

As we try to manage the changes 2008 will bring, we want to be sure you know we are listening. If there is a product

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Premier *Plumbing* and Special Services


That's right, plumbing. Many of you have utilized our Special Services group for tower cleanings, installations and new system start-ups. Now Premier is happy to announce that we have expanded the capabilities of our Special Services Group with the addition of Mike Fenwick.



Mike is a State Certified Plumbing Contractor with a Bachelor's degree in Business Administration from the University of North Florida. He comes to us with over 20 years experience in residential plumbing. Mike is also LP Gas Licensed and has experience with water softening, filtration, R.O., water pumps, irrigation, and remodeling as well as installing and servicing Rinnai Tankless water heaters (please see Product Data sheet on Page 4).

With Mike's addition, Premier's Plumbing and Special Services Group can now offer:

- Plumbing Repairs and Repiping
- Remodeling and Installation
- Slab Leak Repair and Drain Cleaning
- Tile and Drywall Installation & Repair
- Tankless Water Heaters (LP & Natural Gas)
- Water Filtration (Reverse Osmosis Systems)
- Pump Repair & Irrigation Services

We are very fortunate to have Mike be a part of the Premier team and yes, he plays golf too. 

Condensate Recovery

Water Conservation


Robert Pelfrey
Technical Engineering Team

Ever wonder what that puddle is under your car on a typical August day in Florida? What you are seeing is water, pure H₂O, which comes out of the air conditioner

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or service you would like us to offer or something we are already involved in that we need to improve upon, let your Water Treatment Consultant know. We count on your feedback for validation of the things we are doing. The last thing we want to do is to waste resources on something that doesn't make us a more valuable vendor/partner. 

Premier eReports

Online Service Reporting is Better than Ever

Tracy Staples
Online Administrator

Premier Water & Energy Technology, Inc. has upgraded our online service reporting tool. Our system is better than ever. In addition to the advantages you have come to rely on like easy 24-hour access to your reports and trend analysis, you now have several other features to help make the most of your Water Treatment Program.

Charts and Graphs

The graphing feature allows you to see an unlimited number of points on one easy to read graph for a quick analysis of your test results. You can also chart your product usage over a period of time and the system will calculate your water usage.



Online Reporting

The new and improved online service reporting now has color coded test results that allows you to see if your tests are within control range at a quick glance. If you see all green you know immediately that your system is being protected from scale and corrosion.

As an added level of reporting, operators at your facility can even record their test results right into the system. This enables your Water Treatment Consultant to keep track of your Program between service visits.


Alarms and Notifications

You can now receive alarm notifications by email when a test result is recorded out of range, or when your product inventory level is below the designated reorder point.

Premier Water & Energy Technology, Inc.		Service Report	
CSX Technology 6425 Southpoint Parkway Jacksonville Florida 32216 (904) 357-7491		Recorded By: Steve Suzanne (904) 424-5403 ssuzanne@premierwater.com On-site 9:00 AM to 10:30 AM EDT	
Data Center -> Chiller Plant			
Test	Well MU	CT	Chill
Hardness, total (ppm as CaCO ₃)	336	1780	
Limits	375 max	2200 max	
Hardness, calcium (ppm as CaCO ₃)	208	1190	
Limits	850 max	1500 max	
Alkalinity, M (ppm as CaCO ₃)	136	228	
Limits	900 max	500 max	
Conductivity (as mmhos)	641	2540	3130
Limits	1400 max	2500 - 2800	4000 max
pH	7.69	8.48	9.64
Limits	6 - 9	8 - 8.56	8.5 - 11
Phosphate (ppm as PO ₄)	.05	2	
Limits	10 max	5 max	
Molybdate (ppm as Mo)		2.1	
Limits		1.6 - 2	
Temperature		100	
Limits		120 max	
Nitrite (ppm as NO ₂)			1100
Limits			800 - 1000
Conductivity Cycles (Calculated)		4.0	

eController

An exciting new option to our upgraded online service tool is the capability of an eController. eController is a special controller that can enter data directly into your online service program. It can be configured to sample up to 144 data points per day! It will also compare its data logs with your technicians Service Report and your Operator log tests.

We are very excited about the many benefits that Premier eReports has to offer. Please contact your Water Treatment Consultant for more information on Premier eReports. It is time to move into the technology era and optimize your Water Treatment Program. 

Premier Faces and Places

CWT

Premier is very proud to announce that Bill Cronin has earned Certified Water Technologist (CWT) status. The CWT designation assures that a water professional possesses a core body of knowledge and has experience in all aspects of water treatment. Premier now has four CWT's on our staff.

Premier Expands

Premier Water & Energy Technology, Inc. has expanded its partnership with GE Water & Process Technologies by becoming their distributor in Atlanta, GA and Nashville, TN.

With our expansion into the Atlanta territory we have acquired a new member to our team, Cameron Vaught. Cameron is a resident of Atlanta and has been in the water treatment industry for 29 years. Premier has worked with Cameron for several years and is very pleased to have him become a part of the Premier family.

Johnny Trevino is our new team member in the Nashville area. Johnny was one of our customers and has relocated to Nashville. We are very fortunate that he contacted us about our new opportunity and has joined us as our newest WTC.

Premier is thrilled to have Michelle East become a part of our team. Michelle has a Bachelor's degree in Business Administration with an emphasis on Marketing from Jacksonville University. Michelle will be joining our marketing team and will be a great asset as Premier continues to grow and find new opportunities that create more efficient Water Treatment programs. Michelle also enjoys playing golf, so look for her on the course! 🏌️

Drift Eliminator Cleanings

Energy Conservation

Julie Edwards
AccountABILITY Manager

One of the key components of a mechanical draft cooling tower is drift eliminators. Mechanical draft cooling towers are built using a crossflow or counterflow design. In a crossflow tower the air and water intersect at a ninety degree angle. In a counterflow design water falls through the tower and intersects with vertically rising cool air. Crossflow and counterflow cooling towers are subject to similar water loss due to drift. Both employ drift eliminators to minimize the loss of water droplets (drift) that would otherwise be carried out of the tower. There are four main types of drift eliminators. The most common and efficient of these in crossflow and counterflow towers is a cellular or honeycomb design.

Because certain areas of the drift eliminators are intermittently wet and dry due to cooling tower fan operation, evaporative salts will form on the drift eliminators. A build up of an eighth of an inch will restrict air flow to the point where your cooling tower fan run time will increase by 12%, resulting in increased energy consumption.

The only way to prevent this inefficiency is to clean the evaporative salts from the drift eliminators. Using our proprietary systems we have seen as much as 30 pounds of evaporative salts removed from one drift eliminator panel. In that particular case air flow was restricted by more than 50% and the energy cost associated with the cooling tower fan had also increased by 50%.



Before



After

There are also other factors besides drift eliminator panels when it comes to looking for energy savings: water flow and distribution, cooling load, air flow, entering air conditions, and the tower itself. Please contact me if you would like additional information on our cleaning services for your Evaporative Cooling Systems, or other Energy Saving Tips! 🏌️

during the cooling process. This water is condensate and is typically very high quality and usually around 55°F. Now under your car you will not see the copious amounts of water that an industrial air-handling unit generates, but how much water does your business pull out of the air every day.



Condensate Recovery

A typical 5 story administrative building will recover more than 500,000 gallons of water a year. A manufacturing facility might recover 2.3 million gallons, while a multi-tenant office building may capture 1.5 million gallons a year. With Premier's Condensate Recovery System water can be sent directly to the condenser water system. By reusing the condensate in your condenser systems, you will save on water and sewage charges.

Depending on the size of your system, the cost of the Condensate Recovery System will vary from site to site. Premier would be more than happy to provide you with a quote, a projected annual savings. Contact your WTC today and start saving money instead of sending it down the drain. 🏌️

Trivia Question

Can you find the answer to the following question in this edition of The End Point?

Name the 4 newest members of the Premier Team.

Fax your answer for Website Trivia to 904-268-6851, or you can email your response to tstaples@premierwater.com. All responses received by December 31st will be entered in a drawing to win a prize. Be sure to include Your Name, Company, Phone Number, and an answer to the question. Please reference November Trivia Question on your fax. 🏌️



11481 Columbia Park Drive West
Jacksonville, Florida 32258
904-268-1152 * 800-741-0984
www.premierwater.com



TANKLESS WATER HEATER

The Rinnai Tankless Water Heater offers an endless supply of hot water through multiple outlets simultaneously. The Rinnai provides significant energy savings from heating water only when you need it. It is up to 50 percent more energy efficient than a traditional natural gas water heater and up to 70 percent more efficient than an electric water heater.



BENEFITS

- Compact wall mounted units with a life expectancy of 25 years, whereas hot water tanks require about 16 square feet of floor space and usually last around 10 years
- 10 Year Limited Warranty on the heat exchanger
- 5 Year Warranty on all parts
- Eligible for a \$300 tax credit

FEATURES

- Hot Water Capacity - 8.5 GPM
- Remote Temperature Control Provides 98°F-140°F Setting
- No venting required
- Digital Display
- Diagnostic Display
- No Pilot Light - Direct Electronic Ignition

SYSTEM COMPONENTS

- Minimum/Maximum Gas Rate (Input BTU/Hr.) 15,000 - 180,000
- Dimensions: 9"D x 14"W x 24" H
- Weight: 48 lbs

